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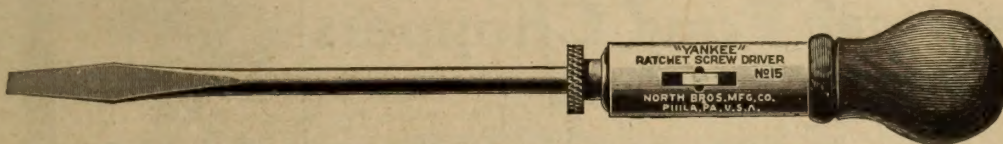
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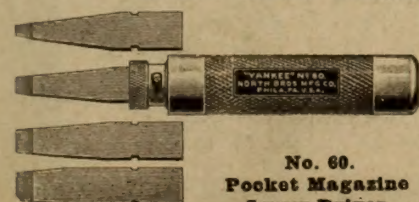
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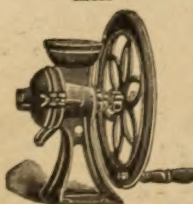
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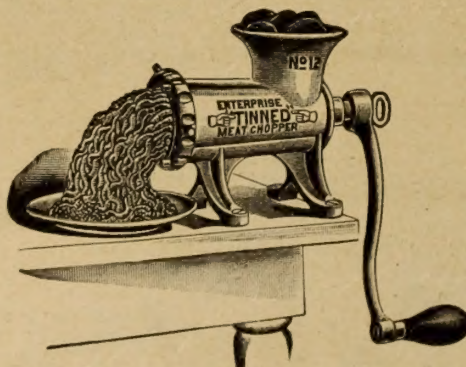
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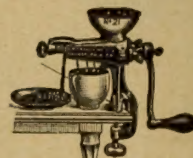
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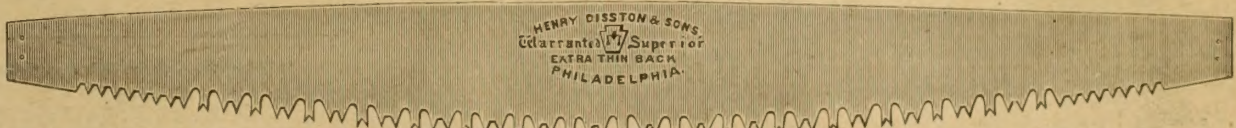
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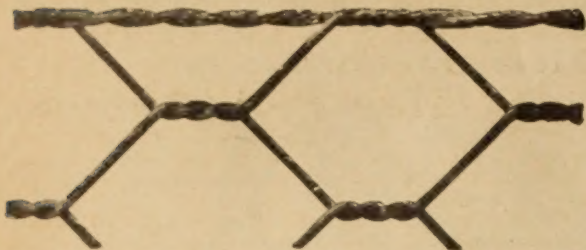
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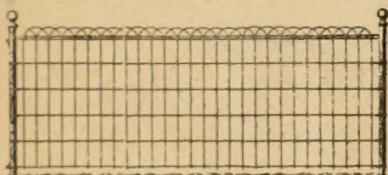
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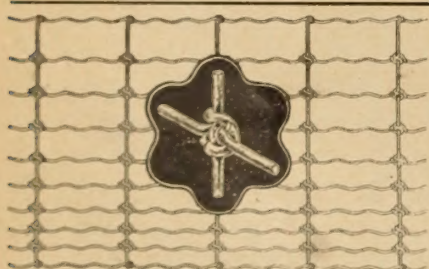
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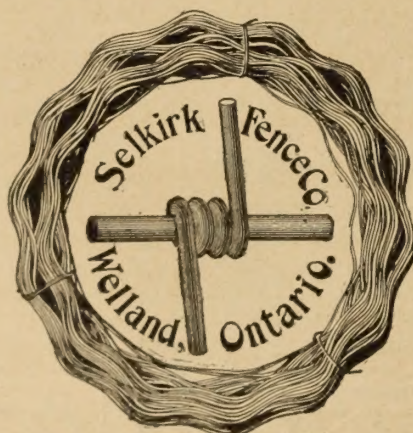
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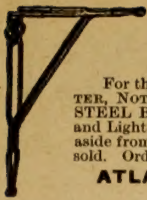
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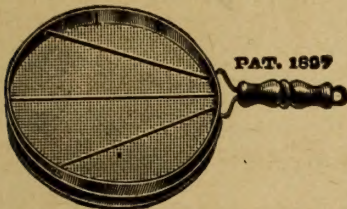
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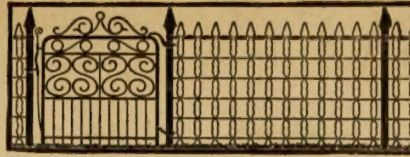
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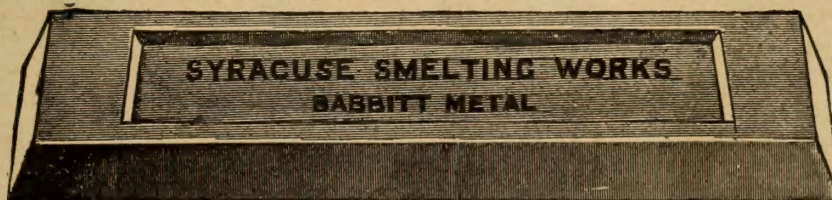
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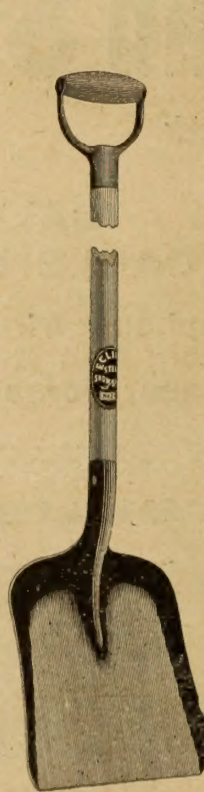
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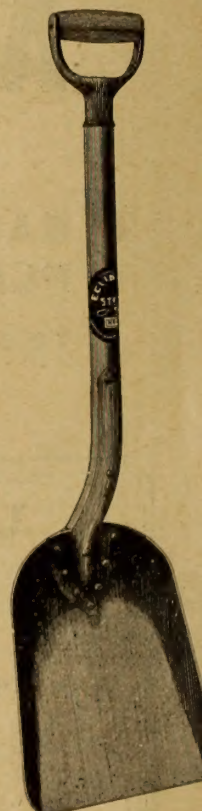
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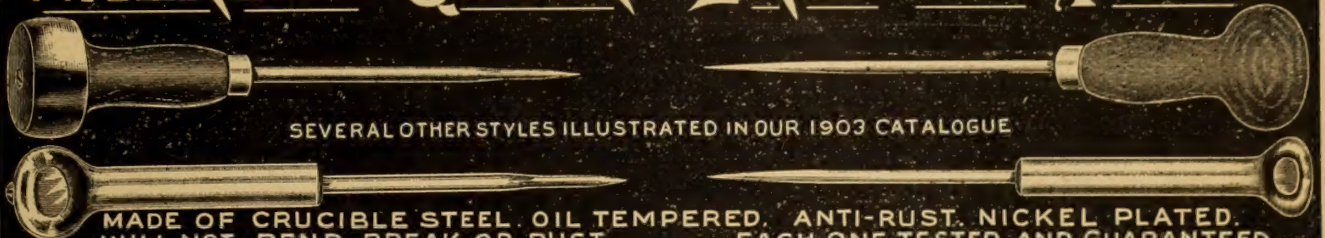
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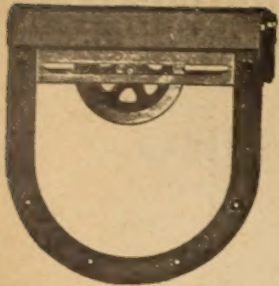
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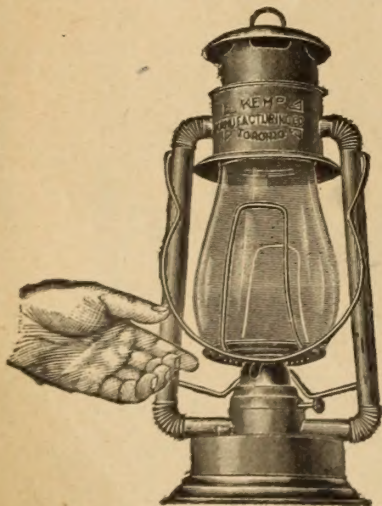
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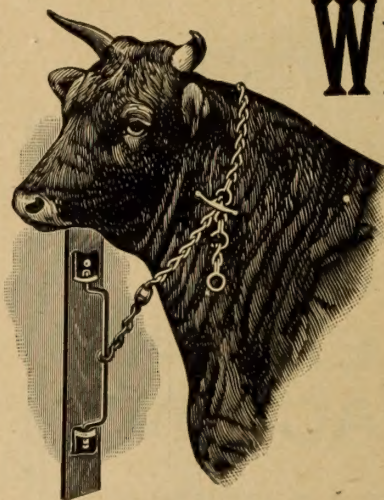
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SPREADER CHAINS and for STALL FIXTURES.
WE STAND BEHIND OUR GUARANTEE.

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Subjects Being Discussed at Ottawa.

Written for Hardware and Metal by a Member of Parliament.

WHILE nothing is more talked of to-day throughout the British Empire than Chamberlain's preferential scheme, we still find that the British Government is slow to recognize minor chances of developing trade with Canada; trade which, though producing not very much perhaps in the individual cases, would nevertheless aggregate a very considerable amount. Several weeks ago we had an article in this paper as to the unfairness of the British cattle embargo as applied to Canadian cattle, an unfairness which must be patent to the English themselves, but which they seemingly refuse to remove, because they want for their farmers the protection which the embargo indirectly gives them, and at the same time do not wish to admit what they consider the heresy of a protective measure.

Another rather annoying little matter came to light through an article published in *The Montreal Gazette*, as to shipment of cattle for South Africa. It seems that the British Government is now engaged in restocking the farms there, from which the cattle were commandeered during the war. If this could be done by exporting from the herds at home, or from any other colony, no objection could be made, but we learn that the supply is being drawn from Texas ports. When we remember the extreme unfriendliness of the people of this section of the United States, displayed towards Britain in the late war, and compare it with the sacrifices made by Canada, it does strike one as rather more than strange that a British colony

should be overlooked, and the enemy, so to speak, favored commercially. Just how many cattle will be required for the purpose, the article in question does not state; but the number must be very large when we remember the completeness of the clean-up, and the fact that a large part of the industry of the conquered countries was in cattle raising. In one shipload alone 2,500 are to be taken, but this of course will be but a small fraction of the whole. It is stated that great care is being taken in the selection of the cattle; but surely we produce as good in Canada as anywhere else on the continent.

Nor can the matter be attributed to stupid oversight on the part of the British officials entrusted with the purchase. Mr. Borden, the leader of the Opposition, read the article in toto, and asked the Government if attention had been directed to what was going on as therein outlined, and, if so, what steps had been taken to turn the current of this trade to our own shores. Mr. Fisher, the Minister of Agriculture, in replying on behalf of the Government, said that some time since his department had been seized of the facts, and had at once put itself into communication with the Canadian High Commissioner in London, Lord Strathcona. That gentleman had twice communicated with the Imperial authorities, but without result. We repeat, then, that we cannot allow the excuse that the matter has been allowed to proceed through ignorance. It may be, since we know that cattle, like people, partake of physical peculiarities: according to the climate in which they have been raised, that the Texas animal is

better adapted to the climate of South Africa than a Canadian beast would be, but it seems that we are treated to no explanation, good, bad or indifferent. Can it be that English officialdom agrees with Senator Depew that Canada is the spoiled child of Britain, and are they inclined to give us a little scourging for the good of our souls? We have no objection whatever to the English policy of cultivating the most friendly relations with the United States; we agree with it, but always with a large proviso that in so doing Canada—the eldest son in the family of young nations—should not be given the go-by. It is just such cases as the one quoted that give to the enemies of British connection a text for their arguments, and while we feel sure that the masses in Britain would gladly on all occasions give us the preference, we are just as conscious that the powers that be, too often, forget us for our big neighbor to the south.

* * *

Probably the most remarkable character in the House of Commons is Mr. Gourley, the member for Colchester. Mr. Gourley is a man of education, a lawyer by profession, a wide reader, and a very thorough gentleman in the truest sense of the word. When he speaks, however, the members sit back and prepare to enjoy themselves. No reading of newspapers then, no writing of letters, no quiet snooze to make up for the late session of the night before, but extemporaneousness sits enthroned on every face. Nor does the speaker ever fail to live up to these expectations. Mr. Gourley's main characteristic is his faith in the future of

Canada, and his extreme contempt for the United States. Extracts from his speeches generally find their way into American newspapers, and are invariably succeeded by showers of letters from state citizens of the great Republic, who, if they were but present, would enjoy the whole thing with that infinite zest which all those south of the line have for anything of an amusing character.

Mr. Gourley's latest opportunity came when the Grand Trunk Pacific Bill was before the House, and never did he rise to greater heights. Completely carried away by his own enthusiasm and by the encouraging cries of the members who wanted to see just what he could do, the honorable gentleman left his desk and invaded the floor of the House, where his emphatic gesticulations placed in jeopardy the Hansard man, who was endeavoring to crystalize his utterances into history. As the proceedings since our last issue have been rather dull and of a routine character, we feel justified for the edification of our numerous readers in devoting some little space to his utterances.

* * *

Mr. Gourley has immense faith in railroad building as a means of developing a country. He looks with disdain upon our modest 18,000 miles of road, and announces, "We are just on the threshold of railway building in Canada. We have no railways in Canada. The country is almost as barren of them as it was on the day when Jacques Cartier arrived, and I hope his spirit is not looking down upon the people of Canada to-day. There never was a greater heritage than was given to the people of Canada, and no people ever dealt with a greater heritage in so mean and miserable a manner as the people of Canada have." For this Mr. Gourley largely blames the people of Ontario, who, parsimonious in the past, are now crying out that the time has come to prohibit further aid in the construction of railways in this country. He has hopes, nevertheless, for he sees new men growing up in our old province who give promise of better things. Again he breaks forth upon our undeveloped state as follows: "We have the Canadian Pacific Railway stretching up through the country, but as far as any development is concerned, the country is in about as undeveloped a state as it was when the Indian chiefs sang their war songs on the banks of the Ottawa." In speaking of the magnificent extent of Canadian territory by land and sea Mr. Gourley says: "Why, you could take the Baltic sea and drop it into James Bay and it would scarcely cause a ripple on the surface." Later on in his speech the member for Colchester gives us a strong hint of a source of early inspiration, inspiration which seems to have

convinced him that we can make ourselves great by talking about our greatness. He was present, he tells us, at a fourth of July celebration in a rural part of the State of Illinois, and listened to an orator on that occasion. What did he say? asks Mr. Gourley. "There was a little rise in the land, scarcely perceptible to a Nova Scotian, who is accustomed to beautiful mountains, and that man described that hill as infinitely greater than the Alps, and the little brook that ran through his community rivalled in his mind the fabled Nile, or the glorious Rhine. Sir, that is the teaching that has helped the people of the United States to become great. Their leaders told them that they were the greatest people on earth, and that they have achieved more than any other people, and I will give them that credit, while detesting their very existence." Shortly thereafter Mr. Gourley branched off into a comment on the constitution of the United States. Just what that had to do with the G.T.R. charter it would probably be hard to tell, but the Speaker did not interfere, and the following deliverance was the result: "If you ask me to say what was the worst constitution in the world, I would say that it was either the tyranny of Algiers or the tyranny of the United States. When they want a government what have they got? A senate, a tyrant for six years; a House of Representatives, a tyrant for two years, a President, a tyrant for four years; and a Supreme Court which bosses them all eternally and forever. The result is, that a man who lives in the United States has four tyrants to deal with, whereas in Algiers you have only one, and if you fix him you fix them all." A few lines further on Mr. Gourley states that he is going to devote the next few years of his life to showing that the only government worth living under is that of the old red-cross flag of England. If the British Empire is large now, what will it be when Mr. Gourley's crusade is finished? Surely long before that time his hope, expressed in another part of his speech, a hope to see the flag of England floating over the entire globe, will be realized.

* * *

While advocating the building of immense stretches of road, Mr. Gourley leans more particularly towards the Trans-Canada, and this because he favors its northern route as being far away from our dangerous boundary. He calls it an "Imperial railway," and gave the House a glowing picture of the way in which the Yankees would come a cropper in the next war with Canada if this road were only built. This led to the most amusing incident of the speech. Drawing a parallel with Napoleon's Moscow

campaign he said, "We could retreat."

But Mr. Gourley had warmed the members into a belligerent mood. "Never," they shouted.

Mr. Gourley: "Yes, the Boers have taught us that retreat is very often the beginning of victory."

"The members: "Never retreat."

Mr. Gourley: "Then when the summer—"

"The members: "Never retreat."

Mr. Gourley: "We could retire."

"The members: "Oh, Oh, never retire."

Mr. Gourley: "We could retire as a strategical necessity."

Members: "Never."

Mr. Gourley: "Let me put my point. We could retire as a—"

Members: "Never, never."

Mr. Gourley, (finally allowed to proceed,) we could retire, and in the end, the snows of winter coming on, the invaders would be compelled to retreat."

* * *

Against the enormity of longer allowing the Grand Trunk to have a terminus at Portland, outside of Canadian territory, Mr. Gourley spoke out from the shoulder. "Every man in this Parliament ought to be horse-whipped for allowing such a state of things. If we had a proper national spirit in this country not one of us would escape chastisement."

Just once was the honorable gentleman called to order by the indulgent chair. He had passed westward in his wild career, and was speaking of our Pacific sea-board having been largely filched by the Americans, and he described the land taken as "a narrow strip whether 30 miles or 60 miles wide, stolen by a lot of greedy Yankees from a lot of improvident Englishmen. You call them statesmen, I would be sorry to think that any school-boy in Canada was so stupid as these statesmen were." Mr. Gourley promptly apologized, and shortly thereafter concluded what is probably the most remarkable speech ever delivered on the floor of Parliament.

One sound point he did make which was somewhat new to the House. He advocated a cash bonus to the railways to be assisted, and that the lands on both sides should be opened as to but half their extent for free homesteads, the alternate sections being reserved for sale, expressing the opinion that in a very short time these reserved lands would bring in the market not only enough, but far more than enough, to pay back the cash voted to the roads.

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HAMILTON, ONT.

CANADIAN GOODS IN ENGLAND.

MR. WALTER GROSE, of Montreal, representing The Gurney-Tilden Co., The Nicholson File Co. and other hardware manufacturers, has just returned from the Old Country, where, being acquainted with many of the leading business men, he had opportunities of learning the feeling towards reciprocal trade relations with the colonies among those who would be most affected by it and were in a position to pass the most authoritative judgment upon such an arrangement.

Mr. Grose was struck by the apparent strong following which Mr. Chamberlain's preferential tariff ideas had attracted, and he found several of the largest British manufacturers who were prepared to back him up in them. Many Liberals also had admitted that his arguments were very strong, and that the feeling in favor of them was rapidly gathering strength.

"I noticed a great many Canadian-made agricultural implements in the English market," said Mr. Grose, "and they are highly thought of. They certainly compare most favorably with any of the American-made goods, and a slight tariff preference in favor of our manufactures in this line would do wonders. Canadian stoves and furnaces are also much in evidence, and the importation of them is decidedly on the increase. Lawn mowers, carriages and wooden ware of all kinds are in demand, and in great many stores I noticed furniture manufactured by the Canadian Furniture Co.

"All these lines and many more Canadian articles are being sold in large quantities on the English market. Colonial goods are in as great favor as even those of domestic make in Great Britain, though there is apparently a little prejudice against American manufacturers. Many manufacturers in the old land are now recognizing that free trade is no longer doing them good. In the vicinity of Birmingham I saw two agricultural factories closed up, and the men had left the country.

"I think there is no doubt but that the preference is coming. This fall a campaign will be commenced in favor of it, and all indications point to a majority for the preference."

NEW YORK IRON AND STEEL MARKETS.

Buyers of foundry iron continue to withhold orders except for such as they need to cover pressing requirements of consumption. Many melters are said to be getting final deliveries on existing contracts, but

are reluctant to enter into fresh engagements for extended deliveries, owing to the belief that the bottom of the market has not yet been reached. Philadelphia advices are to the effect that the makers of Pennsylvania foundry are willing to shade \$19 for No. 2 X foundry and add that somewhere between that figure and \$18 it is likely that a good deal of business could be had. English markets were cabled higher, Scotch warrants recovering the 6d. loss recorded yesterday, while Middlesboro foundry iron advanced 4½d. In this section an improved demand for steel billets is noted, but the sales are all of small lots. Negotiations are said to be pending on large quantities, however. Finished material is reported to be steady, but not much new business is coming up, though improvement in this regard is expected during the coming month.—New York Journal of Commerce, June 24.

A Summer Paint Specialty.

The Sherwin-Williams Screen Enamel is a summer paint specialty that ought to be on every dealer's shelves.

There's no other **screen enamel** that sells so well as that and gives so much satisfaction to the user. It pays a handsome profit.

Screen Enamel does not gum up the wire, and leaves a fair gloss that prevents dust, dirt, and moisture from remaining on the screen. It also prevents rust.

It is put up ready for use in half-pint, pint and quarter gallon tin cans. Packages are attractively labeled and present a good appearance on the shelves.

Write to-day for prices and information.



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HEADQUARTERS, & PAINT FACTORY,
21 St. Antoine Street, Montreal.
VARNISH FACTORY,
St. Patrick Street, Montreal.

TORONTO DEPOT,
81 York Street.
WINNIPEG DEPOT,
147 Bannatyne St., East.

A "KICK."

Says a Montreal wholesale hardware dealer: "The Canadian Pacific Railway claim to be able to handle all the freight between here and the West, and no doubt they are doing all in their power to accomplish the undertaking. But we have twenty cars on the way to Winnipeg, some of which went out some time ago, and none of them has reached there yet. This is the case with other hardware houses, and with the continued growth of the Northwest, resulting in increased shipments to points there, something will soon have to be done. An awkward state of affairs is likely to arise with hardware merchants in the smaller towns who have to supply farm implements and other hardware lines to the new settlers."

The assets of the business of Ulric Boucher, general merchant, St. Barnabe, are advertised to be sold the 3rd inst.

FOREST CITY GOSSIP.

Of "Hardware and Metal,"

London, Ont., July 2, 1903.

THE retail trade here continues amazing good, and no lull has yet set in, although this is usually the date when the shacking off begins, and employers and employed take a breathing spell, and a few holidays to recuperate them for another year. But "business is business," said a hardware merchant hustling around the counters, to two friends who had called inviting him to an outing in the country—"business is business with us hardware chaps. Just now I've got to keep my coat off, and you lawyers will have to go off this year without me: fact! we're really too busy to leave our business at present." Holidays will apparently have to be postponed by hardwaremen both in the retail and wholesale branches, as the demand upon the wholesale houses also continues for nearly every line. Price lists are unchanged.

* * *

Barbed wire, galvanized and coiled spring wires have had an unusually heavy season: in no former year have the sales been so large in Western Ontario. This is considered undoubted evidence of the improving condition of Canada's agriculturists. In the good times, and money easy, amongst the first duties attended to is the renewing and repairing of the fences on the farm: and the days between seeding and haying, haying and harvest, and during opportune and favorable winter days, many coils of fence wire are used in keeping the place in order. A well kept farm of the present day has discarded its cedar snake fence and only the latest wire fence surrounds the property.

* * *

An agreement was made four years ago between the largest of the manufacturers of implements, that they should not exhibit anything at any fair for five years: this coming fall was included in the agreement, but the London Western Fair people have hopes of the combine being forced to abandon their position. J. A. Nelles, secretary of the Western Fair, has received an entry from The J. T. Case Co., one of the largest manufacturers in the United States: they will exhibit here on a large scale, and the competition, it is hoped, will bring the combine to the same course.

* * *

Trouble is anticipated at the engine and boiler works of E. Leonard & Sons. The machinists claim they were promised an advance in salary which they have not received.

* * *

About 175 visitors (25 of whom will be ladies) to the Fifth Annual Congress of the Chambers of Commerce of the Brit

5,000,000 Iver Johnson Revolvers

Have been made, sold and used,

Resulting
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**Reputation,
Profit,
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New York Office: 99 Chambers St. FITCHBURG, MASS.

ish Empire, which meets in Montreal this summer, are expected to visit London on the tour they will be given through Canada.

* * *

The Board of Trade representatives of the Western Fair are: John Bowman, of The J. Bowman Hardware Co.; J. W. Little, of Robinson, Little & Co.; A. B. Greer; James Mattinson; W. J. Reid and Isaac Waterman.

* * *

The results of the examinations of the Institute of Chartered Accountants of Ontario have just been announced. Among the successful London candidates are the following: Intermediate: Messrs. H. C. Sreaton, W. C. Benson, A. F. Falls, W. R. Jex, J. D. Omond, and E. Adkins.

* * *

Hardwaremen interested in a good game of baseball will not be averse to learn that this is a great town for this favorite sport: the wholesale league and the big factories put up great games. Last Saturday McClary's factorymen suffered defeat at the hands of the St. John's, also of this city.

* * *

Conductor Parker, of the G.T.R., who resides in this city, has gone to Saratoga where he will attend a convention of the Master Car Builders of America this week. The conductor has patented a device to prevent the steam pipes in passenger cars from freezing, and he will exhibit it at the convention. The invention is said to be one of the best yet brought to the attention of the railway companies, and it is understood that a number of roads, including the Grand Trunk, are about to adopt it.

The McClary Co. will start fifty men to work at their new foundry this week. The task of transferring the scene of operations from the old to the new plant is of necessity somewhat slow. The first run of iron was made at the new works on Friday. Some of the men demurred against beginning on Friday, but the management had no superstitions in the matter.

* * *

The men employed at the new brickyard of the Builders' Supply Association quit work in a body to-day. The trouble arose over the appointment of a new manager, the former manager having proved inefficient. Under the circumstances the company feel that the action of the men is very unjust, and are determined not to give way to their demands. No difficulty is anticipated in filling their places, and it is thought the works will not be shut down longer than a day or two.

* * *

The coal scare of last winter, here as elsewhere, is inducing many to fill their bins before there is any possibility of a shortage when cold weather is on us. No dealers will take any order for future delivery. The price is \$7 cash down per ton. Those who buy later may have to meet the 10 per cent. advance in wages which was granted the miners. Thus far this advance has not reached London.

W.H.L.

Gaults, Ltd., Winnipeg, have been incorporated with \$750,000 capital, to do a wholesale and retail general dry goods business, with power to manufacture any lines desired. The directors are H. M. Belcher, F. G. Crawford, J. D. Brown and J. Pitblado, Winnipeg, and James Rodger, Winnipeg.

H. S. HOWLAND, SONS & CO.,

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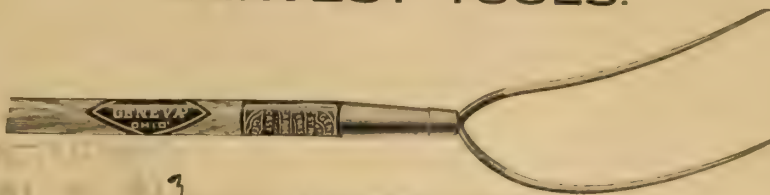
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Scythes, narrow and wide heel,



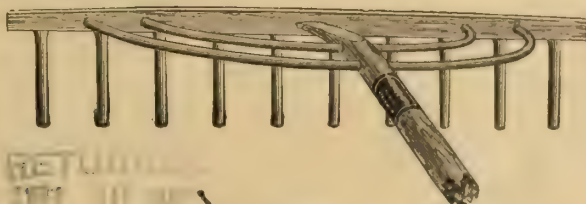
3-Tine Hay Forks, straight and bent handles



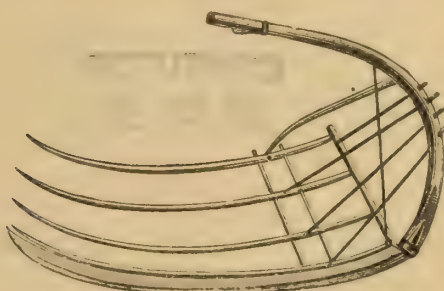
3-Tine Hay Forks, straight and bent handles.



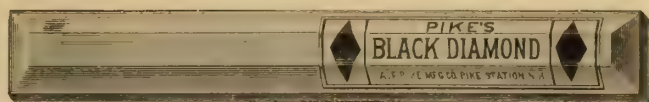
Snaths,
Ring, Loop and Bolt,
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Hay Rakes.
Straight and Bent Handles, Wood and Iron Bows.



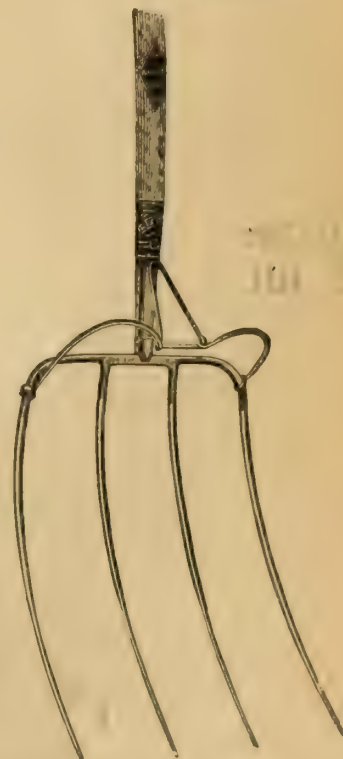
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Scythe Stones.



Straw Forks,
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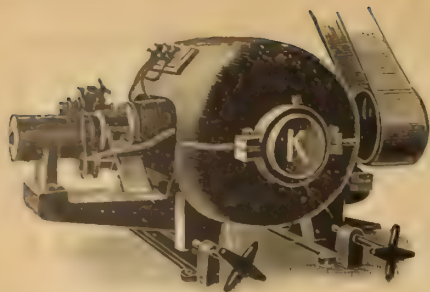
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MADE IN FOUR WIDTHS.
1/2 inch, 3/4 inch, 1 inch and 1 1/2 inch.
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A CONTINUOUS Metal Strap with a series of raised bosses along the edges, to strengthen same and protect nail heads. Put up in coils of 300 feet each, and packed 20 coils in a case. On each coil we put our patent metal reel frame, making it a complete reel.

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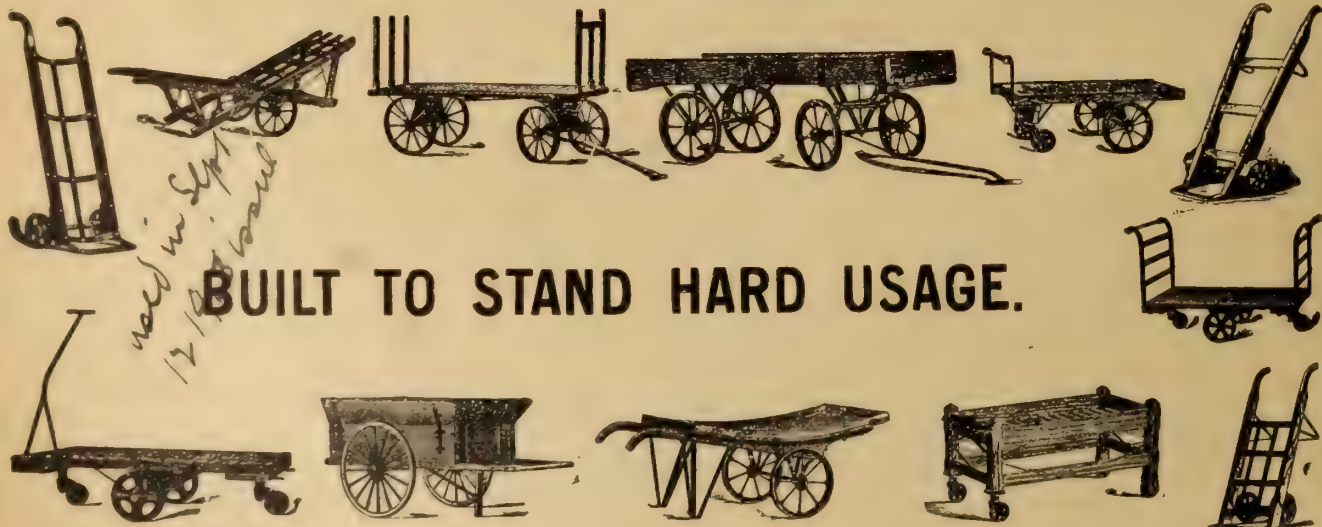
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MACHINERY

THE LARGE CEMENT WORKS AT HULL.

THE construction of the works of The International Portland Cement Co., in Hull, Que., are now well under way. Concrete foundations are in course of construction for the following buildings,—large rotary building, clinker grinding building, warehouse, clay storage, machine shop, clinker storage and coal storage buildings; also concrete foundations for clinker bed, conveyor tunnel, column piers, ball mills, tube mills, ball and tube mill foundations for clinker grinding, clay storage, and concrete walls between rotary building and dry grinding building. The plant will cover six acres, and over 600 carloads of machinery and materials will be needed for its construction. For the past four or five months the engineers have been engaged at the Toronto office in making detailed drawings of the entire plant, including all the machinery to be installed. Even the structural steel that enters into the building is of special design. The machinery has been ordered, and is now under course of construction by the various manufacturers located in Canada, the United States and Germany.

THE NEW POWER WORKS AT NIAGARA.

THE following information re the power development work at Niagara Falls, is furnished "Hardware and Metal" by O. G. Parry, one of the practical engineers in charge of the work: "The Canadian Niagara Power Co., controlled by the same capital as The Niagara Falls Power Co., is building a great wheel pit, which is to be connected to the lower river by means of a tunnel tailrace. This wheel pit is eventually to be 480 feet long, but at present a section 266 feet long is being built. The width is 21 feet and the depth 170 feet. A long forebay is being built in front of this wheel pit: it will have the same length and a width of 100 feet except where it passes under the track of The Niagara Falls Park & River Ry. From the north end of the wheel pit a canal 16 feet wide and 500 feet long will be built to the river to be used as an ice run, the flow being regulated by gates.

"A tunnel 2,200 feet long, 25 feet high and 18 feet wide inside the lining at the spring line will connect the wheel pit

with the lower river. The portal of this tunnel is located close up to the Horse shoe Falls, the stream discharging close at its base.

"The unit of development will be 10,000 horse power. This will be generated at a voltage of 12,000 three phase 25 cycles, the generator to make 250 revolutions per minute.

"It is well known that Toronto is expecting to profit by this development. For transmission to that distance a potential will be used of 4,000 to 6,000 volts.

A POWERFUL STEAM DYNAMO.

U. S. Consul-General R. Guenther, Frankfort, Germany, reports that the rapid development of electric central stations in Germany has resulted in the construction of powerful dynamos. The Rhenish-Westphalian Electricity Works at Essen has ordered from The Brown-Boveri Company at Mannheim a steam turbine to furnish power for a dynamo of 5,000 volts and one of 1,600 volts. These two electrical machines will require about 10,000 horse power. The whole apparatus occupies a space less than nine feet in height and width and about 60 feet in length. The 10,000-h.p. turbine has a length of only about 21 feet.

STEAM PLOUGHS FOR FARMING.

A western correspondent writes: "The tendency to increase the size of the farms in eastern Assiniboia has made the question of the economy of steam ploughs of interest to the farmers. Half a dozen traction engines are in use on as many farms hauling ploughs which turn over five furrows. The plough is guided by a team, and another team is used to haul water and coal for the engine. Although coal costs the farmer \$5 a ton laid down at his farm, the saving on the use of steam is estimated at 50 per cent. A set of the heavy English ploughs, brought out to Canada for use on one of the great farms which failed miserably at Qu'Appelle, has been purchased by a Moose Jaw man, and is being operated effectively. With this plough two engines are used, one being stationed at each end of a half-mile furrow. Cables winding about drums on the engine draw the five ploughs which are firmly set in a frame. The frame also controls a pulverizer and harrows, and the soil needs little further

treatment after this machine has passed through it. When a furrow is finished the engines move ahead, and the ploughs work back to the other end of the field. The advantage claimed for this class of engines is that the steam required by a traction engine to move its own weight is saved, and that only one of the two English engines are using steam at one time, so that there is not as great a consumption of fuel as would be expected."

MACHINERY AND ELECTRICAL NOTES.

THE Brown & Wigle Co. have just had installed in the woollen mills here a 90 horse-power Corliss engine, made by Goldie & McCulloch, Galt. It is the finest engine in town and runs very smoothly. From present calculations it will make nearly \$1,000 a year of a saving in their fuel bills.—Kingsville, Ont., Reporter.

B. Chubb, Son & Phillips, Saskatoon, N.W.T., are establishing a modern brick-making plant. Machinery is to arrive this week, and operations started as soon as the plant can be installed.

Dr. S. J. Rickes, president of the Guelph River Valley Electric Road, has made a proposition to Guelph to extend the road to give connection with Puslinch Lake and Hespeler, Ont.

A large saw mill is to be completed at Norwood, Ont., this summer. It is to give employment to 300 men, and to have a capacity for 25,000,000 feet of logs per annum. The most modern machinery will be installed.

The Canada Wood Mfg. Co., Farnham, Que., are making extensive alterations to their property to instal a modern furniture plant. A saw mill, boiler room, machinery rooms, etc., will be fitted up. The first instalment of machinery has arrived.

William Pickles, New Glasgow, N.S., chief electrical engineer of The Nova Scotia Steel and Coal Co., is in North Sydney, N.S., installing the company's new lighting plant. The ore pier is now being wired. The company has commenced operations at Wabana with a force of 500 men, and will shortly be able to ship their ore to North Sydney. A steamer with loading towers and other appliances for the ore pier is now en route to North Sydney.

The Portland Rolling Mills, St. John, N.B., are going to branch out into the

manufacturing of nuts and bolts. E. J. Jones, manager of the mills, is now securing machinery in Connecticut for the new department.

Edmonton, Ont., has passed a by-law to purchase the electric light plant.

J. W. James has installed a steam engine in his carriage works, Orillia.

The Logan Tanning Co., Pictou, N.S., is about to install a new boiler plant.

The engineers of The Manitoba Cement Co., Ltd., Winnipeg, have left for Morden, Man., to start operations at once.

A complete laundry outfit is being erected by H. W. Petrie, Toronto, at Niagara Falls, Ont., for the Loretto Academy.

D. H. Williams, Saskatoon, N.W.T., has secured the position as travelling agent for The American Abell Machine Co., Regina, N.W.T.

The work of installing the machinery in the new works of The Dominion Wrought Iron Wheel Co., Orillia, Ont., is nearly completed.

Marsh & Henthorn, Belleville, have added to their plant a 16-in.x6-ft. Porter lathe. This machine was furnished by H. W. Petrie, Toronto.

A Barnes water emery grinder with a 24x2 in. wheel was purchased by The American Abell Engine Co., Toronto, from H. W. Petrie, Toronto.

St. John, N.B., council have under consideration the establishment of a municipal telephone system. Ald. Macrae has been appointed to secure estimates.

At a meeting of the shareholders of The Canadian Rubber Co., Montreal, held on June 23, it was decided to remodel the entire plant of the company and put in new machinery.

Coulter & Lyall, of The Standard Machine Works, Winnipeg, have removed their plant to the new shops of The Manitoba Iron Works, Ltd., Winnipeg.

There is some talk of establishing a foundry in Berlin, Ont.

The iron molders employed in The Rheault Foundry at Mile End, near Montreal, are out on strike because the firm refused to sign the new scale of wages which was recently adopted by The Iron Molders' Union.

The R. E. T. Pringle Co., Montreal, through their branch in St. John, N. B., have secured the contract to supply the steamship Beatrice Waring with her electric lighting plant in which will be included a search light. The engine to be used will be a Leonard automatic.

It is believed that The Quebec Railway, Light & Power Co., and The Quebec, Jacques Cartier Electric Co. have come to a secret understanding preliminary to their consolidation. Both companies

have sent notices to their customers that meters will be placed in all houses and charges will be according to electricity consumed.

One of the celebrated "Taber" pumps, for which H. W. Petrie, Toronto, is the Canadian agent, has been installed in the plant of The Milton Creamery Co., Toronto. These pumps are especially designed for creameries, tanneries, glue factories, sugar refineries, breweries and wherever special liquids are to be elevated.

Frederickton, N. B., is going to install an electric plant to cost about \$18,000, for the operation of her street lights.

The annual report of the Canadian Electric Company, Quebec, was presented to the shareholders at a general meeting held on June 23. There has been 62 per cent increase in the number of electric lights operated by the company. A year ago they supplied 72 electric horse power; this year they supply 276, an increase of 362 per cent. The reports showed an increase of \$15,915 in this year's earnings. Altogether it was a very satisfactory report.

The Western Fuel Co., Victoria, B. C., has in contemplation the inauguration of a number of improved methods in handling the coal output. The pit head and hoisting engines will be of the usual kind, but the method of loading ships will be new. Large bunkers will be constructed, which will be filled directly off the screens by an endless conveyor. Another conveyor will be run direct from the screens to the wharf.

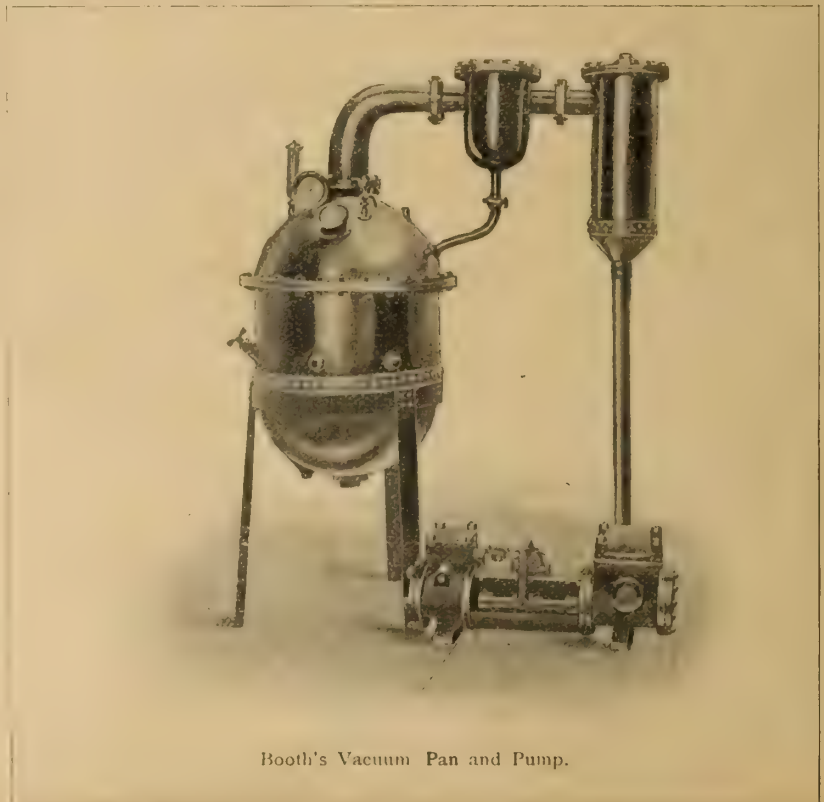
The marriage of G. R. Duncan, M.Sc., superintendent and electrician of The Mont-

real Pipe Foundry, to Miss Florence Benedict, took place in Ottawa recently.

BOOTH'S VACUUM PAN AND PUMP

THE Booth Copper Co., 119-123 Queen Street, East, Toronto, are the makers of the copper vacuum pan, a cut of which appears below. These pans are made in sizes from 30 inches to 12 feet in diameter, suitable for confectioners, brewers, chemical laboratories, and for that large class of manufacturers, who are coming to realize the saving in fuel and the products to be derived from evaporating at a low temperature. The pan shown in the cut is provided with a double bottom, and also with a steam coil in the interior. Steam is applied in both places and the vapor passes over to the right through a catch-all which turns back any liquor which may pass over with the vapor. From the catch-all it passes on to the second receptacle noted in the cut, the condenser. Here the vapor is met and condensed by a spray of water. The pump in the lower right hand corner carries off this water and so creates the vacuum. Liquors in these pans will evaporate at one half the temperature required under ordinary air pressure, and may be reduced without danger of scorching.

The pans are finished in a handsome and workman-like manner, and a large 7 foot one now being erected in the works for the Huntingdon, Que., Condensed Milk factory, presents an imposing appearance. Further information regarding the vacuum pan can be had on enquiry of the Booth Copper Company.



Booth's Vacuum Pan and Pump.

GUELPH Business College

The Broadest Curriculum of Studies. The Highest Standard of Excellence. The Best Practical Results.

MALCOLM MACCORMICK, B. A., Principal, GUELPH, ONT.

THE "SUN" BRAND PORTLAND CEMENT.

We make only one quality and that the best.
Ask us for quotations.

The Sun Portland Cement Co., Limited
OWEN SOUND

JAS. A. CLINE, Managing Director.

PETRIE'S MACHINERY BARGAINS (Corrected Weekly.)

HIGH SPEED ENGINES.

- 11 x 10 Ideal, Goldie & McCulloch Make.
- 10 x 10 Peerless, Leonard.
- 11 x 10
- 15 x 34 Wheelock.
- 8 to 65 H. P. Jewel Engines, always in stock.

WOOD WORKING TOOLS.

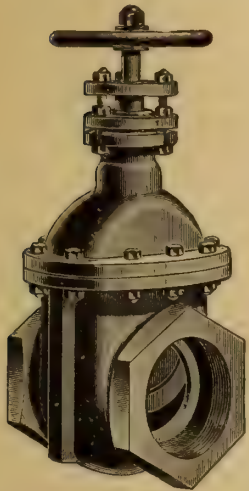
- Nos. 1, 2 and 3 Wood Top Rip Saw Tables, American make, new.
- No. 2 Self Feed Rip Saw Table, Defiance, New.
- No. 1 Variety Saw Table, Clement, New.
- Champion Cut Off Saw Table, New.
- 26 in. Pedestal Band Saws, Silyer, New.
- 32 in. " " " American.
- 36 in. " " " American.
- Single Spindle Frizzer, Berlin, New.
- 20 in. Combined Disk and Drum Sander, New.
- 24 in. Major Harper Planer and Matcher.
- 24 in. Endless Bed Surfacer, Berlin, New.
- 24 in. Heavy Planer and Smoother, Berlin, New.

HOISTING ENGINES.

- 6 x 8 Double Cylinder, Single Drum, New.
 - 6 x 8 Double Cylinder Double Drum, New.
- Send for prices and catalogue of factory supplies.

H. W. PETRIE

131-145 Front St. West, 8-22 Station St., Toronto.



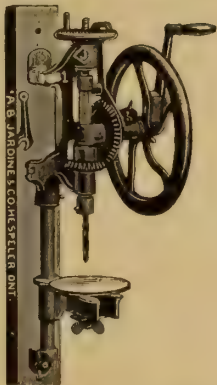
BUY KERR VALVES.

They give
satisfaction
every time,

Catalogue
on application.

The Kerr Engine Co.
LIMITED

Walkerville, Ont.

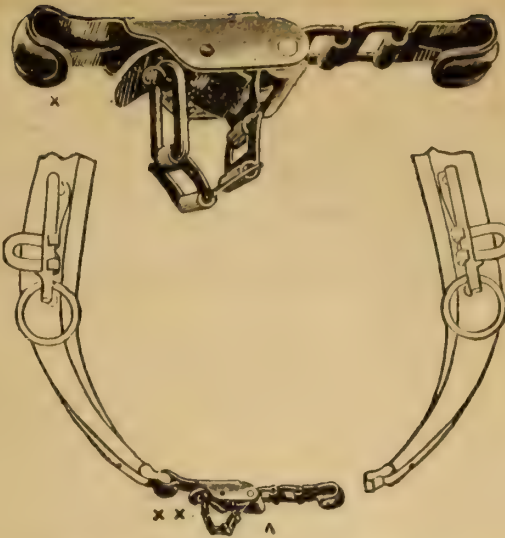


TRADE MARK
REGISTERED.

Blacksmiths'
Hand
Drills.

The very
best.

A. B. JARDINE & CO.
HESPELER, ONT.



ROY DODSON'S PATENT HAMECHAINS.

No matter where your lot is cast
we can improve the lot.

Metal Stampings

are Stronger, Lighter, Cheaper
than Castings.



We work **Sheet Steel, Brass,
Aluminum and Copper to any
shape.**

Send us your samples and num-
ber required, and we will quote
prices on same

STAMPED IN RELIEF.

Empire Machine and Metal Stamping Co.,

Limited

1012 Yonge St.

TORONTO,

USE CANADIAN BABBIT

Imperial
Metallic

Hercules
Star

The highest grade babbits made.

THE CANADA METAL CO., WILLIAM STREET, TORONTO.

COLD PRESSED NUTS



of all shapes and sizes, finished, semi-
finished, case hardened, plated or
polished.



Canada Foundry Company, Limited,

14-16 King Street East, - - TORONTO.

CELEBRATED

HEINISCH

SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinnern's Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 155 Chambers
NEWARK, N.J., U.S.A.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITISISM

NOTE: Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, HARDWARE AND METAL.

Edited by

W. Arthur
Lydiatt,

TORONTO.

You Watch Your Business Only Half Way When You Fail to Watch the Advertising.

FROM E. M. Shildrick, of Paris, Ont.,
I have received a couple of ads.
which show traces of an endeavor to
do some good advertising, but they do
not come quite up to the mark. How-
ever, as Mr. Shildrick states in the ac-
companying letter, "I'm new at the ad-
vertising work," we can make allowances
for any shortcomings in the ads he has
submitted.

Here's his letter:

PARIS, ONT., May 13th, 1903.

W. ARTHUR LYDIATT, ESQ., Toronto, Ont.

Dear Sir,—Should be pleased to get sugges-
tions as to advertising goods saleable at this
season, viz., lawn mowers, refrigerators, etc.

Enclosed find a couple of proofs for this
week's local papers. Should be pleased if you
would comment on these, as I am new at the
advertising work.

Yours truly,
E. M. SHILDRICK.

I reproduce one of the ads herewith.
By way of comment I would suggest that

Some screens rust easily and then break
full of holes. Do yours? Do you guar-

LAWN MOWERS

Almost any lawn mower will run easily
and cut cleanly when it's new that's not
the test.

It's the way the mower runs and cuts
after it has been used a season that dis-
tinguishes a good mower from a poor one.

You expect a lawn mower to last more
than one summer?

Then get a ————, backed by our
guarantee and the maker's.

Prices range from \$—— to \$——, so you'll
surely find one to suit both your needs and
pocket in the assortment we'll show you if
you'll just step into the store any con-
venient time.

CUTTER, GRASS & CO., Mower, Man.

antee them against this? Some makers
of screens do, and if you do, it might be
a good idea to offer to replace any, or
re-paint any, which rusted or otherwise
deteriorated to any extent inside of a
year from purchase.

I would then give a list of sizes and
prices carried in stock, and if you make
odd sizes to order, say so.

I would suggest that Mr. Shildrick
have his address more definitely stated in

FLY TIME!! and HIGH TIME

You were replacing your old worn-out screen doors and
windows with new ones that will keep the flies out
SURE

We have a size to fit your doors or windows at a price
that will fit your pocket.

(Sizes) (Cost)

We sell all the standard sizes, or make screens to
order. Strong oak frames covered with extra weight,
evenly woven wire. Will not rust or bust.

BEETLE & BUZZER.

Annoyance, Ont.

he should try not to be prosy. Take
this ad for instance. I don't fancy Mr.
Shildrick would approach me with "Be-
hold the Festive Fly. The pesky nuisan-
ces are again here, etc.," if I should hap-
pen into his store and be looking at his
screen doors and windows.

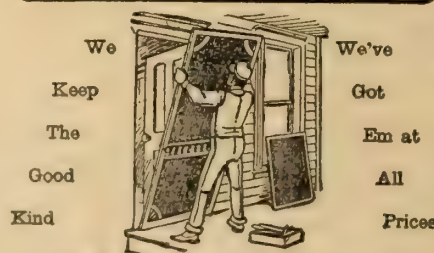
"We've got 'em at all prices" betrays
an effort to be smart, which is not at
all uncommon in ordinary advertising.
Wouldn't it be better to say "All sizes
at all prices," if nothing better suggest-
ed itself.

I think in advertising screens it would
be best to say something about the last-
ing qualities of the kind you have.

SHILDRICK'S HARDWARE, Buckley's Old Stand

Behold The Festive Fly!

The pesky nuisances are again here and it behooves us as
good housekeepers to keep 'em out. Screen doors and win-
dows are really so cheap that there's no excuse for one's house
being filled with the pests.



Screen Doors, 85c and upwards, complete with hinges, etc.
Screen Windows, 20c and upwards.

Come in and let us show you the latest wrinkle in Oil Stoves,
The "Quick-Meat" Blue Flame Wickless Coal Oil Stove
is a top notcher.

SHILDRICK'S HARDWARE, Buckley's Old Stand.

the ad. Possibly it doesn't make so
very much difference—it may be that
every one in Paris knows where "Buck-
ley's Old Stand" is—but I think it just
as well to have the details of the loca-
tion in every ad as plainly as possible.
I'd have the name set in a little larger
type, and the street and number stated.
Wouldn't do any harm to insert "Paris,
Ont.," too.

Regarding the suggestion for advertis-
ing refrigerators, lawn mowers and other
seasonable goods, I gave a refrigerator
ad last week, but offer a suggestion here-
with for an ad about lawn mowers and
others about gas stoves and screens
which I hope some other readers will also
find of use.

Although I have, on several occasions,
given suggestions for ads, and at the
same time made request that if any read-
er used them I would like to know it,

IT'S HOT ENOUGH IN SUMMER

without adding the distressing heat of a coal cook
stove.

The new ———— Gas Ranges we are showing
are better cookers and much more economical than
any coal or wood stove that was ever made, and
certainly much more convenient and comfortable.

Not expensive to buy or to operate.

Always ready for use—cook a meal in a few
minutes.

Prices range from \$—— to \$——.

Come and look at them—needn't purchase unless
you decide you need one.

BAKER & OVENS, Gaston, Que.

and receive a copy of the ad as used, I
have not been so favored, though I hap-
pen to know that a few readers used
some of them.

Ungrateful, surely.

LIGHT WEIGHT SPOOL WIRE.

The Malin Company, Cleveland, O., have
issued a circular warning the trade
against spool wire light weights. Some
makers, they state, are selling $\frac{1}{4}$ lb.
spools which only contain 3 oz. of wire,
the other 1 oz. being the weight of the
spool, whereas the proper weight of a
spool should be 5 oz., thus giving 4 oz.
of wire net.

CATALOGUES, BOOKLETS, ETC.

GUN CATALOGUE.

Caverhill, Learmont & Co.'s blue book on guns and ammunition is just out, and retailers who did not receive a copy of it should by all means make application to the company for one. The catalogue is one of 80 pages, fully illustrated with cuts of the various guns, revolvers, cartridges, etc. It contains accurate descriptions of the articles and the list of prices. The first describes the single and double guns of American and foreign makes. Winchester and Marlin rifles follow, and then Stevens' and Iver Johnson's goods. Revolvers, cartridges, loaded shells and sundries of all kinds occupy the latter part of the catalogue. Most of the prices given are subject to a liberal discount. A discount sheet will be furnished on application.

"NEVER RUST" COMPOUND.

Geo. Borgfeldt Co., Toronto, are offering a superior slushing compound called "Never Rust," which is made in six grades to meet the requirements of all lines of steel. This slushing compound is used by a very large number of the most prominent manufacturers in the United States and by the United States Navy. One of the claims made for it is that it covers twice the surface possible with common slushes, and on this account is very economical.

CORUNDUM POPULAR.

The Canada Corundum Co. expects to have completed in September its new plant, located at Craigmont, Renfrew County, Ont. The new works will have an annual capacity of over 6,000 tons of commercial corundum. This plant, incidentally, will be the largest concentrating plant in Canada. Until the new works are ready The Canada Corundum Co. are experiencing a good deal of embarrassment in meeting the demand for their abrasive.

A TREE PROTECTOR.

The Tree Preservative Co., of 84 Wellington West, Toronto, have a device—an expanding collar filled with felt, which is meeting with approval from fruit men everywhere. The collar enlarges with the tree's growth, and conforms to the irregularities of the tree-trunk. The lining of felt is treated with poison, and tree vermin are effectually prevented from getting beyond the collar. The device next year will, doubtless, be handled by hardware dealers; it is being introduced, in the meantime, to the consumers through agents.

Slow Cutter.



Corn Grate.



A
POPULAR
COMBINE

Pat. applied for.

J. M. MAST MFG. CO., Lititz, Pa.

Edwin H. Grenfell & Co., London, Ont.,
CANADIAN AGENTS.



"BUILD TO-DAY THEN,
STRONG AND SURE
WITH A FIRM AND
AMPLE BASE."
—Longfellow.

DO YOU?
WISH THUS TO BUILD
an
advertisement
in the
CONTRACT-
RECORD,
TORONTO
will bring you
tenders from the
best contractors.

Any man in the Hardware Trade selling Silverware cannot afford to place his Fall Order without first seeing our new samples. **New designs and up-to-date goods, Quality guaranteed.**

WRITE US FOR CATALOGUE.

E. W. GILMORE & BRO.,

Importers of Silverware.

86 BAY STREET, TORONTO.

STANLEY RULE & LEVEL CO.,

NEW BRITAIN, CONN., U.S.A.

IMPROVED CARPENTERS'
TOOLS

SOLD BY ALL HARDWARE
DEALERS.

AMERICAN, or Flat Link

NIAGARA, WIRE LINK



Oneida
Community

Cow
Ties

Manufactured at
Niagara Falls, Ont.



SMOOTH AND EASY

STRONGEST TIE MADE

INDUSTRIAL GOSSIP

THE Blain, Johnston Co., Ltd., Toronto, have been incorporated with \$100,000 capital, to carry on the business of The Blain, Johnston Co., Toronto, as manufacturers of and dealers in carriages, etc., and to do a general blacksmithing business. The directors are D. M. Johnston, W. S. Plews and C. A. McArthur.

Guelph, Ont., has passed a by-law to purchase the stock of The Guelph Street Railway Co.

Wm. Mackenzie, of The Canadian Northern, says that construction work is proceeding rapidly westward from Erwood and Grand View, Man. A large track laying machine is included in the construction equipment.

F. H. Clergue insists that the railway across Manitoulin Island, proposed some time ago, will be built despite rumors to the effect that it would be abandoned as a result of the decision to build a line from Sudbury to Scotia Junction. The lines, he states, will be built simultaneously. He claims that Toronto will have direct connection with the "Soo" by his railway system within two years.

The Winnipeg Electric Street Railway is building a line to Silver Heights, a short distance beyond the city limits.

The C.P.R. is actively engaged in extending its sidings all along the line in Manitoba.

The Ontario West Shore Electric Railway Co. is showing signs of activity. Aid has been promised by several municipalities on the projected route of the road from Owen Sound to Sarnia, a thickly populated and beautiful section of Ontario.

Although the machinery has not been completely installed in the new works of The Dominion Wrought Iron Wheel Co., Orillia, the company, owing to orders being so pressing, have commenced turning out wheels.

The Cape Breton Coal, Iron and Railway Co., will proceed at once with the development of their areas which comprise 67 square miles, situated near Sydney.

The National Portland Cement Co., Durham, Ont., is shipping large quantities of cement through the port of Owen Sound for the West.

It is reported that some New York capitalists will start lead smelting works at Kingston, Ont.

General Superintendent McGuigan, of the proposed Grand Trunk Pacific, says

that should that line be built the company will expend probably \$1,500,000 in the enlarging and improving of the repair and construction shop at Stratford, Ont.; that those shops will be made the chief centre of repair and also for the construction of new engines and cars.

W. H. Storey & Son, Ltd., Acton, Ont., have been incorporated with a capital of \$100,000, to tan leather and deal in hides and skins and to manufacture and deal in gloves, mocassins and other leather goods; directors W. A. Storey, A. E. Nicklin, H. P. Moore, Acton; W. J. Chapman, Wingham; D. D. Christie, Guelph; and John Firstbrook, Toronto.

Geo. F. Bryan, Winnipeg, is adding to his building on Market street and will install a plant for the manufacture of brooms and whisks. Charles Hamill, superintendent of the factory, is now buying the plant.

According to The Advance, The Barrie, (Ont.) Carriage Co. will employ from sixty to one hundred hands.

The Dominion Coal Co. propose to open another pit in order to meet the increased demand for Cape Breton coal. The location of the pit will probably be at Victoria, N.S.

A despatch from Sydney Mines, N.S. says that eighty more coke ovens are to be constructed by The Nova Scotia Steel and Coal Co. at that place.

Rose & McCrae have received the contract for the construction of a section of the G.T.R. double-tracking between Sarnia Tunnel and Hamilton.

The Wylie Milling Co., Ltd., Almonte, Ont., have been incorporated with a capital of \$10,000, to manufacture and deal in flour and cereals. The directors are: J. H. Wylie, W. H. Wylie, J. B. Wylie, and A. C. Wylie, Almonte.

The Westport Milling Co., Ltd., Westport, Ont., have been incorporated with a capital of \$10,000, to divide into shares of \$25 each, to manufacture and deal in flour and meal; directors, J. McGowen Stoness, A. W. Gray, G. H. Berry, Westport.

The Conn Telephone Co., Ltd., Conn, Ont., have been incorporated with a \$1,500 capital, to carry on the general business of a telephone company in the townships of Arthur, West Luther, Wellington County; Proton, Grey County; and East Luther, Dufferin County. The directors are: A. R. Perry, G. W. Burrows, Conn; Thomas Begley, Proton

tp.; M. Mamon, Augustus Howes, West Luther tp.

The Northern Trading Co., Ltd., Port Arthur, have been incorporated with a capital of \$25,000, to carry on the business of a coast trading company; directors, J. J. O'Connor, G. W. Dixon, G. F. Whalen, A. J. McComber, W. A. Leys, Port Arthur.

The Western Leather Goods Co., Ltd., Toronto, have been incorporated with a \$10,000 capital, to manufacture and sell sporting, fancy and other leather and canvas goods; directors, W. E. D. Tighe and D. S. McLaren, Toronto, and W. H. Ketchum, New York.

The Wakefield Mica Co., Ltd., Ottawa, have been incorporated with a capital of \$50,000, to carry on mining, milling and reducing operations and to acquire the business of The Wakefield Mica Company, Ottawa; directors, C. E. D. Chubbuck, K. B. Holland, C. A. Johnston, jr., Ottawa; H. M. Johnson, T. R. Kennedy, Toronto.

Hon. R. Prefontaine, Minister of Marine, is taking steps to light the channel between Montreal and Quebec so that steamships may travel without interruption at night as well as day. The plan to be adopted is that of gas lighted buoys, which will be of the latest pattern. It is thought that the work will be completed before the end of summer.

New steam pumps are to be installed in connection with London's water-works system in place of the old hydraulic pumps. The new pumps will cost \$20,000. Superintendent Moore, of the water-works, says that they will effect a saving of thousands of dollars a year in full. The capacity of the new pumps will be 5,000 gallons a day, whereas the old ones had a capacity of only 2,000 gallons a day.

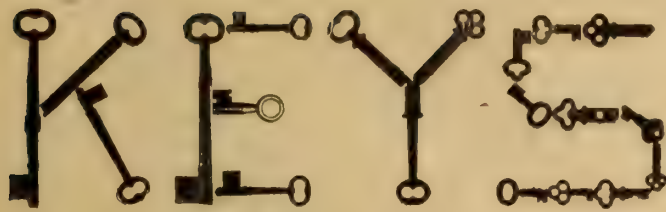
The Toronto & Niagara Power Company, Niagara Falls, N.Y., are calling for tenders to construct what will be the largest power wheel pit in the world. It is to be 480 feet long, 180 feet deep and 27 feet wide, and will be cut through the solid rock. There will be 225,000 horse power developed in this pit, which will cost about \$1,250,000.

NO HALF-HOLIDAY FOR "TWIN CITY."

At the regular monthly meeting of the "Twin City" Retail Merchants' Association, held in Waterloo on June 15, the question of having a weekly half-holiday was discussed. It was decided to circulate a petition among the merchants, and have the matter reported at a special meeting to be held in a week's time. The special meeting was held, and the report submitted, which showed that the majority not in favor of the half-holiday was ten. Therefore the matter was dropped.

JOHN MILLEN & SONS

MONTREAL & TORONTO



Special Midsummer Offer

No. 1 Assortment, 3 Gross, put up in neat wooden box, \$5.35, express prepaid to any point in Canada for orders received before July 15th.

Heretofore, many Hardware Merchants have been disinclined to handle Keys, owing to the difficulty of obtaining the proper assortment of lines. To meet this need we are placing our No. 1 assortment on the market.

This assortment contains three gross of the leading patterns of Rim, Mortise, Till, Chest, Cabinet, Trunk and Wardrobe Keys, all of which will be found ready sellers.

Our price is ridiculously low, only \$5.35 per box, or less than 1¼c. per key, and, as the average selling price would be 10c. or more, the profits are large, and the cost of the entire investment would be met by the sale of fifty keys.

Your stock can be replenished from time to time as required, and keys can easily be made your most PROFITABLE side line. Send a postal request for our complete 1903 catalogue, 262 pages and over 1,200 illustrations.



The White Mountain Ice Cream Freezer

Makes the FINEST and SMOOTHEST Cream the QUICKEST ❀ ❀ ❀ ❀



Will freeze cream in 4 minutes.

Built with Triple Motion
Duplex Malleable Iron Beater
Strong Waterproof Tub
Bound with Heavy Galvanized Iron Hoops.
Extra Heavy Charcoal Tinplate Can
Covered Gearing
Double Scraper

POSITIVELY THE BEST FREEZER IN CANADA.

Sole Agents for Canada

The McClary Mfg. Co.

LONDON, TORONTO, MONTREAL, WINNIPEG,
VANCOUVER, ST. JOHN, N.B.

Some Wringer Facts.

A wringer is not a plaything; it is made for work. And it has to be made accordingly. The strain of wet clothes on a wringer is severe, and the wear on the rolls is likewise. A wringer that racks, that gets out of joint, so to speak, that has to be hammered together every time it is used, makes bad temper, bad dinners, bad husbands. And rubber that is poor and poorly fastened to the shafts is worse still, for no amount of "fixing" will remedy these defects.



We know wringers and how to make them. And we're making "for keeps." We can't afford to make second or third-rate wringers. They would soon put us out of business.

Hardwaremen, do you sell our wringers? A question worth pondering.

CANADIAN WRINGER and SPECIALTY CO., Limited
105-111 Adelaide West, - TORONTO.

Hot-Weather Goods.

Model Refrigerator.



Moderate priced and excellent value.

Built of best quality of kiln-dried lumber, panelled all round and finished in golden oak.

We are sole agents for the celebrated

Leonard Cleanable Refrigerator.

We have a large stock of all kinds of

Wick and Wickless Oil Stoves.

The McClary Manufacturing Co.,

London, Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B.

"EVERYTHING FOR THE TINSHOP."

HARDWARE AND METAL

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co. Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES.

MONTREAL	- - -	232 McGill Street. Telephone 1255.
TORONTO	- - -	10 Front Street East. Telephones 2701 and 2702.
LONDON, ENG.	- - -	109 Fleet Street, E.C.
MANCHESTER, ENG.	- - -	18 St. Ann Street. H. S. Ashburner.
LONDON, ONT.	- - -	Hiscox Building. Walter H. Lindsay.
ST. JOHN, N.B.	- - -	No. 3 Market Wharf. J. Hunter White.
NEW YORK	- - -	Room 1241 New York Life Bldg. W. T. Robson.
WINNIPEG, MAN.	- - -	377 Cumberland Ave. D. J. Benham.

Subscription, Canada and United States, \$2.00.
Great Britain and elsewhere - - - 12s

Published every Saturday.

Cable Address { Adscript, London.
Adscript, Canada.

INTRODUCING ARTICLES TO THE TRADE.

SO many articles are invented and made up for sale by the trade that it has become quite a problem to discover the best method of introducing the new goods of placing them before the trade.

Many inventors or selling agents expect that all they have to do is to produce a good thing at a fair price and the wholesale trade will be eager at once to take it up and bear the expense of placing it before the retailers. Needless to say, many who have gone ahead on this assumption have come to grief, and have found it extremely difficult to persuade the wholesale dealers to stock up a new line to take the place of something which has long given satisfaction to the trade and for which there is still a good demand.

It is a fair argument the wholesale dealers make when they claim that the manufacturer should introduce the new article—that he should create the demand for it.

Then the question arises, how can this be done most speedily, economically and thoroughly? To send a representative over the Dominion, or even to the chief cities, with some new specialty would be needless, unwise and expensive. To give it as a sideline to some traveller covering the

trade helps, yet does not cover the trade thoroughly. The same is true of advertising. It is safe to say that more business can be secured from the investment of a moderate sum in advertising a new article than by the same expenditure on it in other ways, yet this can be made an altogether too cumbersome and expensive method of introduction. It would not be wise in every case to advertise such an article to the consumer. Nine cases out of ten the buyer trusts to the judgment of the retailer. Therefore the selling agent may content himself with a good campaign of advertising to convince the retailer that the new line is worthy of attention, of stocking up. Trade papers, as a rule, will be found ready to explain in their reading columns the features of any new goods offered by their advertisers. A good description of a new article and a bright campaign of advertising, even in a moderate-sized space in a trade paper with a wide connection, will cover the trade in a few weeks more thoroughly than can be done in any other way.

PICTURES FROM OANADA

A TRADE paper called "The Indent and Colonial Prices Current," published in London, England, has been running a series of articles on "Canadian Development," by "authority of the Canadian Government." The text is all right, but we hope the Canadian Government didn't authorize the illustrations also. "Teaching a Nation to Farm," and "What it costs to start a farm in Western Canada," are the two articles under the heading of "Canadian Development," in the April number, and they are "illustrated" by three drawings, supposed apparently to be typical Canadian scenes. The first shows a steam and sailing ship, of the old style, fleeing from a huge iceberg, though it can hardly get away, as the whole sea surrounding it is thick with ice floes. The second is a spirited picture of a polar bear with his claws in the flesh of a dead whale. He is about to be disturbed by a boat-load of men, but they are not close enough for us to see whether they are wearing the regulation furs and red feathers of the tame Canadian or not. In the distance is a beautiful iceberg. A pair of walrus are shown in the third

picture. They have just come out of the water and are reposing on the ice. Behind each, in the background, is an ice hill.

Imagine such pictures as these used in connection with good, sensible text on the wheat farms of the Northwest and Canadian industrial development generally!

PROSPECTS IN EASTERN ONTARIO.

Canners in Eastern Ontario report an exceptionally good pack of strawberries. The rains of last week, however, were injurious to the later berries. The cold wet weather has practically killed the corn and there will be scarcely any crop at all. Tomatoes show very little better prospects. Peas promise a good crop and will be ready in a week or ten days. Raspberries will be but half a crop owing to the frost, but the larger fruits are promising well.

ILLEGAL FREIGHT CHARGES.

THE Canadian Manufacturers' Association have sent out the following circular: "Investigation has revealed the fact that all changes made in freight classification since the issue of schedule No. 11, (January 1st, 1900), have been made without the approval of the Governor-General-in-Council, and are therefore unauthorized and illegal. We have the authority of the Department for stating this fact, and so advise you for your own protection, and to enable you, should you have been affected, to make proper application for rebate of excess payments. In the meantime, Freight Classification List No. 12, issued May 1st, 1903, embodying all the changes up to date, has no authority to be recognized wherein it differs from schedule No. 11, and any freight charges collected by the companies may be paid under protest. The shippers of Canada may shortly be called upon by the Government to show why the increases made in schedule No. 12, should not be sanctioned. If you are interested, kindly prepare your information on this point, and be prepared to present it on short notice."

Since 1900 the merchants have paid increased freight rates, which they need not have paid, and doubtless the amount of money due them as a rebate is a very large one. It is estimated to be as much as \$10,000.

**PRESIDENT SCHWAB'S ILL-
HEALTH.**

THE Finance Committee of the United States Steel Corporation has appointed W. P. Corey, the head of the Carnegie Steel Company, assistant to the president, Charles M. Schwab. In the official statement which the company has issued it is said that the appointment has been made on account of the continued ill-health of Mr. Schwab. It is evident, therefore, that notwithstanding Mr. Schwab's long cruise in the Mediterranean, his health has not been fully restored. This is anything but good news.

It is to be hoped with the duties of his position as president of the United States Steel Corporation lightened, Mr. Schwab's recovery will be assured. It is not a very pleasing omen, however, that after the months spent abroad he is still not well enough to carry the full burden pertaining to the presidency of the corporation. Although only about 43 years of age, Mr. Schwab is one of the world's greatest captains of industry, to which position he has risen from a poor boy, depending upon his own ability for success. It is true that early in life he came under the patronage of Andrew Carnegie, but it is equally true that had he not possessed in an eminent degree those qualities of greatness which he afterwards so sedulously developed he would not have risen to the presidency of the United States Steel Corporation. It was not luck which brought him in the way of Andrew Carnegie. It was his own personal qualities.

If there is one quality more than any other which Mr. Carnegie possesses it is that of recognizing ability in men with whom he is brought into contact. But in climbing to the position whose duties are beyond the ability of his impaired health to perform he has over-stepped the mark as far as his physical nature is concerned; and although barely turned middle life, Mr. Schwab finds himself impaired in health and his usefulness curtailed, whether permanently or not remains to be seen. It is to be hoped that it is only temporary.

The experience of Mr. Schwab is not without its lesson. Men, like machinery, when overstrained must necessarily become impaired. Industry is to be commended

Unfortunately there are too many who do not possess enough of that quality. But industry carried to excess is an evil. We find it exemplified in Mr. Schwab.

One frequently hears business men say they never take holidays. Day in and day out they are to be found in their store, warehouse, or factory, but it is not all of life to live in this way; and those who live it will certainly prematurely shorten their life.

While it is to be hoped that Mr. Schwab will recover, it is also to be hoped that those who have overtaxed their mental and physical natures will profit by his experience and give themselves the necessary relaxation from business cares that nature demands.

With midsummer in our midst, it is a good time for business men to contemplate upon those things, and to remember their employes as well as themselves.

A QUESTION OF INVESTMENT.

THE recent slump in stocks must have brought home to the minds of many who may, perhaps, have hearkened to the voice of the stock market Circe, the extreme precariousness of this form of investment and the risks undertaken by the business man who invests his money on margins.

In the face of an unprecedented wave of industrial prosperity, when business is expanding, call money easy, and dividends assured, with every condition present which should make for steady and increased values, securities of the most unimpeachable intrinsic worth falter, sink and go down with a crash before a bearish onslaught manipulated by a malignant combination of eastern operators.

What chance has the average man who takes a "flyer" in stocks of gauging correctly the designs of the magnates who generate these financial storm-bursts? The more confident he is of his position and the more fortunate he proves to begin with, the more inextricably is he likely to be involved when the crash comes.

There is no more insidious form of gambling than stock speculation, nothing which so diverts a man from his own

proper affairs or which so perils his solvency. Truly the stock exchange is a bottomless pit, fit habitation indeed for "bulls" and "bears," but no place for the "lamb."

If the business man has surplus funds not required in his business, let him invest them so that they may bring assurance and not anxiety; afford a dependable revenue, and not open a yawning gap to perdition. For the busy man of affairs, bound up in the interests of his business, it is doubtful if a more suitable investment can be found than one of the many forms of insurance offered by our life insurance companies. Under our insurance laws the policy-holder is thoroughly protected.

The returns on money invested are usually somewhat better than can be secured from the bank, and the death risk is carried at the same time. It is true that an occasional lucky operator in stocks will make a fortune in a day. But how many of them retire when they have "made their pile?" It is safe to say that not one out of fifty quits while ahead of the "game."

Of a hundred average business men let fifty invest their surplus cash in margins on stocks and the other fifty in insurance, what is likely to be the financial standing of these men at the end of a given period? If one out of the fifty stock speculators has made a fortune it is safe to say that the others have made nothing and may have lost their all in the vain effort to cover in the face of an adverse market, a situation which in any considerable period is as inevitable as the seasons, and, to the outsider, as unpredictable as the cyclone. On the other hand, the policies of the men who have invested in insurance will be maturing.

In the afternoon of life they will garner the fruits of a thrifty noontide. Payments so arranged to terminate and policies to become payable will make easy that period of life when men are wont to say, with Falstaff—"Shall I not take mine ease in mine inn?"

Nor are the benefits necessarily delayed to the close of life. There is permanent satisfaction in the knowledge of the fact that provision is made for dependent ones

which no untoward combination of circumstances can affect.

In event, moreover, of financial difficulties, the policy is a valuable security which may be relied upon either to avert the threatened calamity, or, in case of bankruptcy, to provide the means for a fresh start and an opportunity to retrieve a position of solvency.

An investment on margins is a virtual hypothecation of one's credit; an investment in insurance is an addition to capital stock.

THE DUTY ON UNITED STATES STOVES.

A CORRESPONDENT of **HARDWARE AND METAL**, a large Ontario stove manufacturer, writes that American stoves are imported into the Canadian Northwest in large quantities and are sold to Canadian customers, being entered at the customs from 20 to 30 per cent. below the prevailing price for the same goods in the United States. The correspondent concludes, "stoves are still pouring in in steady streams, to the great injury of Canadian manufacturers."

HARDWARE AND METAL wrote Hon. Wm. Paterson, Minister of Customs, in regard to the matter, and in reply the latter says: "The Department have found it necessary to institute a special investigation as to the selling prices of stoves for home consumption in the United States, and upon the information so obtained, collectors of customs were advised as to the prices at which stoves imported from the United States should be allowed to be entered at customs. You may rest assured that we are fully alive to the matter, and that we are doing our utmost to ensure payment of duty upon the home consumption value in the United States of importations therefrom, in accordance with the standard laid down in the law."

Some manufacturers throughout the country will be glad to know that the Customs Department has taken steps to prevent the importation of stoves at under valuations. It is to be hoped the Department will not decrease its vigilance.

THE GOVERNMENT TO CONSTRUCT THE RAILWAY.

IT is definitely announced that the Dominion Government will build a new railway to Winnipeg. When the idea was first mooted it was expected that the road would be from Quebec to Winnipeg, as **HARDWARE AND METAL** pointed out a week ago, but as finally decided upon it is to run from Moncton, N.B., to Winnipeg. This from a national standpoint is probably more satisfactory than if from Quebec. Moncton is a point from which both Halifax and St. John can be readily reached, consequently we may confidently expect to see a development in these two ports, while the Maritime Provinces will at the same time be brought into closer touch with the West.

Although the terminal point is to be Moncton and not Quebec, the latter city will also be benefitted by the line, for it is to touch that city as well, thus enabling the products of the Great West to be shipped from there in the summer and from the Maritime ports of St. John and Halifax in the winter.

The road is to be constructed of Canadian material as far as possible and when completed will be handed over to the Grand Trunk Pacific Company, although other railways are to be given running rights under certain conditions to be determined by the Government. The Governor-in-Council or the Railway Commission will also control the freight rate.

The equipment of the road with rolling stock devolves upon the railway company. In addition to building the road, the Government will also guarantee bonds of the Grand Trunk Pacific for the section of the railway to be built by the company west of Winnipeg to the coast. That portion of the new trans-continental line which the Government is to construct, will be leased to the Grand Trunk Pacific Company for fifty years. For the first five years the company will pay no rent to the Government. For the next five years it will pay the net surplus of receipts over the working expenses. For the years remaining it will pay the Government 3 per cent. on the cost of construction.

Until details are announced in Parliament, anything like a close analysis of the scheme can scarcely be made. From what is known of it, however, it appears to be a fairly satisfactory one, both from a business as well as a national standpoint.

When the route of the Intercolonial Railway was selected it was military contingencies, not commercial necessities, that were the governing factors. The idea was to keep as far away as possible from the United States boundary line; and every one knows how admirably they succeeded in this idea. In the construction of the proposed new road, the predominating idea is the commercial wellfare of the country and not its strategic importance. It is, therefore, likely that it will be a more profitable investment.

It is understood that the work of construction of the new road is to begin at once, and we may, therefore, expect that it will be in operation at the very earliest possible date. It will be remembered that the Canadian Pacific Railway was completed four or five years before the allotted time. It is to be hoped that the work on the new road will be pushed just as vigorously, for the necessity of this road is very great. The Great West has developed so rapidly during the last few years that the present transportation facilities are decidedly inadequate.

JAMACA STEAMSHIP SERVICE

The management of The Canada-Jamaica Steamship Company announces that a third steamer will at once be placed on the route, establishing a fortnightly service from Jamaica to Canada. In addition to all kinds of fruit, a departure will be made by the company and the cargo will also include general merchandise. The third steamer will be placed on the Canada-Jamaica line as soon as the requirements of the outward trade from this country demand it. Since the beginning of the year there had been a large increase in the trade being done between Jamaica and Canada.

James Wilkins, 28 West Market street, is making a unique display of "Home Comers' Souvenirs" in the shape of the electric match strikers, handsomely decorated, with used match attachment.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, July 3, 1903.

HARDWARE.

THE hardware situation has reflected no material change during the week, a fair movement being noted and prices steady all round. No special features are furnished by any particular line this week but a quiet movement is noted in all kinds of wire, while spikes and cut nails are held steady with a fair volume of trading doing in all. Horseshoes continue strong and horseshoes, while quiet, are firm in price. Rivets and burrs are in fair request and the same applies to bolts and nuts, and screws. Cordage is steady and binder twine very firmly held. A good movement continues in building paper, and also in firebricks and cement.

BARB WIRE. There is no change and business is quiet. We quote: \$2.80 per 100 lb. f.o.b. Montreal, and \$2.55 f.o.b. Cleveland. Carlots of 15 tons are quoted f.o.b. Cleveland at \$2.45.

GALVANIZED WIRE.—A small volume of trade is passing. We quote: No. 5, \$3.70; No. 6, 7 and 8, \$3.15; No. 9, \$2.55; No. 10, \$3.20; No. 11, \$3.25; No. 12, \$2.65; No. 13, \$2.75; No. 14, \$3.75. In carlots, f.o.b. Cleveland: No. 5, \$2.20; Nos. 6, 7, 8 and 9, \$2.15; No. 10, \$2.20; No. 11, \$2.25; No. 12, \$2.30; No. 13, \$2.40; No. 14, \$2.50. In less than carlots, 12½c. per 100 lb. extra is charged.

SMOOTH STEEL WIRE.—In moderate request with prices steady. We quote: Bright and annealed, \$2.50 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, \$2; oiling, 10c.; spring wire, \$1.25; best steel wire, 75c.; bright soft drawn, 15c.; special hay-baling wire, 30c.

FINE STEEL WIRE.—Continues unchanged. Our quotations are as follows: 25 per cent., with extras: 1 and 2-lb. hanks, 25c. per 100 lb.; ½ lb. hanks, 37½c. and ¼-lb. hanks, 50c.

BRASS AND COPPER WIRE.—Quiet with discounts 60 per cent.

PRESSED SPIKES. A fair trade is noted with values steady. Discounts remain 20 per cent. f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax.

FENCE STAPLES.—Prices are steady under a moderate demand. We quote \$3 per 100 lb. keg for galvanized and \$2.80 for bright, with 25c. extra for 25 and 50 lb. packages.

CUT NAILS. There has been a good turnover of these and prices are unchanged at \$2.15 f.o.b. Montreal.

WIRE NAILS. In active request and steady also. We quote carlots at \$2.10 and small lots at \$2.15 per keg f.o.b. Cananogue, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

HORSE NAILS. Continue strong at the recent advances, with a fair demand. We quote as follows: "M" brand, "Oval" and "New City" heads, 55 per cent. "Countersunk" heads, 55 per cent. "C" brand, 40, 10 and 7½ per

cent. off; "Monarch," 50 and 7½ per cent., and "Peerless," 50 per cent.

HORSESHOES. There is a quiet trade moving in these. Our quotations are as follows: Iron shoes, light and medium pattern, No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; X L steel shoes, new, light pattern, sizes 1 to 5, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05; leatherweight, all sizes, 0 to 4, \$5.35, 10c. weight, all sizes, 1 to 4, \$6.60. Shoes, more than one size in a keg, 10c. per keg extra f.o.b. Montreal only.

RIVETS AND BURRS.—In fair request in a small way. Discounts are as follows: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off, and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS AND NUTS.—In fair demand with prices steady. Discounts are as follows: Norway carriage bolts, 55 per cent.; common, 50; full square carriage, 55; machine, 50 and 5; coach screws, 66 2-3; sleighshoe bolts, 65 and 5; blank bolts, 50 and 5; bolt ends, 50 and 5; plough bolts, 50 and 5; tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3½c. per lb. off list; hexagon nuts, 3½c. per lb. off list.

SCREWS. Orders for small parcels continue numerous. Discounts are: Round head bright, \$2½ per cent.; flat head bright, \$7½ per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

CORDAGE. There is a fair movement in this line and prices are steady. Quotations are: Pure manilla, 11½c.; British pure manilla, 12c.; sisal, 11½c.; double lathyrarn, 11½c.; single lathyrarn, 11c.; cotton rope, 16½c.; cotton twine, 17 and 20c. for 3 and 4 ply.

BINDER TWINE. In good request and firmly held at 10½c. to 13c.

BUILDING PAPER.—A good movement is still in progress. We quote as follows: Tarred felt, \$1.85 per 100 lb.; 2-ply ready roofing, 90c. per roll; 3-ply, \$1.15 per roll; carpet felt, \$2.25 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O K and I X L, 70c. per roll; heavy straw and sheathing, \$35 per ton; slaters' felt, 65c. per roll.

SHOT. Business is quiet. We quote as follows: Ordinary drop shot, A.A.A. to dust, \$6.50 per 100 lb.; chilled, Nos. 1 to 10, \$7.00 per 100 lb.; buck and seal, \$7.50 per 100 lb.; ball, \$8 per 100 lb. Trade discount, 15 per cent. f.o.b. Montreal, Toronto, Hamilton, London, St. John, N.B.; and Halifax.

FIREBRICKS. There is a good trade in these at unchanged prices. We quote as follows: \$16 to \$22 per 1,000 for English and \$17 to \$22 for Scotch, as to brand.

CEMENT.—In active request. We quote: Canadian cement, \$1.90 to \$2.25; German, \$2.25 to \$2.40; English, \$2.15 to \$2.25; Belgian, \$1.70 to \$1.95 per bbl. ex-store, and American, \$2.20 to \$2.40 ex-cars.

METALS

In heavy iron and metals further moderate shading in prices in the States has resulted in a steadier market and no further reductions are anticipated for the present. So far the changes across the line have not resulted in any changes locally but with buyers uncertain as to whether it will pay to hold off or not the aggregate volume of orders is naturally interfered with. At the same time the market is not by any means stagnant in spite of the cautious attitude of buyers for there is a fair volume of business from day to day right along. English advices state that more tinplate mills have been closed, some for the remodelling of machinery and others for the lack of remunerative orders. Shipments have been heavy and stocks are much reduced as the low prices have led to considerable sales in all descriptions of plates. Tin has opened the week lower while copper on the other hand is firmer, and lead is unchanged. Spelter is higher, but these changes on the outside markets have not affected spot quotations at all.

PIG IRON.—Business is of narrow dimensions and prices are unaltered. Our quotations are as follows: Carron, No. 1, \$21; do., No. 3, \$19.75; Middlesboro', No. 3, \$17.75; Ayersome, No. 1, \$20; do., No. 3, \$19.40.

BAR IRON.—Business is fair and prices are somewhat unsettled in tendency though not quotably changed. We quote as follows: Merchants' bar, \$2; horseshoe iron, \$2.25 and forged iron, \$2.30.

BLACK SHEETS.—In fair request in a small way. Our quotations are as follows: 28 gauge, \$2.15; 26 gauge, \$2.40; 22 to 24 gauge, \$2.35; 18 to 20 gauge, \$2.30 and 8 to 10 gauge, \$2.40.

GALVANIZED IRON.—There is a good movement of these and prices remain as last quoted. Quotations are as follows: 28, Queen's Head, \$4.40; Apollo, 10½-oz., \$4.30; Fleur-de-Lis, \$4.15; Comet, \$4; Bell brand, \$4.05. In less than case lots, 25c. extra.

LEAD PIPE. There is a fair demand for pipe. We quote 8c. for composition waste and 7c. for ordinary, with 30 per cent. discount.

IRON PIPE.—There is a good business doing, with prices unchanged. We quote as follows: Standard pipe, per 100 ft., in lengths under 19 ft.: Black, ¼, \$2.40; ½, \$2.65; ¾, \$2.85; 1, \$3.65; 1½, \$5.20; 2, \$7.35; 2½, \$8.95; 3-in., \$12.55. Galvanized, ¼, \$3.20; ½, \$3.45; ¾, \$3.85; 1, \$5; 1½, \$7.20; 2, \$10.05; 2½, \$12.20; 3-in., \$16.85. Extra heavy pipe, plain ends, are quoted per 100 ft. as follows: Black, ¼, \$4.20; ½, \$5.25; 1-in., \$7.55; 1½, \$10.55; 2, \$12.75; 2½, \$17.60. Galvanized, ¼, \$5.20; ½, \$6.65; 1-in., \$9.55; 1½, \$13.25; 2, \$16; 2½, \$21.90.

TIN PLATE.—Easiness abroad has not affected the jobbing range here but trade

PORTLAND CEMENT

CANADIAN, ENGLISH,
GERMAN and BELGIAN.
FIRE BRICKS, FIRE CLAY,
ENAMELLED BRICKS, all colors.
BUILDING BRICKS.
SEWER PIPES, CULVERT PIPES,
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Deseronto Iron Co.

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CHARCOAL PIG IRON

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Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required: Strong, High Silicon Iron, for Foundry Purposes.

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Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

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MIDLAND, ONT. Limited

is quiet. We quote coke \$4.00 and charcoal \$1.25.

TERNE PLATE. Quiet and steady at \$7.25.

COIL CHAIN. Continues as last reported. Our quotations are as follows: No. 6, 10c.; No. 5, 9c.; No. 4, 8½c.; No. 3, 7c.; ¼-in., 6½c.; 5-16-in., \$4.90; ¾-in., \$4.20; 7-16-in., \$4; ½-in., \$3.90; 9-16-in., \$3.75; ¾-in., \$3.60; 1-in., \$3.50; 1½-in., \$3.45, and 1-in., \$3.40, with 10c. allowance on carlots.

CANADA PLATE. There has been some forward business for fall importation, but the actual movement from jobbers' hands is smaller than it was. We quote as follows: 2s, \$2.60 to \$2.70; 60s, \$2.70 to \$2.80; 75s, \$2.80 to \$2.85; full polished, \$3.75 and galvanized, \$4.25 to \$4.35; galvanized, 60s, \$4.45 to \$4.55.

STEEL. Steady with a quiet trade. Our quotations are as follows: Mild, \$2.05; sleighshoe, \$2.10 to \$2.20; tire, \$2.15 to \$2.25; spring, \$2.85 to \$3; reeled machinery, \$2.75 to \$3; toecalk, \$2.60 to \$2.75; machinery (iron finish), \$2.10; mild steel, \$2.05; square harrow, \$2.50.

TOOL STEEL. Unchanged as follows: Black Diamond, 8 to 9c; Sanderson's, 8 to 9c., according to the grade; Jessop's, 13c.; Leonard's, 7½c.; Jonas & Colver's, 10 to 20c.; "Air Hardening," 50 to 65c. per lb.

INGOT COPPER.—Outside fluctuation has not affected spot prices which range from \$15.50 to \$15.75.

INGOT TIN. There is an easier feeling in this metal but the spot price is unchanged at \$33 to \$33.25 per 100 lb.

PIG LEAD. Rules steady at \$3.15 to \$3.25.

SOLDER.—Unchanged at 20c for bar and 19c for wire.

ZINC SPELTER.—No further change is noted from last week, \$5.75 being the base figure.

SHEET ZINC.—Quiet as last noted at \$6.50 to \$6.75.

SCRAP METALS.

Business continues extremely quiet. We quote as follows: Heavy copper and wire, 10c. per lb.; light copper, 9c.; heavy red brass, 10c.; heavy yellow, 8½c.; light brass, 5c.; lead, 2 to 2½c.; zinc, 2½ to 2¾c.; iron, No. 1 wrought, \$16 to \$16.50; No. 2, \$7.50 per ton; machinery scrap, \$16 to \$16.50; stove plate, \$13; malleable and steel, \$6; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6½ to 6¾c. per lb.

HIDES.

These continue irregular, but prices are unchanged from last report.

ASHES.

Continue firm; first pots \$5.20 to \$5.25 and seconds \$5.

TALLOW.

Market is quiet at 5½ to 6½c for refined and 3 to 3½c. for rough, with choice kidney tallow 4c.

RAW FURS.

The June fur sales were characterized by unchanged prices as a rule, though in some furs there was a decline. In only three kinds was there an advance. These were: winter muskrat, which was 10 per cent. higher than in January; fall and small muskrat, which were 20 per cent. higher than in January; and American opossum, 20 per cent. higher than in last March. All foxes were the same as in March; otter and lynx were 10 per

TINPLATES

"DOMINION CROWN"—Best Best Charcoal, issued.

"ALLWAYS"—Best Charcoal

"CANADA CROWN"—Charcoal.

"LYDBROOK"—Best Coke.

"TRYM"

All standard brands. Accept no substitute.

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THE BEST PUMP.

When a man comes to you, and asks for the best pump made, you can honestly recommend the

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It is fully guaranteed.

It is strong.

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Send for our catalogue. It tells all about our Pumps, and why you should sell them.

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Pig Tin

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INGOT COPPER

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PIG LEAD

SPELTER

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PIG IRON

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& COAL Co., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

OPEN HEARTH STEEL

out lower, and mink 5 per cent. lower. Marine, Russian sable and fisher were unchanged from March prices. Beaver was unchanged from January prices. Black, grizzly, guizly Russian and white bear were 10 per cent. lower than last March, and brown bear was 20 per cent. lower. Other furs were as follows: Wolf, 15 per cent. lower than in March; molyvite, 10 per cent. lower; real and eastern chinchilla, both the same as in March; muskrat, the same as in March; spring muskrat, 5 per cent. lower than in March; civet cat, 10 per cent. lower; whitest and house cat, the same as in March; badger, ermine, hair seal (dry), Australian opossum, kangaroo and wallaby, all the same as last March; wombat, 15 per cent. lower, and Cape Horn salted fur seal, 15 per cent. lower than in March. A number of prices are being paid on the local market for furs, according to the requirements of the buyer, but the prices given below are about the average. The market is dull, there being so many furs out of season now. We quote:

BEAVER	Labrador and choice Eastern.....	Large \$6.00	Medim \$5.00	Small \$2.75	Kitts \$1.150	Fall Beaver \$2.00 to \$2.50 per pound.	Spring Beaver \$3.00 to \$3.25 per pound.	
	Territory Rocky Mountains and Western.....	6.00	4.00	2.00	.50-1.75			
	Strictly Prime, or, No. 1.....	4.00	3.00	2.00	.50			
	Partly Prime, or, No. 2.....	3.00	2.00	.75	.40			
	Upprime, or, No. 3.....	2.50	.50	.25	.25			
	Flat, weak, or poor, or, No. 4.....	2.50	.50	.25	.25			
BEAR	Black—Choice only.....	15.00	10.00	7.50	6.00	3.00	4.00	
	Brown.....	12.00	7.00	5.00	4.00	3.00	4.00	
BADGER	Of all sections.....	1.50	.25	.10	.05			
	Dark.....	6.50	5.00	3.00	1.75			
FISHER	Eastern and far North-Eastern.....	6.50	5.00	3.50	2.00	1.00	.50	
	Territory and Western.....	6.50	5.00	3.50	2.00	1.00	.50	
FOX	Red, North Eastern and similar fine bright red kinds....	4.00	2.75	1.25	.75	.20		
	Territory and Western.....	4.00	2.75	1.40	.50	.20		
	Dark.....	10.00	7.00	4.00	2.50	1.50	.50	
	Cross—Value principally as to beauty, also size & richness.....	75.00	50.00	25.00	20.00	9.00	4.50	
	Silver, Eastern and far Northern.....	50.00-60	35.00	20.00	15.00	5.00	2.50	
	Pacific Coast, Territory and Western.....	50.00-60	35.00	20.00	15.00	5.00	2.50	
LYNX	Far North Eastern.....	4.00-8.00	6.00	4.00	2.00	1.00	.25	
	Territory and Western.....	4.00-8.00	6.00	4.00	2.00	1.00	.25	
	Dark.....	7.00	5.00	3.50	1.75	2.50	1.00	
MARTEN	British Columbia, Northern Pacific and similar....	7.00	5.00	3.50	1.75	2.50	1.00	
	Territory and Western.....	7.00	5.00	3.50	1.75	2.50	1.00	
	Quebec and Ontario.....	3.00-3.50	2.25	1.50	1.00	.60	.20	
	Dark.....	3.00-3.50	2.25	1.50	1.00	.50	.25	
MINK	Halifax, far North-Eastern and choice.....	4.00	3.25	2.50	2.25	1.50	.40	
	Territory and Western.....	1.50-2.00	1.50	1.00	.75	.25	.25	
MUSKRAT	Eastern, best large.....	25-28c.	10 to 13	8 to 10	2 to 5			
	Territory and Western.....	20c.	5 to 10	7 to 10	2 to 4			
OTTER	Labrador and far North-Eastern.....	\$10	7.00-10	10.00-12	2.50-5	2 to 4.00	\$1.00 to \$2.00	
	Territory and Western.....	4.00	4.50	3.50 to 5	2.25	.50	.25 to .50	
RACCOON	Black—Value according to darkness, size and beauty.....	75-1.25	.60-75	.33-50	.25	.15	.15	
	Black Shrt St Long St White.....	2.25	2.00	1.00	.50	.25	.25	
SKUNK	Black Shrt St Long St White.....	75-1.25	.75	40-50	.05-15			
	Dark Brown Pale.....	2	2	2	2	2	2	
WOLVERINE	Value according to darkness, size and beauty....	5.00	4.00	2.50	1.50	.75	.25	
CASTOREUM	\$5.00 to \$6.00 per pound.						

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., June 27.

ANOTHER big rail carrier arrived in port this week. This was the British barque Astoria, from Rotterdam with 2,000 tons of steel rails for The Canadian Pacific Railway Co. This is being discharged at the old Port Moody wharf, the last terminus of the transcontinental road on Burrard Inlet. The cargo of the first vessel to arrive for the C.P.R. was also landed at the Port Moody wharf. This, with the big cargo of the Achilles which was discharged at this port makes nearly ten thousand tons of rails landed on Burrard Inlet so far this season for the C.P.R. alone. Over two thousand tons for the Great Northern and a small quantity for The British Columbia Electric Railway are in addition to this. There is another rail ship

due to arrive any time now. This is the Macdwyne, also from Europe.

Railway building is looking extremely active in the vicinity of Vancouver at the present moment. On the south side of False Creek, the big tide arm which divides the city in two, there is being run from the Lulu Island branch of the C. P.R. a spur to extend all along the south side of the creek to accommodate a number of saw and shingle mills, three of which are new and one, the old Leamy & Kyle mill, is being put into commission again after a silence of nearly ten years. The new owners are Urquhart Bros., formerly of Courtenay, Vancouver Island. It is quite expected that a line of mills will eventually occupy all the water front on the south side of the creek and this branch will give direct railway shipping facilities.

At the western end of False Creek work is now going on for the entrance of the Great Northern into this city. The right of way has been surveyed and cleared and

as The Vancouver, Westminster & Northern Railway, is to connect at the new Fraser River bridge, when that structure is completed, with the lines of the Great Northern, which at present terminate on the south bank of the river. The Great Northern Railway Co. also controls the charter of the old V.V. & E. line, long projected as a road up the Fraser valley, a short line to the boundary and southeast Kootenay districts. The preliminary survey work before the grading on this line has also been begun, a large staff of engineers being now at work along the river. It is the intention as soon as the work of grading on the line from Westminster to Vancouver is complete to put the men now engaged there on the line of the V.V. & E., and it is likely that a portion of the line, at least as far as Chilliwack, will be ready for track laying this fall.

It was announced some weeks ago that the output of the shingle mills of the province was to be reduced materially for a time and to that end each mill was cut down to running one shift. Evidently that has not had the effect of bringing the shingle trade back to a satisfactory condition for the association has had several meetings on the same subject recently. It is now practically announced that there may be a shut down of all the mills, or nearly all, for a time. Over stocking and a very inactive market are given as the principal reasons. It might be added that the demoralized condition of the shingle industry on the other side of the international boundary has had its effect locally, or that the same causes operating there have had their influence on the shingle trade in this province. There are also some differences in wage scale with the shingle weavers which are likely to come up for adjustment in case the mills go on producing stock. It is quite possible that a reduction will be demanded by the employers; present prices of the product not warranting the prices now being paid.

An ill effect of the over-production of shingles has been seen here in the temporary financial troubles of the largest shingle manufacturing firm in the world. This firm owns and operates two of the largest shingle plants in the world and has another on Puget Sound in the United States trade. Possibly that connection has had an effect on the concern's financial condition primarily and the lull in shingle business here has accentuated the trouble. The owners are interested in several other side issues connected with the lumber industry. A gentleman closely connected with the trade is authority for the positive statement that there is nothing further than a temporary embarrassment. The concern shows a very large surplus and all liabilities are of a nature thought to be capable of holding over until they can realize on the enormous stock in the shingle warehouses here, in transit to the east, and carried by the commission men there. The credit of the concern has been rated extra heretofore.

That the building trades are having a most prosperous year so far can be gathered from the extent of building operations in this city alone during the first half of 1903. The building inspector of the city has issued building permits which already total over \$500,000

and he estimates that by the end of June the total will be fully \$600,000 for the half year. Last year, which was fairly active in building circles the total for the twelve months was \$860,000. At the present rate, and judging from projected work already heard of, the total for 1903, according to the building inspector, is expected to run to between \$1,200,000 and \$1,300,000.

Hardwaremen report the end of June as particularly active, there being no let up in the orders. The past week has been more local in the character of orders filled, less having been sent to the north than for a month or more past. There is, however, as it happens, no reduction in northern orders as a whole. In fact the shipments to the north yet to be made are exceedingly heavy. The chief trouble is still to get the goods. The quickest way to get stocks in many lines of metals and hardware this year has been by sailing ship round the Horn from England and Europe. Overland shipments by rail from the east have been slow and uncertain both in date of shipping and in transportation.

Inquiry in trade circles obtains very little detail on price changes this week, there being nothing of quotable nature. There has been some little disturbance in rope prices, but that is of local nature, and is being adjusted.

The Albion Iron Works of Victoria and Vancouver, with foundries in both cities, have opened a large warehouse on Hastings street in Vancouver for the purpose of showing the lines of stoves, ranges and heaters they manufacture.

NOVA SCOTIA MARKETS.

Halifax, June 29, 1903.

THE present month, as a usual thing, is about the duller of the year in the hardware line, and though there is quite an amount of business being done in some special lines, the past month is about on an average with the volume of business done in former years. The reports from the various sections of territory covered by the travellers is encouraging as to the amount of business in prospect, but the same difficulty as noted in other lines prevails, the inability of the provincial retailer to make collections and as a consequence renewals for their own bills are larger and more frequent. Except in this respect, which can only be overcome by a good season's crop, or a fairly average one, the general outlook for trade may be considered good. The payments from the great mining and industrial centres are not affected to so great an extent as elsewhere. Considerable money is being spent throughout the country in building operations and by railroad contractors which will, in a few months, materially help the monetary situation.

There have been few changes in prices. Jobbers still complain of slow delivery of many lines of household and builders' materials, such as locks, knobs, and other lines in which there has been an unusual demand this season. The manufacturers are heavily booked with orders, and until this condition is relieved the condition complained of will not lessen and these lines will no doubt remain firm.

The demand for builders' materials is still maintained, although the bulk of the large orders have now been filled and only belated sorting orders are received. The demand for paints and oils has been heavy and continues to a lesser extent. The demand for nails, both wire and cut, still continues and prices are firm. After the meeting of the nail manufacturers in Montreal on July 8 new prices may be announced, and if anything, an advance is looked for. Wire fencing has sold largely this season and is even now in fair demand, the quotations being \$2.65 to \$2.75 according to quantity. Turpentine is somewhat easier than a month ago and is now quoted at 81 cents in barrel lots, five cents higher for smaller quantities. The demand for linseed oil is up to the average of former seasons. Ingot tin is slightly easier than two weeks ago—32 cents—but a change in this article is considered uncertain. Two and three ply roofing has declined five cents per roll; while dry sheathing is affected by a similar advance. Cement has been in good demand throughout the spring months and is still going out in fair quantities. Haying tool orders have now all been shipped and the trade in these has been above the average, with the exception perhaps of last year which was an unusually good one. Cordage has slightly advanced but the demand at this season is only nominal.

R.C.H.

MANITOBA MARKETS.

Winnipeg, June 29, 1903.

HARDWARE jobbers show a satisfactory continuance of activity and as crop prospects are excellent the feeling here is optimistic. Prices are unchanged throughout. We quote:

Barbed wire, 100 lb.....	\$3 25
Plain galvanized.....6 to 8	3 39
".....9	2 50
".....10	3 50
".....12	3 10
".....13	3 20
".....14	3 90
".....15	4 45
".....16	4 60
Barbed wire, 100 lb.....	\$3 25
Plain twist.....	3 25
Staples.....	3 65
Oiled annealed wire.....10	3 45
".....11	3 48
".....12	3 56
".....13	3 66
".....14	3 76
".....15	3 91
Annealed wires (uncoiled) 10c. less.	
Horsenails, 40 per cent. discount.	
Horseshoes, iron, No. 0 to No. 1.....	4 75
No. 2 and larger.....	4 45
Snow shoes, No. 0 to No. 1.....	4 95
No. 2 and larger.....	4 70
Steel, No. 0 to No. 1.....	4 45
No. 2 and larger.....	4 25

Cut Nails—	Wire Nails—
2d 1 in.....\$4 10	1 in.....\$4 25
3d Fin. 1½ in.. 4 10	1½ in.....4 20
3d 1½ in.....3 75	1½ ".....3 80
4d 1½ in.....3 50	1½ ".....3 60
5d 1½ in.....3 50	1½ ".....3 60
6d 2 in.....3 40	2 ".....3 50
8d 2½ in.....3 25	2½ ".....3 35
10d 3 in.....3 20	3 ".....3 30
20d 4 in.....3 15	3½ ".....3 25
30d 4½ in.....3 10	4 ".....3 20
40d 5 in.....3 10	4½ ".....3 20
50d 5½ in.....3 10	5 ".....3 20
60d 6 in.....3 10	5½ ".....3 20
	6 ".....3 20

Bar iron, \$2.70 basis.	
Swedish iron, \$4.75 basis	
Sleigh shoe steel.....	2 85
Spring steel.....	3 25

OAKEY'S 'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL



COVERT MFG. CO.

West Troy, N.Y.

Auto Screw Jack

Harness Snaps, Chain, Rope and Web Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICE

PRIEST'S CLIPPERS

Largest Variety.
Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.

NEWMAN'S INVINCIBLE FLOOR SPRINGS

Strong, Quick, Reliable, Effective.

Will close a door against any pressure of wind far above ordinary door springs, pneumatic or otherwise. Ask your wholesaler.

W. NEWMAN & SONS, Birmingham.



You will be asked for Dundas Axes next fall. Are you preparing to meet the inquiry by being able to show the goods?



Dundas Axe Works, Dundas, Ont.

W. L. Halstead, Jr., Eastern Agent, Montreal

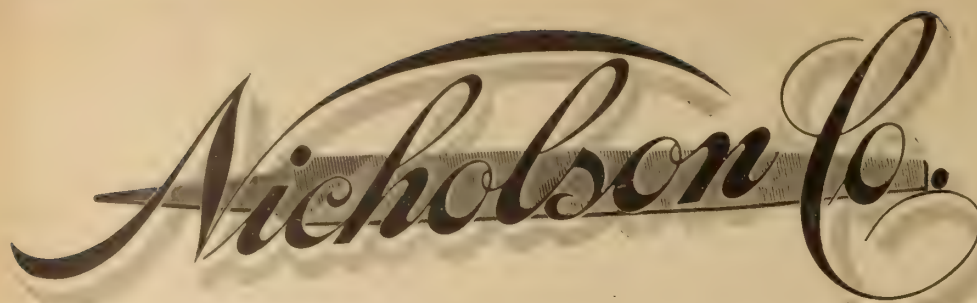
Figure it Out



and see if it would pay you to have your Printing and Advertising done by a Specialist in an up-to-date city. Style and finish, that is.

Special 1,000 Book Specifications, \$2.00. Extra quality Booklets, 1,000, \$1.50. Envelopes, 1,000, \$1.00 up.

WEESE & CO., 54 Yonge Street, - Toronto



High-Grade Files and Rasps

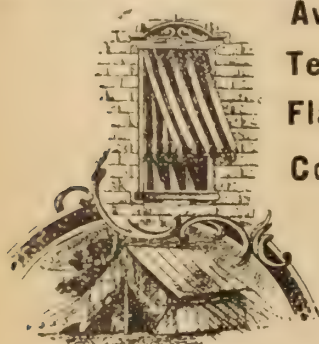
Largest Manufacturers
in the World.

Seven Factories. Seven Brands.

May be purchased from all Prominent Hardware Merchants.

Walter Grose, Selling Agent, Montreal. DOMINION WORKS, PORT HOPE, CANADA.

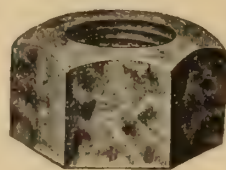
BUY OF THE MANUFACTURERS . . .



Awnings
Tents
Flags and
Covers

WRITE
FOR
QUOTA-
TIONS.

RAYMOND BROS., Windsor, Ont.



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs,
Etc. Cold Punched Nuts of every variety of finish.
INGERSOLL, ONT.

NEW RAILS

12, 14, 16, 18, 20, 24, 30, 35 and 56 lbs. to
the Yard—carried in STOCK for prompt ship-
ment. TRACK REQUISITES.

Sessenwein Bros.
103 Shannan St. Montreal.

Machinery steel.....	3 50
Tool steel, Black Diamond, 100 lb.....	8 50
Jessop.....	13 00
Sheet iron, black, 10 to 16 gauge, 100 lb.	3 50
18 to 22 gauge.....	3 75
24 gauge.....	3 90
26 gauge.....	4 00
28 gauge.....	4 10
Galvanized Iron, Apollo, 16 gauge.....	4 00
18 and 20 gauge.....	4 00
22 and 24 gauge.....	4 25
26 gauge.....	4 25
28 gauge.....	4 50
30 gauge or 10 1/4 oz.....	4 75
Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.	
Queen's Head, 24 gauge.....	4 25
26 gauge.....	4 50
28.....	4 75
Extra sheets, 36-in. wide, an advance of 25 p.c. per 100 lb.	
Genuine Russian, per lb.....	11
Imitation.....	07 10 08
Tinned, 24 gauge, 100 lb.....	8 00
26 gauge.....	8 50
Tinplate, 1C charcoal, 20 x 28, box.....	10 00
" IX.....	12 00
" IXX.....	14 00
Ingot tin.....	35
Canada plate, 18 x 27, 18 x 24 and 20 x 28.....	3 25
Canada plate, full polished.....	4 00
Sheet zinc, cask lots, 100 lb.....	7 50
Broken lots.....	8 00
Pig lead, 100 lb.....	5 50
Black iron pipe, 1/4 inch.....	3 30
" 1/2.....	3 30
" 3/4.....	3 40
" 1.....	3 70
Black iron pipe, 1/2 inch.....	4 30
" 1.....	6 25
" 1 1/4.....	8 75
" 1 1/2.....	10 50
" 2.....	14 50
Rope, sisal, 7-16 and larger, basis.....	\$12 25
Manila, 7-16 and larger, basis.....	15 25
Lath yarn.....	11 75
Solder.....	20

Axes, chopping.....	\$ 6 75 to 12 00
" double bits.....	12 00 to 18 00
Bluestone.....	5 70
Screws, flat head, iron, bright.....	85 and 10 p.c.
Round.....	80 p.c.
Flat " brass.....	75 and 10 p.c.
Round ".....	70 and 10 p.c.
Coach.....	65 p.c.
Bolts, carriage.....	50 p.c.
Machine.....	50 and 5 p.c.
Tire.....	60 and 5 p.c.
Sleigh shoe.....	65 p.c.
Plough.....	50 p.c.
Flat head stove.....	60 and 5 p.c.
Round head.....	60 and 5 p.c.
Elevator.....	60 p.c.
Rivets, iron.....	50 and 10 p.c.
Copper, No. 8.....	32
" No. 12.....	36
Coil chain, 3-16 inch.....	10 1/4
" 1/4 inch.....	8 1/4
" 5-16 inch.....	5 1/4
" 3/4 inch.....	5 1/4
" 7-16 inch.....	5
" 1/2 to 3/4 inch.....	4 1/4
Spades and shovels.....	40 and 5 p.c.
Harvest tools.....	60 p.c.
Axe handles, turned, s.g. hickory, doz.....	\$3 15
No. 1.....	1 90
No. 2.....	1 60
Octagon extra.....	2 30
No. 1.....	1 60
Files common.....	70, and 10 p.c.
Diamond.....	60
Ammunition, cartridges, Dominion R.F.....	50 p.c.
Dominion, C.F., pistol.....	30 p.c.
" military.....	15 p.c.
American R.F.....	30 p.c.
C.F. pistol.....	5 p.c.
C.F. military.....	10 p.c. advance
Loaded shells:	
Eley's soft, 12 gauge black.....	16 50
chilled, 12 gauge.....	18 00
soft, 10 gauge.....	21 00
chilled, 10 gauge.....	23 00
Shot, Ordinary, per 100 lb.....	6 20
Chilled.....	6 60

Powder, F.F., keg.....	4 75
F.F.G.....	5 00
Tinware, pressed, retinned.....	70 and 10 p.c.
" plain.....	75 and 2 1/4 p.c.
" pieced.....	
Japanned ware.....	37 1/4 p.c.
Enamelled ware, white.....	45 p.c.
" Famous.....	50 and 10 p.c.
" Imperial.....	50 and 10 d.c.
Green Wire Cloth.....	1 50

PETROLEUM.

Water white American.....	26 1/2 c.
Prime white American.....	24 1/2 c.
Water white Canadian.....	24 c.
Prime white Canadian.....	22 1/2 c.

SCRAP.

No. 1 cast iron.....	\$16 per ton.
No. 2 ".....	8 " "
Wrought iron scrap.....	5 " "
Copper (heavy).....	7c. per lb.
Yellow brass (heavy).....	7 1/2 c.
Light brass.....	5c. to 6c. "
Lead pipe, or tea lead.....	2c. to 2 1/4 c. "
Zinc scrap.....	1c. "

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels.....	\$ 0 79
Less than barrel lots.....	0 84
Linseed oil, raw.....	66
Boiled.....	69
Lubricating oils, Eldorado castor.....	28 1/2
Eldorado engine.....	27 1/2
Atlantic red.....	33 1/2
Renown engine.....	42
Black oil.....	19 1/2 to 21 1/4
Cylinder oil (according to grade).....	55 to 74
Harness oil.....	56
Neatsfoot oil.....	1 00
Steam refined oil.....	85
Sperm oil.....	2 00
Pure castor oil, first pressure.....	10
Lubricating.....	10

BINDER TWINE.

Jute, per lb.....	\$0 10 1/4
Sisal, per lb.....	0 11

Standard, per lb.	8 11
Manila, per lb., 550 ft.	12
Manila, per lb., 600 ft.	12 1/2
Manila (pure), per lb.	13 1/2
F.O.B. Chicago; discount 1/2c. on 5-ton lots and 1/4c. on car lots.	

ONTARIO MARKETS.

Toronto, July 3, 1903.

HARDWARE.

USUALLY at this season of the year trade is slackening off so material ly that all the trade are able to take things easy. This year witnesses a distinct reduction in the volume of business, yet there is still a fair movement of general lines, while some manufacturers have not yet caught up with the demand. Rubber hose orders have continued to come in so generously that it is now difficult to get stocks from either the jobbers or the manufacturers. Screws, bolts and nuts, rivets and burrs are still scarce, some sizes not being procurable. There is an excellent demand at the moment for all tinware for use in preserving, now being the season. A big trade in these goods is looked for. The lawn mower season is about over, yet a fair sorting trade is still doing. Fencing wire business is about done yet there are always some sales recorded. The Gurney-Tilden Co., Ltd., Hamilton, have issued new prices on the inside door sets and front door sets. The United Factories have issued new prices on woodenware. Otherwise quotations are unaltered.

BARB WIRE.—Some orders are recorded at unchanged prices, the base being \$2.55 from Cleveland and 10c less in car lots. From stock, Toronto, \$2.80.

GALVANIZED WIRE.—A fair movement is reported. We quote: Nos. 6, 7 and 8, \$3.15 to \$3.35 per 100 lb.; No. 9, \$2.50; No. 10, \$3.20 to \$3.40; No. 11, \$3.25 to \$3.45; No. 12, \$2.65; No. 13, \$2.75; No. 14, \$3.75 to \$3.95; No. 15, \$4.30; No. 16, \$4.55. Nos. 6 to 9 base from Cleveland are quoted at \$2.27 1/2 in less than carlots and at \$2.15 in carlots.

SMOOTH STEEL WIRE.—A moderate trade doing. The base price is \$2.50 per 100 lb. Oiling, 10c; coppering, 60c; and tinning, \$2 per 100 lb. extra. Shipping points, Toronto, Hamilton, London, and Montreal, with freights equalized on those points.

COIL SPRING WIRE.—A few orders are still coming in; price steady. We quote: No. 9, \$2.75; No. 11, \$3.40; No. 12, \$2.95. Freight up to 25c. per 100 lb. allowed on 500 lb. or over. Carlots of 15 tons, 5c. less, with freight up to 20c. allowed.

WIRE NAILS.—Activity continues the feature of trade. We quote: Carlots, \$2.40 and small lots, \$2.45 per keg f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

CUT NAILS.—A fair sorting business keeps up at \$2.50 per keg f.o.b. Toronto.

HORSE NAILS. A fair trade is doing at steady prices. We quote: "C" brand, oval head, 40 and 10 and 7 1/2 per cent.; on "Monarch," 60 per cent.; and "Countersunk" head, 55 per cent.; on "Peerless," 45 and 7 1/2 per cent.

HORSESHOES.—There is a sorting trade. We quote f.o.b. Toronto: Iron shoes, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05. Steel, new light shoes, No. 2 and larger, \$3.95; No. 1 and

Sparks on the Roof

Do not start fires when roofs are covered with

Eastlake Steel Shingles

They prevent fire, as surely as they resist lightning—points that commend them to all practical builders.

Besides—they're so easily fitted and laid, so absolutely weather proof, and not expensive.

You'll find a big trade in them.

Metallic Roofing Co., Limited

TORONTO

MONTREAL

WINNIPEG

smaller, \$1.20. Snow shoes, No. 2 and larger, \$1.05; No. 1 and lighter, \$1.30. If shipped from factory, 10 to 15c. less.

SCREWS.—There is still difficulty in getting goods promptly to meet orders. We quote as follows: Flat head bright, 87 1/2 per cent. discount; round head bright, 82 1/2 per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze, 75 per cent.

RIVETS AND BURRS.—It is hard to get many sizes. A good demand is recorded. We quote: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.

BOLTS AND NUTS.—A general sorting is reported, some sizes seemingly being out of the market. We quote: Carriage bolts, common (\$1 list), 50 and 10 per cent.; carriage bolts, full square (\$2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron (\$3 list), 55 and 10 per cent.; machine bolts, all sizes, 50, 5 and 10 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.

BINDER TWINE.—The market is firm; a good trade doing. We quote: 650 ft., 13c.; 600 ft., 12c.; 550 ft., 11 1/2c.; 500 ft., 10 1/2c.

CORDAGE.—A good steady trade keeps up in this. We quote as follows: Pure manila, 11 1/2c.; British pure manila, 12c.; sisal, 11 1/2c.; double lathyrarn, 11 1/2c.; single lathyrarn, 11c.; double shingleyarn, 11 1/2c.; single shingleyarn, 11c.; sashcord, 25 to 30c.

LAWN MOWERS. The season is about over but there are a few going out all the time. Prices are steady. We quote: Woodvatt, 12 in., \$7.50; 14 in., \$8; 16 in., \$8.50; 18 in., \$9; 20 in., \$10; Star, 12 in., \$5.50; 14 in., \$5.75; 16 in., \$6; Daisy, 12 in., \$4.90; 14 in., \$5.10; 16 in., \$5.30; Ontario, 12 in., \$14.25; 14 in., \$15.80; 16 in., \$16.80; 18 in., \$18.90; 20 in., \$20.50; Philadelphia, 12 in., \$6.50; 14 in., \$7; 16 in., \$7.50. Discount, 40 and 10 to 50 per cent.

SOIL PIPE AND FITTINGS.—The announcement that after the end of this

year no light soil pipe would be made has had little apparent effect. A fair steady trade is reported. Discounts are: Light soil pipe, 15 and 5 per cent.; light soil pipe fittings, 50 and 5 per cent.; medium and extra heavy pipe and fittings, 55 and 5 per cent.; 7 and 8 in. pipe, 40 and 5 per cent.

BRASS GOODS.—There is an excellent demand for brass goods for waterworks fittings, largely from municipal works.

BUILDING PAPER.—A good steady trade continues in all lines. We quote as follows: Tarred felt, \$1.85 per 100 lb.; 2-ply ready roofing, 95c. per roll; 3-ply, \$1.20 per roll; carpet felt, \$2.30 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre, 50c. per roll; tarred fibre, 65c. per roll, O K and 1 X L, 70c. per roll, heavy straw and sheathing, \$35 per ton; slaters' felt, 65c. per roll.

POULTRY NETTING.—There is a good demand, largely for garden fence purposes. Prices are nominally at 60 per cent. for 2-in. mesh, 19 w.g.; and 50 per cent. for 2-in. mesh, 16 w.g.

SCREEN DOORS.—An improvement in the demand is noticeable. We quote: Screen doors, common, 2 or 3 panel, walnut stained, 4-in. style, \$6.80; stained, yellow or green, \$7; in natural colors, oil finish, \$8.15; 3-in. style, 20c. per dozen less.

PLUMBING FIXTURES.—The demand keeps active, and some lines of earthenware stocks are light. Prices are steady.

RUBBER HOSE.—Stocks are practically sold up, and retailers may have trouble in getting sorting orders filled promptly. Lawn standard is now quoted at 5 1/2c. per ft. for 1/2 in. and 6 1/2c. per ft. for 3/4 in.

FORK HANDLES.—There is a brisk business at the new discount, 50 per cent.

PRESSED SPIKES.—Not much doing in this line this week. We quote per cwt. as follows: 1/2 in. x 4, 1 1/2 in., \$4.75; 5 1/2 in. x 5, 6 in., \$4.50; 2 in. x 6, 7, 8 in., \$4.25; 7 1/2 in. x 7, 8 in., \$4.10; 1/2 in. x 9, 10, 12 in., \$3.90. The discount is 20 per cent.

TINWARE AND ENAMELWARE.—A good general trade is doing, but there is

a particularly good demand for tinware, for decorative purposes. Prices un-

MILK CAN TRIMMINGS.—The trade is almost entirely dormant, but some orders are still

EMENT.—The demand continues active, although for all offerings, both of foreign and domestic production. We quote in Toronto, as follows: Canadian Patent, \$2.50; German, \$2.40 to \$2.50; English, \$2.30 to \$2.50; by weight, \$1.50. Small quantities are 15 to 25 per cent. higher.

DOOR SETS.—The Gurney Tilden Co., Limited, Hamilton, have issued the following list for inside and front door sets:

FINISHES	INSIDE DOOR SETS	
	No. 53, 62, 60	No. 100.
Black	\$10.00	\$12.00
White	11.50	13.50
Red	10.00	12.00
Green	11.50	13.50

FINISHES	FRONT DOOR SET	
	Per Set	Per Set
Black	\$5.50	\$5.50

Note: Sets marked E are fitted with our No. 98 easy spring lock.

WOODENWARE. The United Factories have issued the following list prices for woodenware: Washboards—Victor, \$1.25; Crown, \$1.30; Improved Globe, \$1.45; Standard Globe, \$1.55; Original Solid Globe, \$1.70; Superior, solid back, \$1.55; Jubilee, \$1.85; Pony, \$1.05. Tubs—No. 0, \$10; No. 1, \$8; No. 2, \$7; No. 3, \$6.

METALS.

As Toronto is en fête this week the amount of business being transacted with local manufacturers is moderate. Buyers throughout the country are more active. The situation is much the same as last week. Buyers of iron are still taking deliveries of small orders rather than placing their contracts for the last half of the year. Tin has fluctuated considerably, but is now 20c. per cwt. higher at New York than at the first of the month, when it reached the lowest point since January. The tendency in copper has been downward, though an occasional advance is noted.

PIG IRON. The feeling is undoubtedly steadier, but many buyers do not yet seem to be disposed to give long contracts. A good demand is reported to meet immediate requirements. We quote for Toronto, Hamilton and Midland, No. 1, \$22; Sydney No. 1, \$20; No. 1 Barrow, \$21; No. 2 Summerlee, \$25.

BAR IRON.—There is a steady demand, with prices being shaded by some dealers. The base price is now \$2. For extras, cut to length while rolling: 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft., by special agreement, according to length and size.

STEEL BOILER PLATES.—A fair trade is doing at steady figure. The base price is \$1.96 f.o.b. Toronto.

TOOL STEEL. There is an excellent demand. Prices are steady. We quote: "B.C." and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 11c.; Jones & Colver's, 10 to 20c.; ditto, "Air Hardening," 70c. per lb.; Chas. Leonard's, 8 to 9c.; Park's "Silver," 12 to 14c.; Park's "Special," 15 to 20c.

MACHINERY STEEL.—The activity continues, with prices firm at \$2 to \$2.05 f.o.b. Toronto.

COKE. In good demand. Quotations range from \$6.75 to \$7.15 for 72 hr., and \$5.50 for 48 hr. furnace coke, f.o.b.

Toronto.

BLACK SHEETS.—A steady demand continues. We quote: Common, \$3.15 for 28 gauge and dead flat, \$3.50 for 26 gauge.

CANADA PLATES.—The bulk of import business has been done, yet there are still some import orders coming in. Orders from stock are light. Prices are steady. We quote: All dull, \$2.90 to \$3; half-polished, \$2.85 to \$3.10 and all-bright, \$3.75 to \$3.85.

GALVANIZED SHEETS.—An excellent demand is noted. Business in this line shows large expansion over that of former years. We quote: Queen's Head, \$4.50 for 28 gauge; American, \$4.40 for 24 gauge; Bell brand, \$4.30 for 28 gauge; Gordon Crown, \$4.50 for 28 gauge.

TIN.—The statistics for the month and the first half of the year show the market to be of only moderate strength. Prices are steady, however. We quote \$33 to \$33.25.

TIN PLATES.—The demand is more active. We quote: Charcoals, \$4.75 to \$5, and cokes, \$4.25 to \$4.50 per box.

COPPER.—Orders are coming in fairly well at unchanged figures. We quote: Ingot copper, \$15, and sheet copper, \$21 to \$22 per 100 lb.

BRASS.—Unchanged in price and in good demand. Discount, 10 per cent.

LEAD.—A firm market and a good demand. We quote: \$3.50 per 100 lb. for pig lead, and \$3.75 for bar lead.

IRON PIPE.—An excellent trade continues, with prices steady. We quote: Per 100 ft.: Black pipe, ½-in., \$3.15; ¾-in., \$2.40; 1-in., \$2.65; 1½-in., \$2.85; 2-in., \$3.65; 2½-in., \$5.25; 3-in., \$7.35; 3½-in., \$8.95; 4-in., \$12.55; 4½-in., \$20; 5-in., \$23; 6-in., \$30; 8-in., \$36.

ZINC SPELTER.—The market is firm at 6½ to 6¾c. per lb.

ZINC SHEETS.—We quote base price as follows: Cask lots, \$6.75 to \$7, and part casks, \$7 to \$7.25.

SOLDER.—In good demand. Prices are unchanged. Guaranteed half-and-half is quoted at 18 to 19c., and wiping 17 to 18c.

HIDES, SKINS AND WOOL.

The hide market is quite active this week. Prices are firm, and things are moving well in sympathy with the Chicago and New York markets. The calf skin market is very dull. As the season advances lamb skins are becoming more valuable; they are now worth 5c. each more than last week. There has been an advance in the price of wool. Unwashed is quoted ¾c. per lb. firmer, and fleece ½ to 1c. per lb. firmer. The wool market is fairly active. We quote:

HIDES.—No. 1 green, 8c.; No. 2 green, 7c. per lb.; No. 1 green, steers, ¾c.; No. 2 green, steers, 7½c. per lb.; cured, per lb., 8 to 8½c.

CALFSKINS.—Veal skins, No. 1, 6 to 11 lb. inclusive, 9c.; No. 2, 7c.; No. 1, 15 to 20 lb. inclusive, 8c.; No. 2, 6c. Deacons (dairies), each, 60 to 70c. Lamb-skins, each 25 to 30c.; pelts, each, 20 to 25c.

WOOL.—Unwashed wool, per lb., 8 to 9c.; fleece wool, 14½ to 15½c.; pulled wools, super, per lb., 15c.; extra, 18c.

TALLOW.—We quote 5 to 5½c. per lb.

OLD MATERIAL.

There is an excellent demand. Prices are steady throughout. Dealers quote as follows: Heavy copper and wire, 11½c. per lb.; light copper, 10c. per lb.; heavy red brass, 10½c. per lb.; heavy yellow

brass, 8½c. per lb.; light brass, 6c.; lead, 2½c.; scrap zinc, 3½c.; iron, No. 1 wrought, \$14 per net ton; No. 2 wrought, \$5; machinery cast scrap, \$16; stove plate, \$11; malleable and steel, \$7; old rubbers, 6½c. per lb., and country mixed rags, 50c. per 100 lb.

THE UNITED STATES NAIL MARKET.

Cut Nails.—Demand is not particularly active and mills are able to make prompt shipments. The lighter call for nails is attributed, in part, to labor troubles, which are more or less prevalent throughout the country. The market is firm and quotations are as follows: \$2.15, base, in carloads and \$2.20 in less than carloads, f.o.b. Pittsburgh, plus freight in Tube Rate Book to point of destination; terms 60 days, less 2 per cent. off in 10 days.

Wire Nails.—The largest part of the nails being shipped from the mills are on contract orders, specifications on which are coming in quite freely. Current demand covered by new orders is only fair. Prices are considered low by some in the trade and as not particularly remunerative to mills who do not manufacture their own raw material. Under these conditions the market remains firm. The view is held that nails will not be lower in price, at least this year, and that large buyers are recognizing this.—Iron Age, June 18.

A BIG JOURNEY TO EDMONTON.

IN an interview published in the June 20 issue of "Hardware and Metal,"

R. C. Steele was reported to have referred to a store-keeper who had travelled 25,000 miles from the north to reach Edmonton. Mr. Steele's figures were 2,500 miles. This journey, to anyone acquainted with the conditions of travelling in the West, was surely long enough, a stupendous one in fact; but the printer added a third cypher, making a journey which would be impossible even in a country of magnificent distances like Canada. This made what was a remarkable fact appear to be an absurdity.

Mr. Steele has just received a letter from E. F. Crossland, manager of the company's Winnipeg branch advising that the exceedingly favorable outlook for the crop conditions as seen by him are still continuing and while it is still too early to count upon the ultimate outturn of the crop, owing to the many contingencies that may happen between now and in-gathering of harvest, it is very encouraging to both the east and the west that the crops in Manitoba and the Territories have made such an exceedingly favorable start and which, together with the largely increased area reported in Manitoba by the latest Government bulletin, should under ordinary circumstances give a crop fully equal to that of last year with the possibility of it showing 25 to 33 1-3 per cent. of an increase in quantity.

CANADA AND AFRICA

W E. EARLE, head of The Earle Publishing Company, St. John, N.B., who has but recently returned from a six months' visit to South Africa, says that trade in that country since the close of the war has begun to pick up wonderfully, and that it is beginning to feel the stimulus of competition.

He thinks that the present would be a good time for Canadian firms to enter the South African market. There is a good open market for food products, canned goods and manufactures, which, he thinks, Canadians might easily capture, provided they pay particular attention to the packing of the goods so that the articles may arrive on the market in the best possible condition.

He found that the merchants there are anxious to get into closer touch with Canadian conditions, and with this in view a number of them will attend the convention of the Chambers of Commerce of the Empire to be held in Montreal in August.

INQUIRIES ABOUT CANADIAN TRADE

The following were among the recent inquiries relating to Canadian trade received at the Canadian Government office in London, Eng.

1. Inquiry is made for the addresses of Canadian shippers of box-shooks by a London firm in a position to place large orders.
2. A North of England correspondent has asked to be placed in communication with Canadian exporters of manufactured horse hair.
3. A London export merchant has requested to be referred to large flour millers in Canada who are interested in the South African market.
4. Application has been received for the names of the leading iron and steel manufacturers in the Dominion.
5. A Liverpool house wishing to obtain supplies of basswood broom handles, 50x1½, invites quotations from Canadian manufacturers.
6. A Manchester house desires to be placed in touch with Canadian producers of mica.
7. The proprietors of a chemical specialty for electrical batteries is prepared to appoint some Canadian firm connected with the electrical trade as agents.
8. The manufacturers of a patented wire strainer wish to arrange with some Canadian firm to manufacture and sell the tool in Canada.
9. A firm of Bordeaux wine shippers wishes to appoint an influential Canadian resident agent. First-class references required.
10. A firm manufacturing ventilating appliances of all kinds is prepared to appoint suitable Canadian resident agent.
11. An inquiry has been made for the names of Canadian wholesale firms wishing to import teas direct from India and Ceylon.

Interested parties may obtain the addresses of the above inquirers by communicating with the editor of **HARDWARE AND METAL**.

Business Changes

ONTARIO.

L. W. PIERCE & SON, livery, Aylmer and St. Thomas, have sold out their St. Thomas branch to Parker & Son.

BRITISH COLUMBIA.

British Columbia Standard Mining Co., Ltd., Vancouver, have been incorporated.

Big Bend Lumber Co., Limited, Vancouver, have been incorporated.

China Creek Lumber Co., Limited, Vancouver, have been incorporated.

Land Clearing & Enterprise Co., Limited, Vancouver, have been incorporated.

Port Renfrew Lumber Co., Limited, Vancouver, have been incorporated.

NEW BRUNSWICK.

David O'Connell, livery, St. John, has sold out to W. & J. Hogans.

QUEBEC.

Bedford Graham Co., sawmill, New Liskeard, are commencing business.

J. W. Boyd & Co., lumber, etc., Outremont, have registered.

Andrew Vallani, sawmill, L'Annonciation, was burned out.

Aubert & Gagne, sawmill, St. Giles (Lotbiniere Co.) have registered partnership.

The assets of the business of John F. Moir, sawmill, St. Moise, were sold.

Riesberry & Co., pumps, Brandon, are succeeded by The Riesberry Pump Co., Limited.

MANITOBA.

Brandon Farmers' Elevator Co., Limited, Brandon, have sold an elevator to Alexander & Law Bros.

The business of F. R. E. DeHart, lumber merchant, Grand Coulee, is advertised for sale.

The business of John Barry, feed and implements, Makinak, is advertised for sale.

Peter Patenaude, livery, Wetaskiwin, was burnt out.

The Northwest Lumber and Commission Co., Limited, Winnipeg, has been incorporated.

Winnipeg Machinery & Supply Co., Winnipeg, are negotiating to sell out.

Plum Coulee Milling Co., millers, Plum Coulee, sold out to William Peters.

JAMAICA TO EXHIBIT.

G. Eustache Burke, commercial agent for Canada in Jamaica, reporting to the Department of Trade and Commerce, states that the Agricultural Society of the island has voted a credit so that Jamaica may be fittingly represented at the Dominion Exposition in Toronto in August next. Hon. Sidney Oliver, Colonial Secretary, who is now in Boston, promises to visit Toronto before his return to Jamaica.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

SITUATIONS VACANT.

AT ONCE—A first-class lathe hand for planing mill; highest wages and steady employment for right man. The Blonde Lumber and Manufacturing Co., Limited, Chatham, Ont. f

ELECTRICIAN—For the Hespeler municipal electric light plant; must be good practical man, able to do line work, state experience and salary wanted and when at liberty. Apply to J. W. Christman, Chairman Electric Light Committee, Hespeler, Ont. f

FIRST-CLASS Tinsmith—One used to general jobbing. Apply J. T. Henderson, Niagara Falls, Ontario. f

WANTED—Tinsmith for general tinsmithing and furnace work; highest wages and steady work; state experience. Apply to Joseph Potts, Dorchester Station, Ont. 26-2

WANTED—Experienced hardware packer for Winnipeg; steady employment. Box 40. **HARDWARE AND METAL.** 27-1

WANTED—To purchase, two new or second-hand traveller's sample trunks, for guns and rifles. State price and description to Box "A." **HARDWARE AND METAL, Montreal.** 27-1

WANTED—Two good blacksmiths,—one carriage and one general smith. Apply MacKenzie & Co., blacksmiths, Brandon, Man. f

WANTED—At once — Carriage blacksmith; highest wages paid to good man. Apply to Wm. Lawson, carriagemaker, Dundas, Ont. f

WANTED—100 machinery moulders and coremakers; steady work; wages for moulders at least \$4; coremakers, \$3.25. Address Postoffice Box 511, Toronto. f

WANTED—Five (5) plumbers and steamfitters; to go out of the State; steady work; none but first-class men need apply; give reliable reference and state age and whether union or non-union. Address F., Box 679, The Globe. f

SITUATIONS WANTED.

YOUNG man with twelve years' experience in wholesale and retail hardware desires situation, either inside or on the road. Box 39, **HARDWARE AND METAL.** 27-2

Hardware and Metal

has inquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of inquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

HARDWARE AND METAL

Montreal and Toronto

PAINT, OIL AND BRUSH TRADES

BENZINE AS A SUBSTITUTE FOR TURPENTINE.

IN answer to an Ontario enquirer as to whether benzine when used in small quantities for thinning paint is as good as turpentine, or what injury, if any, it would do to oil paint. The Painters' Magazine says: "Deodorized benzine replaces spirits of turpentine to a great extent, and during the Civil War it was almost universally employed and a high price paid for it. It is now used to a great extent in place of turpentine by the manufacturers of low priced varnishes and ready-mixed paints, and almost to the exclusion of turpentine by the manufacturers of agricultural implements, farm wagons and the shade cloth industry. Wherever a low-priced solvent or volatile vehicle is desired it finds a ready market. And wherever it is simply necessary to cover a surface with paint, that is to dry rapidly and that is afterwards protected by varnish, it serves the purpose, because of its rapid and complete evaporation. But while it is really a more reliable thinner for paint than fatty or adulterated turpentine, it does not replace spirits of turpentine by any means, as it leaves oil paint on drying more porous and less binding. Nor can it be employed with satisfaction by the coach painter for thinning his colors or by the decorator for interior work, especially in enameling. Try it for yourself by mixing color fairly stout with oil and drier, then thin one half of the paint with turpentine and the other half with a similar measure of benzine; apply the two mixtures, side by side on an old painted board, and expose the board for a week or so and see what happens."

REPAINTING RUSTED IRON BARS.

A CORRESPONDENT to The Painters' Magazine asks for the best method of repainting iron bars which have become badly rusted. The answer given is terse: "If we were able to give you a receipt for the prevention of rust on iron, after rusting has once set in, that is to arrest rust, we would be doing what no mortal has ever done before or will ever do in the future. We cannot upset the laws of nature, although if the proper precautions were taken in the first place the corrosion of iron and steel could be minimized. The best way to treat the iron bars in question is to give them a thorough scraping with

old files, removing all the visible rust, loose or otherwise. Then sandpaper and dust them off, and finally clean them by a wash of benzine. When dry give them at least one coat of pure red lead, mixed from the dry article with raw oil and turpentine, equal parts, to which a little oil drier is added. If you cannot afford to give two coats give only one. Finish with a good black paint made from pure lampblack, boiled linseed oil and japan, or a good varnish black, but leave asphaltum severely alone, as it will not stand the service you speak of. One coat of red lead and two coats of black should give good service under the conditions named."

THE CHICAGO FLAXSEED MARKET.

The week has seen the largest drop in seed prices that has been recorded for many a day. The market closed last night fully 6½c. below the quoted figure of a week ago for No. 1 Northwestern, and 6c. below on futures. The market was weak on Thursday, but the break came on Friday, when speculative holders of seed began to let go their holdings in the Northwestern markets and sold at whatever price they could get. On that day the decline was 4½c. at Duluth. It has been evident for many weeks, in fact for many months, that a good part of the strength in flax was due to speculative buying. Strange as it may seem, there were many buyers who really expected to see higher figures toward the close of the crop year and were willing to back their judgment with their money. They lost heavily in the recent liquidation, and the market has lost their support.—Paint, Oil and Drug Review, June 24.

VICE-PRESIDENT COTTINGHAM.

In last week's issue of "Hardware and Metal," the position to which Walter H. Cottingham, of The Sherwin Williams Co., has been appointed was referred to erroneously as second vice-president. This was wrong, his position now being that of vice-president and general manager.

ILLUSTRATED BRUSH CATALOGUE.

Meakins & Sons, Limited, Hamilton, have issued a 108-page illustrated catalogue and price-list of brushes, brooms and woodenware. Among the lines shown are paint, varnish, kalsomine, whitewash, tar or roofing brushes, dec-

orators' and painters' fine brushes, artists', gilders' and druggists' pencils and brushes; clothes, hair, tooth, lather and bath brushes; brooms, whisks, mops, dusters, door-mats, etc. This catalogue will be sent to any reader of "Hardware and Metal" making application for it.

NEW GLASS COMPANY.

The Crown Art Stained Glass Company, Toronto, have been incorporated with a capital of \$40,000, to carry on the business of glass-working and dealing in glass. Directors: R. L. Smith, John Hurst, George Bowman, Herbert Smith, W. J. Armstrong, W. H. Jefferys and W. Jefferys, all of Toronto.

ARTISTS' MATERIAL.

Geo. Ridout & Co., Toronto, are agents for Canada and the United States for Falens & Co.'s waterproof drawing inks and "Rembrandt" water-colors. These drawing inks are perfectly waterproof and are widely and heartily endorsed. "Rembrandt" water-colors are made in Holland, and are used by the best Dutch masters; no finer goods are to be had. Another line of artists' materials Messrs. Ridout & Co. are agents for is the bronzes made by Carl Eckardt, of Fuerth, Germany. The trade is invited to send for price lists and descriptive literature.

PAINT AND OIL MARKETS.

MONTREAL.

THE paints and oil market has recorded no change in the matter of values this week, the firm feeling being retained on turpentine, while other lines are steady. The active movement in Paris green is maintained while white lead and liquid paints are by no means neglected.

GROUND WHITE LEAD.—Best brands, Government standard, \$5 to \$5.25; No. 1, \$4.27½ to \$4.87½; No. 2, \$1.40 to \$4.50; No. 3, \$4.02½ to \$4.12½; No. 4, \$3.65 to \$3.75, all f.o.b. Montreal. Terms, four months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—\$4.75 in casks and in kegs, \$5.

DRY WHITE ZINC.—Pure dry, in casks, 6½c.; in 100-lb. kegs, 6½c.; No. 1, zinc, in casks, 5½c.; in 100-lb. kegs, 5½c.

WHITE ZINC (ground in oil)—Pure, 25 lb. irons, 8c.; No. 1, 7c.; No. 2, 6c.

PUTTY.—We quote: Bulk, in barrels,

LINSEED OIL

Raw and Boiled

"GUARANTEED PURE"

MANUFACTURED BY

Canada Linseed Oil Mills
MONTREAL. LIMITED



BARRELS WANTED!!

We are open to buy good sound, oak
Linseed Oil, Turpentine, Varnish, and
Machine Oil Barrels.

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES.

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors,
Prepared Paints, Window
Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO.,
PHILADELPHIA.

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON,
LONDON.

Please mention **HARDWARE AND METAL** when writing.

What Does It Mean ?



When a merchant selects goods without a blemish it means that every transaction must please the customer. These are the good goods that keep your clerks busy:—

Boeckh's Standard Brushes and Brooms,
Bryan's London Brushes,
Cane's Newmarket Woodenware.

If our representative does not visit your town, write us, and we will, if possible, arrange for him to call upon you, or we will send you quotations and full particulars of these goods by mail. Our illustrated 1903 Catalogue free for the asking.

UNITED FACTORIES, Limited,
Head Office : Toronto.

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

MONTREAL BRANCH : 1 and 3 De Bresoles St.
LONDON BRANCH : 71 Dundas St.

5000, bulk 10, 100 lb. quantities, \$1.55; 1000, 100 lb. quantities, \$1.20.

GRANITE MINERAL.—Casks, 75, 100 lb. less 75¢; smaller quantities, 85¢.

RED LEAD.—Genuine red lead, in casks, \$1.70; in 100 lb. kegs, \$1.75; in less quantities, \$1.75 per 100 lb. No. 1 red lead, casks, \$1.25; kegs, \$1.50 and smaller quantities, \$1.50.

LITHARGE.—Ground, casks, 50; in less quantities, 55¢; flake litharge, casks, \$2.25; kegs, \$1.75 per 100 lb.

LINSEED OIL.—Raw, 1 to 1 bbls., 57c.; boiled, 60c.; 5 to 9 bbls., 50c.; bulk, 50c. Terms, net cash in 30 days. Delivered in Ontario, between Montreal and Ottawa, at 2¢ per gallon advance.

TURPENTINE.—Single bbls., 75c.; 2 to 4 bbls., 74c. Terms, net cash in 30 days.

BENZINE.—25 to 26c.

SHELLAC VARNISH.—Pure white, \$2.20 to \$2.25; orange, \$2.10 to \$2.25.

MIXED PAINTS.—\$1.20 to \$1.40 per gallon.

CASTOR OIL.—8½ to 9½c. in wholesale lots, and 4c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PURE CANADIAN PARIS GREEN.—Petroleum barrels, 15½c. per lb.; arsenic kegs, 15c.; 50 and 100 lb. drums, 16c.; 25-lb. drums, 16½c.; 1-lb. packages, 17c.; ½-lb. packages, 19c.; 1-lb. tins, 18c.; ½-lb. tins, 20c.

PURE ENGLISH PARIS GREEN.—Petroleum barrels, 14½c.; arsenic kegs, 14½c.; 50 and 100 lb. drums, 15c.; 25-lb. drums, 15½c.; 1-lb. paper boxes, 16c.; 1-lb. tins, 17c.

TORONTO.

BUSINESS continues active in summer. Prepared paints, varnishes, etc. The staples are not in great demand, a quiet sorting trade being done with some dealers. Prices are steady, as the tendency at primary markets seems to be to higher figures. Turpentine prices at outside points are 1c. higher, but the quotations for delivery in Toronto, Hamilton and London are unchanged; otherwise there are no alterations. We quote:

WHITE LEAD.—Ex-Toronto, pure white lead, \$5.10 to \$5.25. No. 1, \$4.62½ to \$4.87½; No. 2, \$4.25 to \$4.50; No. 3, \$3.87½ to \$4.12½; No. 4, \$3.50 to \$3.75 in packages of 25 lb. and upwards; 4c. per lb. extra will be charged for 12½-lb. packages; genuine dry white lead, in casks, \$5.02½.

RED LEAD.—Genuine, in casks of 500 lb., \$4.75 to \$5; ditto, in kegs of 100 lb., \$5.25 to \$5.50; No. 1, in casks of 500 lb., \$4 to \$4.25; ditto, in kegs of 100 lb., \$4.25 to \$4.50.

LITHARGE.—Genuine, 6 to 6½c.

WHITE ZINC.—Genuine, French V.M., in casks, \$6 to \$6.25; Lehigh, in casks, \$6 to \$6.25.

SHINGLE STAIN.—In five-gallon lots, 60 to 85c. per gallon.

PARIS WHITE.—90c. to \$1 per 100 lb.

WHITING.—65c. per 100 lb.; Gilders' whitening, 80c.

GUM SHELLAC.—In cases, 35 to 37c.; in less than cases, 40 to 42c. per lb.

LIQUID SHELLAC.—Pure orange, in bbls., \$2.30 to \$2.40; white, \$2.35 to \$2.45 per gallon; in less quantities, 10c. extra.

GLUES.—Broken sheet, in 200-lb. bbls., 8 to 8½c. per lb.; cabinet glue, in bbls., 11½ to 12c.; emery glue, in bbls., 17c.; bookbinders', ground, 10½c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

PUTTY.—Bladders, in barrels, \$2.10; bladders, in 100-lb. kegs, \$2.25; bulk in barrels, \$1.80; bulk, less than barrels, and up to 100 lb., \$2.05; bladders, bulk or tins, less than 100 lb., \$2.75.

PARIS GREEN.—Petroleum bbls., 13 to 15½c. per lb.; arsenic kegs, 13½ to 15½c.; 50 and 100-lb. drums, 14 to 16c.; 25-lb. drums, 14½ to 16½c.; 1-lb. packages, 15½ to 17c.; ½-lb. packages, 17 to 18c.; 1-lb. tins, 16 to 18c.; ½-lb. tins, 17 to 19c.

PLASTER PARIS.—New Brunswick, \$2 per barrel.

PUMICE STONE.—Powdered, \$2.50 per cwt. in bbls. and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots and 8c. in bbls.

LIQUID PAINTS.—Pure, \$1.20 to \$1.40 per gallon; No. 1, \$1.10 per gallon.

BARN PAINTS.—65 to 70c. per gallon.

CASTOR OIL.—English, in cases, 8 to 9c. per lb.; and 9 to 10c. for single tins.

LINSEED OIL.—Raw, 1 to 2 bbls., 61c.; boiled, 64c.; 3 to 5 barrels, raw, 60c.; boiled, 63c.; 6 to 9 barrels, raw, 58c.; boiled, 61c. delivered. To Toronto, Hamilton and London, 2c. less. All quantities of 10 barrels and over of linseed oil sold only f.o.b., Toronto, Hamilton, London and Guelph.

TURPENTINE.—Single barrels, 75c.; 2 to 3 bbls., 74c. delivered. Toronto, Hamilton and London, 2c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

WINDOW GLASS.

MONTREAL.

Business in window glass is quiet and prices hold steady. We quote as follows: First break, 50 ft., \$2; second break, \$2.10 for 50 ft.; first break 100 ft., \$3.80; second break, \$4; third break, \$4.50; fourth break, \$4.75.

TORONTO.

Import orders are about delivered, yet there is a fair sorting trade done from stock. We quote: Star, under 26 in., \$3.80; 26 to 40 in., \$4; 41 to 50 in., \$4.50; 51 to 60 in., \$4.75; 61 to 70 in., \$5; 71 to 80 in., \$5.50. Toronto, Hamilton and London. Terms, four months, or 3 per cent., 30 days.

EXPERIENCE COUNTS

—30 YEARS—

That's what we've had of it, and during all that time we've been closely studying every detail of the business to bring our products to the borders of perfection. We've succeeded, and continued efforts shall always back us up.

Last year when we introduced Brandram's B. B. Genuine White Lead into our "ANCHOR" Liquid Paint we knew we were doing the one thing necessary to make it all a ready mixed paint should be, and to-day "ANCHOR" Liquid Paint stands alone on the top of the heap.

ANCHOR BRAND



TRADE MARK

HENDERSON & POTTS

ESTABLISHED
1874,

Halifax and
Montreal.



HARDWARE AND METAL

THE NEW SAVAGE REPEATER.

There is no buyer more particular than the true sportsman and none more alert to recognize merit. For this reason there is a bright prospect for an active sale of Savage 25-35, 32-40 and 38-55 repeaters this year. The new sizes are adapted to the famous Model 1899, which hitherto has been made in the 30-30 and .303 calibres only. All barrels of the Model 1899 are of Savage smokeless steel, and the new high pressure loads may be used with perfect safety to the shooter. These



high-power 32-40 and 38-55 are excellent big game loads. When a customer buys a Savage he will possess a firearm that will give the service expected. In other words, the rifle will be accurate and reliable, and he will feel more than repaid for the money invested. A catalogue fully describing the complete line of Savage rifle, ammunition, reloading tools, sights, etc., will be sent on request. Address Savage Arms Co., Utica, N.Y., and mention CANADIAN HARDWARE AND METAL MERCHANT.

THE MORGAN & CO. ASSESSMENT.

A reduction of \$50,000 in the assessment of Henry Morgan & Co.'s property has been allowed by the city of Montreal, and instead of \$500,000 it will now be \$450,000. This settles the difficulty for the present, and Morgan & Co. will discon-

tinue further law proceedings. It is also understood that the building of the "shell" on the present foundations of the Morgan store will not be carried out, only the company will utilize the land belonging to them around the building which has been used as public ground. An arcade to the height of the first storey will be built over this. It will be really an improvement to the building.

LONDONDERRY IRON WORKS.

Rapid progress is being made in putting the plant of the Londonderry Iron Works

into shape for active operations. The old blast furnaces are now being relined and fitted up to produce pig iron, and by all appearances it will not be long before they are in working order. The company are now mining the ore, and relaying the tracks from the ore pits to the furnaces. Some old tunnels are being opened up. A visitor to the pipe works states that they already have made casts of pipes.

SHIPPING BOXES.

The Wire Woven-Wood Mfg. Co., 91 Richmond street, west, have found a successful field in making shipping boxes. These consist of slats and wire, closely woven and are made in a variety of sizes. Bakers and laundrymen have found these boxes so satisfactory that their orders alone have taxed to the utmost the present manufacturing capacity. New quarters have been procured and the output will be greatly increased to meet the growing demand.

"The Sun Shines For All."

TO PRESERVE and BEAUTIFY

To meet the demand for a Varnish which will give a smooth, hard finish, and enhance the beauty of the surface upon which it is applied and for general purposes, we introduced the Universal "Sun" Varnish. The "Sun" met with a good reception from the start, and we again have to repeat the order for "Sun" Cabinets. It is a hard copal Varnish, made only by ourselves from selected clear bright gum, and is thoroughly matured and tested before being passed into stock for shipment. It is suitable for all purposes where Varnish is used, inside or outside.

The "Sun" Varnish may be applied with every satisfaction to outside doors, boats, buggies, wagons, and where durability is required.

For interior work the "Sun" is especially valuable for furniture, church seats, inside blinds, bath rooms, oilcloth, etc., etc. A floor varnished with "Sun" Varnish is sweet and wholesome.

The "Sun" Varnish is brought to such a state of perfection that it may be used with the greatest confidence.

The "Sun" is put up in half pints, pints, quarts, half gallons, gallons. (Imperial measure.)

Directions for use upon every package.

BEWARE OF IMITATIONS.

"Sun" Varnish is sold in sealed cans ONLY, never in bulk, and the trade mark "Sun" is registered.

"I will have the Sun, or I will have none."

For Sale by Hardware and Paint Merchants Everywhere.

SOLE MAKERS

THE
CANADA
PAINT
COMPANY
LTD

Manufacturers of FINE READY-MIXED PAINTS FLOOR PAINTS and VARNISHES, and WHITE LEAD. Full line of best DRY COLORS, OILS, and all PAINTER REQUISITES always in stock. end for prices.

The Globe Paint Co.,

Limited

422-424 Adelaide St. W., Toronto.

WINDOW GLASS.

Our Spring Importations are now arriving, and carrying a very heavy stock, we are in a position to fill all orders promptly.

THE ONLY HOUSE IN CANADA manufacturing and stocking EVERY KIND OF GLASS required for Building purposes.

HOBBS MANUFACTURING CO., LIMITED

LONDON, CANADA



THE WALL PAPER TRADE

CATERING TO CHEAP TRADE.

It is difficult to give advice on a subject like this, for the average merchant knows he must carry the cheap lines. Where he errs, however, is in the immense range he is willing to carry in lines that retail at 5c. or thereabouts, while in his higher priced goods he fears to carry much lest it will remain on his hands. If he would sit down and think out which customer means more to him, the 5 cent or the 15 cent, and which deserves the most attention, he would come to the conclusion that he is doing the better class of customers an injustice in not affording them variety, while for the cheap class, where pattern should not be of such great importance, he carries almost innumerable designs.

That is the reason why so much of the better trade comes to the city. If a buyer is willing to put 15c. into a roll of paper he rightly considers that to him is due greater attention than to the cheap man. How can a merchant expect to sell good grades unless he carries a fair stock to select from? He should not pass an opinion on the demand for good wall papers until he has carried variety enough to supply those wishing that class of goods.

He not only loses his good customers, but also good sales to other customers who would buy the more expensive lines if a sufficient assortment were displayed, but who, upon seeing such a vast choice in cheap grades do not think of going above it. When a person buys a 15c. wall paper he is not buying a 5c. grade of paper and colors with a 15c. pattern; he is getting a better paper in more enduring colors and with better designs. A 15c. paper will outwear five 5c. papers and always look well. The fading of cheap paper is the principal cause for getting a new wall covering, but in the better grades this fading does not occur, and the wall paper need be changed only when tired of, or, by some special cause, soiled.

Most of our expensive paper is imported and carried only in the cities or large towns, whereas if a taste and demand for it were encouraged in the smaller towns and villages by the local dealers, our own manufacturers would soon see the necessity of supplying Canadian trade in these expensive lines. We cannot expect our mills to manufacture a class of paper for which there is little demand, for sentiment does not run a business.

Let merchants carry better lines; let them learn and tell the advantages of expensive wall papers; let them push that grade and keep back the cheap lines, and it would not be long before our swellest wall paper stores would display the card "Made in Canada."

WHAT THE STORES ARE SELLING.

NEVER before has the variety of pattern and color in wall paper been seen that is shown this spring. As a rule, the patterns are less conspicuous than ever, and it is only for certain rooms that the loud and prominent bunches of flowers of other seasons are displayed. Stripes are a prominent feature, both in somewhat contrasted colors and in self tones. The stripe pattern is so usual for certain rooms, that it is always popular.

The "art nouveau" designs are the best sellers in the higher priced papers, and the effects in this style are most beautiful. Long stems, with sweeping curves and irregular bends, are crowned by medium sized and small flowers in somewhat conventional designs, and these spots of pattern occur at great distances from each other. In the intervals, inconspicuous designs of self colors break the stretch of clear space, without exhibiting a mass of confused pattern.

Tapestry paper has a prominent position in the list and is selling as never before. One of its conveniences is its adaptability to the coloring of any adjacent room.

In colors, delicate shades abound in blue, green and pink. Deep reds as a background are not so much in favor, but rose color and fairly dark shades are made still darker by a deep red pattern. Self tones are the neatest and daintiest of the season's offerings, and are selling as their merits deserve.

Some special United States papers are in Japanese goods in red with designs of Japs, storks, and such like novelties. A summer paper has bunches of goldenrod in large clusters with intervening small clusters of purple asters. Some landscape papers are printed with games of golf or baseball and groups of tall trees. In nursery papers, landscapes, games and illustrated nursery rhymes appear. These are supposed to be, and no doubt are, educative.

New York and Boston have done comparatively little in the exportation of grain this season. Since the opening of navigation, the port of Montreal has exported fully 7,000,000 bushels, principally Manitoba wheat.

TO START A BALKY HORSE.

A RIVAL for David Harum, at least as regards knowledge of horses, has been discovered by The Horse-shoers' Journal. This genus has a guaranteed cure for balky horses, which he claims will start the horse. "No matter how bad he is, let me tell you how to start him 99 times out of 100. Of course, it may fail one time out of a hundred. When a horse balks, no matter how badly he sulks or how ugly he is, do not beat him; don't throw sand in his ears; don't use a rope on his fore-legs, or even burn straw under him. Quietly go and pat him on the head a moment; take a hammer or even pick up a stone in the street; tell the driver to sit still; take his lines, hold them quietly, while you lift up either front foot; give each nail a light tap and a good smart tap on the frog; drop the foot quickly, and then chirp to him to go on. In 99 cases out of 100 the horse will go right on about his business, but the driver must keep his lines taut and not pull or jerk him back. If I have tried this once I have tried it 500 times, and every time I have suggested it people have laughed and even bet \$5 and bottles of wine that I could not do it. So far I have won every bet. This may make you smile, but a horse has more common sense than most people are willing to give him credit for. The secret of this little trick is simply diversion. I am a firm believer that with kindness and proper treatment a horse can be driven with a string."

If your delivery horse is inclined to balk try this on him.

ATTRACTIVE PACKAGE GOODS.

Attractive packages have a great deal to do in the sale of goods, and The United Factories, Ltd., seem to appreciate this fact as they are now placing all their better lines of Boeckh's and Bryan's scrubbing brushes, dandy brushes, banister brushes, hair brooms and whisks in neat cardboard cartoons. These cartoons not only add materially to the appearance of the goods, but they also protect them and keep them from becoming shop worn and are much more easily handled. We feel quite certain that this move on the part of The United Factories, Ltd., will be appreciated by both the dealer and consumer and will add greatly to the popularity of their lines.

Helps towards Sanitation

The Cleveland Wall Paper Cleaner—a paste, not a liquid cleanses old walls thoroughly. Makes smoked and dust-covered walls fresh as when first papered. Retail at 25c.

Samples sent for distribution with your order.

GEO. RIDOUT & CO.,
77 York St., Toronto.



WALL PAPER MANUFACTURERS

*Our complete new line of Samples will be
shown to the Trade this month.*

*You will find it full of bright, new, attractive
Wall Papers, at prices to meet any competition.*

*We leave it to your judgment to say whether we
have improved on former lines—we believe we
have.*

*Say you won't place your order until you have
seen the "Staunton" samples, and you'll not
be sorry.*

STAUNTON'S LIMITED

FORMERLY M. STAUNTON & CO.

TORONTO

944 YONGE ST. CANADA

HEATING AND PLUMBING

THE NATIONAL MASTER PLUMBERS' ASSOCIATION CONVENTION.

AS customary before the annual conventions of the National Association of Master Plumbers and Steam-Fitters of Canada, a meeting of the Executive Committee was held before the convention. The committee was called to order at 10 a.m. Wednesday, July 1, by President Frank Powers at the Foresters' Hall, 505 Craig street, Montreal.

On opening the meeting, the president referred to the absence of G. A. Perrier, the secretary, who was detained through the recent death of his mother and the illness of his wife. In the absence of the secretary, J. Pascoe Bell was requested to act pro tem, and the president called for the first order of business, which was roll call. The following responded to their names:

President—F. Powers, Lunenburg, N.S.
Past President—John McKinley, Ottawa.
Vice-President—P. C. Ogilvie, Montreal.
Treasurer—Jos. Lamarche, Montreal.
Secretary—J. Pascoe Beel, pro tem.
Vice-President for Ontario—W. H. Meredith, Toronto.
Vice-President for Quebec—M. Thibault, Montreal, pro tem.
Vice-President for New Brunswick—Wm. Watson, Moncton.
Vice-President for Nova Scotia—Geo. Kinsman, Halifax, pro tem.
Vice-President for Cape Breton—J. D. Chisholm, New Glasgow.
Vice-President for British Columbia—H. Mahoney, Guelph.
Vice-President for Manitoba—R. Ross, Toronto, pro tem.

After roll call the minutes of the Executive for the year were read and adopted. When the officers' reports were read, President Powers presented a very encouraging report and one full of hope for the future, many suggested reforms being offered. The other officers presented the work done by them during the year.

After the reading of these reports it was decided to take up the president's report, clause by clause. It was felt that some of the suggested reforms should be referred to the committees to report at an early session of the convention proper. That in reference to a permanent secretary was referred to a committee composed of W. H. Meredith, R. Ross, Joseph Lamarche, H. Mahoney, and P. C. Ogilvie. The clause in reference to amendments to Halifax resolutions and means whereby same can be effectually enforced was referred to J. McKinley, J. Thibault, J. D. Chisholm and W. Watson, while the clause in reference to best ways and means to obtain Dominion legislation along sanitary lines was referred to H. A. Knox, Geo. Kinsman, and L. Le Grow.

A very profitable discussion arose along the lines of trade relationships, and it was learned that as a whole there was a fair understanding between the manufacturers and master plumbers.

A motion was made expressing deep sympathy with the secretary in his sad bereavement. The committee adjourned to meet at 7-30 p.m.

DELEGATES ENJOY THEMSELVES.

It will be seen by referring to the programme that the convention proper did not open until 8 p.m. Wednesday. After lunch the delegates went to see the lacrosse match between the "Shamrocks," of Montreal, and the "Brants," of Brantford, for the "Minto Cup," which carries with it the championship of the world.

After an exceedingly clean and well played match, the Shamrocks were declared the winners, by the close score of 5 to 4. However, this does not decide the championship, and the teams meet again on Saturday, July 4th. The most games in the two matches count. The captain of the Shamrock team is the president of the Montreal Master Plumbers' Association, T. O'Connell. The sympathies of the delegates were about evenly divided. Among the delegates who have arrived, besides those mentioned as composing the Executive Committee, were noticed:

D. J. Shea, Fredericton, N. B.
Geo. Ross, Brockville, Ont.
W. G. Butler, Perth, Ont.
Geo. A. Wooten, Halifax, N. S.
Frank Maxwell, L. Legrow, Geo. Cooper and F. Armstrong, Toronto.
H. A. Knox and J. G. Johnstone, Ottawa.

Representatives of the supply houses who have arrived are:

Peter McMichael, manager of The Dominion Radiator Co., Limited, Toronto.
Geo. F. Clare, of The Jas. Robertson Co., Limited, Toronto.
W. N. Forbes, representing Wm. Stairs, Son & Morrow, Limited, Halifax, N. S.

The manufacturers and supply houses of Montreal are fully determined that the delegates shall be well looked after while in the city. The convention, which opened at 8 p.m., Wednesday, July 1st, 1903, promises to be one of the most successful ever held by the National.

It was decided to hold the next annual convention of the association in Toronto.

OTTAWA CITY PLUMBING BY-LAW.

The Council of the city of Ottawa, who have for some time debated the legality of enacting a municipal by-law governing the plumbing trade, have at last framed and

passed such a by-law. In many respects it follows in the line of the Toronto by-law. We notice that no vent-pipe of less than 4 inches in diameter shall pass through the roof. All pipes must extend at least three feet above the roof, and must be ten feet from any opening. The breather pipe attachment must be put in with the usual proviso—keep it away as far as possible from all openings into the house. For every final inspection and certificate granted under the by-law, a fee of \$1.00 is charged, which must be paid in advance at the time of filing notice for inspection. The by-law does not apply to work contracted for previous to the passing thereof. M. M. O'Connell was appointed plumbing inspector, to work under the direction of the medical health officer.

PLUMBING AND HEATING NOTES.

NOW that the fame of the Toronto Master Plumbers' Baseball Team is known, challenges are coming in fast. On Saturday, July 4, they meet a team from the Journeymen's Association, and on Saturday, July 11, they meet the Manufacturers and Supply Men. The worthy secretary, Geo. Clapperton, states that he can't allow his team to play two Saturdays running. Some of them have seen younger days.

H. Mahony, Guelph, Ont., was in Toronto on Monday of this week. He reports trade brisk in Guelph. Mr. Mahony was on his way to attend the convention in Montreal. He is the National vice-president for British Columbia.

The marriage of Thomas Moore, plumber of The Light, Heat and Power Co., Kingston, Ont., and Miss S. Ludlow, was celebrated recently.

The new building of The Canadian Heating and Ventilating Company, Ltd., Owen Sound, Ont., is progressing favorably.

Donald Sinclair, hardware dealer, plumber, tinsmith, etc., Paris, Ont., is looking for a tinsmith and plumber. He is ready to pay good wages to a good man.

The many friends of Mr. Geo. Perrier, of Crump & Perrier, Halifax, secretary of the National Association of Master Plumbers, will regret to learn of the death of his mother, Mrs. Jane Pierier, widow of George Perrier, Sr., which took place on June 17th. Mrs. Perrier was well-known and very highly esteemed for her acts of kindness and her noble qualities. Her loss will be severely felt. Mrs. Perrier resided with her son George at 115 Dresden Row, from which address the funeral took place on Friday afternoon, June 19th.

VARN-OFF

**A NEW LINE FOR
THE PAINT AND
OIL TRADE.**

Varn-off takes varnish off, and it takes paint off, and it does it all so quickly and with so little trouble that everybody is surprised. It's a line for every paint trade because it is always wanted; and if you have it you have something that pays you. We will mail you a sample for the asking.

**A. RAMSAY & SON
MONTREAL**

**EST'D
1842**

**PAINT
MAKERS**

Hammocks



A post card will bring you our prices on Croquet Sets, Hammocks, Baseball, Tennis Goods, Toy Garden Tools, Paper Lanterns, Flags, etc.

Nerlich & Co.

**146-148 FRONT ST. WEST,
(Opposite Union Station)**

Toronto.

BOWN'S "NEWMARKET" Clipper.

PATENTED 1874.

The King of
Centre-Adjustment
 Clippers
still remains
unsurpassed
after a run of nearly

THIRTY YEARS



The Improved
B. PATTERN
"NEWMARKET"

may now be obtained
from all jobbers.

Detachable Plates.
Improved Cap with
Long Bearing.

Rigidity and Easy
Running.

Accurately Machined
and Perfectly Fitted.

All Parts Interchangeable.

MANUFACTURED SOLELY BY

BURMAN & SONS, LIMITED

BIRMINGHAM, ENGLAND.

The New Century Ball-Bearing Washing Machine.



Not the cheapest but decidedly the best Washing Machine made.

Five to seven minutes only required for a tubful.
The operator need not stand when using it, and there is practically no wear on garments.

Full information given on application.

**THE DOWSWELL MANUFACTURING CO.,
Hamilton, Ont. Limited.**

W. L. HALDIMAND & SON, Montreal, - Eastern Agents.

THE STANDARD IDEAL SANITARY CO.

AS in practically every branch of industry in Canada the past half-century years has witnessed a remarkable development in the demand for plumbing fixtures of all kinds. The natural result has been that the attention of the ever-alert American plumbing men has been attracted to this country as a good field for their enterprise.

Among those interested were the promoters and organizers of The Standard Ideal Sanitary Co., who, after a thorough survey of the field, decided to establish works at Port Hope, Ont. The progress of these works has been reported from time to time in "Hardware and Metal," so our readers are acquainted with the enterprising manner in which they have proceeded with their organization work.

Their building operations began only on March 1, and now a handsome brick structure occupies a commanding position near the mouth of the harbor, with the water and the railroad on each side of it.

Finished wares, including bathtubs, were turned out last week.

The main building, a solid brick structure, is 250 x 90 feet. This includes a molding shop 125 x 90 feet, and a larger two-storey cleaning and storage room. Adjoining are two wings, one 50 x 100 feet, containing the enameling rooms, and the other, the smelting, and engine and boiler rooms. The plant is of the very latest and most economical design, and is equipped with the most approved appliances.

The molding shop contains a No. 60 Newton cupola, of 10 tons per hour capacity, served by a pneumatic hoist for charging with iron and coke. Travelling pneumatic cranes, which will pick up anything under 2,500 pounds, handle the tub flasks and large castings in the molding shop with the greatest facility. Power is supplied by an 80-h.p. Robb & Armstrong engine, driven by a 100-h.p. Leonard boiler. The latter is equipped by an induced draft system, which utilizes all the waste heat from the enameling furnaces, and, at the same time, consumes all the smoke. In the engine room also are located a low-pressure air compressor, for the sand blast in the cleaning room; a high pressure compressor for the air jacks and other pneumatic tools, and a large fan, which generates the blast for the cupola.

The enameling section of the works is furnished with large enamel mills and capacious muffle firing furnaces. These open on the enameling room, in which is installed a crane system for charging and unfilling the furnaces.

The company is incorporated with a capital of \$100,000, all the stock being

held by Detroit and Cleveland capitalists.

The president and manager, H. T. Bush, who as manager of The Ideal Manufacturing Co., of Detroit, Mich., built up the splendid business of that firm in Detroit and Walkerville, Ont., is thoroughly conversant with the latest processes, and impresses one as a hustler. He has associated with him on the executive S. A. Sloman, vice-president; J. R. Sprinkle, secretary-treasurer, and A. E. Pipher, superintendent.

The company have located in Port Hope to manufacture porcelain enameled ware, bath tubs, sinks, etc., also soil pipe and soil pipe fittings, for Canadian and export trade. A staff of experienced workmen have been brought with them, some of whom have been in the business for 17 years. The majority of the wares made, including the soil pipe and fittings, will be manufactured by machinery under patents owned by the company, a feature which will make them a strong factor in the trade.

ENGLISH ENGINEERS' CONVENTION.

THE annual summer meeting of the Institution of Heating and Ventilating Engineers, of England, was held in Nottingham, on Tuesday and Wednesday, June 16 and 17. Louis F. Pearson presided. In welcoming the delegates he warmly thanked the press for the valuable assistance rendered, and particularly for the publicity generously given to the scheme of prizes arranged for the assistants. It is a feature of the institution to offer prizes to their employees for the best prepared papers of interest to the trade. A great number of new members were elected. Two valuable papers on heating were read and discussed; valuable criticism, data and suggestions were offered.

A pleasing feature of the meeting was the presentation of the two medals offered for the two best papers read. Sam Naylor was the recipient of the silver medal, and Walter Yates, of the bronze medal. Mr. Naylor's paper was on "Low Pressure Steam Heating," and that of Mr. Yates on "Mechanical Ventilation." The delegates and their ladies were given a trip to the historic Nottingham Castle, and a tram-car ride to Perry's lace factory, known as the Boulevard Works, Radford Boulevard. This trip was greatly enjoyed, especially by the ladies. A successful meeting was adjourned, to meet in London, October 6.

The president announced that three prizes, one of three guineas, one of two guineas, and one of one guinea, were offered to assistants for the three best essays on a subject chosen by the competitor himself, provided it refers to

some aspect of heating or ventilation. This is only the forerunner of similar prizes that will be offered, providing interest is taken in the competition.

This effort of the heating and ventilating engineers to create an interest amongst their assistants should be heartily endorsed, and other trades would do well to follow the example. The assistant of to-day is the journeyman and employer of to-morrow, and should receive every encouragement to thoroughly fit himself for the increased responsibility that will be his.

BUILDING NOTES.

A NEW brick and stone block, to cost in neighborhood of \$12,000, is to be erected on Carrall street, Vancouver, B.C. The contract for the erection of the new block has been let to R. P. Forshaw and operations will be commenced at once.

The G.T.R. has decided to build a new station at Milton, Ont.

McLachlan & Ellis are erecting an elevator at Indian Head, N.W.T.

William Newlands, architect, is preparing plans for a large three-storey stone and metal warehouse, for W. J. Clothiers, Kingston, Ont.

A business block to cost \$12,000 is to be erected in Walkerville, Ont., by Chas. Chilvers.

R. J. Disney, of Hanover, Ont., is arranging to build a furniture factory at Collingwood.

A \$4,500 residence is being erected on Ouellette avenue, in Windsor, by Miss Pauline Greisinger.

Munro & Co., Renfrew, Ont., have the contract for new shops, roundhouse and turntable for the C.P.R. at North Bay.

Work has been commenced on the foundation of the works being erected in Hull, Que., by The Portland Cement Co.

Rain has delayed building operations on the new building being erected in Hamilton, Ont., by The International Harvester Co.

In view of the enormous crop prospects in the west, the Canadian Northern Railway are going to construct two new elevators, of modern type, at Port Arthur, a storage elevator with a capacity of 3,500,000 bushels and, a shipping elevator with a capacity of 1,500,000 bushels.

The Daily Sun, St. John, N.B., says that never since the time of the great fire in that city has the building trade been so brisk; that all lines of craftsmen are rushed with work, and the supply of competent artisans is far below the demand; and that this summer and fall plumbers will have their hands full of work.

Saunders & Horton, Goderich, have purchased the Brampton Gas Works, Brampton, and contemplate the improvement of premises and works.

"SHIELD BRAND" SHEATHING

TARRED or DRY.

For Lining—Houses, Barns and Stables. Extra strong, full weight, best quality. When ordering from your dealer DEMAND the "Shield Brand." It's a quick seller.

MANUFACTURED ONLY BY—

Lockerby & McComb, 65 Shannon St., Montreal

Bell Telephone Main 1989.

STEEL RAILS

We offer **60 pound** A.S.C.E. Standard section steel rails and angles, the product of
The Algoma Steel Company, Limited
for *prompt shipment* from Sault Ste. Marie, Ont.

Offices:

Canada Life Building, Montreal.

93 York Street, Toronto.

Drummond, McCall & Co.,

GENERAL SALES AGENTS

The Algoma Steel Company, Limited.

LUXFER PRISMS...

The secret of selling goods is
to **KNOW** what a man wants.

You WANT a GOOD, LIGHT STORE

We **KNOW** it and can make
it so for you.

Do Not be Misled by Cheap Imitations.

We can give you cheap glass.
We will give you big value
for every dollar invested in...

LUXFER PRISMS.

DISCOUNT TO TRADE.

LUXFER PRISM CO.

100 King St. West, **LIMITED**
TORONTO.
Montreal Agency: F. T. Blennerhassett, 783 Craig St.

GLASS

FOR

STORE FRONTS

We make a specialty of all glass materials for
the latest, most up-to-date

**STORE FRONTS AND
INTERIOR DECORATION**

WILL SEND DESIGNS.

DISCOUNT TO TRADE.

LUXFER PRISM CO.,
LIMITED

100 King Street West, **TORONTO**
Montreal Agency: F. T. Blennerhassett, 783 Craig St.

Window and Interior Displays

Timely Hints
and Suggestions.

HOW THE CLERK IMPROVED THE STORE.

"I WAS down at the store yesterday when you were out," said Mrs. Nicodemus Brown to Mr. Nicodemus Brown, a small but semi-successful hardware merchant, as he finished his breakfast coffee, "and I made a discovery that you have not made in all the years that you have been in business."

"And what was that, my dear?" asked Mr. Brown. He had ceased some years ago to make light of his wife's business notions. He had done so at first, until she had, on several occasions, taken a fall out of him. So he reserved judgment and asked, carelessly, "A discovery, eh! And what might that be, Mrs. Brown?"

"You need a new clerk," was the answer.

Mr. Brown gave a sigh of relief. He was on his own ground, and the fear of his wife deserted him. "A new clerk? Well, I guess not. It keeps me busy now in finding enough for Thomas to do. If I had another young man on my hands, I'd have to buy a chess board to keep them both busy." And he folded up his newspaper and reached for his overcoat, with a satisfied air of finality.

"Yes, that you need a new clerk," continued the wife, as though there had been no response. "So I have engaged one, who will report at 8 o'clock to-morrow morning."

"You—have—engaged—one!" repeated Mr. Brown, as he turned about with an air of amazement. He was a good little man, but the bristles began to rise with anger. "I like that. Why don't you come down and run the store? You can find an old pair of trousers up stairs, if you have made up your mind to wear them."

"You need not worry about it," said Mrs. Brown, as she went over and kissed him good-bye. "Just run along now, and don't ask me any more. I won't tell you a word about it. But I'll come along and do the introducing myself."

Mr. Brown asked no questions, either on that night or the following morning. He reached the store at 7.30, and kept his eyes on the door. "Thomas," he said to his clerk, "when my wife was in here the other day, did she make any special remarks?"

"Not that I heard," said Thomas. "She just went snooping around, and I heard her sniff once or twice as though there was something she didn't like."

"Yes," said Mr. Brown with a sigh. "I have heard her sniff that way before." And still he kept an eye on the door.

The door opened. In came Mrs. Brown. Behind her walked the joy and treasure of the Brown kitchen, Mary Ann.

Mrs. Brown threw off her cloak. Beneath it was that suit which Mr. Brown knew too well—the suit that meant house-cleaning, soapsuds, the exploring of corners for dirt, the dumping of things into the ash-can. There was also another thing Mr. Brown had seen before—a look in her eye that she reserved for certain moments of resistless determination.

"Good morning, gentlemen," said Mrs. Brown with a stately bow, "permit me the honor of introducing the new clerk, Mary Ann McGonigal."

"The top of the morning to yez," said that lady, without the stately bow. "Tom, me boy, can yez scare up a lot of hot water?"

Tom scared up a gallon of it, and kept scaring more up as it was needed. It was a wet day, and little doing. Mary Ann gave her orders. Mr. Brown was to wait on customers. "I need Thomas for me errand boy," she explained. So he put on his old suit and was kept on the jump.

They began on the second floor. Cobwebs and ceiling dust were swept down. All the nooks and crannies under shelves were swept out. Tom was kept for two hours moving boxes and barrels. The floor was swept as it never had been before. Mary Ann washed the two front windows, inside and out, while she made Tom wash the two in the rear. Then the floor was scrubbed. All this time Mrs. Brown was moving things on the shelves and dusting them. Bundling up old pieces of paper and waste and stuffing them into a bag for the rag man; and every few minutes she came across some broken, rusted or discarded article, which Mr. Brown would look at with a puzzled air when he came up stairs and say "I don't think I ever saw that before." It may be added here, that the next day he had one hundred and ten of these odds and ends of useless things on a bargain counter, and sold them all off eventually, at an average of twenty-five cents each.

It took two days of labor before the ground floor was as clean as Mrs. Brown desired. When the show windows were washed, Mrs. Brown and Tom dressed them as they had never been before. The clerk was enthusiastic. "If you could give us one hour a week," he said, "we will keep them as pretty as any window on the street."

"I'll do it, never fear," she said. "I have got interested now, and you can never lose me."

Mr. Brown looked the whole store over when it was set in shape, and saw that it was good work that had been done. To Mary Ann he said, it's a new bonnet you get for this."

To his wife he said, "You were right, Amelia. We needed a new clerk, and you found her. But to tell the truth, I never knew before how slovenly and how dirty things were down here."

"No," said his wife, "but every woman who came in, and most of the men, knew the moment they entered here. Just see that you keep it so."

"I will."

He is as good as his word. If things ever begin to look slack, his wife has only to look round and say, "Do you need another dose of Mary Ann?"—Hardware Dealers' Magazine.

Builders' Hardware Display.

The Canada Hardware Co. continue to improve their already modern and handsome sample rooms. The latest addition is now being built, in the shape of a case for builders' hardware. This is near to the entrance of the warehouse on De Bresoles street, and when completed will be a noticeable feature of the hardware display. It will also be a novelty in hardware houses, and a device entirely different from anything else in use.

An Accidental Display.

"In November, 1901, says a shrewd retailer, "I received a small consignment of a cheaper quality of skates and with them were a few price lists tied in a bundle. Having no convenient place to stow them away at the time of unpacking, I stacked them in one corner of the window and tossed the package of price lists among them. The same happened to fall with the printed side out against the window. Very much to my surprise, I commenced having customers for those skates right away. At first I could not account for the sudden influx of skate-trade, having always kept skates in stock before, too, but finally I happened to notice a number of boys and girls stopping in front of the window, no doubt attracted there by the display of skates. The parents of these children, accompanied by the children themselves, were my best skate customers, and so it was comparatively easy to reason through the mystery. This taught me to pay more attention to my show window than I had in the past and I at once commenced to display goods to good advantage, but even then I did not change the display oftener than once a month and sometimes once in two months."

Portland Cements

BEST

German, Belgian and English Brands.

Fire Bricks,
Fire Clay,
Flue Linings,
Drain Pipes,
Hard Wall Plaster.
Calcined Plaster,
Wheelbarrows,
Mortar Stains.

A FULL STOCK OF

BUILDERS' and CONTRACTORS' SUPPLIES.

W. McNALLY & CO.

40 to 52 McGill Street,
Corner Wellington St.,

MONTREAL.

Write for our quotations.



BUILDERS' SUPPLIES

Fire Bricks, Fire Clay, etc.

ALEX. BREMNER, 50 Bleury Street, Montreal, Que.



STEVENS

NO RETAILER CAN AFFORD TO
BE WITHOUT OUR LINE OF

FIRE ARMS

YOUR JOBBER CAN SUPPLY OUR LINE. | SEND FOR OUR LATEST CATALOGUES.

J. STEVENS ARMS & TOOL CO., Chicopee Falls, Mass., U.S.A.

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Gauge.
Steel and Twist Barrels
Superior in Design, Workmanship
and Finish, and the most popular
Gun on the Market.

Simplest
"Take Down"
Gun Made



HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers.
Catalog on request. Worcester, Mass., U.S.A.

Any Firm in Canada

Installing a plant in which

**COPPER and
BRASS**

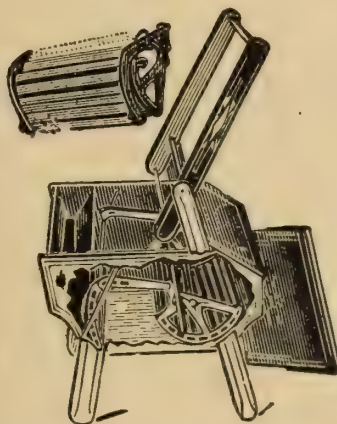
enter to any extent should
certainly confer with us.

THE BOOTH COPPER CO.,

119-123 Queen St., East

TORONTO.

Limited



Vollmar Improved Perfect Washer

It has a most enviable record. A perfection of its kind
—will wash more clothes in less time, do it better and
easier, with less wear and tear, than any other machine.
Prices on application.

COLBORNE, Sept. 10th, 1902.

Messrs. WORTMAN & WARD MFG. CO., LONDON.

DEAR SIRS, —We have used the washer again and find that further use
increased its value to us. The girls are simply delighted with it, as they can
do the washing and be presentable for callers if need be.

MRS. R. WEEKS

The above is a sample of the many kind words said about the Vollmar
(Use the street No. when addressing us.)

The Wortman & Ward Mfg. Co., Limited

No. 1500 William Street, London, Ont.

GENERAL HARDWARE!

Window Glass, Rope, Wire,
Seasonable Goods, Ice Cream Freezers, etc.,
Green Wire Cloth, Spring Hinges.

ALEXANDER MACPHERSON & SON, - MONTREAL.

The Heating System The Public Wants.

Advertising is a necessity in present day business. We, who are known throughout Canada in connection with the highest efficiency in cooking and heating apparatus, use it and appreciate its business bringing power. We have just prepared a series of advertisements on home heating and how efficiently it is done with the

Oxford Hot Water Heater and Oxford Radiators.

We are educating the public to the hot water system of home heating. Every householder is gathering the points of superiority of the Oxford Heating System, and when they decide to install that is the system they will insist on. We are sending these customers to you. Treat them right when they come by giving them what they want—the best.

THE GURNEY FOUNDRY CO., Limited

TORONTO, CANADA,

WINNIPEG,

VANCOUVER.

THE GURNEY-MASSEY CO., Limited, 385-387 St. Paul Street, - - - MONTREAL.

MADE IN CANADA



No. 175. Steel-Ebony finish.

Hot Plates

- 1 BURNER
- 2 BURNERS
- 3 BURNERS

Jewel Gas Ranges

Experience has proved that **Jewel Gas Ranges** are not only more ECONOMICAL, but are more STRONGLY BUILT and BETTER FINISHED and have more GENUINE GOOD FEATURES than any other line of Gas Ranges made.

Jewel Gas Ranges are CLEAN, and are more easily kept clean than any other kind.

WE MAKE OUR OWN **Valves**, and the latest and best **1903 Jewel Needle Valve** is supplied on all Ranges and Hot Plates.

Improved Slotted Burners, with removable thimble caps, or Drilled Burners as required.

Spring Balanced Drop Doors and Valves, Air Regulators, Front Supply Pipes, Door Plates and Spring Guards, Polished and Nickel-Plated.



No. 362—With Pilot Light and three-section Reversible Burner for Broiler—Asbestos Lined Oven.

THE BURROW, STEWART & MILNE CO., Limited

HAMILTON, ONT.

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STOVES AND TINWARE

THE MANAGEMENT OF A FOUNDRY.

SOME valuable suggestions to foundrymen are given in the paper published below, which was read by David Spence, of Chicago, Ill., before the American Foundrymen's Association:

"If a foundry foreman desires to keep his shop force up to a high state of efficiency he will, as soon as he receives an order for castings, see that the necessary cores are at once ordered from the core department. Then he will proceed to learn if he has a suitable flask for the casting, and if he has, he will ascertain if any repair work is needed on this, and if so he will have this done before the flask is taken to the molders' floor. All repairing of flasks should be done by a flask man instead of the molder and his helper. In order that the molder may use his time to the best advantage, his helper should see that he not only has facing sand, gagers' clamps, etc., but he should also look after the many little things which the molder sometimes spends his high-priced time in looking up. Even in specialty shops I have seen molders take a hand in barring up flasks. This they should not have to do, as this kind of labor belongs to the flask maker, and the latter will do a better job than the molder every time.

"In a great many foundries the men depend too much upon the foreman for everything. They should remember that he is only human, and has not the time to attend to every little detail. It has always seemed strange to me, too, that the place where castings are made should receive so little attention from the owners of plants, a majority of whom seem to believe that anything can be made to do for this department. Perhaps nearly every practical foreman is familiar with shops where ordinary equipment is so scarce that the molders are spending a great part of their time looking for things of which each should have a plentiful supply. The successful foundry manager of to-day must not only be a practical molder, but also experienced in cupola practice or he is not fully qualified for the position. Of course, he should be a man of good judgment, cool and pleasant, and while he should treat his men in a liberal way, he should not be backward about taking a firm position whenever this becomes necessary.

"A competent foundry manager is

worth a good salary, and is sadly needed by many foundries who are attempting to direct shop affairs from the office through men of small experience who are really not foremen at all. At the present time we have another drawback in our foundries in the form of incompetent pattern making. I have seen patterns come into a foundry made solid, where they should be split, and blank gears with hubs nailed on where these should be left loose. Again the foundry manager has his hands full to handle the travelling class of molders, who generally come into a shop without a tool, and whenever they are ready to draw a pattern, they will look around for a nail to drive into it, and then break a clamp in two so that they may have a substitute for a hammer.

"Naturally, the successful foundry manager will watch the little things and guard against waste as much as possible. A few years ago I took hold of a foundry where I found 30 tons of iron in the form of scrap buried in the ground. I at once had this dug up and dried and put through the rattler, when I used a few hundred pounds a day until it was all used up. Whenever owners of a foundry have a good foreman they should treat him right and give him to understand that they have confidence in him. When they furnish him what he requires to work with in the way of material and equipment, then, and not until then, have they got a right to look to him for results. There are to-day too many men acting in the capacity of superintendents of plants who should be flask men, and I have seen many a foreman who was more competent to be superintendent than the one who was placed over him. The young men of ability should be encouraged and promoted in every way, as it is to them we must look for foundry managers in the future."

DAVIDSON WORKS EXPANDING.

THE property of The Robt. Mitchell Co., Limited, (Montreal Brass Works), on Dominion street, Montreal, which was recently destroyed by fire, has been purchased by The Thos. Davidson Manufacturing Co. In the fall the work of rebuilding on the site will commence, and the offices of this company will probably be removed there,

leaving additional room in the present premises for the factory.

The Davidson Company's buildings formerly occupied about two thirds of the block in which the brass works were situated, as well as the block north of it, between Albert street and the Grand Trunk tracks; and the purchase of the Mitchell plant adds the remaining 30,000 square feet. The property now includes the two entire blocks, as the Davidsons have already bought the rest of the lot at the corner of Albert and Dominion streets, where formerly were a number of private houses. These buildings have now been torn down, and in their place the enamelling plant is being extended. The two blocks, which the plant, when completed, will occupy, are bounded by De Lisle, Dominion and Vinet streets and the Grand Trunk tracks; Albert street running between the blocks.

IRON MOLDERS' STRIKE.

The iron molders employed in the foundry of J. Rheume, Mile End, Montreal, are on strike, their employers refusing to sign an agreement for the new scale of wages. Mr. J. Rheume states that they are willing to pay the wages required, but decline to sign any agreement with the officials of the union. They wish to deal with their employees only.

CARE OF THE ROOFS.

A TIMELY talk on the care of tin roofs by "Rufus, the Roofer," was published in The Arrow, the organ of The N. & G. Taylor Co., Philadelphia, from which the extracts below are taken:

"There is one thing you ought to know by now, and that is that you've got to treat even good tin respectful like. I've seen some metal workers use a heavy coated terne plate in a way that would make a macadamized road shrink up.

"When your tin roof is down keep off it as much as possible. A tin roof is not a driveway for speeding steam shovels on. Neither is it a place to try hobnailed boots.

"Don't let the masons dump brick and mortar on it, or the carpenters throw planks with nails in them upon it—that is, if you want a good tin roof.

"You've got to use a roof as well as a tin roof should be used if you want a

HARDWARE AND METAL

good roof, no matter what tin you put over it. The man that expects a tin to keep from anything that comes along in the way of rough usage, while the man who is going on, would use a grand chimney to keep his potatoes in, and then wonder why it did not sound well.

The better the tin the better care you should give it putting it on.

A good roofing paper should go under every tin. Use the best solder you can get and paint the tin as soon as it is laid. It doesn't do any tin good to cover the rust that has settled on it over night.

You want to do all of these things, but you want to be sure first that your tin is Taylor Old Style."

TROUBLES CAUSED BY CHIMNEYS.

IN many cases the stove or range is condemned for troubles which emanate entirely from defects in the chimneys. Some instances of this and the remedies are suggested by The Doherty Mfg. Co., Sarnia, Ont., as follows:

The chimney of the kitchen may be much lower at the top than the main part of the house. The wind blowing over the house falls like water over a dam, sometimes almost perpendicularly on the top of the chimney; thus it beats down the smoke contained therein. The remedy is to build up the chimney, or add a smokestack to equal the height of the main building.

A building or a large tree may be near to and higher than the top of the chimney, so that the wind passing over them would blow down on the chimney.

When there is more than one opening in a chimney, a great variety of complications may affect the draft, so see that all the openings into the flue, no matter what kind, excepting the one you are going to use, are securely closed.

When two or more stoves are connected with one single chimney, the combination is so variable that it is difficult to cover all such cases by specific directions. Common sense, directed by observation, must be used.

A new or green chimney will never have a perfect draft. It will not draw perfectly until it is thoroughly dry, which sometimes requires two to four weeks' time.

In building a chimney, a little mortar may be dropped from time to time, and lodge out of sight, so as to partially close the chimney. A heavy weight may be let down by a rope and worked against the inside of the flue to force an opening.

In an old chimney the mortar may have crumbled from beneath the bricks, so that it leaks air and spoils the draft. A chimney should always be smoothly plastered on the inside.

All the air that passes through the chimney should first pass through the fire, unless used to check the draft.

USEFUL INFORMATION FOR ROOFERS

THE following table, issued by The Paterson Mfg. Co., Limited, Toronto and Montreal, shows the average weight per 100 square feet of different grades of tarred roofing felt:

7-oz. Tarred Roofing Felt weighs 11 lbs. to each 100 sq. ft.	13 "	15 "	17 "	19 "	22 "	25 "
8-oz. " " " " " "	" "	" "	" "	" "	" "	" "
9-oz. " " " " " "	" "	" "	" "	" "	" "	" "
10-oz. " " " " " "	" "	" "	" "	" "	" "	" "
12-oz. " " " " " "	" "	" "	" "	" "	" "	" "
14-oz. " " " " " "	" "	" "	" "	" "	" "	" "
16-oz. " " " " " "	" "	" "	" "	" "	" "	" "

"For a first-class four-ply roof 80 lb. of pitch should be used to each 100 square feet of surface to be covered, but if only three plies of felt are put on, 70 lb. of pitch will be sufficient. For brushing over the surface of the pitch before putting on the gravel, one gallon of refined coal tar is required for each square of 10 x 10 feet.

"A cubic yard of good clean gravel will cover about 700 square feet of roof.

"A roofer's outfit, in addition to a hammer, axe, knife and saw, should consist of a kettle sufficiently large to safely hold 1,000 lb. of pitch; three or four strong galvanized iron buckets; a sheet-iron dipper with a long handle; a grooved pulley and strong half-inch rope for hoisting the material; a wooden scraper, shaped something like a hoe with which to spread the gravel, also, several mops made of cotton twine and used for a mopping the hot pitch.

"In all cases the pitch must be thoroughly melted, and used while it is still boiling hot, as any attempt to use it otherwise will prove a failure. Never mix any coal tar with our roofing pitch, as the latter is of the proper consistency to be simply melted and used pure.

"Don't use felt, pitch and gravel on any roof which has a fall or incline of more than one inch to the foot. If your roof is steeper than that above mentioned, cover it with patent wire-edged three-ply ready roofing, which is specially intended for all kinds of steep roofs. Our factories and paper mills are all covered with three-ply wire-edged ready roofing, owing to their roofs being too steep for felt, pitch and gravel."

NOTES OF THE TRADE.

A report from Wingham, Ont., says that The Western Foundry Co., Limited, have shut down their works temporarily owing to trouble with their workmen.

Douglas Bros., roofers, Toronto, have several large and creditable contracts in various points in Canada. At Sturgeon Falls and at Espanola they are roofing pulp mills, and at Montreal, the Bank of Montreal and the Stock Exchange.

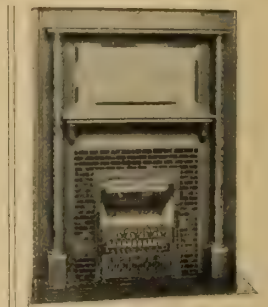
The Enterprise Foundry Co., Sackville, N.B., are building a two-storey 90 x 36 ft. addition to their foundry.

The Gurney Tilden Co., Limited, Toronto, are sending out a neat booklet describing the Foster side wall warm air register, which the trade will probably be interested in.

There is a remarkably active demand for galvanized sheets this year. Every year witnesses an increase in the demand for this line, owing to the number of new uses to which it is being put.

King's Elevator, Port Arthur, is adding a 500,000 bushel annex and The Canadian Northern Railway Company are contemplating the erection of another elevator with a capacity of 3,500,000 bushels at the same place.

Mantels,
Grates,
Tiles,
Etc.



Sell MANTELS as well as Hardware—it will pay you.

The Batty Stove & Hardware Co.
76 YORK ST., TORONTO.



WRIGHT'S No. 4 COLD BLAST LANTERN is THE Lantern
See it and be convinced.
E. T. Wright & Co., Manufacturers, Hamilton and Montreal.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables— Emlyn Engineering Works,
Machinery," Newport. NEWPORT, MON., ENGLAND.

ONTARIO SILVER CO.,

Limited,

NIAGARA FALLS, CANADA.

Manufacturers of **FLATWARE, CUTLERY and ELECTRO PLATE.**

Ask for our Catalogue and Quotations.



Steward & Romaine Mfg. Co.

EXPANSION and TOGGLE BOLTS

For fastening all kinds of material to Brick, Stone or Cement,

124 North Sixth St., Philadelphia, Pa.



ONTARIO WIND ENGINE & PUMP CO.,
Limited.

GALVANIZING.

Park 822
Atlantic Ave., Toronto



STOVE BRICK

Fire Clay and Asbestos, Furnace Cement.

All kinds of Fire Clay products made to order from patterns. Write for Price List.

JONES BROS., BRACONDALE, P.O., ONT. (NEAR TORONTO)

America is bound to shine.

The highest lustre quickly produced on all metals.

Solarine Satisfies

SOLARINE injures nothing. Ask your jobber or

"SOLARINE," - TORONTO.

Chicago. New York. Baltimore.



"Pullman" Lawn Sprinkler

IS YOUR ORDER IN ?

Send for Folder No. 14.

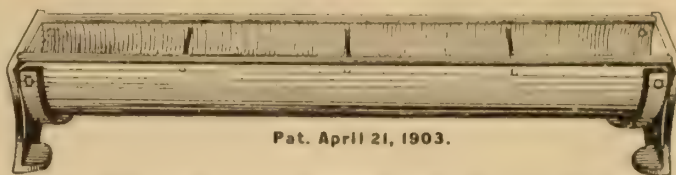
PULLMAN MFG. CO.
Rochester, N.Y., U.S.A.

Your Parcels Are Safe

when well wrapped in our brown or manilla wrapping paper. This paper has been proved reliable time and again. Toughness and durability are proof against rough usage.

CANADA PAPER CO., Limited
TORONTO and MONTREAL

PATENT STEEL HOG TROUGHS



Pat. April 21, 1903.

Something new, something long wanted.

A fine line for Hardware trade.

Write for Prices and Agency.

I am placing on the market this Steel Hog Trough, made of No. 14 Steel Boiler Plate. A trough that it is impossible for the hogs to chew or destroy. Edges finished with $\frac{3}{8}$ wrought iron pipe, slotted and driven on. Cross bars to prevent hogs from crowding or lying in trough.

Every hog raiser wants them and is going to have them when he finds out what they are. A great seller, as they are practically indestructible.

WILBER S. GORDON, - TWEED, ONT.



G. A. Crosby & Co. of Ontario,
SARNIA, ONT. LIMITED

Manufacturers of

Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal

H. W. Petrie, 141-145 Front Street West, TORONTO Selling Agent.

When ordering your stock of Whips, remember that

THE MORGAN WHIPS

Are the standard for

Quality, Workmanship, Durability,
LOOK FOR THE MORGAN LABELS.

Manufactured by **THE MORGAN COMPANY, Limited**
TORONTO, ONT.

CHAS. P. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

—OFFICES IN CANADA—

HALIFAX, N.S.
OTTAWA, ONT.
VANCOUVER, B.C.

HAMILTON, ONT.
QUEBEC, QUE.

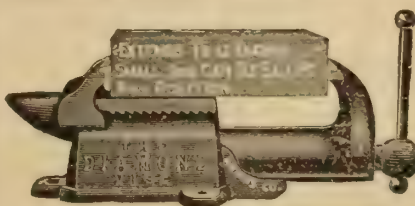
LONDON, ONT.
ST. JOHN, N.B.
WINNIPEG, MAN.

MONTREAL, QUE.
TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

DIAMOND VISE AND DRILLING ATTACHMENT.

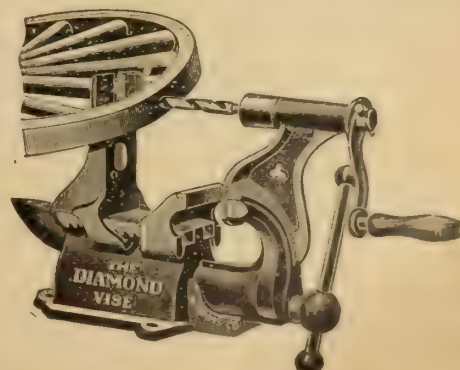
U.S. Patent Jan. 15, '95. Canadian Patent July 22, '95



JAWS are faced with steel $\frac{3}{8}$ inch wide, 4 inches long, firmly fastened to jaw, checked and hardened. VISE weighs 38 pounds. DRILL weighs 13 pounds. For Sale by Jobbers of Hardware.

Made by—

The Adams Company, Dubuque, Iowa, U.S.A.
Made by **Taylor-Forbes Co., Limited, Guelph, Ont.**



FINANCE AND INSURANCE

Speculation and Insurance.

LIFE insurance has of late years undoubtedly inculcated habits of thrift among the Canadian people, and the growing influence of the principle has been very noticeable during the past few years. Since, however, the introduction into Canada of the stock gambling craze, one of its most regrettable results is the effect it has had upon the life insurance companies and the policy holders of the Dominion.

Many who were, a short time ago, considering the advisability of effecting some provision for the protection of their families in this direction are now unfortunately not in a position to discuss the matter, their ability to pay their premiums being an impossibility. Called upon for margin after margin, the holders of policies, endowment and otherwise, have been compelled to sacrifice them in common with other securities to protect their stocks, and to-day the condition of the insurance business is very seriously affected, as is also the condition of the assurers themselves. This is truly a very lamentable state of affairs, and its seriousness is fully apparent to those on the inside only. Thousands of our people, who a few months ago were in comfortable circumstances, are now in a condition bordering on penury, and have in addition parted with securities which would have been a help in their old age, or in the event of their death, a comfort and support to those whom they left behind.

It is to be hoped that the mania has nigh spent itself and that the sad lesson it has taught will prevent a repetition of such regrettable folly for all time to come.

Why Gold Was Not Shipped.

REFERRING to the fact that no gold shipments, contrary to expectations, had been made from New York during the week ending June 20, Bradstreets says: "A factor in deciding the general result was the condition of the London money market and the action of the directors of the Bank of England. Money at the British capital has tended to work easier, and the confidence which is shown by the financial powers of that city was strikingly displayed by the somewhat unexpected announcement made on last Thursday that the discount rate of the institution had been again reduced

from $3\frac{1}{2}$ per cent. to 3 per cent.. Following as this did closely upon the marking down of the minimum discount figures of the Bank of England from 4 per cent. to $3\frac{1}{2}$ per cent., it evinced a degree of confidence on the part of the leaders of the British financial world, which would seem calculated to induce confidence in the other large financial markets. It has been noted that the principal English financial journals have taken the ground that the course of the Bank of England and the tendencies in the London open money market were likely to be uncertain, and would be in a large degree governed by what occurred at New York, and the probabilities as to whether the liquidation which has been going on here would proceed in an orderly fashion or would be attended by positive banking troubles."

Ames & Co.'s Statement.

REFERRING to the statement recently issued by Ames & Co., Aemilius Jarvis & Co. say: "The rapid and satisfactory reduction of the liabilities of Messrs. Ames & Co. has proceeded, contrary to general expectations, without weakening the market to a very material extent. Immediately after the failure we spoke of the likelihood of payment in full by the above-named firm of all their liabilities, and even at this early date a proposition with this end in view is before their creditors. The plan proposed would involve the payment of 100 cents on the dollar within 18 months, interest being paid in the meantime at the rate of 6 per cent. The first payment would be one of 25c. on the dollar on July 15 next. The magnitude of the firm's operations and their very large liability at the time of suspension, only about two weeks ago, makes it a remarkable thing that such a proposition as they are now offering could at this stage be submitted. The liabilities, we understand, have been reduced from over ten millions to somewhere in the neighborhood of four millions. The proposal has been very favorably commented on by bankers and brokers, and we should think no creditors would refuse their offer."

Canadian "Rails" in London.

A fortnight ago we published an article showing why prices of Canadian rails would probably go lower, and arguing that on any material decline Canadian Pacifics were worth the attention of those

who were prepared to take the shares off the market and hold for dividends. This view we still entertain, and during the past week an opportunity has been given for acquiring Canadas at what, having regard to the outlook for the company, must be considered very favorable terms. The London Report, June 6.

Life Insurance as an Investment.

THE Canadian public has been taught a severe, and, it is to be hoped, a wholesome, lesson, in the prolonged depreciation of railway and kindred speculative stocks during the past few months. Millions of dollars have been placed practically at the disposal of professional manipulators during that short period and the result to many has been the loss of the savings of a lifetime. Gambling under the guise of stock speculation has been rampant in our midst, and it can truthfully be said that thousands of our heretofore well-to-do citizens are now sadder but wiser men.

Canadians as a class are a saving and thrifty people, but the alluring prospects held out to them were too much of a temptation, and ordinary prudence and caution were thrown to the winds. Now that the mining and stock speculative craze has well nigh spent itself, the community are looking for safer channels of investment and our financial and insurance institutions will soon experience the benefits of its return to reason. Perhaps no principle of investment appeals more strongly to the economical class than that of life insurance, and the immense amount of money involved in the transactions of life insurance companies shows how their methods recommend themselves to the confidence of the public. Encouraging saving and thrift, they appeal strongly to the thoughtful man, and as an investment promote a feeling of independence equalled by no other security.

Investment in life or endowment insurance means provision for old age or a protection to those we leave, and to carry it out saving and prudent habits are necessary, and with the incentive the necessity should be a pleasure. The large deposits made with the Government and the safe and careful management of the standard companies doing business in Canada are an ample safeguard against possible loss, and the growth of their business is a certain indication of the prosperity and welfare of the country.

THE
Canada Permanent and Western Canada
MORTGAGE CORPORATION
Toronto Street, . . . TORONTO.

**ABSOLUTE
SECURITY**

President: GEORGE GOODERHAM.
1st Vice-President and Managing Director: J. HERBERT MASON.
2nd Vice-President: W. H. BEATTY.

We invite your deposit account, and are prepared to grant the best terms consistent with the absolute safety of the deposit.

**YOUR
SAVINGS
SAFE**

Paid-up Capital \$ 6,000,000
Reserve Fund \$ 1,600,000
Invested Funds \$23,600,000

EVERY FACILITY.

**INVESTMENT SECURITIES,
GOVERNMENT, MUNICIPAL
AND CORPORATION BONDS**

Yielding from 3½ to 6½ per cent
Four per cent interest allowed on funds
awaiting investment.

A. E. AMES & COMPANY

MEMBERS OF THE TORONTO STOCK EXCHANGE.

BANKERS

18 KING STREET EAST, TORONTO.

WESTERN Incorporated 1851
... **ASSURANCE
COMPANY.**

**FIRE
AND
MARINE**

Head Office
Toronto, Ont.

Capital	-	\$2,000,000.00
Assets, over	-	3,333,000.00
Annual Income	-	3,536,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.

C. C. FOSTER, Secretary.

THE PRUDENT BUSINESS MAN

will name as his executor a Trusts Corporation possessing a large Capital Stock, a Board of Directors of high standing and a trained staff of officers to ensure the efficient and economical administration of his affairs and comfort and happiness of his family.

THE TORONTO GENERAL TRUSTS CORPORATION,

59 YONGE STREET, TORONTO.

PAID UP CAPITAL - - \$1,000,000.
RESERVE FUND - - - 290,000

Booklet on application.

Special Advertising Rates have been arranged for Space in
"Finance and Insurance," and will be gladly quoted
on request.

The Bank of Toronto.

(Incorporated 1855)

Head Office: - TORONTO, ONTARIO.

Paid-up Capital, \$ 2,500,000.

Reserve Fund, \$ 2,600,000.

Total Assets, \$24,000,000.

Business Accounts opened on favorable terms.
Savings Accounts { for your spare money. Interest paid
on these compounded twice a year.
Drafts Sold for use anywhere in North America or Europe.
Letters of Credit Issued { Cash Credits for convenience of Travel-
lers in Europe. Time Credits for Importers

SEND FOR OUR BLUE BOOK ON "BANKING"

At any of our Offices you will receive courteous treatment and our best services

The accounts of **Merchants and Manufacturers**
are cordially invited.

BONDS

PROTECTION

We protect you and also save the employee from being under obligation to anyone.

PROGRESS

Because we always lead and never follow

PROSPERITY

On account of fair dealings with its patrons, so as to secure a continuance of their business.

The above refers to **THE DOMINION OF CANADA GUARANTEE AND ACCIDENT INSURANCE CO.**

Bonds issued on persons holding positions of trust. For rates and full particulars, apply,

J. E. ROBERTS, General Manager,
Cor. King and Yonge Sts., - TORONTO.



Money



CAN BE SAVED BY MEANS
OF AN ENDOWMENT POLICY.

**YOU CAN ONLY SECURE
SUCH A POLICY WHILE YOU
ARE IN GOOD HEALTH.**

Pamphlets and Full Particulars regarding the
New Accumulation Endowment Policy
sent on application.

**Confederation Life
ASSOCIATION.**

W. H. BEATTY, PRESIDENT.

W. C. MACDONALD,
ACTUARY.

J. K. MACDONALD,
MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

The Annual Bank Meetings.

MONTREAL.

THE annual report of the Bank of Montreal was submitted to a meeting of the shareholders on June 1. This bank is to be congratulated on its magnificent showing. The statement gives a net profit for the year of \$1,813,483, the largest in the history of the bank. It has increased its capital to \$11,000,000, of this \$1,379,240 is already paid up and on this the net profits for the year would amount up to 13.55 per cent. This statement also shows that \$1,000,000 has been added to the rest, bringing the account up to \$9,000,000. The public deposits and the current discounts have largely increased, and the directors have every reason to be satisfied with the bank's prosperous expansion. The annual meeting will henceforth be held on December 1, when the presidential address will be delivered.

HAMILTON.

The annual meeting of the Bank of Hamilton was held at the head office on June 15. Mr. John Stuart, who has been president of the bank for many years, resigned from the directorate, as did also Mr. A. G. Ramsay. The bank recognized the services of Mr. Stuart by granting him a retiring allowance of \$5,000 a year for the remainder of his life. This sum was unanimously voted on the motion of the largest shareholder and was a generous testimonial to the ability and faithful services of the retiring president. Senator William Gibson succeeds Mr. Stuart as president, and Mr. J. Turnbull will fill the position of vice-president and general manager for the ensuing year. The shareholders are to be congratulated on the satisfactory showing made in the annual report—the most prosperous yet presented. It represents the most successful year's business in the history of the institution. The feature of the meeting was the interesting and able address of General Manager Turnbull, who gave a resume of the business and progress of the bank since his appointment to the management. The bank has now 50 branches; its deposits have increased to \$16,000,000, and its loans to over \$21,000,000. Under its careful management the Bank of Hamilton stands high in the confidence of the Canadian people and gives every promise of additional prosperity in the future.

IMPERIAL.

The 28th annual meeting of the Imperial Bank of Canada was held at the head office, Toronto, on June 17. The directors' report, showing the continued prosperity of the institution, was read by the general manager, and, at the subsequent meeting of the directors, Mr.

T. R. Merritt was elected president, and Mr. D. R. Wilkie vice-president for the ensuing year.

SOVEREIGN.

The first annual report of the Sovereign Bank was presented to the shareholders at a meeting held on June 9, at the head office, Toronto. Twenty-one branches were opened during the year, and results were of a very satisfactory nature. Mr. H. S. Holt was re-elected president, and Randolph McDonald and James Caruthers, vice-presidents.

ONTARIO.

The annual report of the Ontario Bank shows that it participated in the general prosperity. Five thousand dollars was granted to the officers' pension fund. Mr. G. R. Cockburn was again elected president, and Mr. Donald MacKay, vice-president.

EASTERN TOWNSHIPS.

The shareholders of the Eastern Townships Bank have every reason to feel pleased at the annual report submitted at their annual meeting, held in Sherbrooke on June 3. Public deposits have increased three-quarters of a million, and nearly a million more of the bank's funds is available for immediate use than ever before.

STANDARD.

At the annual general meeting of the shareholders of the Standard Bank, held in Toronto, Mr. W. F. Cowan was elected president and Mr. Frederick Wyld, vice-president for the ensuing year. The net profits for the past year amounted to \$181,893.48, of which \$75,000 was added to rest account.

THE TRADERS.

The president of the bank, Mr. C. D. Warren, presided at the annual meeting of the shareholders of the Traders' Bank, held in Toronto on June 16. Eleven branches were opened during the year. The net profits amounted to \$167,340.78; of this \$100,000 was added to rest account.

UNION.

The annual meeting of the Union Bank was held in the City of Quebec on June 15. The bank has now 69 branches throughout the Dominion, and the business for the year was of a very satisfactory character.

Financial Notes.

The Royal Bank of Canada is about to open a branch at Chilliwack, B.C.

The Bank of British North America has opened a sub-branch at Longueuel, Que.

The Sovereign Bank are now operating their new branch at the corner of Guy and St. Catherine streets, Montreal, with Mr. E. G. Spinney as manager.

S. A. Codd has been appointed manager of the branch of the Bank of Ottawa, recently opened at Regina.

The Bank of Montreal have purchased a lot on the south-west corner of St. Catherine street and Paumotu road, Montreal, and, it is understood, will open a branch there in the near future.

The Banking and Commerce Committee at Ottawa have passed the bills incorporating the United Empire Insurance Company, the Pacific Bank of Canada and the City and County Bank of Canada.

SOME SORTS

of work require Apollo; some don't.

If you want your iron to bend uniformly, to bear a good deal of working of any sort, to be strong, not brittle, not crack, not tear, to hold fast, to stay put, to be accurate; only Apollo will do.

Quick service. Return a whole sheet for an inch of fault.

American Sheet Steel Company
Battery Park New York

If you want to sell a **FIRST-CLASS RAZOR**, concaved by the best grinders in the world,



H. Boker & Co.'s "ROYAL CANADIAN"

is the thing. No line will give you better satisfaction.

CURRENT MARKET QUOTATIONS.

July 3, 1903.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. \$33 00 \$34 00

TINPLATES.

Charcoal Plates—Bright.
M.L.S., equal to Bradley— Per box.
I.C., usual sizes..... \$6 75
I.X..... 8 25
I.X.X..... 9 75

Famous, equal to Bradley—
I.C..... 6 75
I.X..... 8 25
I.X.X..... 9 75

Raven and Vulture Grades—
I.C., usual sizes..... 5 00
I.X..... 6 00
I.X.X..... 7 00
I.X.X.X..... 8 00
D.C., 12x17..... 4 50
D.X..... 5 25
D.X.X..... 6 00

Coke Plates—Bright.
Bessemer Steel—
I.C., usual size, 14x20..... 4 00
I.C., special sizes, base..... 4 50
20x28..... 9 00

Charcoal Plates—Terne.
Dean or J. G. Grade—
I.C., 20x28, 112 sheets..... 8 50
I.X., Terne Tin..... 10 50

Charcoal Tin Boiler Plates.
Cookley Grade—
X.X., 14x56, 50 sheet bxs. }
14x60, " }
14x65, " } 7 00

Tinned Sheets.
72x30 up to 24 gauge..... 8
26..... 8 50

IRON AND STEEL.
Common bar, per 100 lb..... 2 05
Refined..... 2 45
Horseshoe Iron..... 2 40
Hoop steel, 1 1/2 to 3-in., base..... 2 90
Sleigh shoe steel..... 2 10
Tire steel..... 2 30
Reeled machinery..... 2 85
Toe-calk steel..... 3 00
T. Firth & Co.'s tool steel, per lb..... 0 12 1/2
Jessop's tool steel..... 0 14
Morton's tool steel..... 0 12 1/2
Black Diamond and "B.C." tool steel..... 0 10
Chas. Leonard's tool steel..... 0 08
Park's "Silver" tool steel..... 0 12
"Special" tool steel..... 0 15
Jonas & Colver's tool steel..... 0 10
"Air Hardening"..... 0 08
Drill steel, per lb..... 0 10

BOILER TUBES. Per foot.
1 in..... 0 09
1 1/2 in..... 0 10
2 in..... 0 13
2 1/2 in..... 0 14
3 in..... 0 17
4 in..... 0 24

STEEL BOILER PLATE.

1 in..... 2 50
3-16 in..... 2 60
1/2 in. and thicker..... 2 50

BLACK SHEETS. Com. D.Fl.

10 and 12 gauge..... 2 55
18 gauge..... 2 85
20..... 2 85
22 to 24 gauge..... 2 95
26..... 3 05
28..... 3 15

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

All dull, 52 sheets..... 2 90
Half-polished..... 3 00
All bright..... 3 75

IRON PIPE.

Black pipe— Per 100 feet.
1 inch..... 3 00
1 1/2 inch..... 3 25
2 inch..... 3 50
2 1/2 inch..... 3 75
3 inch..... 4 00
3 1/2 inch..... 4 25
4 inch..... 4 50
4 1/2 inch..... 4 75
5 inch..... 5 00
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THOS. GOLDSWORTHY & SONS

MANCHESTER, ENGLAND.

EMERY

Cloth Corn Flour

We carry all numbers of Corn and Flour Emery in 10-pound packages, from 8 to 140, in stock. Emery Cloth, Nos. OO., O., F., FF., 1 to 3.

JAMES HUTTON & CO., Wholesale Agents for Canada, **Montreal.**

PUTTY		
Bulk in 50 lbs.	1 70	
Bulk in less quantity	1 95	
Fla. tubs in 10 lbs.	2 00	
Black tubs in 50 lbs. boxes or loose	2 25	
25 lb. tins	2 25	
12 1/2 lb. tins	2 50	
Black tubs in bulk or tins less than 100 lb.	2 50	

VARNISHES.		
In 5 gal. lots	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
rubbing	3 50	
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak	1 50	1 50
Furniture, extra	1 10	1 25
No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
shellac, white	2 40	2 50
orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
black japan	1 10	1 20
No. 1	0 85	0 90
Elastico varnish, 1 gal. can, each	2 00	
Granite floor finish, per gal.	2 75	
Maple Leaf coach enamels, size 1, \$1.20; size 2, 70c; size 3, 40c each		
Sherwin Williams kopal varnish, assorted case, from 1 pts to 1 gal., \$2.50.		

CASTOR OIL.		
British, 1st quality in cases, per lb.	0 08 1/2	0 09 1/2
small lots	0 10	0 10 1/2

COD OIL, ETC.		
Cod oil, per gal.	0 50	0 55
Pyre olive		1 40
neatfoot		0 90

GLUE.		
Common	0 08	0 09
French medal	0 10	0 12
White, extra	0 18	0 24
Gelatin		
Strap	0 18	0 20
Coopers	0 19	0 20
Huttmann		
Ground	0 12	0 16
Cologne, genuine		

HARDWARE.

AMMUNITION.

Cartridges.

R. E. Caps Dominion, 50 and 5 per cent.		
Rim Fire Pistol, discount 40 per cent.		
Rim Fire Cartridges, Dominion, 50 and 5 per cent.		
Central Fire Pistol and Rifle, 50 and 5 per cent.		
Central Fire Cartridges, pistol sizes Dominion, 50 per cent.		
Central Fire Cartridges, Sporting and Military, Dominion, 50 per cent.		
Central Fire, Military and Sporting, American, add 5 per cent. to list. R. E. Caps, discount 40 per cent., American.		
Loaded and empty shells, "Trap and " Dominion, grades, 25 per cent. Royal and Nitro, 10 per cent. advance on list.		
Brass shot shells, 50 per cent.		
Primers, Dom., 50 per cent.; American, \$1.20		

Wads.		
Best thick white felt wadding, in 1/2 lb. bags	81 00	
Best thick brown or grey felt wads, in 1/2 lb. bags	0 70	
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 50	
Best thick white card wads, in boxes of 300 each, 10 gauge	0 35	
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55	
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20	
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25	
Thin card wads, in boxes of 1,000 each, 8 gauge		

Chemically prepared black edge grey cloth wads, in boxes of 250 each.		
11 and smaller gauge	0 60	
9 and 10 gauges	0 70	
7 and 8 "	0 90	
5 and 6 "	1 10	
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each.		
11 and smaller gauge	1 15	
9 and 10 gauges	1 40	
7 and 8 "	1 65	
5 and 6 "	1 90	

ADZES.		
Discount 20 per cent.		

ANVILS.		
Wright's, 80-lb. and over	0 10 1/2	
Hay Budden, 80-lb. and over	0 09 1/2	
Brook's, 80-lb. and over	0 11 1/2	

AUGERS.		
Gilmour's, discount 65 and 5 per cent. off list.		

AXES.		
Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 50	10 00

AXLE GREASE.		
Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

BATH TUBS.		
Zinc	6 00	
Copper, discount 15 per cent. off revised list.		

BATHS.		
Standard Enameled.		
5 1/2-inch rolled rim, 1st quality	24 00	
" 2nd "	20 00	

BABBIT METAL.		
" Tandem," A	0 27	
" B	0 21	
" C	0 11 1/2	
Frictionless Metal	0 23	

Syrause Smelting Works:		
Aluminum, genuine	0 45	
Government, "	0 44	
Tough, "	0 40	
Hard, "	0 40	
Dynamo, "	0 30	
Special, "	0 25	
Harmony, "	0 22	
Car Box, "	0 20	
Extra, "	0 15	

The Canada Metal Co.:		
Imperial, genuine	0 40	
Metallic, "	0 30	
Hercules, "	0 20	
Star, "	0 15	
No. 1	0 12	
No. 2	0 10	
No. 3	0 06	
No. 4	0 05	

BELLS.		
Hand.		
Brass, 60 per cent.		
Nickel, 55 per cent.		

Cow.		
American make, discount 63 1/2 per cent.		
Canadian, discount 45 and 50 per cent.		

Door.		
Gongs, Sargent's	5 50	8 00
" Peterboro', discount 46 per cent.		
Farm.		
American, each	1 25	3 00

House.		
American, per lb.	0 35	0 40

BELLOWES.		
Hand, per doz.	3 35	4 75
Moulders, per doz.	7 50	10 00
Blacksmiths, discount 10 per cent.		

BELTING.		
Extra, 60 per cent.		
Standard, 80 and 10 per cent.		
No. 1, not wider than 6 in., 60, 10 and 10 per cent.		
Agricultural, not wider than 4 in., 75 per cent.		

BITS.		
Auger.		
Gilmour's, discount 50 and 5 per cent.		
Rockford, discount 50 and 10 per cent.		
Jennings' Gen., net list.		

Car.		
Gilmour's, 47 1/2 to 50 per cent.		
Expansive.		

Clark's, 40 per cent.		
Gimlet.		
Clark's, per doz.	0 65	0 90
Diamond, Shell, per doz.	1 00	1 50
Nail and Spike, per gross.	2 25	5 20

BLIND AND RED STAPLES.		
All sizes, per lb.	0 07 1/2	0 12

BOLTS AND NUTS.		
Per cent.		
Carriage Bolts, common (\$1 list)	50	and 10
" " full sq. (\$2.40 list)	55	and 10
" " Norway Iron (\$3 list)	55	and 10
Machine Bolts, all sizes	50, 5	and 10
Plough Bolts	50, 5	and 10
Blank Bolts	50, 5	and 10
Bolt Ends	50, 5	and 10
Sleigh Shoe Bolts	65, 5	and 10
Cow Screws, cone point	66 1/2	and 10
Nuts, square, all sizes, 3/4c. per lb. off.		
Nuts, hexagon, all sizes, 4c. per lb. off.		
Stove Rods, per lb., 5 1/2 to 6c.		

ROOT CALKS.		
Small and medium, ball	per M.	4 25
Small heel		4 50

BRIGHT WIRE GOODS.		
Discount 62 1/2 per cent.		

BROILERS.		
Light, discount 65 to 67 1/2 per cent.		
Reversible, discount 65 to 67 1/2 per cent.		
Vegetable, per doz., discount 37 1/2 per cent.		
Henis, No. 8	6 00	
Henis, No. 9	7 00	
Queen City	7 50	

BUTCHERS' CLEAVERS.		
German	per doz.	6 00 11 00
American		12 00 20 00

BUTCHER KNIVES.		
Bailey's	per doz.	0 60 6 30

BUILDING PAPER, ETC.		
Tarred Felt, per 100 lb.		1 75
Ready roof, 2-ply, not under 45 lb., per roll		0 90

Ready roofing, 3-ply, not under 65 lb., per roll.		
Carpet Felt	per ton	45 00
Heavy Straw Sheathing	per ton	35 00
Dry Sheathing	per roll, 400 sq. ft.	0 40
Tar	400 "	0 50
Dry Fibre	400 "	0 55
Tarred Fibre	400 "	0 60
O. K. & L. X. L.	400 "	0 70
Resin-sized	400 "	0 45
Oiled Sheathing	600 "	1 00
Oiled	400 "	0 70

Roof Coating, in barrels.		
Roof	small packages	0 17 0 25
Refined Tar	per barrel	5 00
Coal Tar		4 00
Coal Tar, less than barrels	per gal.	0 15
Roofing Pitch	per 100 lb.	1 00

BULL RINGS.		
Copper, \$2.00 for 2 1/2-inch, and \$1.90 for 2-inch.		

BUTTS.		
Wrought Brass, net revised list.		
Cast Iron.		
Loose Pin, discount 60 per cent.		

Wrought Steel.		
Fast Joint, discount 65, 10 and 2 1/2 per cent.		
Loose Pin, discount 65, 10 and 2 1/2 per cent.		
Berlin Bronzed, discount 70, 70 and 5 per cent.		
Gen. B ronzed	per pair	0 40 0 65

CARPET STRETCHERS.		
American	per doz.	1 00 1 50
Bullard's		6 50

CASTORS.		
Bed, new list, discount 55 to 57 1/2 per cent.		
Plate, discount 52 1/2 to 57 1/2 per cent.		

CATTLE LEADERS.		
Nos. 31 and 32	per gross	8 50 9 50

CHALK.		
Carpenters' Colored, per gross	0 45	0 75
White lump	per cwt.	0 60 0 65
Red		0 05 0 06
Crayon	per gross	0 14 0 18

CHISELS.		
Socket, Framing and Firmer.		
Broad's, discount 60 and 10 per cent.		
Warnock's, discount 50 and 10 per cent.		
P. S. & W. Extra, discount 60 and 10 per cent.		

CHURN.		
Revolving Churns, metal frames—No. 0, \$8		
No. 1, \$8.50; No. 2, \$9.00; No. 3, \$10.00		
No. 4, \$12.00; No. 5, \$16.00 each. Ditto		
wood frames, 20c. each less than the above.		
Discounts: Factories, 53 per cent.; delivered from stock in Montreal, 51 per cent. Terms 4 months or 3 per cent. cash in 30 days.		

Churn frames, including bearings, levers, etc.		
No. 0, 1, 2 and 3, wood, \$2.40; and 4 and 5, \$2.65. Metal frames, 25c. extra. Discount 15 per cent., net 30 days.		

CLIPS.		
Axle, discount 65 per cent.		

CLOSETS.		
Plain York or Ontario, Syphon Jet		\$9 60
Emb.		10 20
Fittings		1 00
Plain Elgin or Teu, Syphon Washout		6 00
Emb.		6 60
Fittings		1 25
Low Down Elgin or Teutonic, plain		6 00
Low	emb.	6 50
Plain Richelieu		4 25
Emb.		4 50

Connections.		
Low Down Ontario, Syphon Jet, plain		11 70
Low	emb'd.	12 90
Closet connection		1 25
Basins, P.O., 14-in.		0 70
Basins, oval, 17 x 14-in.		1 50
Basins, " 19 x 15-in.		2 25

COMPASSES, DIVIDERS, ETC.		
American, discount 62 1/2 to 65 per cent.		

CONDUCTOR PIPE.		
Plain or Corrugated.		
2-inch	per 100 feet	3 00
3 "	" "	4 00
4 "	" "	5 25
5 "	" "	6 75
6 "	" "	9 00

CRADLES, GRAIN.		
Canadian, discount 20 to 25 per cent.		

CROSSCUT SAW HANDLES.		
S. & D., No. 3	per pair	0 17 1/2
S. & D., " 5	"	0 22 1/2
S. & D., " 6	"	0 15
Bampton pattern	"	0 20

We Make the Goods You Want

because your customers want the goods we make. Send us your orders for BUILDING PAPERS, ROOFING FELTS, WIRE EDGED READY ROOFING, and all parties will be satisfied.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

DRILLS.			Fork.			KETTLES.			NAIL PULLERS.		
Hand and Breast.			C. & B., discount 40 per cent., revised list.			Brass spun, 7½ per cent. discount off new list.			German and American 1 75 3 50		
Miller's Falls, per doz., net list.			Hoe.			Copper per lb. 0 30 0 50					
DRILL BITS.			C. & B., discount 40 per cent., revised list.			American, 60 and 10 to 65 and 5 per cent.			NAIL SETS.		
Morse, discount 37½ to 40 per cent.			Saw.						Square, round and octagon,		
Standard, discount 50 and 5 to 55 per cent.			American per doz. 1 00 1 25						per gross 3 38 4 00		
FAUCETS.			Plane			Lock, Canadian dis. 40 to 40 and 10 per cent.			Diamond 1 00 2 00		
Common, cork-lined, discount 35 per cent.			American per gross 3 15 3 75			Cabinet, trunk and padlock,			POULTRY NETTING		
EAVETROUGHES.			Hammer and Hatchet.			American per gross 0 60			2-in. Mesh, 19 w.g., dis. 60 per cent.		
10-inch per 100 ft. 3 10			Canadian, discount 40 per cent.			KNOBS.			2-in. Mesh, 16 w.g. and heavier, 50 p.c.		
ELBOWS (stovepipe.)			Cross-Cut Saws.			Door, japanned and N.P., per			OAKUM.		
and 6-inch, common per doz. 1 20			Canadian per pair 0 13½			doz. 1 50 2 50			U. S. Navy per 100 lb. 6 75		
7-inch " 1 35			HANGERS.			Bronze, Berlin per doz. 2 75 3 25			Plumbers 3 00		
Polished, 15c. per dozen extra.			doz. pairs.			Bronze, Genuine 6 00 9 00			OILERS.		
ESCUTCHEONS.			Steel barn door 5 85 6 00			Shutter, porcelain, F. & L.			McClary & Model galvanized		
Discount 40 per cent.			Stearns, 4-inch 5 00			screw per gross 1 30 4 00			oil can, with pump, 5 gallon,		
ESCUTCHEON PINS.			5-inch 6 50			White door knobs per doz. 1 00			per dozen 10 00		
Iron, discount 40 per cent.			Lane's covered -			Net prices.			Zinc and tin, discount 50, 50 and 10 per cent.		
FACTORY MILK CANS.			No. 11, 5-foot run 8 40			Discount, 60 per cent.			Copper per doz. 1 25 3 50		
Discount off revised list, 40 per cent.			No. 11½, 10-foot run 10 80			LAMP WICKS.			Brass 1 50 3 50		
FILES AND RASPS.			No. 12, 10-foot run 12 60			LANTERNS.			Malleable, discount 25 per cent.		
Great Western 70 and 10 per cent.			No. 14, 15-foot run 21 00			Cold Blast per doz. 7 00			Dufferin pattern pails, discount 45 per cent.		
Arcade 70 " 10 "			Lane's O.N.T. track, per foot 0 04½			No. 3, "Wright's" 8 50			Flaring pattern, discount 45 per cent.		
Kearney & Foot 70 " 10 "			Discount 60 per cent.			Ordinary, with O burner 4 00			Galvanized washtubs, discount 45 per cent.		
Disston's 70 " 10 "			HATCHETS.			Dashboard, cold blast 9 00			PIECED WARE.		
American 70 " 10 "			Canadian, discount 40 to 42½ per cent.			No. 0 5 75			Discount 40 per cent off list, June, 1899		
J. Barton Smith 70 " 10 "			HAT ENAMEL.			Japanning, 50c. per doz. extra.			10-qt. flaring sap buckets, discount 40 per cent.		
McClellan 70 " 10 "			Hen derson & Potts "Anchor Brand"			Porcelain lined per doz. 2 20 5 60			6, 10 and 14-qt. flaring pails, dis. 40 per cent.		
Eagle 70 " 10 "			HINGES.			Galvanized 1 87 3 85			Creamer cans, discount 40 per cent.		
Nicholson, 60 and 10 to 60, 10 and 5			Blind, Parker's, discount 16½ per cent.			King, wood 2 75 2 90			PICKS.		
Royal 70 " 10 "			Heavy T and strap, 4-in., per lb. 0 06½			King, glass 4 00 4 50			Per dozen 6 00 9 00		
Globe 70 to 75 "			" " 5-in., " 0 06½			All glass 0 50 0 90			PICTURE NAILS.		
Black Diamond, 60 and 10 to 60, 10 and 5 per cent.			" " 8-in., " 0 05½			LINES.			Porcelain head per gross 1 35 1 50		
Jowitt's, English list, 25 to 27½ per cent.			" " 10-in., " 0 05½			Fish per gross 1 05 2 50			Brass head 0 40 1 00		
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to \$1.50			Light T and strap, discount 65 and 5 per cent.			Chalk 1 90 7 40			PICTURE WIRE.		
GLASS.			Screw hook and hinge			LAWN MOWERS.			Tin and gilt, discount 75 per cent.		
Window. Box Price.			8 to 10 in. per 100 lb. 4 50			Woodyatt, 12-in. wheel 7 50			PINE TAR.		
Size United	Per	D. Diamond	12 in. up. 3 25			Star 5 50			½ pint in tins per gross 7 80		
Inches.	Star	Per	Spring per gro. pairs 10 50			Daisy 4 90			1 " 9 60		
Under 26 2 0	3 80	100 ft. 50 ft. 100 ft.	HOES.			Philadelphia, 12-in. wheel 6 50			PLANES.		
26 to 40 2 10	4 00	6 75	Garden, Mortar, etc., discount 60 per cent.			Ontario, 14 25			Wood bench, Canadian discount 40 per cent.		
41 to 50 4 50	8 75		Planter per doz. 4 00 4 50			Discount 50 per cent.			American discount 50 per cent.		
51 to 60 4 75	10 00		HOLLOW WARE.			Maxwell & Sons:			Wood, fancy Canadian or American, 37½ to 40 per cent.		
61 to 70 5 00	11 50		Discount 45 and 5 per cent.			10½-in. high wheel 7 50 10 00			PLANE IRONS.		
71 to 80 5 50	12 50		HOOKS.			9-in. high wheel 5 50 6 25			English per doz. 2 00 5 00		
81 to 85 14 00			Cast Iron.			8-in. high wheel 49 0 5 50			PLIERS AND STIPPERS.		
86 to 90 16 50			Bird cage per doz. 0 50 1 10			Discount 50 per cent.			Button's genuine, per doz. pairs, discount		
91 to 95 18 00			Clothes line 0 27 0 63			Canadian, 40 to 40 and 10 per cent.			37½ to 40 per cent.		
96 to 100 20 00			Harness 0 72 0 88			Russell & Erwin per doz. 3 00 3 25			Button's imitation per doz. 5 00 9 00		
A discount of 25 per cent. is offered on "Double Diamond."			Hat and coat per gro. 1 00 3 00			Eagle, discount 30 per cent.			German 0 60 2 60		
GAUGES.			Chandelier per doz. 0 50 1 00			Padlocks.			PLUMBERS' BRASS GOODS.		
Marking, Mortise, Etc. *			Wrought Iron.			English and Am. per doz. 0 50 6 0			Standard Compression work, dis. 60 per cent.		
Stanley's, discount 50 to 55 per cent.			Wire.			Eagle, discount 20 to 25 per cent.			"J.M.T." Cushion work, discount 50 per cent.		
WIRE GAUGES.			Hat and coat, discount 45 per cent.			Machine Screws.			Fuller work, discount 65 per cent.		
Winn's, Nos. 26 to 33 each 1 65 2 40			Belt per 1,000 0 60			Flat head, discount 25 per cent.			6 dozen lots and over of the above, extra discount 10 per cent.		
HALTERS.			Screw, bright, discount 55 per cent.			Round head, discount 20 per cent.			Lever handle Stops and Waste, discount 60 per cent. With, in lots of 2 dozen and over, an extra discount of 10 per cent.		
Rope, ¾-inch per gross 9 00			HORSE NAILS.			MALLETS.			"J.M.T." Globe, Angle and Check Valves, discount 55 per cent.		
Rope, 1-inch 14 00			"C" brand, 40, 10 and 7½ per cent. off list			Tin smiths' per doz. 1 25 1 50			Standard Globe, Angle and Check Valves, discount 65 per cent.		
Rope, 1½ to 2-inch 3 87½ 4 00			"M" brand, 50, 10 and 5 per cent.			Carpenters' hickory, " 3 85 5 00			"J.M.T." Radiator Valves, discount 55 per cent.		
Leather, 1-inch per doz. 3 87½ 4 00			Countersunk, 57½ per cent.			Lignum Vitae, " 0 60 2 00			Standard Radiator Valves, discount 65 per cent.		
Leather, 1½ " 5 15 5 20			"Monarch," 60 per cent.			MATTOCKS.			Patent Quick-Opening Valves, discount 70 per cent.		
Web 1 87 2 45			"Peerless" 50 per cent. dis.			Canadian per doz. 5 50 6 50			No. 1 compression bath cock 2 00		
HAMMERS.			HORSESHOES.			MEAT CUTTERS.			No. 4 2 00		
Nail.			F.O.B. Montreal			American, discount 33½ per cent.			No. 7 Fullers 2 20		
Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.			No. 2 No. 1 and larger, smaller.			German, 15 per cent.			No. 4½ 2 30		
Tack.			Iron Shoes.			Gem each 1 15			Patent Compression Cushion, basin cock, hot and cold 15 00		
Magnetic per doz. 1 10 1 20			Light, medium and heavy 3 35 3 60			Discount 25 per cent.			Patent Compression Cushion, bath cock, No. 2208 2 25		
SI ge. 0 07½ 0 08½			Snow shoes 3 60 3 85			NAILS.			Square head brass cocks, discount 60 per cent. 90		
English and Canadian, per lb. 0 22 0 25			Steel Shoes.			Cut. Wire.			Competition Globe, Angle and Check Valve discount 70 per cent.		
HANDLES.			Light 3 45 3 70			2d and 3d 3 45 3 45			Thompson Smoke-test Machine \$25.00		
Axe, 2nd growth, per doz. net			Featherweight (all sizes) 4 85 4 85			3d 3 10 3 12					
toe door per doz. 1 00 1 50			F.O.B. Toronto, Hamilton, London and			4 and 5d 2 85 2 95					
			Guelph, 10c. per keg additional.			6 and 7d 2 75 2 80					
			Toe weight steel shoes 6 70			8 and 9d 2 60 2 60					
			JAPANESE WARE.			10 and 12d 2 55 2 55					
			Discount 45 and 5 per cent. off list, June 1899			16 and 20d 2 50 2 50					
			ICE PICKS.			30, 40, 50 and 60d (base) 2 45 2 45					
			Star per doz. 00 3 25			Cut nails in carlotts case					
						Wire nails in carlots are \$2.40.					
						Steel cut nails 10c. extra.					
						Miscellaneous wire nails, discount 75 per cent.					
						Coopers' nails, discount 30 per					

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Hutchinson	per doz	0 55	1 00
Able	"	0 22	0 33
Saw	"	0 25	1 01
Avon	"	0 35	2 50

PUMPS			
Canadian system		1 80	3 60
Canadian pitchfork pump		1 40	2 10

PUNCHES			
Saddlers	per doz	1 00	1 85
Constructors	"	9 00	15 01
Tinners solid	per set		0 72
" hollow	per inch		1 00

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Donnan, 30 gallon	net	6 00
" 40 "	"	7 00
" 50 "	"	8 00
Renold's Galvanized, 30 gallon	"	7 40
" 40 "	"	8 40
" 50 "	"	9 60
Cope, 30 gallon	"	22 00
" 40 "	"	24 00
" 50 "	"	28 00

Discount off copper boilers 15 per cent.

BAKES

Wool, per doz net 1 20 up.

RAZORS

Edison	per doz	4 00	18 00
Gillette	"	4 00	18 00
King Cutter	"	5 50	11 00
Wade & Butcher	"	12 50	15 00
Wade & Butcher	"	3 00	10 00
Wade & Butcher	"	7 00	12 00
Wade & Butcher	"	6 00	12 00
Wade & Butcher	"	10 00	11 00
Wade & Butcher	"	15 00	
Wade & Butcher	"	10 75	
Wade & Butcher	"	13 00	
Wade & Butcher	"	13 50	
Wade & Butcher	"	13 50	
Wade & Butcher	"	8 50	19 50

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Discount 40 per cent.

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Iron Burs, discount 45 per cent.

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Extra on Iron Rivets in 1-lb cartons, 1c per lb.

Copper Rivets, with usual proportion burs, 45 per cent discount. Cartons, 1c per lb extra net.

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Extra on Tinned or Coppered Rivets, 1-lb cartons, 1c per lb.

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Canadian, discount 45 to 37 1/2 per cent.

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Steel		0 112
Pure Manila		0 14
Brass Manila		0 12
Cotton, 3/16 inch and larger		0 15
" 5/32 inch		0 21
" 1/4 inch		0 22
Russia Double Sea		0 15
Japan		0 08
Each Yarn, single		0 11
" double		0 11
Steel bed cord, 45 feet	per doz	0 45
" 60 feet	"	0 80
" 72 feet	"	0 50

ROPE, ETC.

Boxwood, discount 45 per cent.

Ivory, discount 37 1/2 to 40 per cent.

SAD IRONS

Mrs. Potts, No. 55, polished, per set 0 70.

No. 50, malleable, plated, " 0 80.

SAND AND EMERY PAPER

E. & A. sand, discount, 40 and 5 per cent.

Emery, discount 40 per cent.

Garnet (Kortons) 5 to 10 per cent. advance on list.

SAP SPIGOTS

Bronzed iron with hooks, per 1,000 9 50

SAWS

Hand, Disston's, discount 12 1/2 per cent.

S & D, discount 40 per cent.

Crosscut, Disston's, per foot 0 35 0 55

S & D, discount 35 per cent. on Nos. 2 and 3.

Hack, complete, each 0 75 2 75

" frame only, " 0 75

SASH WEIGHTS

Sectional, per 100 lb. 2 50 2 75

Solid, " 1 75 2 00

SASH CORD

Per lb. 0 25 0 30

SAW SETS

Lincoln and Whiting, per doz. 4 75

Hand Sets, No. 1 Woodyatt (Morrill) 4 25

X-Cut Sets, No. 3 Woodyatt (Morrill) 9 50

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Gurney Standard, 40 per cent.

Gurney Champion, 50 per cent.

Burrow, Stewart & Milne

Imperial Standard, discount 40 per cent.

Weight Beams, discount 35 per cent.

Champion Scales, discount 50 per cent.

Fairbanks standard, discount 35 per cent.

" Dominion, discount 55 per cent.

" Richelieu, discount 55 per cent.

Warren's new standard, discount 40 per cent.

" Champion, discount 50 per cent.

" Weightbeams, discount 35 per cent.

SCREW DRIVERS

Sargent's, per doz 0 65 1 00

SCREEN DOORS

Common doors, 2 or 3 panel, walnut stained, 4-in. style, per doz 6 80

Common doors, 2 or 3 panel, yellow and green stained, 4-in. style, per doz 7 00

Common doors, 2 or 3 panel, in natural color, oil finish, per doz 8 15

3-in. style 20c per dozen less.

SCREWS

Wood, F. H., bright and steel, discount 87 1/2 per cent.

Wood, E. H., bright, dis. 82 1/2 per cent.

" E. H., brass, dis. 80 per cent.

" E. H., dis. 75 per cent.

" E. H., bronze, dis. 75 per cent.

" E. H., dis. 70 per cent.

Drive Screws, dis. 87 1/2 per cent.

Bench wood, per doz. 3 25 4 00

" iron, " 4 25 5 00

Set, case hardened, dis. 60 per cent.

Square Cap, dis. 50 and 5 per cent.

Hexagon Cap, dis. 45 per cent.

SCYTHES

Per doz net 6 00 9 00

SCYTHE SNATHS

Canadian, discount 40 per cent.

SHARPERS

Barley Cutlery Co., full nicked, discount 25 per cent.

Barley Cutlery, Japan Handles, discount 67 1/2 per cent.

Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES

Canadian, discount 45 per cent.

SINKS

Cast iron, 16 x 24, " 0 85

" 18 x 30, " 1 00

" 18 x 36, " 1 40

SNAPS

Hartness, Gerhard, discount 25 per cent.

Lock, Andrews, " 4 50 11 50

SOLDERING IRONS

1, 1 1/2 lb, per lb. 37

2 lb. or over, " 0 34

SQUARES

Iron, No. 493, per doz. 2 40 2 55

" No. 494, " 3 25 3 40

Steel, discount 60 to 60 and 5 per cent.

Try and Boxed, discount 50 to 52 1/2 per cent.

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Plain, discount 75 and 12 1/2 per cent. off revised list.

Returned, discount 75 per cent. off revised list.

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Galvanized, 3 25 3 50

Plain, " 2 90 3 15

Coppers, discount 45 per cent.

Poultry netting staples, discount 40 per cent.

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American discount 25 per cent.

STONE

Washita, per lb. 0 28 0 60

Hindostan, " 0 06 0 07

Plain slip, " 0 09

Labrador, " 0 13

" Amc., " 0 15

Turkey, " 0 50

Arkansas, " 1 50

Water of Ayr, " 0 10

Scythe, per gross 3 50 5 00

Grind, 2-in., 40 to 200 lb., per ton 25 00

" under 40 lb., " 28 00

" under 2 in. thick, " 29 00

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5 and 6 inch, per 100 lengths 7 00

7 inch, " 7 50

ENAMELINE STOVE POLISH

No. 4, 3 doz in case, net cash 4 80

No. 6, 3 doz in case, " 8 40

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 15

" " (in kegs), 80 and 20

" " (in kegs), 40

Cut tacks, blued, in dozens only 80

" 4 weights, " 60

Swedes cut tacks, blued and tinned 80 and 10

In bulk, " 75

In dozens, " 75

Swedes, upholsterers', bulk 85, 12 1/2 and 12 1/2

brush, blued and tinned 70

Swedes, grip, blued, tinned and japanned, 75 and 12 1/2

Zinc tacks, " 35

Leather carpet tacks, " 55

Copper tacks, " 50

Copper nails, " 52 1/2

Trunk nails, black, " 65 and 5

Trunk nails, tinned, " 65 and 10

Clout nails, blued, " 65 and 5

Clout nails, " 40

Patent brads, " 40

Fine finishing, " 40

Lining tacks, in papers, " 10

" " in bulk, " 15

" " solid heads, in bulk 75

Saddle nails, in papers, " 10

" " in bulk, " 15

Tufting buttons, 22 line, in dozens only 60

" 5

Double pointed tacks, papers, " 90 and 10

" " bulk, " 40

Clinch and duck rivets, " 45

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English, ass skin, per doz. 2 75 5 00

English, Patent Leather, " 5 50 9 75

Chesterman's, " 0 80 2 85

" steel, each 0 80 8 00

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Bailey's, discount 25 per cent.

THERMOMETERS

Tin case and dairy, discount 75 to 75 and 10 per cent.

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Game, Newhouse, discount 25 per cent.

Game, H. & N., P. S. & W., 65 per cent.

Game, steel, 72 1/2 per cent.

TROWELS

Disston's, discount 10 per cent.

German, " per doz. 4 75 6 00

S & D, discount 35 per cent.

TWINES

Bag, Russian, per lb. 0 27

Wrapping, cotton, 3-ply, " 0 19

" 4 ply, " 0 23

Mattress, " per lb. 0 33 0 45

Staging, " 0 27 0 35

WIRE

Wright's, " 0 13 1/2

Brooks, " 0 12

Pipe Vise, Hinge, No. 1, " 3 50

" No. 2, " 5 50

Saw Vise, " 4 50 9 00

ENAMELED WARE

White, Princess, Turquoise, Blue and White discount 50 per cent.

Diamond, Famous, Premier, discount 50 and 10 per cent.

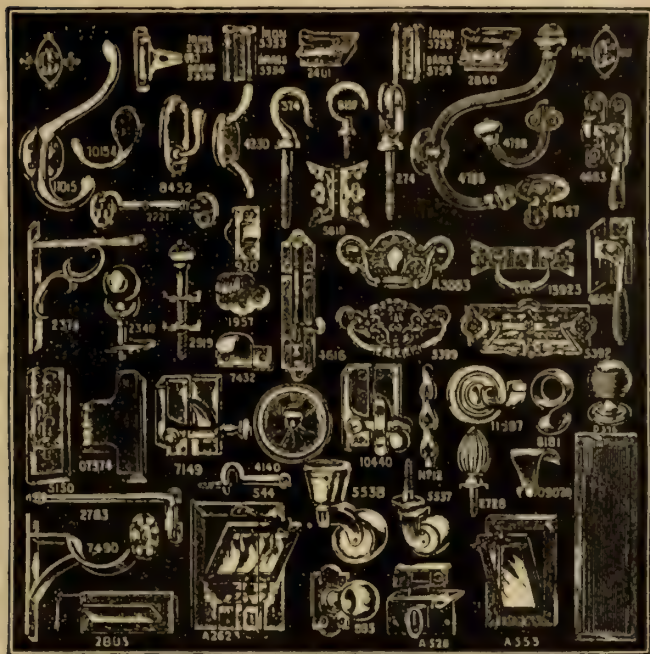
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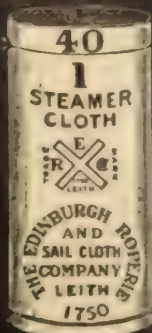
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Greening Three-Chain Cow Tie.
Wire link, polished.
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Dominion Stall Fixtures, wrought steel.

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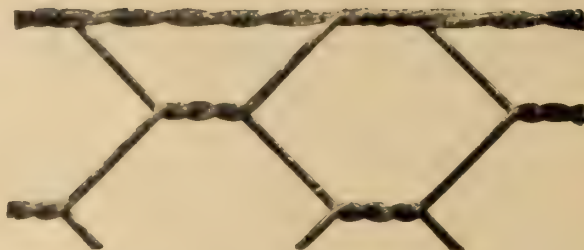
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3 ply rope selvage.
Easiest to erect.

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Assorted, Annealed and Oiled,
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For Baling Stacks, Pulp, Hay,
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Flat Head, Round Head,
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Poultry Netting, Barrel, Blind,
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HOBBLE CHAINS**

**Smoothest
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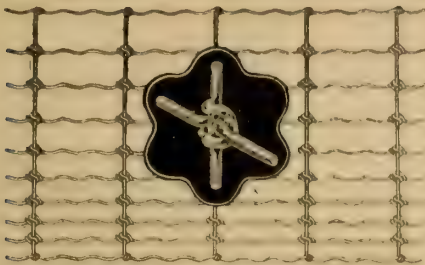
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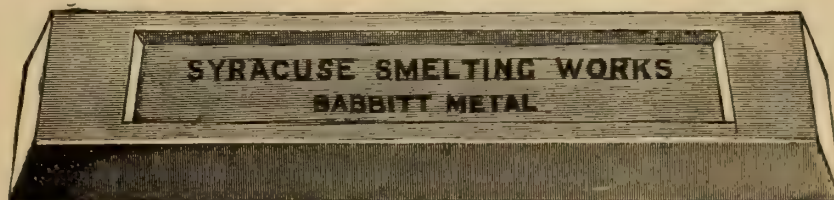
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Fire Clay and Asbestos, Furnace Cement.

All kinds of Fire Clay products made to order from patterns. Write for Price List.

JONES BROS., BRACONDALE, P.O., ONT. (NEAR TORONTO)

America is bound to shine.

The highest lustre quickly produced on all metals.

Solarine Satisfies

SOLARINE injures nothing. Ask your jobber or

"SOLARINE" - TORONTO.

Chicago New York Baltimore



"Pullman" Lawn Sprinkler

IS YOUR ORDER IN ?

Send for Folder No. 14.

PULLMAN MFG. CO.
Rochester, N.Y., U.S.A.

The Best

wrapping is the kind to use. Poor quality papers mean loss and dissatisfaction. Our brown and manilla wrapping papers are strong and durable.

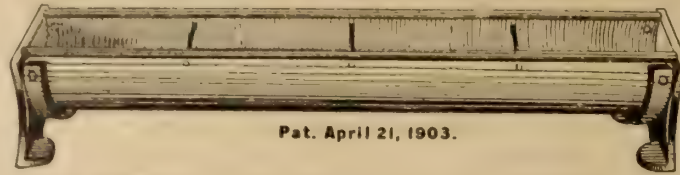
MADE IN CANADA

BY THE

Canada Paper Co., Limited

TORONTO and MONTREAL.

PATENT STEEL HOG TROUGHS




Pat. April 21, 1903.

I am placing on the market this Steel Hog Trough, made of No. 14 Steel Boiler Plate. A trough that it is impossible for the hogs to chew or destroy. Edges finished with 3/4 wrought iron pipe, slotted and driven on. Cross bars to prevent hogs from crowding or lying in trough.

Every hog raiser wants them and is going to have them when he finds out what they are. A great seller, as they are practically indestructible.

WILBER S. GORDON, - TWEED, ONT.



G. A. Crosby & Co. of Ontario,
SARNIA, ONT. LIMITED

Manufacturers of

Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal

H. W. Petrie, 141-145 Front Street West, TORONTO Selling Agent.

When ordering your stock of Whips, remember that

THE MORGAN WHIPS

Are the standard for
Quality, Workmanship, Durability,
LOOK FOR THE MORGAN LABELS.

Manufactured by **THE MORGAN COMPANY, Limited**
Ask your dealer for them. TORONTO, ONT

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

—OFFICES IN CANADA—

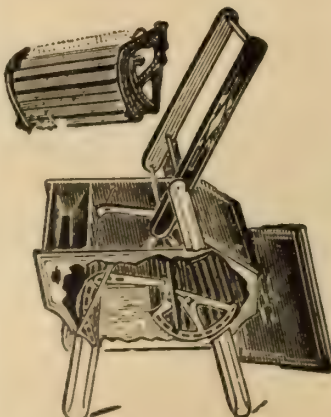
HALIFAX, N.S.
OTTAWA, ONT.
VANCOUVER, B.C.

HAMILTON, ONT.
QUEBEC, QUE.

LONDON, ONT.
ST. JOHN, N.B.
WINNIPEG, MAN.

MONTREAL, QUE.
TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.



Vollmar Improved Perfect Washer

It has a most enviable record. A perfection of its kind —will wash more clothes in less time, do it better and easier, with less wear and tear, than any other machine. Prices on application.

COLBORNE, Sept. 10th, 1902,

MESSES. WORTMAN & WARD MFG. CO., LONDON,

DEAR SIR,—We have used the washer again and find that further use increased its value to us. The girls are simply delighted with it, as they can do the washing and be presentable for callers if need be.

MRS. R. WEEKS

The above is a sample of the many kind words said about the Vollmar (Use the street No. when addressing us.)

The Wortman & Ward Mfg. Co., Limited

No. 1500 William Street, London, Ont.

HARDWARE AND METAL

R. B. BYASS & CO., PORT TALBOT, SOUTH WALES,
GREAT BRITAIN.

Largest MAKERS OF
**BEST SIEMENS STAMPING ENAMELING
BLACK PLATES,**

CIRCLES, RECTANGLES, Etc.

MAKERS of all descriptions of STEEL SHEETS.

Brands "**SKER,**" and "**SKER BEST.**"

Sole Canadian Export Agents,

ROBERT CROOKS & CO., Botolph House, 10, Eastcheap, LONDON, E.C.

Cable address: "CROLLO," LONDON.

WALKER'S QUICK AND EASY ICE PICKS



SEVERAL OTHER STYLES ILLUSTRATED IN OUR 1903 CATALOGUE

MADE OF CRUCIBLE STEEL. OIL TEMPERED. ANTI-RUST. NICKEL PLATED.
WILL NOT BEND, BREAK OR RUST. EACH ONE TESTED AND GUARANTEED.

ERIE SPECIALTY COMPANY, ERIE, PA.

Hardware! Hardware!

To Lumbermen, Contractors, and Merchants **Of the Ottawa Valley**—Has it ever occurred to you that you could **Save a Profit** and get exactly what the **Trade Requires** by purchasing your supplies from

THOS. BIRKETT & SON CO., Limited, Wholesale Hard-ware Merchants, **Ottawa, Ont.**

EVERYTHING IN HARDWARE.

P. S.—SEND FOR PRICES.

ATKINS HIGH-GRADE, SILVER STEEL SAWS

Are the **FINEST** that Money,
Experience and Skill can Produce.

No dealer's Stock is complete without them.
They are easy to sell. Every saw warranted.

Write for Catalogue and Prices.

H. P. HUBBARD, Sales Agent for Canada.

Toronto Office: 30 Front St. East. Tel. Main 1896



E. C. ATKINS & CO

Incorporated.

Factories and Home Office: **INDIANAPOLIS, IND.**

HARDWARE AND METAL



THE "PERFECT"
LOOSE AXLE.

No. 1. 3 in. WHEELS.

STEEL BARN DOOR HANGERS AND TRACK.



STEEL TRACK, 1 in. x 3 16 in., WROUGHT BRACKETS,
1 1/4 in. x 3 16 in., MALLEABLE
MADE IN 4, 6, 8 and 10 feet lengths.



THE "ATLAS"
ROLLER BEARINGS

No. 0. 3 in. WHEELS.
" 1. 3 1/2 in. "
" 2. 4 in. "

WE ARE THE ONLY MAKERS IN LARGE QUANTITIES IN CANADA.

OUR QUALITY AND PRICES EQUAL, AND OUR FINISH EXCELS, ALL
FOREIGN-MADE GOODS OF THIS CLASS.

When ordering specify our make, and you will not only get better value, but
will keep good Canadian money circulating in Canada.

Manufactured by _____

TAYLOR-FORBES CO., Limited, GUELPH

AT THE LARGEST AND BEST EQUIPPED HARDWARE FACTORY IN CANADA.

Kemp's COLD BLAST LANTERNS



If your customers
want a Lantern that
won't blow out
" smoke
" leak
" break globes
but will give a per-
fect light in any wind
sell them Kemp's.

The acme of per-
fection in lantern
making. They will
not cost you more
than other makes.

Kemp Manufacturing Co.
TORONTO, CANADA.



Why Dunlop?

Yes, some merchants have wondered why so
many of their customers insist on the Dunlop
Trade Mark on their bicycle tires, lawn hose,
rubber heels, pneumatic and solid rubber carriage
tires, rubber mats, etc. There is just one reason
for it. They want the very best and they know
they get it in

Dunlop Quality.

THE DUNLOP TIRE CO., Limited,
TORONTO, CANADA.

Depots at Montreal, St. John, Winnipeg, Vancouver.



Subjects Being Discussed at Ottawa

Written for Hardware and Metal by a Member of Parliament

SINCE writing our article of last week, a part of which dealt with the purchase of cattle for restocking Boer farms in South Africa by the British Government, the purchases being made in the United States, a little more light has been thrown on the subject.

We are the last to wish to complain of the British Government, which, as representing the Home country, we wish to support on all occasions and in every way in our power, but the truest support, after all is said and done, is that fair criticism which points out faults, so that those committing them, frequently unwittingly, may expunge them, and restore confidence and good feeling. For this reason we shall continue to blame what we think blameworthy in England's treatment of Canada, in the hope that a similar course pursued throughout this land may take effect across the sea, where things Canadian are getting such attention as never before.

But, to come back to our subject, it is now stated that the main reason for the purchase of the cattle in the United States is one of the best, a reason that we can all accept, for this is a commercial age—the very simple, but all-sufficient reason, that they can be purchased cheaper there. In spite of this, however, our point remains good that our representations made to the Home Government were not met with that promptness which we think they deserved. Had this very reasonable explanation been made to us in time, a lengthy and somewhat acrimonious debate would have been spared us. Canadians are anxious for trade, but we are not begging for it, even from the Mother Country. Our position summarized is this: we do not want Britain to buy our products at a higher price than for what she can obtain

them from other countries, (always, of course, excepting the case of a mutual preferential arrangement,) but we do think that where price and quality are equal this land should have the first chance.

It may be mentioned that, in connection with this matter, a motion censuring the Government was introduced by Mr. Pope, who claimed that our interests had not been sufficiently pressed on the British authorities. Mr. Fisher, the Minister of Agriculture, defended himself by stating that two communications had been addressed to the Old Country people by our officials, but without result. The vote, when taken, resolved itself, as usual, into a straight party one, and the Government was sustained by the usual large majority.

* * *

Speaking of England's relations with Canada, one may say that this is a most convenient centre for getting light and information upon this subject. Not only are Imperial politics given a great deal of attention by the members, many of whom are extremely well posted, but the well equipped library and reading room afford the very best sources of information.

The English press is, at present, most interesting. For example, we learn that in a bye-election, now in progress, "Remember Canada," is a battle-cry for one of the parties. "Remember Canada," just fancy that! "Where is Canada?" was the cry in English mouths which a few years ago was most familiar to the chagrined ears of Canadians. Now, a nation undoubtedly needs advertising, just as a business does, and whether, in the fulness of time, Mr. Chamberlain succeeds in evolving and carrying out some scheme of Imperial preference or not, Canada is bound to be a large gain-

er by the campaign which he has inaugurated.

* * *

As was to be expected, Mr. Labouchere has arrayed himself strongly against Mr. Chamberlain, and in answering the former, the latter has said, in part: "No suggestions have been made, by England or the colonies, that the colonies surrender the liberty of framing their own tariffs, or of an alteration in the practice of leaving the colonies to decide, for themselves, their adherence or otherwise, to the commercial treaties of the Motherland. No colony ever suggested to the Motherland the manner of protecting the fiscal freedom of the Empire." We should think not. Fancy Canada, for example, surrendering so important a part of her legislative rights, of her boasted rights of self-government. The country would be ablaze from Gaspé to Vancouver at the very idea of such a thing. To one of us, it seems rather amusing that British statesmen should so gravely discuss such a thing. They certainly understand but little, as yet, of colonial feeling.

* * *

There is yet more significance in that catch-cry, "Remember Canada," than appears at first sight. Why "Remember Canada," rather than "Remember Australia?" or more likely yet, "Remember the Colonies?" Because Canada is at last beginning to get her rights in the minds of the people in Britain. In richness of territory Australia cannot compare with us. In proximity to England she cannot compete with us, and yet for years, yes, almost until the present, the average Englishman knew all about Australia and but little of Canada. To the average Briton, gold is indeed a wrong drawing card, and its discovery, in such rich quantities, in Australia, brought, to

that country, an influx of British immigrants which put it to the forefront of the colonies, in the attention received across the Atlantic. Canada moreover, was regarded as a cold country; too cold a country in which for a white man to live, with any degree of comfort, while, strange to say, the torrid heat of Australia, had no terrors for the men of a temperate clime. Well, everything comes to the nation, as well as to the individual, who waits, and things are, indeed, coming to Canada, none of them better for us than the friendly interest at last aroused in England.

The Duke of Argyll, our old time Governor General, has taken sides with Mr. Chamberlain, and summarizes his views by saying that, in his opinion, the Mother Country and the colonies can assist one another, not in matters of defence only, but in commercial affairs as well.

In reading a recent issue of The Toronto News, we notice the fact that an English official, in discussing a big contract, used the expression 'Canadians preferred,' and yet, it is not more than half a dozen years since English merchants used to request Canadian shippers to send their goods in packages resembling this, that, or the other style of shipment of other countries, in order that it might not be discovered by the purchaser, that the goods came from this Canada of ours. To-day, we venture to assert, the inscription "Made in Canada" is not a detriment, but an assistance to the British retailer.

While England is being stirred as it has not been stirred for years on any commercial matter, we must not forget that Chamberlain's suggestion is under criticism in all parts of the world, and especially in the colonies which would be so largely affected by it. As to foreign countries, it is amusing to see those which are well known to be unfriendly to all things British, warning the British electors against the adoption of a policy which will mean the ruination of the Empire's greatness. Surely Chamberlain could hardly have a more potent argument in his favor than the attitude of these, our enemies. As for Canada, it is not our place to discuss Canadian sentiment in this connection, within the limits of a short article, but we can say that, in Australia, feeling seems to be greatly divided. An ex-provincial premier opposes the crusade most strongly, but the Federal Government, if we can believe Mr. Chamberlain, is friendly to his idea.

Some uneasiness is beginning to be felt by the members at the possibility of the re-entry of the Manitoba School Question into Federal politics. As a matter of

fact, such a thing seems extremely improbable. A general election is now in progress in Manitoba, and the Roman Catholics of the province are, quite naturally, taking advantage of the opportunity to attempt to make what they consider, better terms with the local premier, Mr. Roblin. As at present situated, those Catholics who live in a locality such as Winnipeg, where they are quite numerous, but still in a minority, are unable to establish separate schools by applying a part of their taxation for that purpose. If they want these schools they still have to pay the full amount of taxes for general school purposes, and to maintain their own entirely at their individual cost. Against this state of things the Catholics of Winnipeg have appealed to the School Board, who have politely replied that they are powerless to amend the situation. From the School Board they go to the Provincial Premier, who very much regrets the fact that there should be dissatisfaction, but declares that it is a matter for the Dominion Government. We are told, that to the Dominion Government then, the Catholics of Manitoba will shortly come, when, no doubt, it will be in order for the Premier of Canada to say that matters of education are for the provinces, that Mr. Roblin was in error when he said that he had not the power to make the changes asked, and that he, personally, with all the good will in the world to see wrongs righted, is constitutionally powerless in this case.

The fact is, there is nothing so dangerous and unpleasant for politicians to handle as questions affecting religion. Old friendships count for nothing, the political allegiance of years goes by the board, the fire and the rope, the rack and the thumb-screw, once more are invoked, not as applied to the body, it is true, but to afflict the mind of former friend and present bitter foe. It is, in public life, what civil strife is in the realms of war, a frightful thing, arraying brother against brother and friend against friend. May it no more come into the realms of politics in this busy Canada of ours where all we want, at present, is opportunity to develop our great resources and our national spirit, undistracted by anything so awful as religious strife.

If customs returns are an evidence, the general prosperity of Canada goes merrily on, in spite of the few failures we have had in connection with that precarious form of gain, stock transactions. The total receipts for customs last year, that is the fiscal year ending June 30, have reached the splendid total of \$36,619,659, an increase over the previous year of no less than \$4,566,860. While some may be found to deplore this large receipt, as it means a large increase in importations

of manufactured goods, many of which might be made in Canada, we need not feel too badly over the matter, since our factories are, for the most part, working overtime as it is. We have so much to do in a country of our magnificent area that money, and a good deal of it, is an absolute necessity for us. We may write, academically as we will, about direct taxation being the most economical and the best, but we know that a Dominion Government that laid on a large amount of it, would last just until the next election, and not a moment longer. We must take note of conditions, and reckon with them whether we regret them or no. Even from the standpoint of the Canadian manufacturer, the development work which we are enabled to do with a large income is a great boon. We aid a railway, for example, building into some part of Canada theretofore a wilderness. Population follows, goods are required for the newcomers, and the Canadian manufacturer supplies his share. Let us, then, rejoice in our abundant revenues, just so long as our own manufacturers are prosperous, and when they cease to be so, we shall take counsel as is our duty.

A PRO TRADING STAMP MAN.

J. E. Wilder, Montreal, proprietor of The Traders Advertising Co., a concern which handles trading stamps, maintains his right to continue business in the face of the recent by-law passed by the Montreal City Council. He argues that the Federal Government only had the right to legislate in the matter, as it was one affecting the conditions of trade and commerce. This is according to a decision given by Mr. Justice Andrews some time ago when he declared a by-law similar to the one in question not only ultra vires of Quebec city, where it was passed, but also beyond the jurisdiction of the Provincial Legislature. According to Mr. Wilder, his company were making preparations to place the trading stamps in a leading dry goods store in Montreal when the by-law was passed, and the firm then refused to take them, causing some loss to The Traders Advertising Company. He will call upon the city to make good this loss; nor will he cease his fight against the by-law until the Privy Council itself has rendered judgment on the question if no other court will sustain him. If Mr. Wilder intends to do all this, a very interesting struggle may shortly be in progress.

WIRE NAILS TACKS WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

IMPORTED GALVANIZED.

Montreal, July 8, 1903.

EDITOR HARDWARE AND METAL:—

Our attention has been drawn to the circular issued by the Canadian manufacturers of galvanized netting, and we also notice advertisement on page 4 of your last week's issue of *THE HARDWARE AND METAL MERCHANT*, which has evidently been written with the intention of leaving the trade with the impression that the different imported nettings are inferior to those manufactured here. While this may be more or less true of certain makes that come from the continent of Europe, it will certainly not apply to the best grades of English. We are and have been selling for the last thirty years that manufactured by John Lysaght, Limited, of Bristol, which is certainly second to none, if not the very best that can be purchased. It has certainly a great many friends who so consider it.

Our only reason for referring to this matter is that you may bring same before the hardware trade generally, so that they may use their judgment and past experience before condemning in general the imported netting.

A. C. LESLIE & Co.

GALVANIZED NETTING.

Montreal, July 8, 1903.

EDITOR HARDWARE AND METAL:—

My attention has been called to a circular issued by The B. Greening Wire Co., Ltd., in regard to galvanized wire netting, and stating that large quantities of cheap and inferior goods are being imported, and warning buyers against buying same. They also mention this in their advertisement in your issue of 4th July.

I have sold large quantities of galvanized wire netting of the best English manufacture, and presume it is this netting that they have reference to. I can assure buyers that the quality of the netting will be found equal in every respect to that formerly supplied by my principals and which gave every satisfaction, and I venture to say, will compare favorably with that made by the Greening Co. It seems strange that they should run down the quality of imported netting, especially as they are in the habit of importing English netting themselves, and are by no means able to supply the demand or meet prices, notwithstanding they enjoy ample protection.

The circular in question is unworthy of a firm like The B. Greening Wire Co., there being no foundation for the statements they made regarding quality, as

far as the netting I am selling the trade is concerned.

ALEXANDER GIBB.

THE SELF-WRINGING MOPS.

IT will be noticed in Tarbox Bros.' advertisement this week that they are filling delayed orders for their self-wringing mop to the jobbing trade, ranging from St. John, N. B., to Vancouver, B.C., so that the retail trade should not allow this article to remain out of stock, as it has become an established household necessity. In this connection *HARDWARE AND METAL* takes a great deal of pleasure in assuming no little credit for its share in popularizing this meritorious article.

They inform us that when their first contract with this paper was made they could not see where the money was to come from to meet the payments unless the article was a success, and many times on the initial trips to the retail trade the dealer would leave the salesman during

his demonstration to look the advertisement up in this paper and then return and place an order. When it is considered that their first advertisement appeared fourteen years ago, one sees what merit along with conscientious effort to keep to a permanent standard of value will accomplish in retaining the confidence of the trade and public, for the Tarbox Mop has steadily and persistently increased in popularity.

On account of the difficulty in getting castings fast enough to fill their increasing orders they have devised a stamped steel wringing handle which has not only given them a better control of the output but improved the appearance, and the hand grip in the use of the mop.

The trade should note this change and insist on having their orders filled with the mop bearing the maker's name plainly stamped in the metal, which is the only guarantee that the cloth with which these mops are fitted is of the standard weight and quality to make them of practical value.

Are You Making Enough Money

out of your Paint Department? Wouldn't you consider a proposition that would help you make more—that would accrue to the benefit of your entire business?

**The Sherwin-Williams
Paint Agency**

is the best money-making proposition in the paint business to-day. It brings with it goods and methods that win success in face of the strongest competition. It sells most paint, makes most money for the dealer.

We have not space here to explain our proposition in detail. The facts are fully and clearly set forth in our booklet "B-13." Send for copy to-day and learn how you can make *more* money out of your paint department.



CLEVELAND,
CHICAGO,
NEW YORK,

THE SHERWIN-WILLIAMS Co.

PAINT AND VARNISH MAKERS

NEWARK,
BOSTON,
KANSAS CITY,

SAN FRANCISCO,
LOS ANGELES,
MINNEAPOLIS,

MONTREAL,
TORONTO,
WINNIPEG.



CANADIAN DIVISION

HEADQUARTERS, & PAINT FACTORY,
21 St. Antoine Street, Montreal.
VARNISH FACTORY,
St. Patrick Street, Montreal.

TORONTO DEPOT,
81 York Street.
WINNIPEG DEPOT,
147 Bannatyne St., East.

FOREST CITY GOSSIP.

CITY OF HARDWARE AND METAL.

201 Richmond St., London, Ont.
JULY 8, 1903.

The active bustling trade prevailing in the wholesale department of the hardware business in London has not yet begun to flag. It is very generally expected that there will be some recession in a couple of weeks; business will then be quieter till the harvest really begins. Some sorting is now being done in harvest tools, and a good demand continues for hay fork rope. Travellers are on the road regularly and still finding fair business, but, as stated above, a short time now will terminate this season's orders. Quietness will prevail until September and then the demand for builders' supplies of shelf hardware will give fresh impetus to both the retail and wholesale trade.

* * *

Robert Parsons, hardware and tinware merchant, who has been in London East carrying on business for over six years, has purchased the stock of R. S. Hannah, also of London East. He is now selling off in detail this bankrupt stock in the Hannah store. Besides his own store here, Mr. Parsons does a large hardware business in St. Marys, where he has had an established business for four years, known as "Parsons' Fair."

* * *

London plumbers and tinsmiths are sympathizing with their fellow tradesman, Frank Knox, who fell from a scaffold while at work on a roof in Tillsonburg some time ago, and who has been unconscious, save for strange intervals, ever since. He was given five days to live by a surgeon of the city, but he has lived since the 16th of June, when the accident occurred. When Knox fell, he struck on his shoulder and head, dislocating his shoulder bone, breaking one of his arms, and fracturing the bone at the base of the brain. He is not paralyzed; an abscess has formed; his chances of recovery are now said to be good.

* * *

The monster gasometer, the construction of which was begun just a year ago, is now completed. The builders were The Kerr, Murray Mfg. Co., of Fort Wayne, Ind., and it is perfect in every regard, having answered to all the severe tests to which gasometers are put. The gasometer has a diameter of 98 ft., and a circumference of 307 ft., with a capacity of 412,000 cubic ft. New gas purifiers but recently added by The London Gas Co., in conjunction with improved lighting appli-

The Iver Johnson Revolvers Have Shot Their Way To The Front.

**Absolutely
Safe.**

**Accidental
discharge is
impossible.**

Absolutely safe, always reliable, over accurate and true to aim, are sharp-shooting qualities of a revolver that no fortress of competition can resist. It's by employing these tactics of skill that

Iver Johnson Revolvers Have Shot Their Way To The Front.

Send for Catalog.

Iver Johnson's Arms & Cycle Works,

New York Office: 99 Chambers St.

FITCHBURG, MASS.



ances, have very greatly added to the popularity of gas in this city for lighting and cooking purposes. Gas stoves are used in 2,000 homes in London, Ont.

* * *

The Silica-Barytic Stone Co. of Ontario, Limited, well known in this city and through the Dominion, have increased their business to such an extent that they are taxed to the utmost to complete their contracts before the closing of the season. They have secured contracts in the following places: The city of London, Woodstock, Listowel, Port Elgin, Burford, Tavistock, Saltford, St. George, Bothwell, Embro and Markham. They have also secured several Government contracts. The total amount contracted for is about 1,000,000 sq. ft. London is having several miles of granolithic sidewalk laid this year.

* * *

The Inland Revenue returns at the port of London for the month of June show but a very small increase over the month of June, 1902. In June of this year the collections amounted to \$35,942.75, and in June of last year the amount collected was \$35,326.94, making the increase but \$615.81. The figures were as follows: Spirits, ex warehouse, \$5,244.03; malt, ex warehouse, \$50,040.07; tobacco, ex warehouse, \$1,824.25; raw leaf, ex warehouse, \$4,490.40; cigars, ex factory, \$10,877.57; cigars, ex warehouse, \$7,449; mythylated spirits, \$185.48; other revenue, \$22. Total, \$35,942.75.

W. H. L.

TELEPHONE JUDGMENT.

The injunction case of the Town of Fort William against The Bell Telephone Company was held recently before Mr. Justice Teetzel at Port Arthur. This case was entered last February by the town. The court ordered that the case be dismissed; the plaintiffs shall not until judgment has been pronounced by the final appellate court, to which the action of the corporation of the City of Toronto against The Bell Telephone Company of Canada, Limited, now pending, may be carried; or such action shall otherwise be disposed of, bring action or take any proceedings to interfere with the erection of poles or the stringing of wires by the defendants in the said town, or the erection or use of any other appliances permitted by their charter and necessary or convenient for carrying on the business of defendants in the said town. The court ordered that the plaintiffs pay the defendants one dollar damages for loss sustained by reason of the injunction orders granted; and also pay to the defendants their costs of this action, including the costs of Feb. 17, 1903, and Feb. 19, 1903, and of the motion and order permitting the defendants to deliver their statement of defence, June 19, 1903, as between solicitor and client forthwith after taxation.

S. Lebidschky, general merchant, Carman, Man., is adding 40 feet in depth to his store to accommodate his growing business.

HARDWARE AND METAL

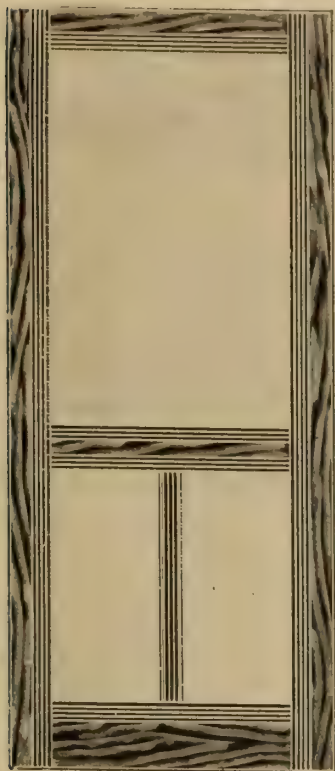
H. S. HOWLAND, SONS & CO.,

WHOLESALE
ONLY

37-39 West Front Street, **Toronto.**

LIMITED
ONLY
WHOLESALE

Screen Doors and Windows



Style "E"

Stained Brown, Green and Yellow.



"PERFECTION" Window Screens.

No.	High.	Extend.	No.	High.	Extend.
8	14 in.	14 to 22 in.	11	18 in.	22 to 36 in.
8½	18 "	14 to 22 "	12½	22 "	24 to 40 "
9	18 "	18 to 28½ "	13	22 "	26 to 44½ "
10	18 "	20 to 33 "			

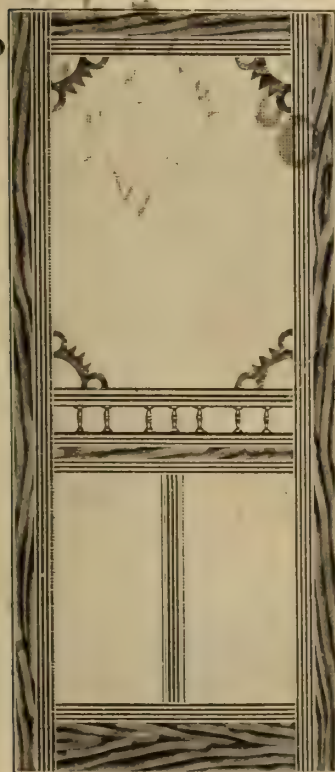
Standard Sizes of Screen Doors.

2-6 x 6-6	2-10 x 6-10
2-8 x 6-8	3 x 7



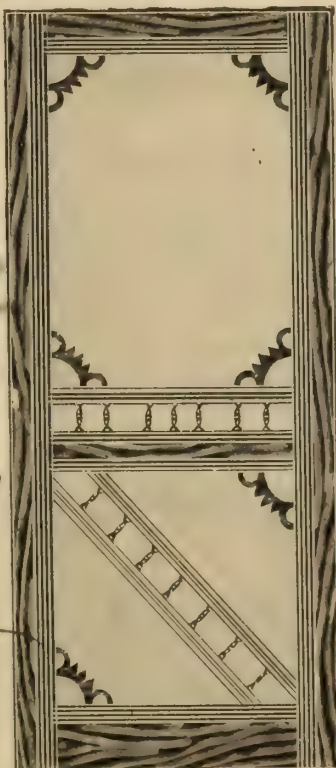
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Light Stained (Yellow)



Style "H"

Stained and Varnished.



Style "M"

Natural Finish, Oiled and Varnished.



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For Green Wove Wire and Spring Hinges
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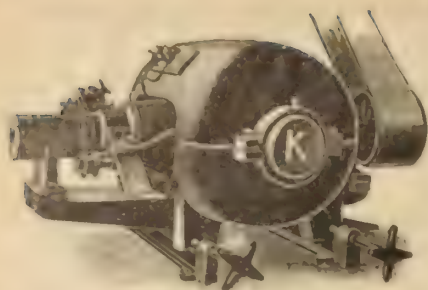
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OUR PRICES
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Graham Nails are the Best.

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Kay Electric Dynamo and Motor Co., Limited

Manufacturers of Dynamos and Motors for all purposes. Best design and alternating currents. Special attention given to repairs.

Office and Works: 219-221 Queen St. East, Toronto.
Phone Main 1251. Estimates cheerfully given.

The Grey and Bruce Portland Cement Company of Shallow Lake, Limited,

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Unsurpassed for Sidewalks, Floors, and all work requiring the Highest Grade of Portland Cement.

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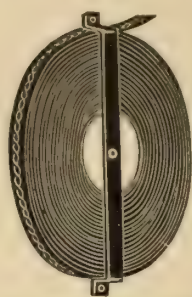
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is the best Bolster Spring ever produced. A fine line for the hardware trade. Write Us for Prices.



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BOX STRAPPING OF ALL KINDS



Steel and Wire Box Straps, Flat, Plain, Embossed, or Twisted, with or without nail holes, in all widths and gauges.

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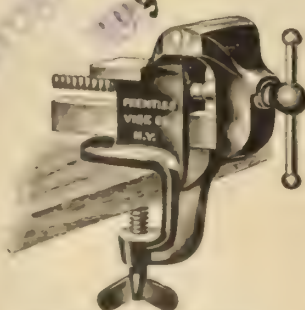
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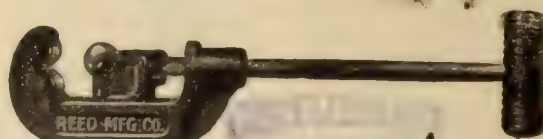
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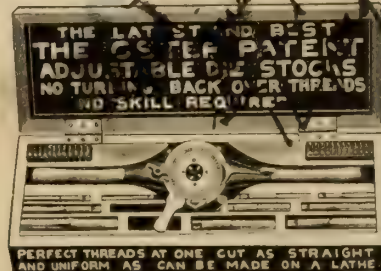
We Carry a Large Stock.
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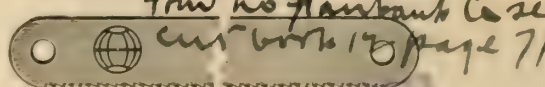
STANDARD ROLLER PIPE CUTTER.



PERFECT THREADS AT ONE CUT AS STRAIGHT AND UNIFORM AS CAN BE MADE ON A LATHE.



NEW PROCESS TWIST DRILLS.



UNIVERSAL HACK SAWS.

JACKSON'S
SECTIONAL
JAW-PIPE
VISE



GET OUR PRICES when in need of any of these lines. We can serve you well because WE CARRY THE STOCK. Send for Catalogues.

THE FAIRBANKS COMPANY

MONTREAL.

WINNIPEG.

VANCOUVER.

MACHINERY

Perfection in Manufacture of Modern Machine Tools

Written especially for **HARDWARE AND METAL** by Geo. F. Bernard.

ALL machinery, when analyzed, will be found to consist of a combination of six simple machines, commonly known as mechanical elements. The six elements are, respectively, the lever, the pulley, the wheel and axle, the inclined plane, the wedge, the screw. Though they are not powers, or sources of power, or force, yet they transmit and diffuse, or concentrate forces. As the writer set forth in a recent article, heat is a source of power, it is through the combination of the above mentioned six machines that power, after it has been generated, is capable of being put to commercial use. Force is not created; the object of machinery is to transmit it, and diffuse or concentrate it in one or more points of action. The various diffused or concentrated forces, then added together, will amount exactly to the original available force.

Machines are instruments employed to regulate motion; so as to either save time or force. The maximum effect of machines is the greatest effect which can be produced by them. In all machines that work with a uniform motion there is a certain velocity and a certain load of resistance that yield the greatest effect, and which are, therefore, more advantageous than any other.

There are in nature two extremes. Take, for instance, the heat of the sun and the cold of the earth; the heat is one extreme, the cold the other. Now combine these two extremes and form a perfect temperature, let us say 74 degrees Fahr.

The same law applies in mechanics. If the machine is so heavily loaded that the motion resulting from the application of any given power will be but just sufficient to overcome it, and, if any motion ensue, it will be very trifling, and the whole effect will be very slight. If the machine is very lightly loaded, it may give great velocity to the load; but from the smallness of its quantity, the effect may still be very inconsiderable. Consequently between these two loads there must be some intermediate one that will render the effect the greatest possible, just exactly as set forth in the above mentioned perfect point between

the two extremes of temperature. This is also equally true to the application of animal strength.

There is, without doubt, no tool used to-day in modern machine shop practice which exemplifies the above to such an extent as the screw-cutting engine lathe, which, when set up and operated properly, performs its work with a degree of perfection that is truly remarkable.

On these modern tools the head is massive, but neatly designed, the cone pulley has five steps, the faces of which are extra wide, and the ratio of back gearing very high. The spindle is of crucible steel, and on the 14-in. lathe, has a 1 1/4 in. hole running through its entire length. The bearings, both front and back, are of a composition metal and are extra heavy. The spindles are ground, in order to insure their being absolutely round and straight. The thrust collars are of steel, hardened and ground. Especial care is taken to face the point with which they come in contact so that the bearing is absolutely true. The gears are of steel and are actuated by the gear on outer end of spindle.

The tail-stock is shaped so that the compound rest may be set at an angle of 90 degrees, which permits the tool to be operated on the smallest diameter. Suitable screws are provided for setting the tail-stock sideways, and a two inch index graduated to sixteenths of an inch is cut on the base. The tail spindle is of large diameter and extra length. A new device is incorporated for clamping the tail-stock spindle without any danger of throwing it out of line.

The carriage is extremely heavy and substantial, is provided with liberal slots, and is gibbed to the bed its entire length. The bearing on the bed is not recessed, but has a full bearing from end to end and the entire depth of V on the bed. Instead of an inside V at the front of the lathe a flat is used on which the carriage bears; this shortens the bridge of the carriage and insures a solid and substantial bearing immediately under the compound rest. The carriage is provided with a screw and clamp for locking it while using the cross-feed.

The compound rest is in keeping with

the balance of the lathe. Both upper and lower slides are fitted with taper gibs, which, besides being tapering, are tongued and grooved into the sides, so that no amount of strain will displace them.

The top slide is of good width, so that cutting may be done without projecting the tool out away from the tool rest. The top slide with a long movement for angles, is fitted with a screw of suitable pitch. This screw is provided with an index micrometer, which reads in thousandths of an inch. When starting the cut an exact diameter may be obtained without the use of calipers by using the tail stock spindle as a gauge.

For example, after the tool is firmly secured in place, move it forward until the point touches the spindle; the tool is then set to a diameter of spindle size. If smaller diameters are wanted, move forward, by means of the micrometer, the required distance. If larger diameters are wanted, move backward in the same manner.

One of the many points of excellence of this lathe is its screw-cutting feature. The change gears are mounted on a short shaft running in bearings in the bed and directly under the head stock. There is a knot in front of the head carrying a gear that continually runs either right or left. This gear may be dropped into any of the change gears instantly, and this gives four times as many changes as there are gears in the cone of gears, because on the outer end of the cone-gear shaft are four gears into any one of which the gear on the lead screw may engage. By this arrangement not a single gear need be removed to obtain the different threads or feeds on the index. There are a great many other features which could be described, such as triple gearing, taper attachments, follow and steady rests, but I think the above will give a good idea of the lathe and its labor and time saving qualities.

It would seem that to go one step farther and add any more to these lathes would be to reach the point where improvement ceases to be of utility, and economy a factor. In fact they have about found their perfect point.

THRESHERS' SUPPLIES.

The McDonald Mfg. Co., of Stratford, have made extensive improvements in their plant during the past year and are now in a position to cater to the trade in Ontario and the Northwest Territories as well as Ontario and the Maritime Provinces. The number of orders accumulated for this season's trade has greatly exceeded that of former years. For the west the machines are supplied with mill-tooths and cyclone stackers and are built much heavier than for this province. The Ontario machines are being supplied with a great labor-saving device in the way of a straw cutter and stacker. The grain is fed in just the same as formerly, but by improved attachments straw is all cut while passing through the machine and carried into the mow all ready for feeding. A great number of the machines for the west are also supplied with fanning mills, weigher and bagger, enabling the farmer to draw his grain direct from the machine to the market. The firm intend enlarging yet further, and no doubt in a few years The McDonald Mfg. Co., of Stratford, will be among the foremost manufacturers of threshers' supplies.—Stratford Beacon.

ROLLER BEARINGS.

The Henderson Roller Bearing Co., Ltd., report that their factory is now completed and that they are overtaking their orders; 35 men are employed. The company are fitting up a street car of their own, equipped with the new bearing, which will be sent from city to city giving a practical demonstration of the operation of the bearing. The stock of the company has been fully subscribed and the prospects for large business are very bright.

THINKS WELL OF CANADIAN MARKET.

C. A. R. Jowitt, representing Thos. Jowitt & Sons, Sheffield, Eng., manufacturers of files, tool steel, etc., is in Canada in the interests of his firm. In conversation with a representative of "Hardware and Metal," in Montreal, Mr. Jowitt expressed himself as highly pleased with the outlook for Canadian trade. He has experienced a most successful trip and was returning home feeling impressed with the importance of the Canadian market which he said many English firms were disposed to neglect. Mr. Jowitt spoke of the surprising demand for high-class goods. The people, he said, were disposed to buy the very best and in every part of the country cheaper goods were being discarded in their favor. Mr. Jowitt's firm have been doing business in Canada for many years and he said

that during all that time the firm never lost a single dollar through bad accounts.

MACHINERY AND ELECTRICAL NOTES.

THE Glacier Metal Co., New York and London, have established an office at 320 St. James street, Montreal, in order to facilitate the handling of their increasing trade in Canada. "Glacier" is a high grade babbit, and is used in all parts of the world for high speed and heavy running machinery.

The capacity of the foundry of The Kemp Mfg. Co., Guelph, Ont., is to be practically doubled.

The contract for a 15,000,000 gallon Allis pumping engine has been closed by Toronto with The John Inglis Co., of that city.

The Foundry Co., of Lunenburg, N.S., intend removing to North Sydney in the latter part of the month. They are in stalling a new boiler.

Chas. Y. Nellis has resigned from his position of superintendent of The Pratt Letchworth Malleable Iron Works, Brantford. His successor has not yet been appointed.

The Gasoline Engine Works, Toronto Junction, Ont., are placing one of their engines in a boat built by Henry Bridgewater, Orillia, Ont., for exhibition purposes.

Framers are installing sills for travelling cranes in the new foundry of The Owen Sound, (Ont.) Iron Works Co. The machine shop of this company is 200x45 feet.

Moore & Sons, Meaford, Ont., will spend \$10,000 in developing a waterpower near that place that will furnish sufficient power to operate all the machinery in that town.

The Brantford Cordage Co., Brantford, Ont., has received a consignment of new machinery. As the factory is working overtime at present the machinery may not be installed until after the season's rush.

The Collingwood Steel Shipbuilding Co. launched their third vessel at Collingwood, Ont., on Saturday. The boat was christened the W. D. Matthews, and is 390 feet over all. In another month the Midland King, a boat of the same size, will be ready for launching.

The Goldie & McCulloch Co., Galt, Ont., shipped last week the frame of one of the 1,500 horse power engines being built for The Cataract Power Co. of Hamilton. It weighed 17 ton and took three team of horses to draw it. This is the largest engine ever shipped out of Galt.

Coulter & Lyall, of The Standard Machine Works, Winnipeg, have removed their plant to the new shops of The Manitoba Iron Works, Ltd., on Logan

avenue. The new shops are large and first-class, and the business will be conducted on a much larger scale than previously.

The Ontario Wind Engine & Pump Co., manufacturers of the "Canadian Air Motor," state that their trade in England, Cyprus, Egypt, India, South Africa, and South America is developing rapidly. Their windmill was not exhibited in the recent windmill test in London, Eng., where another Canadian windmill won honors.

The Collingwood, Ont., Shipbuilding Co. have been awarded the contract for a new steel boiler for the steamer Macassa, of the Hamilton Line. The boiler will be twelve feet eight inches in length and twelve feet in diameter, and will be capable of carrying a pressure of 160 pounds per inch. It will be constructed of Scotch steel and is to be installed in the steamer in December next.

Mr. Weber, of the Ferry Co., is putting machinery to manufacture steam gauges in the store recently occupied by Mr. Harris, the tinsmith. Mr. Weber has a Canadian patent and must manufacture the steam gauges here. Welland Tribune.

Capt. J. N. Wyldie has installed a boiler and engine in his new mill at Port Medway, N.S. The mill is now nearing completion.

The American Silver & Brass Co., 117 Bay street, Toronto, succeed The Canadian Metal & Milling Co. The new company, of which R. R. Ditzel is manager, will manufacture railway and steamship supplies of all sorts, wash-stands, water-coolers, hot water and coffee urns, etc.; also a general line of plumbers' supplies. In addition the company will make castings of all descriptions in bronze, brass, silver and aluminum. This foundry is particularly well fitted to do this class of business.

Cyrus H. McCormick, president of The International Harvester Co., made a thorough inspection recently of the grounds, buildings and plant of the Hamilton concern. Extensive additions are to be made to the buildings already erected, or in course of erection. Hamilton papers are congratulating that city that Mr. McCormick's visit means that there will be one Canadian plant for all branches of the trade and that it will be in Hamilton.

The Sherbrooke, Que., Lumber Co. has recently been incorporated with a capital of \$200,000, to carry on a general lumber business. The company own between 400 and 500 square miles of timber limits in Gaspé, Portneuf, St. Maurice, Rimouski and Upper Ottawa River. They will build and operate saw and pulp mills. H. M. Price, the lumber millionaire of Quebec, is president and J. A. Benn is secretary of the company.

Hardware Dealers

Ask your customers to bring to you their Spoons, Forks, Hollow-ware, once silver-plated, now scarcely fit for use. Act as my agent. I'll do a good job at a reasonable figure, and you can make a good commission. Just cut out this announcement and paste it on your calendar one month ahead.

D. SUTHERLAND,

112 Church St., Toronto.

BARGAINS IN MACHINERY.

(See change next issue).

UPRIGHT DRILLING MACHINES.

- 10 in. Friction Disk, Sutton
- 14 in. Sensitive, Mossberg, New.
- 13 in. Friction Cone, Knecht, New.
- 20 in. Plain Square Base, Barnes, New.
- 20 in. Back Geared, " "
- 23 in. " " " "
- 30 in. Sliding Head, London, " "
- 72 in. Universal Radials, " "
- 24 in. Sliding Head, " Re-built.
- 30 in. Boring & Turning Mill, Bullard, New.

IRON PLANERS.

- 36 x 36 x 11 ft. London, New.
- 36 x 41½ x 10 ft. " "
- 60 x 60 x 16 ft. " "
- 42 x 42 x 20 ft. Fitchburg.

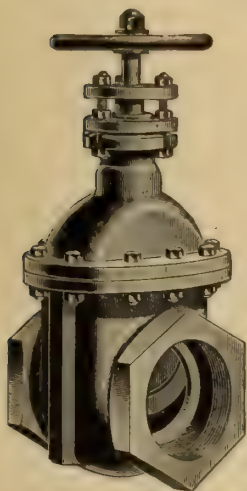
ROTARY PUMPS.

- No. 0001 Creamery, Taber, New.
- No. 0001 Water & Oil, Taber, New.
- No. 0 Tanneries & Acids, Taber, New.
- No. 1 Soap Oil and Glue, Taber, " "
- No. 2 Brewers, Taber, New.

Prices, descriptions and catalogue of mill & engineers' supplies sent on request.

H. W. PETRIE

131-145 Front St. West, 8-22 Station St., Toronto.



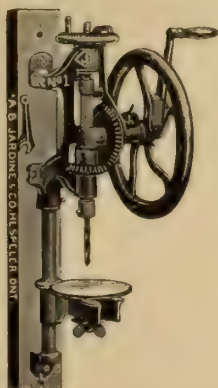
We Make
Good

VALVES

Write for Catalogue
It tells all about
them.

The Kerr Engine Co.
LIMITED

Walkerville, Ont.



TRADE MARK
REGISTERED

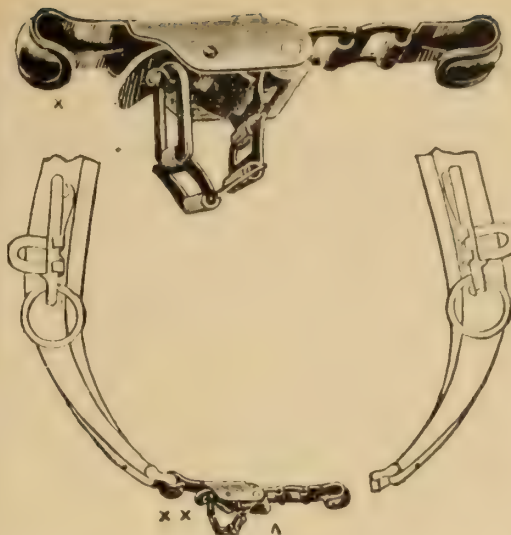
**Blacksmiths'
Hand
Drills.**

The very
best.

A. B. JARDINE & CO.
HESPELER, ONT.

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Hardware and
Metal



ROY DODSON'S PATENT HAMECHAINS.

No matter where your lot is cast
we can improve the lot.

Metal Stampings

are Stronger, Lighter, Cheaper
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We work **Sheet Steel, Brass,
Aluminum and Copper to any
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Send us your samples and num-
ber required, and we will quote
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STAMPED IN RELIEF.

Empire Machine and Metal Stamping Co.,

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USE CANADIAN BABBIT

Imperial
Metallic

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The highest grade babbits made.

THE CANADA METAL CO., WILLIAM STREET, TORONTO.

COLD PRESSED NUTS



of all shapes and sizes, finished, semi-
finished, case hardened, plated or
polished.



Canada Foundry Company, Limited,

14-16 King Street East, - - TORONTO.

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Tailors' Shears,
Trimmers' Shears,
Tinnern's Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 155 Chambers
NEWARK, N.J., U.S.A.

INDUSTRIAL GOSSIP

AT RAT PORTAGE, Ontario, despatch announces an extensive sale of mining locations in the Eagle Lake district. The purchaser was Jesse Bingham, of Wilmington, Delaware, and the seller N. Higbee, of Rat Portage. Mr. Bingham has organized The Vermillion Bay Mines Co., with headquarters at Wilmington. This company will take over the purchase and active operations will begin at once.

The Canada Wood Manufacturing Company, of Farnham, Que., is installing a large furniture plant.

The capital stock of The Auer Incandescent Light Manufacturing Co., Limited, has been reduced from \$500,000 to \$100,000.

Rapid progress has been made on the new cement factory now being built at Wiarton, Ont. The management find difficulty in securing men.

It is reported that the Great Northern has decided to extend their line from Morrissey to Michel, B. C., and that work will commence within 30 days.

The Maritime Merchant reports a considerable increase in the output of coal at Port Hood, N.S. Difficulty is found in making the supply equal the increasing demand.

The June output of The Dominion Coal Co. amounted to 283,300 tons, an increase of 7,000 tons over the corresponding month of 1902, and 20,000 tons more than for May, 1903.

The new saw-mill which the Shives Lumber Co. are building in Campbellton, N. B., will be the largest in the Maritime Provinces. The mill is to have the most modern equipment.

Gold and silver may be smelted and refined in Winnipeg. Amor Amasen, 644 Elgin avenue, announces that he will do a general refining and smelting business, including the testing of ores.

Jacob Purmal, brick manufacturer, of Medicine Hat, N. W. T., contemplates an extensive addition to his plant, as he is at present unable to make the output equal the demand for Medicine Hat red brick.

The Kingston and Pembroke Railway have received an extension of time for the completion of their road. At least 10 miles must be constructed within 18 months, and the road must be completed within five years.

An extension of the Grand River Valley electric road, giving Guelph connection with Puslinch Lake and Hespeler, is proposed by Dr. S. Ritter Ickes, proprietor of the road. His proposition has been accepted by the Railway Committee.

Work on the Tamiskaming and Northern Ontario Railway is proceeding rapidly. E. S. Senkler, solicitor of the road, is reported by The Toronto Globe as saying that steel is now being laid at the rate of almost a mile a day.

A New Westminster despatch says that the former employees of the Royal City Mills factory, who went out on strike some weeks ago for a nine-hour day, have decided to build and operate a factory of their own on a co-operative plan.

The Dowd Milling Co., Limited, have been granted increased powers enabling them to engage in the generation and development of electricity, electrical power, electric light, etc., also to manufacture lumber and building material generally.

The Blaine Harrow Manufacturing Co., Limited, Toronto, have been incorporated with a capital of \$100,000 to manufacture and deal in harrows and other agricultural implements; directors, G. E. Blaine, Geo. Clatworthy, Alexander Keith, John Buchanan.

The decision of the Dominion Government to grant a bounty of \$15 per ton on smelted lead is hailed with pleasure by the mine owners of the Kootenay District. Several influential owners predict that within a month several of the lead mines of Kootenay, now closed, will be re-opened and worked.

The Gold King Consolidated Mine Co. met recently, at Waterville, N. B. Returns for quarter ending May 31 were very favorable. An addition of \$100,000 was made to the reserve fund and a new corporation, under the name of The Gold Prince Mines was organized, with a capital of \$3,000,000.

Berlin, Ont., expects an additional iron working establishment for the manufacture of heating boilers and other specialties. General foundry work will also be done. Mr. Philip Gies, of Berlin, and a number of well-known Berlin and Galt men are behind the project. The company is to be known as The Berlin Foundry Co.

The C.P.R. will have increased elevator capacity for handling this season's western crop. Extensive alterations and improvements are now being made at Fort William, and when they are completed the company will have one elevator there with a capacity of 6,000,000 bushels. There is also great activity in the construction of cars.

A new mica industry was recently established in Ottawa by The Wallingford Mica and Mining Co. This firm, which has a capital of over half a million, has purchased

the mica mining property situated in Templeton and Hull townships and owned by Messrs. Wallingford, Cursolles and Belcourt, M.P. They propose continuing operations on a large scale.

An Ottawa despatch says that F. H. Clergue and others representing The Lake Superior Consolidated Co., Sault Ste. Marie, Ont., interviewed the Government a few days ago, asking that the proposed increase of bounty should also apply to iron made from ore procured in the United States, large quantities of which are used at the "Soo" works.

The Truro Condensed Milk Co., Limited, Truro, N. S., has been incorporated with a capital of \$800,000 to engage in the manufacture and sale of condensed milk, coffee, cocoa, fruit, vegetables, fish, etc., and to buy and sell cheese, butter and other farm products. The directors are D. H. Muir, M.D., Truro; S. H. Holmes, Halifax; Martin Dickie, Truro; R. J. Turner, Truro; George E. Faulkner, Halifax.

Work on the new Collingwood dry-dock is rapidly progressing. When completed this Autumn it will be the best equipped dock on the great lakes. It is built entirely with cement and stone. The dimensions of the dock are as follows:—Length, 530 feet over all; width of entrance, 60 feet; width of dock at top, 78 feet; width of dock at bottom, 50 feet; depth of water over sill, 17 feet; depth of water in dock, 21 feet.

The Ewart Company, Limited, Montreal, have been incorporated with a \$90,000 capital to acquire from John T. Ewart, Montreal, his fuel, ice cartage and general business, and to carry on the business of colliery proprietors, miners of coal, manufacturers of and dealers in patent fuel and in artificial and natural ice. The directors are John Farquharson, G. M. Webster, Lorenzo Prince, J. T. Ewart, William Johnston, Ferdinand Bayard, D. M. Loekerby, F. X. St. Onge, George Maybury.

FOUNDRY OR MACHINE SHOP WANTED.

If some enterprising person with sufficient capital would undertake to establish a foundry or machine shop at North Bay, we venture the assertion that it would prove a paying investment. Whenever any work in that line is required it has to be sent to outside places, or is done by favor of the C.P.R. Co., and a large amount of work goes out of town in this way. Were a foundry established here this work would be done at home and a large trade could be worked up in the country west of here which is now done in other places. — North Bay Times.

DODGE

Looking for Money?

You'll find it back of the Dodge Line of power transmission supplies which offers attractive trade-getting advantages to hardware dealers.

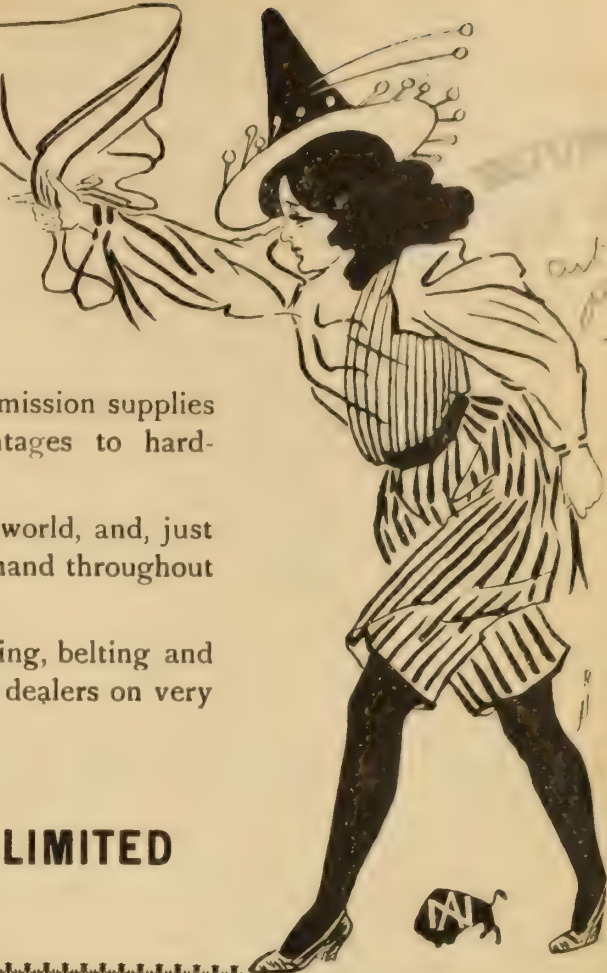
Dodge Wood Split Pulleys are the standard of the world, and, just as other Dodge appliances, are in daily demand throughout the Dominion.

The Dodge line of pulleys, wood and iron shafting, belting and kindred appliances is offered to enterprising dealers on very special terms.

Better write to-day for our offer.

DODGE MFG. CO. OF TORONTO, LIMITED

TORONTO, ONT.



HARDWARE NOVELTY.

THE

Ingersoll

American Watches.



RETAIL PRICES, **\$1.25 to \$2.50**

ARGUMENT.

We now offer a practical time piece for the Hardware Trade of Canada, and base our statement upon the following:

First—It is absolutely guaranteed to keep accurate time.

Second—It stands rough usage and does not get out of order easily, making it the only watch for dealers outside of the jewelry trade to handle, and also making it a practical one for sportsmen, boys and all men who give a watch hard usage.

Third—Its low price and high quality insure a tremendous sale, which we further augment by furnishing many handsome advertising devices for your store.

Fourth—Last but not least, these watches offer a handsome profit. Price cutters are not supplied.

Sold by several leading Hardware Jobbers of Canada. We will tell you who they are upon request.

Trial Offer—To any Hardware Merchant who will write to us upon his business letter head and inclose 75c, we will send a sample watch (duty not paid) and our catalogue, so that he can test its accuracy and durability.

INFORMATION ON REQUEST.

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Ask for our

Wood Screws,
Machine Screws,
Tire Bolts,
Stove Bolts,
Rivets,

Wire Nails,
Screw Eyes,
Screw Hooks,
Gate Hooks
and Eyes.

Specials of all kinds.

Lucas Greens

are clear, fresh, brilliant, and exceptionally the best in fineness of texture, body, or covering capacity and durability.

They're acknowledged as the "Old Reliable" throughout the United States, Canada and the West Indies.

Beware of counterfeits. None genuine without the Lucas brand stamped in the head of every package. Dry and in oil.

Write to-day for Samples and Prices.

JOHN LUCAS & CO.

Paint, Varnish and Color Manufacturers

New York Philadelphia Chicago

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The secret of selling goods is
to KNOW what a man wants.

You WANT a GOOD, LIGHT STORE

We KNOW it and can make
it so for you.

Do Not be Misled by Cheap Imitations.

We can give you cheap glass.
We will give you big value
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"GUARANTEED PURE"

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Canada Linseed Oil Mills MONTREAL.

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BARRELS WANTED!!

We are open to buy good sound, oak
Linseed Oil, Turpentine, Varnish, and
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We make a specialty of all glass materials for
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PAINT, OIL AND BRUSH TRADES

PAINTING TRADE IN TORONTO.

THE condition of the painting trade in Toronto serves to present a striking instance of the harm the union agitator may do, not only to the employers of labor, but to the working men themselves and to all parties directly and indirectly affected.

For some years the Toronto Painters' Union has been increasing steadily in numbers and in its influence on its members, the journeymen painters. One result has been that each spring they have approached the master painters demanding an increase in wages. On several occasions the latter, believing that the rapid expansion of Toronto and the consequent increase of building operations would make it possible to get from builders the advance made necessary by higher wages and the higher cost of materials, granted the request of the men.

Each increase in wages secured by the union strengthened its power over the men and its confidence in its influence with the masters.

This spring brought on the crisis, and the action of the union has turned that crisis into disaster for itself and embarrassment to everyone interested in building operations in Toronto. An advance to 35c per hour was asked by the men. After some trouble a tentative agreement was ultimately reached, whereby the masters agreed to pay that wage for the present. Almost at once the effect was noticeable: tenders were, in case after case, turned down by architects and builders, the sole reason being "prices too high." In a few weeks it was made clear to the masters that the last 5c per hour was the additional "straw which broke the camel's back," causing the loss of orders right and left.

The Master Painters' Association thereupon placed the matter before the union; explained the situation fully and frankly. But the men were obdurate. They were not convinced that the falling off in business was due to the high prices, and they felt enough confidence in their organization to attempt to "hold up" the masters for 35c an hour. Several conferences were held but none were satisfactory. Ultimately negotiations were broken off and it has become a fight to the finish, with the advantage altogether with the masters.

Business has become so reduced in volume, that although there are several hundred of union men idle, the majority

of the masters have enough men to complete their contracts: the masters have completed a strong organization, pledged not only to pay a maximum of 30c per hour, but to protect from the annoyance of union men, their employees. Painters are arriving in Toronto from the towns and cities in Ontario, from Great Britain and in some cases from the United States. The masters have recognized now that instead of being dictated to by the union, they need not fear them hereafter and are pledged to give the preference in the years to come to the men who are reasonable to day. Thus has one union lost its grip. The lesson may well be taken to heart by others.

THE USE OF WATER PAINTS.

AS a preparatory coat on all old and greasy work the use of a good water paint can be recommended, says The Plumber and Decorator. Take window sashes for an example. Unless thoroughly washed and cleaned, our practical readers know that the places where paint, no matter how sharp, in variably misses drying, are on the meeting rails and underneath the top sash. There is trouble then, for in many instances they have to be washed off with turps and knotted—a great waste of time and material. One coat of water paint suitably tinted prevents this, as it will dry on all surfaces and form an excellent ground for the finishing coat of oil color.

We have been asked, "Is it possible to stain water paints with oil stainers?" Yes, it can be done. For all light tints, such as those used for picking out cornice, etc., the ordinary dry stainers, well palettedd up, may be used, but must be carefully strained. When a great quantity of dark color is to be used it is safer to order the tint or color required from the manufacturer, as too much dry stainers interferes with the binding properties. If it is desired, however, to use a heavy tint, take the necessary oil stainers and well palette-up on the slab with the least possible quantity of soft soap; then add slowly to the water paint in bulk. Care must be taken to use as little soap as possible, otherwise the color will run.

Experience has also shown that for external work, or outside work much exposed to the weather, it is desirable to mix oil with the water paint, the quan-

tity given by an expert to be one pint of raw linseed oil to a quarter of a hundredweight of the still water paint. The best way to do this to ensure thorough amalgamation is to warm the water paint until in a semiliquid state, and slowly add the oil, a little at a time, until well mixed, then thinning with the liquid especially manufactured.

Let us now consider another mistake painters make in using water paints. They will apply them to perfectly new and green walls, and then in a few days follow on with ordinary oil paint. What is the consequence? The damp is imprisoned; slowly and surely the paint blisters; and then a rooted objection is formed against their further use. If a man is determined to use oil paint on a new wall, then there is no advantage to be gained by using water paints as a first coating.

In a case such as this begin with the water paint and end with it. In course of time the wall will become perfectly dry, as these materials are porous, and allow the moisture in the walls to dry out without in any way injuring the surface color. When the walls are thoroughly dry, then is the time to use oil or spirit color, there being no necessity for washing off, as the water paint, if a good one, makes a most excellent filler; and all that is necessary before painting with oil color is to well rub down and smooth the surface with glasspaper.

In every way the use of reliable water paints should be encouraged on new work and on old as an excellent basis for the finishing coats of oil color. The purity of the tints are superior to the most delicate flatting colors, and their sanitary value is unquestionable. They will never take the place of genuine white lead, but still for many purposes, and for rapidly getting over the work in the shortest possible time, they have much in their favor.

PAINT AND OIL MARKETS.

MONTREAL.

THERE is quite an active business doing in this department for the season. Prices generally are steady and there is a firmer tendency on Paris green, which continues in very active demand.

GROUND WHITE LEAD.—Best brands, Government standard, \$5 to \$5.25; No. 1, \$4.27½ to \$4.87½; No. 2, \$1.40 to \$4.50; No. 3, \$4.02½ to \$4.12½; No. 4, \$3.65 to \$3.75, all f.o.b. Montreal. Terms,

HARDWARE AND METAL

NEW BRUNSWICK.

The Mah-Pu Mineral Springs Co., Ltd., Upham, are applying for incorporation.

The Elgin Milling Co., Ltd., Elgin, are applying for an incorporation, capital \$15,000.

Murray & Gregory, sawmill and manufacturers lumber, St. John, had the sawmill burned out; insurance \$23,000.

MANITOBA AND NORTHWEST TERRITORIES.

A. Urquhart, hardware merchant, Yellow Grass, has sold out.

Campbell & Ferguson, Ltd., lumber, Melita, have been incorporated.

James M. Johnston, agricultural implements, Carstairs, is starting in business.

G. H. Knowling, lumber, Alameda, has sold out to The Imperial Elevator Co.

Charles A. Sankey, lumber, Waskada, has sold out to The Imperial Elevator Co.

Thomas Miller, hotel and lumber, Carroll, has sold his hotel to George Barton.

Stewart Bros., hardware, lumber and implements, Rosenfeld, have sold lumber to The Imperial Elevator Co.

The Brandon Binder Twine Co., Ltd., Brandon, have made application to increase capital from \$100,000 to \$200,000.

BRITISH COLUMBIA.

A meeting of the creditors of the Hastings Shingle Manufacturing Company, Ltd., Vancouver, will be held.

Business Changes

ONTARIO.

DOHERTY & WILLIAMSON, harness, etc., have assigned to A. H. Baker, Picton. A meeting of the creditors will be held on the 11th July.

C. P. Holton, lumber merchant, Belleville, was burnt out.

A meeting of the creditors of Wm. Mose, harness, Gorrie, will be held on July 10th.

S. M. Kenney, of The McLachlan Gasoline Engine Co., Ltd., Toronto, and W. Galbraith, wholesale grocer, Belleville, have interchanged their business connections, certainly an unusual and interesting circumstance.

QUEBEC.

Daniel Murphy, saddler, Montreal, is deceased.

Thomas A. Cousins, pulp wood, etc., St. Johns, is deceased.

Hudon & Augustin, machinists, St. Hyacinthe, is deceased.

Robitaille, Trudel & Rochette, carriage makers, Quebec, have dissolved.

Duclos & Roth, contractors, Montreal, have dissolved; new registration.

The assets of T. Vallee, sash and door manufacturer, St. Thecle, are to be sold.

F. X. Letourneau, sawmill, Ste. Fancille (Montmorency county), is deceased.



SOLE MAKERS



Nobles & Hoare.

CORNWALL ROAD STAMFORD STREET.

LONDON, ENG.

Manufacturers of

HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works or from the principal Color Dealers in Canada.

Manufacturers of FINE READY-MIXED PAINTS, FLOOR PAINTS and VARNISHES, and WHITE LEAD. Full line of best DRY COLORS, OILS, and all PAINTER REQUISITES always in stock. end for prices.

The Globe Paint Co., Limited

422-424 Adelaide St. W., Toronto.



STOVES AND TINWARE

THE IDEAL FOUNDRY.

THE question has often been asked, and perhaps it has never been properly answered, "Why are foundries usually dark and badly ventilated?" Foundries are necessarily all shapes and sizes on account of the great variety of work which has to be undertaken in them, and in many cases the foundry forms a small and unimportant part of a much larger firm. This is no reason, however, why the claims of those who work in them should be overlooked, and we are glad to see that the question has again been brought to the front by Professor Turner, who gave an interesting and extremely useful address on "The Ideal Foundry" in the Chemistry Theatre of the Birmingham University on Thursday night. The ideal foundry, he said, should be constructed on a large site; with ready access to rail and water; should be rectangular in plan, and provided with tram lines. There should be traversing cranes, and a sufficient supply of jib cranes for the work in hand. Further, the foundry should be well lighted and ventilated, and, if necessary, warmed in winter. He strongly urged that more attention should be given to the sanitary arrangements of the foundries, believing that by these means the health of the working man would be improved. Too often the men left work without any attempt at washing their hands or changing their clothes, and were quite unfit to ride in tramcars or other public conveyances. This was not the case in France or Germany, where workmen had sufficient self-respect to induce them to make themselves respectable before leaving the works."—Iron and Steel Trades Journal.

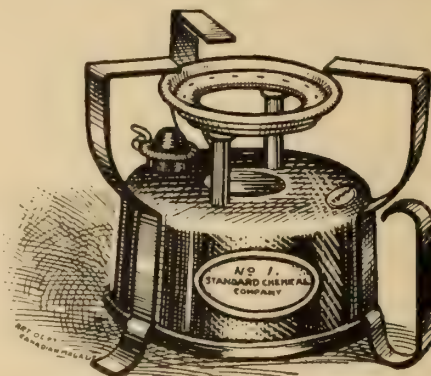
HAVE FAITH IN CANADA.

The Gurney Foundry Co., Limited, Toronto, in their new catalogue, have the following reference to the industrial condition of Canada as a preface: "When the history of Canadian industries comes to be written, there will be certain epochs noted, and perhaps the rapid development of to-day will be considered the most important. It is certain that the marvellous development of the agricultural industries of the Northwest, with its consequent large increase in population and expansion of railways and other transportation facilities, has occasioned and been accompanied by a corresponding demand for all classes of manufactured products. This sudden and imperative call has taxed manufacturing facilities in most lines to the utmost of their capabilities, and in some instances, as in our own, it has

been found quite impossible, with existing plant, to meet the radical requirement of the case. As will be seen by the illustration on the third page of this catalogue, showing our new additional plant at Toronto Junction, we have faith in the destiny of Canada as a manufacturing country, and we have met a serious situation in no hesitating spirit, but with a broad, enterprising appreciation of the new conditions existing in Canada. We hope to have practical evidence of the appreciation of our friends in a continuance of their patronage."

A GOOD SPIRIT LAMP.

THE Standard Chemical Co., Limited, Gooderham Building, Toronto, are selling a brass spirit lamp of superior merit, made in two sizes, to retail at 50c. and 75c. This lamp is particularly well adapted for hospital or sick-room use and for the nursery. It is a capital article, too, for the kitchen for toasting, frying steak,



etc., making tea, and the dozen and one things for which a gas hot-plate is so useful. It burns wood alcohol, a powerful spirit, smokeless, of intrinsic heating quality, non-explosive, and less volatile than gasoline. Hardware dealers will find this stove an admirable article to offer their customers, especially those who are denied the blessing of gas.

THE WESTERN FOUNDRY CO.

F. J. Taylor, of The Western Foundry Co., Limited, Wingham, Ont., while in Toronto this week stated to HARDWARE AND METAL that the item in last week's issue was somewhat misleading, for though the works were closed down for some days it was to give the employees, many of whom were Toronto men, an opportunity to visit that city during the Home Comers' Festival. The trouble with the workmen is not inconveniencing the company in the operation of their works. The business of the company is steadily growing. Not only have their

stoves obtained an excellent reputation throughout Ontario, but are now being sold abroad. This week a substantial order was sent to near Liverpool, England.

ASBESTOS COVERINGS FOR PIPES.

Heat economy is a subject of interest to every householder, but comparatively few furnace users appreciate the value of insulated pipes. Asbestos coverings are very common in all large manufacturing plants where the conveyance of heat without waste is a serious problem. The Eureka Mineral Wool and Asbestos Co., 136 Bay street, Toronto, sell asbestos coverings, but their mineral wool is claimed by its users to be even a better preserver of heat.

CATALOGUES, BOOKLETS, ETC.

The Gurney Catalogue for 1903-4.

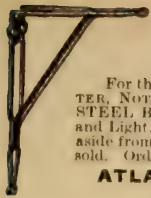
We have just received from The Gurney Foundry Co., Limited, Toronto, Ont., their illustrated catalogue and price list for 1903-4, which is an exceptionally handsome publication. It is well printed on excellent paper, and the engravings with which it is profusely illustrated could not be better. The company offer to the trade an extensive variety of ranges, heaters, radiators, furnaces, etc., and the advantages of their different lines are clearly explained in the catalogue just issued. The products of this firm have maintained such a high standard that almost all stovemakers handle their wares. This handsome catalogue should increase their business and prove a great convenience to the trade. Any reader of HARDWARE AND METAL may obtain a copy of this valuable catalogue by applying to The Gurney Foundry Co., Limited. The work should be of much value for reference.

Imperial Standard Scales.

The Burrow, Stewart & Milne Co. Limited, Hamilton, Ont., have the reputation of being a progressive, pushing firm. They have recently issued a new catalogue of their Imperial standard scales which should be of interest to the trade. It is well illustrated throughout, and all the lines are fully described. The company will be pleased to send a copy of this catalogue to any reader of HARDWARE AND METAL upon application.

NOTES OF THE TRADE.

The addition to the new Buck stove works is rapidly being built. The walls are nearly completed now, and it is expected that the work will be finished within a few months. The firm desire to move from the old shops by the Fall.—Brantford Courier.



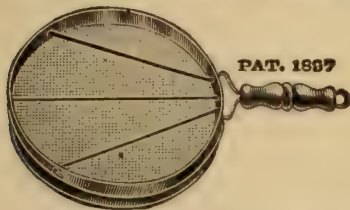
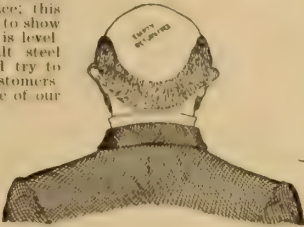
Will Hold Up a Shelf!

That's what a shelf bracket is for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO.,
New Haven, Conn., U.S.A.

We do not mean to insinuate that you are bald headed, but if you are and wish to advertise the fact, our air cushion rubber stamps will prove a luxury; you will infer that they print equally well on any uneven surface; this will go a long way to show that your head is level. We invite difficult steel stamp work, and try to please our customers. Have you got one of our catalogues?

Hamilton Stamp & Stencil Works,
Hamilton, Ont.



PAT. 1887

The FAIRGRIEVE GAS TOASTER

Retails at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.

THE FAIRGRIEVE MAN'FG. CO.,
295 COLLEGE ST., TORONTO.
U. S. Branch: 289 Jefferson Ave., DETROIT.

Have you
tried it?
Tried what?
**SELLING
MANTELS.**



This is in your line of business, and it will pay you.

The Batty Stove & Hardware Co.
76 YORK ST., TORONTO.

Slaw Cutter.



A
**POPULAR
COMBINE**

Pat. applied for



J. M. MAST MFG. CO., Lititz, Pa.
Edwin H. Grenfell & Co., London, Ont.,
CANADIAN AGENTS.

DIAMOND EXTENSION STOVE BACK

They are easily
adjusted and
fitted to a stove
by anyone.

Patented, July 11th, 1893.

Canadian Patent, June 14th, 1894.

Sold by
Jobbers
of - - -



EXTENDED.

**Hardware
Tinware
and
Stoves.**

Manufactured by **THE ADAMS COMPANY,** Dubuque, Iowa, U. S. A.

" " **TAYLOR-FORBES CO.,** Limited, Guelph, Ontario.

Imperial Standard Scales.

**Scales of all capacities for all purposes,
for use in any business.**

For fine workmanship,
accurate adjustment,
strength and durability,
there are no Scales
quite equal to the

IMPERIAL STANDARD SCALES

Portable Platform Scales
Iron Testing Machines
Butchers' Scales
Grocers' Scales

Railway Depot Scales
Railway Track Scales
Wagon and Stock Scales
Hopper Scales for Grain
Dormant Warehouse Scales
Flour Mill Scales
Dairy Scales
Druggists' Scales
Miners' Scales

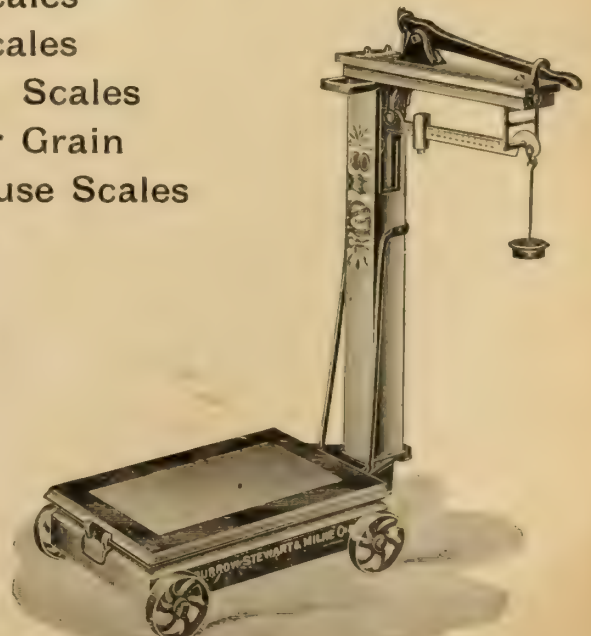
Everything from a Letter Scale, weighing 1/4 ounce,
to a great Railway Track Scale, weighing 100 tons.

Our Name on any Scale is a guarantee of High Quality.

Made at HAMILTON, ONT., by

THE BURROW, STEWART & MILNE CO., Limited

Have you seen our new illustrated catalogue (100 pages)? If not, write for it.



TRADE IN COUNTRIES OTHER THAN OUR OWN.

THE PITTSBURG IRON AND STEEL MARKET.

THERE is a slight but well marked improvement in sentiment in the iron trade as compared with last week. There has been no weakening in prices of finished material, and business is slightly heavier. All stocks have been reduced to the lowest ebb and the greater buying is due to this fact. The indications all are for a good Fall trade, as there is nothing to draw from except material yet to be made. Rail business now entered for 1904 delivery exceeds 500,000 tons, apart from Western orders closed the past week and not noting the tonnage which will have to be carried over, which may reach 400,000 tons, and new orders are being booked right along.

There is a fair chance that the wage scales of local molders and machinists for the year beginning July 1 will be adjusted without further difficulty. A meeting is now in session of the conference committees on the machinists' scale, and the molders are to hold a mass meeting Wednesday night to consider the proposition made them.

The position in Bessemer pig is noteworthy. Consumers, even the very large ones, are buying only from month to month, but are taking out of the market fully as much iron on such monthly orders as they formerly did on long time contracts. Some odd lots from furnaces not usually selling in this district have been absorbed, at cut prices, and the valley furnaces hold to prices formerly quoted. The foundry iron trade has been marked by the entry of a number of consumers, who have bought for early delivery to meet absolute requirements, there being no contracting ahead. In face of prospective better buying prices have continued to recede.

The steel market is comparatively quiet, there being only a fair amount of inquiry. The leading interest is a moderate seller of billets and sheet bars, at flat prices, but only to recognized customers, at prices slightly lower than named by outside interests. The lowest price which has appeared is \$28 at mill for Bessemer billets.

Business is slightly better in plates and shapes, while there is more inquiry for steel bars. In iron bars the situation is

still very unsettled, with the leading interest disposed to let outsiders take what little business is going at the large reductions they have recently made, and see if the market will not work round to a point nearer the old official basis. In merchant pipe the trade continues highly satisfactory, with several orders for large pipe for gas lines unplaced because the desired deliveries are very hard to secure. In tin plates the position is equally strong and the busy season bids fair to last much longer than usual.—Iron Trade Review, July 2.

BRITISH PIG-IRON MARKET.

On the Glasgow market this week there has been a slightly firmer tone attributed to the reduction in the bank-rate. Speculative business, however, is a dead letter at present, but apart from this there is rather more actual business being done. G. M. B. Scotch warrants were nominally 52s. early in the week, and after improving to 52s. 4½d. cash, they are easier again at 52s. 3d. The Middlesbrough market has been firm this week, and a fair business has been done. The heavy shipments have drawn upon stocks, and makers of foundry iron are in a good position. No. 3 Cleveland is quoted at 46s. 6d. to 46s. 9d. East Coast hematite mixed numbers remain at 57s., with a moderate demand. No. 3 Cleveland warrants were dealt in on Tuesday at 46s. 10d. cash, 47s. a month. The market was easier yesterday at 46s. 5½d. cash, 46s. 7d. a month, and closed to-day at 46s. 3d. Makers' brands of West Coast hematite pig-iron are quoted 59s. 6d. by merchants, and although warrants are nominally 57s. 10d., there is no business in these, and the quotation is purely nominal. At Birmingham yesterday the market for pig-iron was again inactive. Best all-mine iron was quoted 54s. 6d.; part-mine, 50s.; and common Staffordshire pigs, 50s. For Northamptonshire forge iron, 48s. 6d. to 51s. was quoted: and for Derbyshire forge iron, 53s. On the Manchester market a good deal of iron has been sold as the result of recent concessions, and makers now talk of restoring the old rates. Derbyshire forge iron is 49s. 6d., and Lincolnshire and Lancashire brands 50s. to 50s. 6d.—Iron and Steel Trade Journal, June 27.

BRITISH COPPER MARKET.

Although there has been only a small daily business done in copper, yet the tone appears to have undergone some improvement within the past few days, and in some quarters, where a pessimistic disposition had manifested itself, the view is now being taken that prices are getting down to about as low a figure as can be expected. A rather more confident feeling appears to have taken possession of the market, and should there be any considerable accession of buying orders on the part of consumers, it is quite possible that the recent depression and inactivity might give place to comparative buoyancy. Meantime, in the United States there appears to have been no alteration in the position, and it is believed that copper is being "carried" here on American account. The Amalgamated Company are understood to have sold only very small quantities of metal to Europe at the recent reduction, but they are asserted to have disposed of a fair quantity to domestic consumers.—Ironmonger, June 27.

ST. LOUIS LEAD MARKET.

St. Louis, July 3.—There have been no fresh developments in the lead market during the past week, the situation being practically without change of importance. The tone of the market has been firm, sellers refusing to make concessions as a result of which the transactions throughout the week were small, and on a basis of \$4.02½ for Soft Missouri, at which the market closed sellers, with that bid for Chemical Hard, both prompt shipment, which, however, were hard to make. The receipts for the week were small, at 10,870 pigs, compared with 84,770 pigs a week ago. Shipments, 24,640 pigs, against 16,510.—American Metal Market.

THE AUSTRALASIAN IRON INDUSTRY.

The Australian Commonwealth Minister of Customs (Mr. Kingston) recently stated that the intention of the Government was that they should endeavour to secure the establishment of the industry of manufacturing iron from the ores in Australia by the payment of a bonus in relation to the manufacture of the article. Their proposals were taken from the Canadian precedent, which had been attended with considerable success(?). It was suggested to pay on the manufactured article from Australian ore various bonuses not altogether exceeding £250,000, being at the rate of about 20 per cent. on the value of the manufactured article. The works would cost about half-a-million, and £1,250,000 worth of iron would have to be produced before the £250,000 in bonuses could be earned. The total produced thus in works and manufactured iron would be £1,750,000, and all that they would get for £250,000, which would be spent amongst the people of Australia.—Iron and Steel Trades Journal, June 27.

Portland Cements

BEST

German, Belgian and English Brands.

Fire Bricks,
Fire Clay,
Flue Linings,
Drain Pipes,
Hard Wall Plaster.
Calcined Plaster,
Wheelbarrows,
Mortar Stains.

A FULL STOCK OF

BUILDERS' and CONTRACTORS' SUPPLIES.

W. McNALLY & CO.

40 to 52 McGill Street,
Corner Wellington St.,

MONTREAL.

Write for our quotations.

HARDWARE AND METAL



BUILDERS' SUPPLIES

Fire Bricks, Fire Clay, etc.

ALEX. BREMNER, 50, Bleury Street, Montreal, Que.



STEVENS

OUR FIREARMS WERE INTRODUCED IN 1864 AND
SINCE THAT DATE HAVE BEEN RECOGNIZED AS

Standard for Accuracy.

YOUR JOBBER CAN SUPPLY OUR LINE.

SEND FOR OUR LATEST CATALOGUES.

J. STEVENS ARMS & TOOL CO., Chicopee Falls, Mass., U.S.A.

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Gauge.
Steel and Twist Barrels

Superior in Design, Workmanship
and Finish, and the most popular
Gun on the Market.

Simplest
"Take Down"
Gun Made



HARRINGTON & RICHARDSON ARMS CO.

Also makers of H. & R. Revolvers.

Catalog on request. Worcester, Mass., U.S.A.



**Australasian
Hardware and Machinery.**

The Organ of the Hardware, Machinery
and Kindred trades of the Antipodes.

SUBSCRIPTION \$1.25 PER ANNUM,

post free to any part of the world.

PUBLISHING OFFICES:

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CANADIAN AND AMERICAN ENQUIRIES will receive prompt
attention if addressed to the LONDON OFFICE, 42 CANNON
STREET, E.C.

Specimen Copies Free on Application.

**Ask
and
Receive.**

**Advertise
and
Acquire.**

If you want to sell
a business or a de-
livery wagon, if you
want a partner or a
clerk—**advertise.**
If you have what
you don't want, or
haven't what you do
want—**advertise.**

Our condensed
advertisements
cost little, but are
worth a good deal.

You can reach most of the hardware
merchants in Canada at the expense of
a few cents. Our rate is 2c. per word
each insertion, and *remittance must
accompany order in every case.*

HARDWARE AND METAL

MONTREAL and TORONTO.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

**W. Arthur
Lydiatt,**

TORONTO.

NOTE: This department is for the purpose of reviewing the practice and the results of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their advertising for the purpose of review in this department. Address care of Department of Advertising, The Toronto Star.

The newspaper is a platform from which the merchant addresses the public. The "impression" he makes is gauged by the weight of his cash drawer and the number of used pages in his order book at the end of the day.

WHEN you try hard to do something well and feel confident that you have succeeded, it is a little disappointing to have someone pick out the faults in your work and exhibit them in a critical, "fault-finding" way.

You are inclined to feel rather harshly toward the person who "dared" to pull your work to pieces and belittle its value.

You are liable to criticise his criticism, in an endeavor to justify your own opinion of work well done.

Yet, after all, it is only by looking for faults that we are enabled to decide on the degree of perfection which has been attained. The fewer the faults the more perfect the work.

When you pick up the paper containing your advertisement, you naturally turn at once to the page on which it is published and read it over. There is a pleasurable self-satisfaction in seeing your work in print—there before the gaze of the hundreds of readers and you immediately

tising expert, as you are at the grocery business.

Then, perhaps, you send that ad. to me in the hope that I will have some nice thing to say about it.

You would like to be told that it is the best ad. I have ever seen—and have it reproduced in this department as a model ad. You would be inclined to think I was an all-right fellow if I passed you a few compliments on it.

And when you read in these columns a couple of weeks afterwards that your ad. "might be better," you either decide that I'm a crank—that I don't know a good ad. when I see it—or, after a little thought, that your ad. would stand some improvement.

When an ad. is sent me for criticism I don't look for the good points.

I want to help you, in so far as I can, to do better advertising and get the consequent better results.

So I look for the faults.

The first question that occurs to me is "How can this ad. be better?" To answer it I must find some faults—and I generally do.

Most ads. have some good points—some lack but a few details to make them about as good as could be.

But if I took the time and space to call attention to an ad.'s good qualities, overlooking its discrepancies, you might feel satisfied that you were doing all right, and cease your endeavor to improve.

It has been said that it is the easiest kind of work to pick faults in the work of another. But when a remedy has to be suggested in each case, it becomes an altogether different proposition.

Because I use the space in these columns to call attention to the faults in the advertisements submitted for comment, it need not be supposed that the ad. under discussion has no good points. Those you can usually discover for yourself. My mention of them will not help to make the ad. any better.

It is my idea to use the ads. sent me for criticism as illustrations of ADVERTISING AS IT IS DONE, and in my comment endeavor to show HOW IT COULD BE DONE BETTER.

And when you send me an ad. with a request for my opinion, expect to get whatever is due. If the ad. could be improved I'll try and show you how—if it has some good points that are either unusual or that illustrate some principle of advertising, it's quite likely I'll call attention to them.

Be sure and read over the criticisms

each week. You're likely to find many suggestions that fit your case exactly. They aim to make bad advertising better—indifferent advertising different—assist good advertising by suggesting improvements—and as a whole to stimulate all who read this page to make the most of their opportunities for getting more business.

From Johnstone & Co., Acton, Ont., I have received the ad. which is reproduced herewith. I will confine my comment to an illustration of how much more effective an ad. could have been written on the same subject if the suggested style were employed.

I don't think it best to advertise wedding presents and building hardware in the same ad. It is much better to restrict your talk to one line of goods, in a case like this at any rate.

Wouldn't an ad. like the following be more likely to draw trade than the one Johnstone & Co. have sent me?

JOHNSTONE & CO.

June is the month of weddings. We are fully equipped in all kinds of wedding presents. Call in and inspect our stock, including all kinds of

<p>ROCKING CHAIRS DINING CHAIRS ARM CHAIRS FOLDING CENTRE TABLES EASELS</p>	<p>HANGING LAMPS PARLOR LAMPS HALL LAMPS CARVING SETS KNIVES AND FORKS WALL POCKETS</p>
---	---

Our Bargain Day Every Day!

Building Hardware.	A Few Prices.
<p>We have now a full stock of everything necessary for remodeling purposes, especially</p> <p>NAVES HANDS BRACKETS PULLEY</p> <p>Any quantity or price, on application a few days</p>	<p>Charcoal Irons \$1.25 Hammocks 1.25 Carving sets .30 Butcher Knives .20 Decorative Lamps 15 Serrated Lamps 10 Paint Brushes 10 Furniture Varnish, per can, .10</p>

Johnstone & Co., Mill St., Acton

JUNE FOR WEDDINGS.

JOHNSTONE'S for Wedding Presents.

We have plenty of "just-the-things" for wedding presents. If you'll drop into the store any convenient time—mention that you want to select something for a wedding present—we'll help you decide on something suitable.

There are Chairs, Pictures, Hanging and Parlor Lamps, Carving Sets, Knives and Forks, etc., etc., and many other things which would make very acceptable presents.

Prices are not as high as you'd pay in the City.

Have a look, anyway.

Johnstone & Co., Mill St., Acton.

mentally decide on the merits of the ad., imagining, as it were, the unheard comments of its readers.

Quite naturally you look for the good points.

You think that headline looks all right and reads about right.

You think those prices are pretty well arranged and enticing enough to draw some trade.

You decide that the argument is well put, that it is convincing.

And while you look at the ad. from this prejudicial standpoint, you are apt to decide that you would have been just as successful as a newspaper editor, or adver-

I know of one merchant in a small town, who, when he heard of a coming wedding, would write to all the friends of the interested parties and ask them to call and look over his stock of suitable things for wedding gifts. Of course no mention was made of the event, but I'm inclined to think that the hint was a little too broad to make effective advertising.

It's a good idea to get out a neat four or eight-page circular, illustrating a few desirable articles with good cuts, such things, for instance, as carving sets, parlor lamps, etc., and send it to the best families in town about the first of June. The better the piece of printing, the more effective will be the advertising.

HARDWARE AND METAL

The Rochester Lamp Company, Toronto

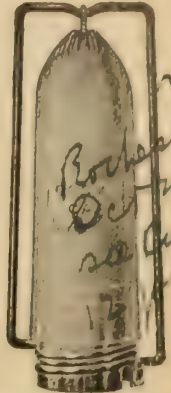
Exclusive jobbers in all kinds of Oil and Gas Lamps,—Gas Mantles, Burners, Chimneys, Globes, etc.

We make a Specialty of Store, Hall, and Factory Lighting, with either Oil or Gas Lamps.

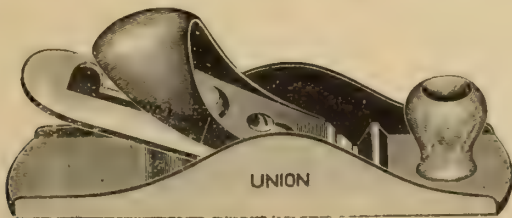
We are Canadian Agents for the celebrated Yotto Arc Gas Lamp, the most brilliant light and most economical gas lamp on the market to-day.

WRITE FOR PRICES AND TERMS.

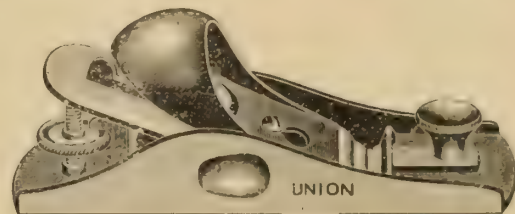
THE ROCHESTER LAMP COMPANY, 24 FRONT ST. WEST, TORONTO.



UNION IRON and WOOD PLANES.



No. 110.



No. 9 1/2.

UNEQUALLED IN QUALITY AND FINISH.

Union Mfg. Co., - - - New Britain, Conn.
FOR SALE BY ALL PRINCIPAL HARDWARE DEALERS.

Pure Manila Rope,

Highest Quality made,

British Manila,

Sisal Rope,

Pure Sisal,

Lath yarn.

Binder Twine

—New twine in flat packs of every description.

Lowest prices and highest quality.

Wire, Write or 'Phone

Canadian Cordage & Mfg. Co.

Long Distance 'Phone 162

LIMITED

PETERBOROUGH, ONTARIO, CANADA

The latest and finest machinery is operated in this factory and although not the largest, it is the finest Mill of its size in the world.

R. C. JAMIESON & CO.

LIMITED

Manufacturers of all kinds of

Varnishes and Paints

SUCCESSORS TO THE OLD ESTABLISHED
BUSINESSES OF

R. C. Jamieson & Co. AND The Baylis Mfg. Co.

Office : 26 Nazareth Street.

Factories : { 23 to 29 St. Thomas Street.
16 to 28 Nazareth Street.

In Stock:

DATA-NODD SHEET IRON
 BLACK SHEET IRON
 CANADA PLATES
 TIN PLATES
 BARB WIRE.
 HAY BALING WIRE.
 BAR IRON AND STEEL.
 CUT AND WIRE NAILS.
 HARVEST TOOLS,
 SHOVELS AND SPADES.

Try Our Mail Department.



Orders filled and shipped with despatch.

Agents for

WADSWORTH, HOWLAND CO.
 JEWEL PAINTS.
 THE ARCADE FILE WORKS.
 THE PETERS CARTRIDGE CO.,
 CINCINNATI, OHIO.
 COLONIAL CORDAGE CO.,
 COD LINES.
 LEEFEVER ARMS CO.
 ACME ARMS CO.
 ROGERS STAIN FLOOR FINISH.
 ARMY & NAVY LIQUID GLUE
 WACHTER MANUFACTURING CO.
 CUTLERY AND SILVERWARE.
 CONTRACTORS' SUPPLIES.

Wareroom and General Offices:
 10 De Bresoles St.

WAREHOUSE:

45 Common St.

"UNIT LOCK" is the best on the market to-day.

THE CANADA HARDWARE CO., Limited, WHOLESALE MERCHANTS, .. MONTREAL.

Hot-Weather Goods.

Model Refrigerator.



Moderate priced and excellent value.

Built of best quality of kiln-dried lumber, panelled all round and finished in golden oak.

We have a large stock of all kinds of

Leonard Cleanable Refrigerators.

Wick and Wickless Oil Stoves.

**WHITE MOUNTAIN
 ICE CREAM FREEZERS.**

The McClary Manufacturing Co.,

London, Toronto, Montreal, Winnipeg, Vancouver, St. John. N.B.

"EVERYTHING FOR THE TINSHOP."

HARDWARE AND METAL

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co. Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES,

MONTREAL	- - -	232 McGill Street, Telephone 1255.
TORONTO	- - -	10 Front Street East. Telephones 2701 and 2702.
LONDON, ENG.	- - -	109 Fleet Street, E.C.
MANCHESTER, ENG.	- - -	18 St. Ann Street. H. S. Ashburner.
LONDON, ONT.	- - -	Hiscox Building. Walter H. Lindsay.
ST. JOHN, N.B.	- - -	No. 3 Market Wharf. J. Hunter White.
NEW YORK	-	Room 1241 New York Life Bldg. W. T. Robson.
WINNIPEG, MAN.	-	377 Cumberland Ave. D. J. Benham.

Subscription, Canada and United States, \$2.00.
Great Britain and elsewhere - - - 12s

Published every Saturday.

Cable Address { Adscript, London.
Adscript, Canada.

TO THE DEPARTED HOME-COMER.

THE Home-Comers have come and gone. For four days Toronto kept open house for her prodigal sons; for four days were old friendships renewed, old scenes revisited and old memories recalled. Now the flags are taken down, the bunting removed, the busy city doffs her holiday attire and resumes the wonted routine, for the festival is over.

The "Old Home" weeks and "Old Boys" reunions have become a noteworthy feature of these latter days, and it is most gratifying to find the enthusiasm for the home land which still burns in the breast of our sons who have become foster children of the great republic to the south. The republic's quota to the crowd of last week was a large one, and showed little trace of inhospitable treatment in the land of their sojourn. They had every appearance of prosperity and contentment. Many of them have attained prominence; all have taken their part in making the name Canadian a recommendation and certificate of character.

Our sons have done well. We expected none the less of them, and have not been disappointed.

But on coming face to face with the prosperity which has blessed Canada these last eight or ten years, it is not improbable that even the most successful of our sons may have been struck with the thought, "I might have done as well, or better, had I stuck to the old land."

Indeed the same energy and vim which is necessarily exerted in severing old ties and starting over again under new conditions, if exerted at home in Canada, would, without doubt, have produced even greater results.

The material growth in Canada during the past ten years has been remarkable, and out of all proportion with the increase in the population. In 1892, our total exports of home produce amounted to \$99,000,000. In 1902 they were \$196,000,000. For the same years our total imports, exclusive of coin and bullion, were \$125,000,000 and \$205,000,000 respectively. Our national revenue has increased from \$36,000,000 to \$58,000,000, while the burden of taxation has been unnoticeable. The bank discounts, during this decade, have increased from \$210,000,000 to \$426,000,000 per annum, while savings banks balances have grown from \$51,000,000 to \$78,000,000. Ten years ago our iron and steel industries were practically non-existent. There were, indeed, one or two smelters at that time, but their output was small, and little faith was placed in their future. Last year our furnaces produced 327,000 gross tons, and there are now in operation, or in course of construction, 16 iron furnaces with an annual capacity of 1,100,000 gross tons. Despite the sneers of Andrew Carnegie, Canadians are anticipating the day when we shall be one of the great factors in the world's iron and steel markets.

As our population has by no means kept pace with the increase in material wealth, the average individual wealth has inevitably grown very greatly. Indeed per head of population our export trade is double that of the United States.

The tide of immigration has been slow in coming our way, but it has come at last with a rush. The world has awakened to the magnificent possibilities of the land of the maple, and is losing no time in

getting here. Last year our immigration returns showed an unprecedented influx, and this year settlers are pouring in, in ever increasing numbers. Many of these are from the home land, and many more from across the border, some of whom are prodigals returning after many days.

We are all enthusiastic Canadians nowadays, and it is doubtful if a single Old Boy has been allowed to return to Uncle Sam's domain without being made to realize that this is our growing time, that we are on the crest of the wave and we won't be stopped.

But there is more in life than the amassing of wealth. What are a few thousands more or less, if a man has to live in Pittsburgh, a place not inaptly described as "hell with the lid off." These brilliant July days, the golden Autumn, the clear sparkling Winter, the reviving Spring, with which nature has blessed this favored land are enough alone to teach a man to swear by her. Nor can the home life across the border be compared with that which obtains here. American cities may be distinguished for taller buildings, wider avenues, or gaudier residences, but Canadian cities are not less distinguished as cities of homes.

Home-comer, Canadian cities welcome your advent: if you must return, they wish you Godspeed. But remember, if ever wealth palls and the strenuous life grows wearisome, up north, under the maple, lies the Old Home, and the latch-string hangs outside.

FRAUDULENT DEBTORS.

THE Hon. Mr. Beique's bill to amend the Criminal Code 1892, respecting the punishment of fraudulent debtors, has received its second reading in the Senate. The bill deals with the keeping of books by tradespeople, purchasing goods on credit, and is copied from the Scotch Debtors' Act of 1880. The bill provides that any debtor to the extent of \$1,000, who for five years previously had not kept books or could not account for his losses to the satisfaction of the court, should be liable for imprisonment.

The necessity for the bill is urged on account of the number of merchants who

are being tempted into stock gambling, with funds which rightly belong to their creditors, and it is claimed that similar legislation in France and other countries, has had a salutary effect.

From a casual examination, the bill strikes one as being perhaps too drastic, although its object cannot be too highly commended. In this day and age of the world, business is done on so narrow a margin that the man who fails to keep a keen eye on his business, exact accounts and a clean stock list, is bound, sooner or later, to find himself unable to meet his obligations, and of course his creditors suffer. Such carelessness, as is contemplated in the Hon. Mr. Beique's bill, if resulting merely in disaster to the delinquent, would be regrettable; when the interests of others are imperilled, it is culpable, and when aggravated by outside speculation is deserving of severe punishment. Ordinary commercial morality should teach men in business to keep their books in good shape, and avoid flyers-in-stocks. It is the ignoring of just such rules as these that makes necessary, at times, the passing of bills like the one under discussion.

BUSINESS MEN AND THE MANITOBA ELECTIONS.

MANITOBA is in the midst of a provincial general election. According to the Government papers the Government is very strong and its record so satisfactory that it will have no difficulty in being returned to power. The tone of the Opposition papers, however, would lead one to the opposite conclusion. But business men may be assured that politicians are much about the same, to whichever party they belong. Business men, therefore, need not be very much concerned in regard to the victory of this or that party.

What should concern the business men in Manitoba as well as in every other province of the Dominion is the election of good men—men of sound business common sense. If they are actuated at all times by a party spirit and not by sound business judgment, they cannot but expect the men that represent them in Parliament will be of the same class. Like

begets like, in politics as well as in everything else.

It is to be hoped that the business men in Manitoba will support for parliamentary honors men of experience in mercantile affairs, irrespective of what their party affiliations may be.

In all the provinces there is a demand for a larger representation of the business element in the Legislatures and it is to be hoped that the progressive province of Manitoba will set a good example by returning to the next House men of commercial experience and of sound integrity.

THE HALF-YEAR'S FAILURES.

THE summary of business failures in the United States and Canada for the six months ending June 30, which appeared in last Saturday's Bradstreet's, is particularly gratifying to Canadians, and is indicative of the general prosperity which Canada is now enjoying. During the past six months there have been 480 failures in Canada, as compared with 603 for the corresponding months of 1902. At the same time, the liabilities involved have fallen from \$5,103,404 to \$4,446,743, and the excess of liabilities over assets from \$2,855,194 to \$2,331,442. In the United States, although the number of failures during the last six months was 4,790, as compared with 5,262 for the first six months of 1902, the liabilities involved have risen from \$56,927,688 to \$60,251,563.

Canada can be congratulated upon the fact that, in spite of the unsatisfactory condition of the stock market, the mercantile world makes such a good showing.

ENLIVENING SUMMER BUSINESS.

THE midsummer quietness is about due to settle down over the hardware trade, as well as others, in most sections of the country, in the older parts especially, and it is a good time to "sit and scheme for business," as one lucky retailer, who doesn't seem to mind the heat, puts it. The result of a "scheming" on his part was the opening of a bargain counter in his store. It proved an excellent idea.

A bargain counter keeps things moving. Not only can old stock be removed by

means of it, but new goods and novelties can be displayed to advantage at a counter where naturally customers look for the lowest price in everything. But its chief advantage would be as a means of getting rid of dead stock. It is the maxim of some merchants that old stock to the dealer means new goods to the customer, which is doubtless true; but it will lie on the shelves for all that till disposed of at a cut price, and in some cases but a fraction of a reduction is needed when the goods are sold over the bargain counter. It is not wanted by the customers whether new to them or not, and it is better to have 75 per cent. of the regular selling price of the goods than to have the goods themselves season after season keeping the dust off the top shelves.

The bargain counter will sell them if anything will, when it is backed up by a little advertising. All lines to be "closed out at cost" can be put in the bargain counter section, and the very presence of a bargain counter is enough to make some customers buy. The goods there can be changed every few days, and the general appearance of the section or counter altered somewhat as to the disposition of the articles and various lines, so that it does not have the appearance of a corner where mere trash is stored under the name of a bargain. Dead stock is not trash to anyone except the merchant who owns it.

Little articles, say of tinware, or woodenware, novelties, some staples, low-priced side lines and such goods will find a suitable place on counters or centre stands devoted to 5, 10 and 15c. lines. They add variety to a store, and the goods, when labelled and ticketed, are always inspected by visitors, generally with the result of some small purchases being made. But a lot of small purchases total up to a fairly respectable volume of profitable sales.

A LAMENTABLE ACTION.

THE Canadian trade commissioner in South Africa writes to the Department at Ottawa under date of May 30, protesting against the action of certain Canadian shippers of building material

for railways, who sent out to South Africa, as first-class, material which, on arrival, was found to be very inferior. The orders amounted to several thousand pounds, and after considerable delay about £3,000 worth arrived. The material was so inferior that no buyers could be found who would use it for the commonest kind of work, and the timber is left on the hands of the broker who handled it, he having accepted a sight draft for it before it was refused.

If this sort of thing becomes common, all our efforts for developing trade with South Africa will come to nothing. It required but a short acquaintance with the South African market to learn that they want the best of goods, not the cheapest, and if we can supply the best it is our duty to do so, to say nothing of its being entirely to our interest to introduce the finest goods of any description into a country which we desire to convert into a good customer for Canada. But whatever degree of quality our exported manufactures and natural products possess, misrepresentation, as in the above case, is the worst evil we could fall into, and will more quickly destroy our export trade than anything else. Let us hope that the shippers of the railway material can give some explanation.

ADVANTAGE OF ORGANIZATION.

THE advantages of an organization of the manufacturers and supply men engaged in the same line of trade are many. At the recent meeting of the National Association of Master Plumbers held in Montreal one of the principal advantages referred to was the benefit to be derived from such an association in creating a feeling of mutual confidence. It was felt this confidence was strengthened from time to time by bringing the craftsmen together. Trouble is often caused by some petty jealousy, by some hearsay remark, which is believed because the competitor is not personally known. There is little use in making agreements between parties unless they have every confidence in each other, and unless each believes that the other will live up to the terms agreed upon.

There is no better way to cement a bond of confidence than by frequently meeting each other to talk over trade affairs, and to meet in a social way. If this is true of the master plumbers it is just as true of the manufacturers and supply men. If the master plumber sees that the manufacturers can't trust each other, how can he be expected to put that confidence in the manufacturers and supply men which he should? It is of interest to note that representatives of the manufacturers and supply men met in Montreal and decided to form an association. This should be the beginning of a Dominion association. A very interesting meeting of the members of the Central Supply Association of the United States took place June 23 and 24 at Put-in-Bay Island, Lake Erie. It was there felt that, while primarily such meetings were for the discussion of trade matters, yet the social side of such gatherings was no small factor in bringing about a better state of affairs. In no other way can an intimate acquaintance be formed so quickly or that

HEATING AND TINWARE NUMBER.

The issue of *Hardware and Metal*, July 25, will be a Special Heating and Tinware Number.

will be so lasting. These are days of keen competition, and it is only by establishing a feeling of good fellowship one with the other that the resorting to what may be called sharp practice can to some extent at least be overcome.

AID FOR LEAD INDUSTRIES.

BUSINESS men of British Columbia and, in fact, throughout the Dominion will be pleased with the announcement made by Hon. W. S. Fielding, Dominion Finance Minister, on Monday, that a bounty of 75c. per 100 lb. or \$15 per ton, would be paid on lead smelted in Canada from native ores.

The conditions of the bounty are simple. The sum to be paid in any fiscal year is not to exceed \$500,000, and when the standard price of pig lead in London exceeds £12 10s. sterling per ton of 2,240 lbs., the bounty is to be reduced proportionately by such excess. If at the

close of any year the quantity of bounty-earning lead exceeds 33,333 tons, the rate of bounty is to be reduced so as to bring the payments within the maximum of \$500,000. If the charges for transportation and treatment of lead ores in Canada are excessive, or any discrimination prevails which prevents the smelting of lead ores in Canada on fair and reasonable terms, the Government takes power to pay the bounty at a reduced rate on the lead contained in ores mined in Canada and transported for treatment abroad. The bounties are to cease on June 30, 1908.

It will be remembered that ever since the opening of the present session the matter has been made one of paramount importance, not only by the lead miners but by the business men of British Columbia generally. Several interviews have appeared during recent months with men representing varied business interests in that province, all of whom agreed that the prosperity of a large part of the province would for the next few years be materially affected by the treatment given the lead interests by the Dominion Government.

A duty on lead imported into Canada was asked for, but to do this would have necessitated a rearrangement of duties on all lead products. The aid given will, therefore, probably be more satisfactory to the country generally, and should be adequate to satisfy the interests which sought the increased protection.

A SHORTENING OF TERMS.

IN keeping with the tendency of the age the manufacturers of wire and cut nails, screws, spikes, horseshoes, rivets and burrs, bolts and nuts have shortened their terms of sale to 60 days, net; 2 per cent. off at 30 days. Their former terms were four months net; 3 per cent. off at 30 days. It is understood that manufacturers of other lines may follow this step.

MANUFACTURER'S AGENT WANTED.

An Old Country firm exporting tin plates want to place a Canadian agency. Any manufacturer's agent who would like to get in touch may have his letter forwarded if he writes to the editor of *HARDWARE AND METAL*.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, July 10, 1903

HARDWARE.

TRADE is very fully in the pessimistic mood, and as a result the volume of the hardware trade is light. What there is doing is confined to a very small amount of wire fencing and other items, and even here, a few lots of barbed wire and horsehoe nails and a quantity of demand scattered over other lines. There have been few or no changes in prices to report. A further feeling in cotton rope, which is in dealer, and cotton and cord, which is 10 per cent. higher being about the only changes to mention.

BARB WIRE. Quiet and steady. Our quotations are as follows: \$2.80 per 100 lb. f.o.b. Montreal, and \$2.55 f.o.b. Cleveland. Carlots of 15 tons are quoted f.o.b. Cleveland at \$2.45.

GALVANIZED WIRE. Trade is light. Our quotations are as follows: No. 5, \$3.70; No. 6, 7 and 8, \$3.15; No. 9, \$2.55; No. 10, \$3.20; No. 11, \$3.25; No. 12, \$2.65; No. 13, \$2.75; No. 14, \$3.75. In carlots, f.o.b. Cleveland: No. 5, \$2.20; Nos. 6, 7, 8 and 9, \$2.15; No. 10, \$2.20; No. 11, \$2.25; No. 12, \$2.30; No. 13, \$2.40; No. 14, \$2.50. In less than carlots, 12½c. per 100 lb. extra is charged.

SMOOTH STEEL WIRE. Business is dull. Our quotations are as follows: Bright and annealed, \$2.59 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, \$2; oiling, 10c.; spring wire, \$1.25; best steel wire, 75c.; bright spot drawn, 15c.; special hay-baling wire, 30c.

FINE STEEL WIRE.—Unchanged as last quoted. Our quotations are as follows: 25 per cent., with extras, 1 and 2-lb. hanks, 25c. per 100 lb.; ½-lb. hanks, 37½c. and ¼-lb. hanks, 50c.

BRASS WIRE.—Discount 60 per cent.

PRESSED SPIKES.—Trading is light. Discounts remain 20 per cent. f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax.

FENCE STAPLES. In moderate demand. We quote \$3 per 100 lb. keg for galvanized and \$2.80 for bright, with 25c. extra for 25 and 50 lb. packages.

CUT NAILS. There has been a fair demand for these at \$2.15 f.o.b. Montreal.

WIRE NAILS. In fair request. We quote carlots at \$2.40 and small lots at \$2.15 per keg f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

HORSE NAILS. Strong but dull. We quote as follows: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Countersunk" heads, 55 per cent.; "G" brand, 40, 10 and 7½ per cent. off; "Monarch," 50 and 7½ per cent.; and "Peerless," 50 per cent.

HORSESHOES. Business is dull. We quote iron shoes, light and medium pattern, No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; X L steel shoes, new, light pattern, sizes 1 to 5, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05; featherweight, all sizes, 0 to 4, \$5.35; toe weight, all sizes, 1 to 4, \$6.60. Shoes,

more than one size in a keg, 10c. per keg extra f.o.b. Montreal only.

RIVETS AND BURRS. Without feature. Discounts are as follows: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off, and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS AND NUTS.—Remain steady with very little enquiry. Discounts are as follows: Norway carriage bolts, 55 per cent.; common, 50; full square carriage, 55; machine, 50 and 5; coach screws, 66 2-3; sleighshoe bolts, 65 and 5; blank bolts, 50 and 5; bolt ends, 50 and 5; plough bolts, 50 and 5; tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3½c. per lb. off list; hexagon nuts, 3½c. per lb. off list.

SCREWS. Only a sorting trade doing. Discounts are: Round head bright, 82½ per cent.; flat head bright, 87½ per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

CORDAGE.—There is a fair enquiry. Cotton rope and cotton bed cord are higher. We quote: Pure manilla, 11½c.; British pure manilla, 12c.; sisal, 11½c.; double lathyrus, 11½c.; single lathyrus 11c.; cotton rope, 16½c.; cotton twine, 17 and 20c for 3 and 4 ply. Cotton bed cord, 90c to \$1.35, according to length.

BINDER TWINE.—Fairly active and steady at 10½ to 13c.

BUILDING PAPER.—There is a fair demand. Our quotations are as follows: Tarred felt, \$1.85 per 100 lb.; 2-ply ready roofing, 90c. per roll; 3-ply, \$1.15 per roll; carpet felt, \$2.25 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O K and I X L, 70c. per roll; heavy straw and sheathing, \$35 per ton; slaters' felt, 65c. per roll.

SHOT.—Trade is lighter. We quote as follows: Ordinary drop shot, A.A.A. to dust, \$6.50 per 100 lb.; chilled, Nos. 1 to 10, \$7.00 per 100 lb.; buck and seal, \$7.50 per 100 lb.; ball, \$8 per 100 lb. Trade discount, 15 per cent. f.o.b. Montreal, Toronto, Hamilton, London, St. John, N.B., and Halifax.

FIREBRICKS.—In good demand. We quote as follows: \$16 to \$22 per 1,000 for English and \$17 to \$22 for Scotch, as to brand.

CEMENT. Rules unchanged. We quote: Canadian cement, \$1.90 to \$2.25; German, \$2.25 to \$2.40; English, \$2.15 to \$2.25; Belgian, \$1.70 to \$1.95 per bbl. ex-store, and American, \$2.20 to \$2.40 ex-cars.

METALS

The tone in heavy iron is distinctly better as regards values, but the amount of business passing is light, as buyers do not seem too anxious to load up, or place orders to any extent for forward business either. In metals there has been more or less fluctuation in pig tin out-side and also in copper, while sheet zinc and spelter have ruled steady to a turn firmer, but the range of spot values on all four have been unaffected.

PIG IRON. Business continues very

light. We quote: Carron, No. 1, \$21; do., No. 3, \$19.75; Middlesboro', No. 3, \$17.75; Ayersome, No. 1, \$20; do., No. 3, \$19.40.

BAR IRON.—Rules quiet with prices unchanged. We quote: Merchants' bar, \$2; horseshoe iron, \$2.25 and forged iron, \$2.30.

BLACK SHEETS.—In fair request. We quote: 28 gauge, \$2.45; 26 gauge, \$2.40; 22 to 24 gauge, \$2.35; 18 to 20 gauge, \$2.30 and 8 to 10 gauge, \$2.40.

GALVANIZED IRON.—There is a fair trade doing. We quote as follows: 28, Queen's Head, \$4.40; Apollo, 10½-oz., \$4.30; Fleur-de-Lis, \$4.15; Comet, \$4; Bell brand, \$4.05. In less than case lots, 25c. extra.

LEAD PIPE.—Quiet with prices steady. We quote 8c for composition waste and 7c for ordinary, with 30 per cent. discount.

IRON PIPE.—Continues as last reported. We quote: Standard pipe, per 100 ft., in lengths under 19 ft.: Black, ¼, \$2.40; ½, \$2.65; ¾, \$2.85, 1, \$3.65; 1-in., \$5.20; 1½, \$7.35; 1¾, \$8.95; 2-in., \$12.55. Galvanized, ¼, \$3.20; ½, \$3.45; ¾, \$3.85; 1, \$5; 1-in., \$7.20; 1½, \$10.05; 1¾, \$12.20; 2-in., \$16.85. Extra heavy pipe, plain ends, are quoted per 100 ft. as follows: Black, ¼, \$4.20; ½, \$5.25; 1-in., \$7.55; 1½, \$10.55; 1¾, \$12.75; 2-in., \$17.60. Galvanized, ¼, \$5.20; ½, \$6.65; 1-in., \$9.55; 1½, \$13.25; 1¾, \$16; 2-in., \$21.90.

TIN PLATE.—There has been some forward import business done at the equivalent of lower prices. Prices on spot however, are unchanged, \$4.00 for coke and \$4.25 for charcoal.

TERNE PLATE.—Unchanged at \$7.25.

COIL CHAIN.—Without feature. We quote: No. 6, 10c; No. 5, 9c; No. 4, 8½c; No. 3, 7c; ½-in., 6½c; 5-16-in., \$4.90; ¾-in., \$4.20; 7-16-in., \$4; 1-in., \$3.90; 9-16-in., \$3.75; 1-in., \$3.60; 1½-in., \$3.50; 2-in., \$3.45, and 1-in., \$3.40, with 10c. allowance on carlots.

CANADA PLATE.—There is some enquiry for fall importations. We quote as follows: 2s, \$2.60 to \$2.70; 60s, \$2.70 to \$2.80; 75s, \$2.80 to \$2.85; full polished, \$3.75 and galvanized, \$4.25 to \$4.35; galvanized, 60s, \$4.45 to \$4.55.

STEEL.—Unchanged. We quote: Mild, \$2.05; sleighshoe, \$2.10 to \$2.20; tire, \$2.15 to \$2.25; spring, \$2.35 to \$3; reeled machinery, \$2.75 to \$3; toecalk, \$2.60 to \$2.75; machinery (iron finish), \$2.10; mild steel, \$2.05; square harrow, \$2.50.

TOOL STEEL.—Quiet. We quote as follows: Black Diamond, 8 to 9c; Sanderson's, 8 to 9c., according to the grade; Jessop's, 13c.; Leonard's, 7½c.; Jonas & Colver's, 10 to 20c.; "Air Hardening," 50 to 65c. per lb.

INGOT COPPER.—Unchanged at \$15.50 to \$15.75.

INGOT TIN.—Quiet at \$33 to \$33.25 per 100 lb.

PIG LEAD.—Dull and unchanged at \$3.15 to \$3.25.

SOLDER.—Quiet at 20c for bar and 19c for wire.

ZINC SPELTER. As last reported at \$5.75.

SHEET ZINC.—Continues dull at \$6.50 to \$6.75.

SCRAP METALS.

Trade is light and prices unaltered. We quote as follows: Heavy copper and wire, 10c. per lb.; light copper, 9c.; heavy red brass, 10c.; heavy yellow, 8½c.;

light brass, 5c.; lead, 2 to 2½c.; zinc, 2½ to 2¾c.; iron, No. 1 wrought, \$16 to \$16.50; No. 2, \$7.50 per ton; machinery scrap, \$16 to \$16.50; stove plate, \$13; malleable and steel, \$6; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6½ to 6¾c. per lb.

ASHES.

ASHES.—Firm and higher. We quote: First pots, \$5.20 to \$5.25; seconds, \$5; Pearls, per 100 lb., \$6.25.

HIDES.

HIDES.—This market continues quiet but irregular, the opposition buyers still upsetting the standard. We quote: No. 1 beef hides, 8 to 9c.; No. 2, 7 to 8c.; No. 3, 6 to 7c. No. 1 huff sheepskins, 75 to 77c. Lambskins, 25 to 30c. No. 1 calfskins, 11c.; No. 2, 9c.

RAW FURS.

Trade continues very quiet this week, only a few furs, of those in season, being offered. A variety of prices are quoted for good furs. We quote:

	Large	Medium	Small	Kitts		
BEAVER—Labrador and choice Eastern.....	\$6.00	\$5.00	\$2.75	\$1-1.50		
" Territory Rocky Mountains and Western.....						
Strictly Prime, or, No. 1.....	6.00	4.00	2.00	.50-.75		
Partly Prime, or, No. 2.....	4.00	3.00	2.00	.50		
Unprime, or, No. 3.....	3.00	2.00	.75	.40		
Flat, weak, or poor, or, No. 4.....	2.50	.50	.25	.25		
BEAR—Black—Choice only.....	Large 15.00	Medium 10.00	Small 7.50	2 6.00	3 3.00	4 .50
" Brown.....	12.00	7.00	5.00	2 4.00	3 2.00	4 .50
BADGER—Of all sections.....	.50	.25	.10	.05		
FISHER—Eastern and far North-Eastern.....	Dark 6.50	Brown 5.00	Pale 5.00	2 3.00	3 1.75	4 .50
" Territory and Western.....	6.50	5.00	3.50	2.00	1.00	.50
FOX—Red North-Eastern and similar fine bright red kinds.....	Large 4.00	Medium 2.75	Small 1.25	.75	.20	
" Territory and Western.....	4.00	2.75	1.40	.50	.20	
" Cross—Value principally as to beauty, also size & richness.....	Dark 4.00	Fair 2.00	Pale 2.00	2 3.00	3 4.00	4 .50
" Silver—Eastern and far Northern.....	10.00	7.00	4.00	2.50	1.50	.50
" Pacific Coast, Territory and Western.....	75.00	50.00	25.00	20.00	9.00	4.50
LYNX—Far North-Eastern.....	50.00-60	35.00	20.00	15.00	5.00	2.50
" Territory and Western.....	Large 4.00-8.00	Medium 6.00-4	Small 5.00-2	2 4.00	1.00	.25
MARTEN—British Columbia, Northern Pacific and similar.....	4.00-8.00	6.00-4	5.00-2	2 4.00	.60	.20
" Territory and Western.....	Dark 7.00	Brown 5.00	Pale 3.50	2 1.75	2.50	1.00
" Quebec and Ontario.....	7.00	2.25	1.50	1.00	.60	.20
MINK—Halifax, far North-Eastern and choice.....	3.00-3.50	2.25-3.00	2 to 2.25	1.00	.50	.25
" Territory and Western.....	Large 4.00	Medium 3.25	Small 2.50	2.25	1.50	.40
MUSKRAT—Eastern, best large.....	1.50-2.00	1.50	1.00	.75	.25	.15-25
" Territory and Western.....	Spring 25-28c.	Winter 10 to 13	Fall 8 to 10	Kitts 2 to 5		
OTTER—Labrador and far North-Eastern.....	20c.	5 to 10	.07	2 to 4		
" Territory and Western.....	Large 4.00	Medium 3.50	Small 3.50	2 2.25	4 .50	Cubs \$1.00 to \$2.00
RACCOON—Black—Value according to darkness, size and beauty.....	75-1.25	.60-75	.33-50	.25	.15	.25
SKUNK.....	2.25	2.00	1.00	.50	.25	
WOLVERINE—Value according to darkness, size and beauty.....	Black 75-1.25	Shrt 75	St 40-50	Long 15	White .05-15	
CASTOREUM.....	Dark 5.00	Brown 4.00	Pale 2.50	1.50	.75	.25

NOVA SCOTIA MARKETS.

HALIFAX, July 7, 1903.

THE hardware markets have not shown, nor are they expected to show at this season, very great activity. A fair amount of business is being done covering almost every line in the trade, but largely in paints, oils, building materials, plumbers' supplies, etc. Vacations are in order and a little relaxation until the rush of Autumn business comes on.

* * *

The general conditions of trade may be considered good and late collections have been a little better than was anticipated a month ago. The depressed feeling that prevailed has largely disappeared and high hopes are entertained for the future. Business so far this year has been fully up to the average in every line and particularly heavy in builders' materials, and the dealers gener-

ally anticipate that trade for the latter half of the year will continue to be of good volume with general conditions fairly satisfactory. Much, however, depends on how the crops turn out, and the state of some of these is yet uncertain.

* * *

There have been few changes in the quotations of any importance. Linseed oil, which has been in good demand, is still quoted at 65c. for raw and 68c. for boiled. Turpentine has settled down to 81c. and the situation is much easier. Oils in general are unchanged. Cotton duck, owing to the high price of cotton, has advanced elsewhere, and if this advance hold a corresponding advance will be made here. At this season the demand is not heavy and the cotton situation may be easier before the Autumn demand sets in. Manufacturers have advanced screws about ten per cent., but the

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Hardwaremen

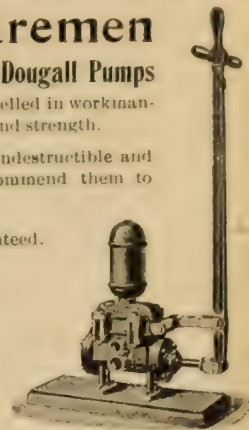
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INGOT COPPER
LAKE AND CASTING.

PIG LEAD
SPELTER
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PIG IRON

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Hamilton, Ont.

NOVA SCOTIA STEEL
& COAL Co., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And STEPHENS MARTIN

OPEN HEARTH STEEL

full effect of the advance has not been felt here and quotations remain practically the same for orders of any material volume.

* * *

Dealers still report that it is impossible to get orders filled by the manufacturers with any promptness, although the situation in some lines is slightly better than earlier in the season. There is no expectation that a better condition will rule for some months. Evidently, in expanding times, such as are now being experienced, there is room for a much larger output from the Canadian manufacturers of various lines of hardware, so that competition might result in an easier price situation. Though there is an immense amount of building going on throughout the province, it is reported from all sections that many building operations have been deferred until next

reason on account of the high price of materials. A number of such cases are known in the city. With a return to normal prices these operations would be unrepresented.

Word was received from Ottawa last night that the Prime Minister had decided to limit the British Columbia lead industry. Opinion is divided as to what effect this may have on the price of lead and lead product. The consensus of opinion seems to be that prices, though firm at present, may possibly be advanced.

R. C. H.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., July 4, 1903.

A MOST remarkable action has been decided upon to-day by the B. C. Lumbermen's Association, in refusing to send any more lumber or other building material locally. The action, which will not affect the export trade to the Northwest, or the cargo trade of mills engaged in that branch, is said to be caused entirely by the strike or lock-out of all bench and factory hands in the planing mills. This trouble began on June 1, and the men call it a lock-out, while the employers say it is a strike. The facts are, that the men had formulated a demand for a new schedule of hours, asking a nine-hour day, with five hours on Saturday, with no reduction of then-going wages. This, they said, would have to be acceded to by June 1, or they would strike. The employers, determined to refuse, posted notices in the mills that all men who would not continue work at the old rate of wages and for the same hours, were to leave their work on May 31 and take their tools out of the shops. The men removed their tools and the strike, or lock-out, has been on ever since.

Efforts have been made, with no success, to keep the factories going with non-union men, as orders for city trade and for the Northwest were heavy. No end of trouble has been experienced in trying to fill orders, and building has been under difficulties right along. A very large amount of building is under construction in this city, and the men who were out, being carpenters and members of the carpenters' union, were easily able to get work. The other carpenters assisted their brethren with strike pay from their funds. In both ways the mill men were unable to combat the men, and thus the decision was arrived at, to refuse all orders in Vancouver.

The effect of such a measure, if the action is kept up for any time, will be far-reaching. The associated building trades, as bricklayers, plasterers and others, will be thrown out with the carpenters, and dealers in builders' hardware who have enjoyed a very brisk trade will be very seriously affected. Fortunately, the general

belief is that the position will not long be maintained.

Overproduction of logs is adding to the unsettled condition of the lumber industry on the coast. The mills can only cut about 3,000,000 feet per day, all counted. There are estimated to be 5,000 loggers engaged in the camps of the coast. If these, at a conservative estimate, produce at the rate of one thousand feet per day, the output of logs would soon show an enormous surplus. On the Sound there is much the same condition existing. The export of logs from any but Crown-granted lands has prevented loggers competing in the United States market. So that both ways there has been curtailment of a possible outside market. There is much unrest as a consequence. The logging industry is one which has been a very profitable one to the hardware merchants who cater to the trade. The machine shops, too, have found a great deal of profitable business in the manufacture of donkey engines and other appliances for handling the heavy logs.

In the Kootenays the announcement from Ottawa that the Government has under consideration, with every likelihood of granting it, a \$15 bonus per ton on lead, is hailed with great pleasure. Mine owners of the leading silver lead districts say that there will be a general revival of lead mining in the Slocan, Nelson, Larde and other parts where stagnation has been marking the industry. Influential owners in the Kootenay are quoted as saying that in a month after the bonus is granted at least fifteen mines now closed will return to the producing list. It is specially noted with satisfaction that the bonus is on lead ores, which gives the mining man the benefit, not the refiner.

Another of the big cargoes of steel rails for the C.P.R. has arrived. The British ship Melgwynn from Rotterdam, with 2,000 tons of steel, is discharging at the C.P.R. wharf in this port, there being no more room at the Port Moody wharf, where the last two vessels were discharged.

A slight break in the price of glass is noted, the reduction being 25c. per square. The stocks expected from the Old Country via sailing ship have been received.

Most lines of hardware have been rather firm for some time, little change being noted, and no reductions hitherto. Some prices may be given to show the average selling figures, in a jobbing way, at present: Bar iron, \$3; Jessop's steel, 15c.; horseshoes, \$5 and \$5.25, as to size; horse nails, oval head, \$3.05; do., C.S. head, \$2.90; screws, 80-10 off list; carriage bolts, 40 p.c. off list; cut nails, \$3.60; wire do., \$3.75; rope, Manila, 15¢; boiled oil, 85¢; white

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FIRE BRICKS, FIRE CLAY,
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Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

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Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

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MIDLAND, ONT. Limited

lead, \$7.50; putty, \$3.50; barbed wire, \$4; glass, first break, \$4.50; turps, \$8.20 per case.

GEO. S. B. PERRY.

ONTARIO MARKETS.

Toronto, July 10, 1903.

HARDWARE.

AN exceptional activity for July continues, hardware jobbers finding difficulty in filling orders for many lines, notably harvesting tools, such as hoes, rakes, snaths, scythes, cradles, forks, grind stones, etc. The demand for tinware and graniteware, builders' hardware, fencing wire, nails, and staples has also been particularly active during the past week. The demand for some lines has been so pressing, that, while travellers have reported good sales, many customers have not waited for them, but have sent in their orders by mail. The shortage of several sizes of screws, carriage and tire bolts, cordage, hinges, locks, knobs and butts, is still affecting trade. No changes in prices are reported, but manufacturers of wire and cut nails, screws, rivets and burrs, spikes, horseshoes, bolts and nuts, have materially shortened their terms of sale. Instead of 4 months or 3 per cent. off at 30 days, the terms of past years, they now offer 60 net, or 2 per cent. off 30 days. The general tendency of prices is firm.

BARB WIRE.—A fairly good demand is reported; prices steady, the base being \$2.55 from Cleveland and 10c less in carlots. From stock, Toronto, \$2.50.

GALVANIZED WIRE.—Trade keeps up excellently. We quote as follows: No. 6, 7 and 8, \$3.15 to \$3.35 per 100 lb.; No. 9, \$2.50; No. 10, \$3.20 to \$3.40; No. 11, \$3.25 to \$3.45; No. 12, \$2.65; No. 13, \$2.75; No. 14, \$3.75 to \$3.95; No. 15, \$4.30; No. 16, \$4.55. Nos. 6 to 9 base from Cleveland are quoted at \$2.27½ in less than carlots and at \$2.15 in carlots.

SMOOTH STEEL WIRE.—The demand is larger than anticipated, sorting orders coming in freely. Base price is \$2.50 per 100 lb. Oiling, 10c; coppering, 60c; and tinning, \$2 per 100 lb. extra. Shipping points, Toronto, Hamilton, London, and Montreal, with freights equalized on those points.

COIL SPRING WIRE.—A large volume of sorting business is reported; prices continue steady. We quote as follows: No. 9, \$2.75; No. 11, \$3.40; No. 12, \$2.95. Freight up to 25c. per 100 lb. allowed on 500 lb. or over. Carlots of 15 tons, 5c. less, with freight up to 20c. allowed.

WIRE NAILS.—A fair business continues, as building operations throughout the country seem particularly active. We quote as follows: Carlots, \$2.40, and small lots, \$2.45 per keg f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

CUT NAILS.—A fair sorting business keeps up at \$2.50 per keg f.o.b. Toronto.

HORSE NAILS.—A fair trade is doing at steady prices. We quote: "C" brand, oval head, 40 and 10 and 7½ per cent.; on "Monarch," 60 per cent., and "Countersunk" head, 55 per cent.; on "Peerless," 45 and 7½ per cent.

HORSESHOES.—Business has assumed

larger volume this week and prices are steady. We quote f.o.b. Toronto: Iron shoes, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05. Steel, new light shoes, No. 2 and larger, \$3.95; No. 1 and smaller, \$4.20. Snow shoes, No. 2 and larger, \$4.05; No. 1 and lighter, \$4.30. If shipped from factory, 10 to 15c. less.

SCREWS. A good demand continues, with a shortage in some sizes. We quote as follows: Flat head bright, 57½ per cent. discount; round head bright, 82½ per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze, 75 per cent.

RIVETS AND BURRS.—There is a fair trade at steady prices. Quotations are as follows: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.

BOLTS AND NUTS.—Carriage and tire bolts and several sizes of nuts are still scarce; prices steady. We quote: Carriage bolts, common (\$1 list), 50 and 10 per cent.; carriage bolts, full square (\$2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron (\$3 list), 55 and 10 per cent.; machine bolts, all sizes, 50, 5 and 10 per cent.; coach screws, cone points, 66 2/3 and 10 per cent.

BINDER TWINE.—The market is firm. The bulk of the output has been contracted for and prices are now firm. We quote as follows: 650 ft., 13c; 600 ft., 12c; 550 ft., 11½c; 500 ft., 10½c.

CORDAGE.—Jobbers are having difficulty in keeping up their stocks of some sizes. We quote as follows: Pure manila, 11½c; British pure manila, 12c; sisal, 11½c; double lath yarn, 11½c; single lath yarn, 11c; double shingle yarn, 11½c; single shingle yarn, 11c; sash cord, 25 to 30c.

LAWN MOWERS.—There is not much doing now. Prices steady. We quote: Woodyatt, 12-in., \$7.50; 14-in., \$8; 16-in., \$8.50; 18-in., \$9; 20-in., \$10; Star, 12-in., \$5.50; 14-in., \$5.75; 16-in., \$6; Daisy, 12-in., \$4.90; 14-in., \$5.10; 16-in., \$5.30; Ontario, 12-in., \$14.25; 14-in., \$15.80; 16-in., \$16.80; 18-in., \$18.90; 20-in., \$20.50; Philadelphia, 12-in., \$6.50; 14-in., \$7; 16-in., \$7.50. Discount, 40 and 10 to 50 per cent.

SOIL PIPE AND FITTINGS.—From all reports the trade offer no objection to the decision of manufacturers that after the end of this year no light soil pipe should be made. A fair trade is doing. Discounts are as follows: Light soil pipe, 45 and 5 per cent.; light soil pipe fittings, 50 and 5 per cent.; medium and extra heavy pipe and fittings, 55 and 5 per cent.; 7 and 8-in. pipe, 40 and 5 per cent.

BRASS GOODS.—There is an excellent demand for brass goods for waterworks fittings, largely from municipal works.

BUILDING PAPER.—A fairly good trade continues in all lines. We quote as follows: Tarred felt, \$1.85 per 100 lb.; 2 ply ready roofing, 95c. per roll; 3 ply, \$1.20 per roll; carpet felt, \$2.30 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre, 50c. per roll; tarred fibre, 65c. per roll, O K and I X L, 70c. per roll, heavy straw and sheathing, \$35 per ton; slaters' felt, 65c. per roll.

POULTRY NETTING. A moderate sale reported. Prices are nominally at 60 per cent. for 2-in. mesh, 19 w.g.; and 50 per cent. for 2-in. mesh, 16 w.g.

Oakey's

The original and only Genuine red
paration for Cleaning Cutlery.
6d. and 1s. Containers.

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KNIFE POLISH

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MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and
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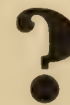


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INVINCIBLE FLOOR SPRINGS**

Combine all the qualities desirable in a Door Closer.
They work silently and effectually, and never get
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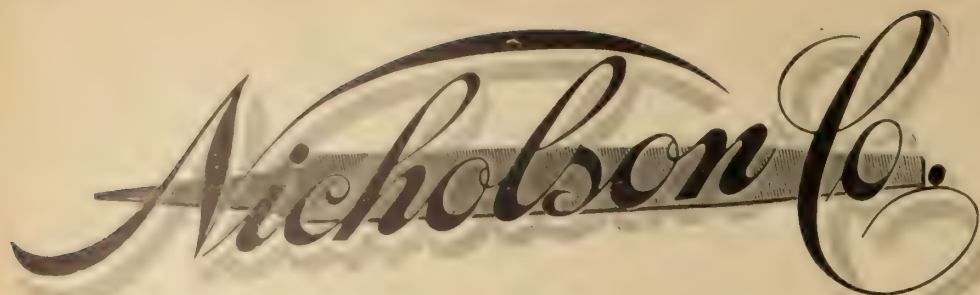
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and their convenience so great that the wonder is
that merchants do without **RUBBER STAMPS.**

Tell us what you would like and we'll tell
you the cost.

C. G. Young Co., 1 Adelaide E., Toronto



High-Grade Files and Rasps

Largest Manufacturers
in the World.

Seven Factories. Seven Brands.

May be purchased from all Prominent Hardware Merchants.

Walter Grose, Selling Agent, Montreal. DOMINION WORKS, PORT HOPE, CANADA.

The Dennis Wire and Iron Co.,

LONDON, ONT.

WIRE WINDOW GUARDS

IRON ROOF CRESTING

STABLE FITTINGS

IRON STAIRS

OFFICE AND BANK RAILINGS

METAL SASH BARS

Ornamental Wire, Iron and Brass Work.

Special Terms to the Hardware Trade.
Send for Catalogue.



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs,
Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

NEW RAILS

Sessenwein Bros.,

12, 14, 16, 18, 20, 24, 30, 35 and 56 lbs. to
the Yard—carried in STOCK for prompt ship-
ment. TRACK REQUISITES.

103 Shannon St.

.. MONTREAL.

SCREEN DOORS. There is a fair business being done in these. We quote: Screen doors, common, 2 or 3 panel, walnut stained, 4 in. style, \$6.80; stained, yellow or green, \$7; in natural colors, oil finish, \$8.15; 3-in. style, 20c. per dozen less.

PLUMBING FIXTURES. The season has been a particularly active one in earthenware goods, and a fair demand continues at steady prices.

RUBBER HOSE. Stocks are practically sold up, and retailers may have trouble in getting sorting orders filled promptly. Jason standard is now quoted at 5½c. per ft. for ½ in. and 6½c. per ft. for ¾ in.

FORK HANDLES. There is a brisk business at the new discount, 50 per cent.

PRESSED SPIKES.—Not much doing in this line this week. We quote per cwt. as follows: ½ in. x 4, 4½ in., \$4.75; 5 16 in. x 5, 6 in., \$4.50; 2 in. x 6, 7, 8 in., \$4.25; 7 16 in. x 7, 8 in., \$4.10; ½ in. x 9, 10, 12 in., \$3.90. The discount is 20 per cent.

TINWARE AND ENAMELWARE. The demand continues active, especially for such lines as are used for preserving purposes. Prices are unchanged.

WOODENWARE. A good demand is reported in this. Prices are steady as follows: Washboards, Victor, \$1.25; Crown, \$1.30; Improved Globe, \$1.45; Standard Globe, \$1.55; Original Solid Globe, \$1.70; Superior, solid back, \$1.85; Jubilee, \$1.85; Pony, \$1.95. Tubes No. 0, \$10; No. 1, \$8; No. 2, \$7; No. 3, \$6.

CEMENT. An active trade is reported. Prices are unchanged. We quote in carlots, Toronto, as follows: Canadian Portland \$2.50; German, \$2.40

to \$2.50; English, \$2.30 to \$2.50; hydraulic, \$1.50. Small quantities are 15 to 25c. higher.

METALS.

While this is not the time of year when large buying orders are being placed, the volume of business is large for July, indicating a continuance of the manufacturing activity of the early part of the year. The markets generally are steady here. In the larger buying centres iron and steel are firm; tin is lower in New York; copper has stiffened; lead is steady. Other lines are unchanged.

PIG IRON. The market is quiet, but a steady feeling prevails as to prices. We quote f.o.b. Toronto, Hamilton and Midland, No. 1, \$22; Sydney, No. 1, \$20; No. 1, Jarrow, \$21; No. 2, Summerlee, \$25.

BAR IRON.—A good business is reported in this, with prices fairly steady. The base price is now \$2. For extras, cut to length while rolling: 2 ft. and over, 19c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft., by special agreement, according to length and size.

STEEL BOILER PLATES.—There is a fair demand. The base price is \$1.96 f.o.b. Toronto.

TOOL STEEL.—A good trade continues in this. We quote as follows: "B.C." and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 11c.; Jonas & Colver's, 10 to 20c.; ditto, "Air Hardening," 79c. per lb.; Chas. Leonard's, 8 to 9c.; Park's "Silver," 12 to 14c.; Park's "Special," 15 to 20c.

MACHINERY STEEL.—The activity

continues, with prices firm at \$2 to \$2.95 f.o.b. Toronto.

COKE.—In good demand. Quotations range from \$6.75 to \$7.15 for 72-hr., and \$5.50 for 48-hr. furnace coke, f.o.b. Toronto.

BLACK SHEETS.—A good steady demand is reported, both from stock and for import, at unchanged prices. We quote as follows: Common, \$3.15 for 28 gauge and dead flat, \$3.50 for 26 gauge.

CANADA PLATES.—There is not much doing. Prices are steady. We quote: All dull, \$2.90 to \$3; half-polished, \$2.85 to \$3.10, and all-bright, \$3.75 to \$3.85.

GALVANIZED SHEETS. The activity continues. We quote: Queen's Head, \$4.50 for 28 gauge; American, \$4.40 for 21 gauge; Bell brand, \$4.30 for 28 gauge; Gordon Crown, \$4.50 for 28 gauge.

TIN.—The New York market has fallen somewhat, but there is no change here. Prices are steady. We quote \$33 to \$33.25.

TINPLATES.—In fair demand. Import orders are now arriving freely. We quote as follows: Charcoals, \$1.75 to \$5, and cokes, \$4.25 to \$4.50 per box.

COPPER.—A brisk demand continues for ingot. Business in sheets is slow. We quote: Ingot copper, \$15, and sheet copper, \$21 to \$22 per 100 lb.

BRASS.—Unchanged in price and in good demand. Discount, 10 per cent.

LEAD.—The demand keeps up nicely and the market continues firm. We quote as follows: \$3.50 per 100 lb. for pig lead, and \$3.75 for bar lead.

IRON PIPE.—The activity which has been manifest for several weeks contin-

ues. Prices are steady. We quote:
Per 100 ft.: Black pipe, $\frac{1}{2}$ in., \$3.15;
 $\frac{3}{4}$ in., \$2.40; 1 in., \$2.65; $1\frac{1}{4}$ in., \$2.85;
 $1\frac{1}{2}$ in., \$3.65; 2 in., \$5.25; $2\frac{1}{2}$ in., \$7.35;
 $3\frac{1}{2}$ in., \$8.95; 4 in., \$12.55; $4\frac{1}{2}$ in., \$20;
3 in., \$23; $3\frac{1}{2}$ in., \$30; 4 in., \$36.

ZINC SPELTER. There is a more ac-
tive demand at $6\frac{1}{2}$ to 6 $\frac{3}{4}$ c. per lb.

ZINC SHEETS.—We quote base price
as follows: Cask lots, \$6.75 to \$7, and
part casks, \$7 to \$7.25.

SOLDER.—in good demand. Prices
are unchanged. Guaranteed half-and-half
is quoted at 18 to 19c., and wiping 17 to
18c.

HIDES, SKINS AND WOOL.

HIDES.—No. 1 green, 8c.; No. 2 green,
7c. per lb.; No. 1 green, steers, $8\frac{1}{4}$ c.; No.
2 green, steers, $7\frac{1}{4}$ c. per lb.; cured, per
lb., 8 to $8\frac{1}{4}$ c.

CALFSKINS.—Veal skins, No. 1, 6 to
14 lb. inclusive, 9c.; No. 2, 7c.; No. 1, 15
to 20 lb. inclusive, 8c.; No. 2, 6c. Dea-
cons (dairies), each, 60 to 70c. Lamb-
skins, each 25 to 30c.; pelts, each, 20 to
25c.

WOOL.—Unwashed wool, per lb., 8 to
9c.; fleece wool, $14\frac{1}{2}$ to $15\frac{1}{2}$ c.; pulled
wools, super, per lb., 15c.; extra, 18c.

TALLOW.—We quote 5 to $5\frac{1}{4}$ c. per lb.

OLD MATERIAL.

The demand continues active and
prices are well maintained. Dealers quote
as follows: Heavy copper and wire, $11\frac{1}{2}$ c.
per lb.; light copper, 10c. per lb.; heavy
red brass, $10\frac{1}{2}$ c. per lb.; heavy yellow
brass, $8\frac{1}{2}$ c. per lb.; light brass, 6c.; lead,
 $2\frac{1}{2}$ c.; scrap zinc, $3\frac{1}{4}$ c.; iron, No. 1
wrought, \$14 per net ton; No. 2
wrought, \$5; machinery cast scrap, \$16;
stove plate, \$11; malleable and steel,
\$7; old rubbers, $6\frac{1}{4}$ c. per lb., and coun-
try mixed rags, 50c. per 100 lb.

MORE AID TO STEEL INDUSTRY.

THE Dominion Government on Wed-
nesday evening introduced the
measure promised to grant further
aid to the iron and steel industries. The
terms are as below:

1.—The Governor-in-Council may auth-
orize payment of the following bounties
on the undermentioned articles manufac-
tured in Canada, from steel produced in
Canada, from ingredients of which not
less than 50 per cent. of the weight
thereof consists of pig iron made in Can-
ada. That is to say—(a) On rolled,
round wire rods, not over 2-8 in. in
diameter, when sold to wire manufactur-
ers for use in making wire in their own
factories in Canada, a bounty of \$6 per
ton. (b) On rolled angles, tees, chan-
nels, beams, joists, girders, or bridge-
building or structural rolled sections, and
on other rolled shapes, not round, oval,
square or flat, weighing not less than 35
lb. per lineal yard, and also on flat eye
bar blanks, when sold for consumption
in Canada, a bounty of \$3 per ton. (c)
On rolled plates, not less than 30 in. in
width and not less than $\frac{1}{4}$ in. in thick-
ness, when sold for consumption in Can-
ada for manufacturing purposes, for
which such plates are usually required,
and not to include plates to be sheared

into plates of less width, a bounty of \$3
per ton.

2.—The Governor-in-Council may make
regulations to carry out the intention of
the foregoing section.

3.—Chapter 8 of the Statutes of 1899
be so amended as to provide that the
bounty on steel and iron, authorized by
chapter 6 of the Statutes of 1897, shall
be continued until June 30, 1907, and
that the rates of such bounties shall be
as follows:—(a) From July 1, 1903, to
June 30, 1904, both inclusive, shall be 90
per cent. of the amount fixed by said
chapter 6 of the Statutes of 1897. (b)
From July 1, 1904, to June 30, 1905,
both inclusive, the bounty shall be 75 per
cent. of the amount fixed by the said
chapter. (c) From July 1, 1905, to June
30, 1906, both inclusive, the bounty shall
be 55 per cent. of the amount fixed by
the said chapter. (d) From July 1, 1906,
to June 30, 1907, both inclusive, the
bounty shall be 35 per cent. of the
amount fixed by the said chapter.

THE STEEL TRUST'S CANADIAN PLANT.

A NEW YORK despatch says that
officials of the United States Steel
Corporation to-day announce that
work will be begun shortly on the new
plant of that company at Port Colborne,
Ontario, Canada, where a large tract of
land has been acquired for that purpose.

The despatch states that concessions
from the Dominion Government have been
secured for the dredging of an immense
basin or harbor at the junction of the
Welland Canal and Lake Erie, which will
be of sufficient size to harbor the sea

going vessels of the company's fleet.

An option has been secured from one of
the Niagara Falls power companies for
6,000 horse power of electric power. It
is proposed to erect a great industrial
company there, and to manufacture all
of the steel product that will be sold in
Canada and throughout the world out-
side of the United States.

The new plant will not compete with
the American plant of the company for
the United States trade, which will be
served from the present plants of the
company at Carnegie, Pittsburg and
other domestic points.

Threatened tariff legislation in England
and in the English possessions through-
out the world, and the proposed ship
canal from Port Colborne to the Atlantic
Ocean are said to be the actuating mo-
tives for the new plant.

GUN CATALOGUE FOR THE TRADE.

LEWIS BROS. & CO., Montreal and
Toronto, have just issued their gun
catalogue, No. 30. It contains
well-illustrated descriptions of their
complete line of guns, ammunition,
etc. The more staple guns are included
in the first pages, and are followed by re-
peating rifles of the popular makers.

Revolvers, cartridges, reloading tools
and hunters' apparel follow in order named,
the last pages being devoted to police
goods and skates. A better grade of paper
is used than that usually found in similar
catalogues, thus showing the details of
illustrations to a better advantage.

The printed prices are subject to a
special discount, a copy of which is fur-
nished the dealer. To readers of HARD-
WARE AND METAL who have not as yet
received "Gun Catalogue, No. 30," Lewis
Bros. & Co. would be pleased to mail a
copy upon application.

Practical Capability.

Isn't that the necessity?
in building materials?

Most experienced builders all over the country use our

Sheet Metal Building Materials

Because they are honest, capable goods that give the acme of
artistic effect as well as sterling endurance.

We make every conceivable need in Shingles, Ceilings, Sidings, etc.

To sell our goods is to secure the best trade.

Metallic Roofing Co., Limited

TORONTO

MONTREAL

WINNIPEG

ST. JOHN HARBOR IMPROVEMENTS.

THE people at St. John, N. B., have a lively faith in the future of Canada, and, what is more, the courage to back their faith by investments which will bear fruit when their future begins to be realized. Already St. John has spent over three-quarters of a million dollars on its harbor, without help from the Dominion. Their enterprise is to be commended, and now they come forward with a scheme to increase their harbor accommodation.

The accompanying cut from The St. John Telegraph will indicate the lines on which it is proposed to operate.

The plan, which was first conceived by Superintendent James Osborne, of the C.P.R., and submitted by him to the Board of Trade and City Council, is most comprehensive by providing berths for thirty more steamers. It is to be hoped that the Dominion Government, from whom, as has previously been noted, they are asking assistance, will give the matter a generous consideration.

The new work would start, according to Mr. Osborne's views, at the present C. P. R. wharf on the harbor front, Sand Point, and run down the harbor to the Beacon light, giving the first five slips shown 11 additional steamer berths. These slips, as shown by the plan, would be 670 feet long by 250 wide.

Then from the Beacon towards Fort Dufferin would be a line of five more piers, double ones, giving accommodation for 18 or 20 more steamers. These slips would be 1,200 feet long by 300 wide. The curved lines represent railway tracks which would serve each berth and in the immense yard which they would traverse would be room for more than 50 miles of tracks.

Extending from Fort Dufferin to Part-
ridge Island along the line of the present
breakwater, would be an esplanade, per-
haps 1,000 feet wide, with roadway and
street car lines. The lines marked "pro-
posed boulevard" and "breakwater"
show only the beginning of the proposed
esplanade; it would extend to the island,
act as a breakwater and also, on the shore
side, give room for more steamer berths.

Mr. Osborne's idea is that the piers running to the Beacon should be built at once, and the other work would be for the future.

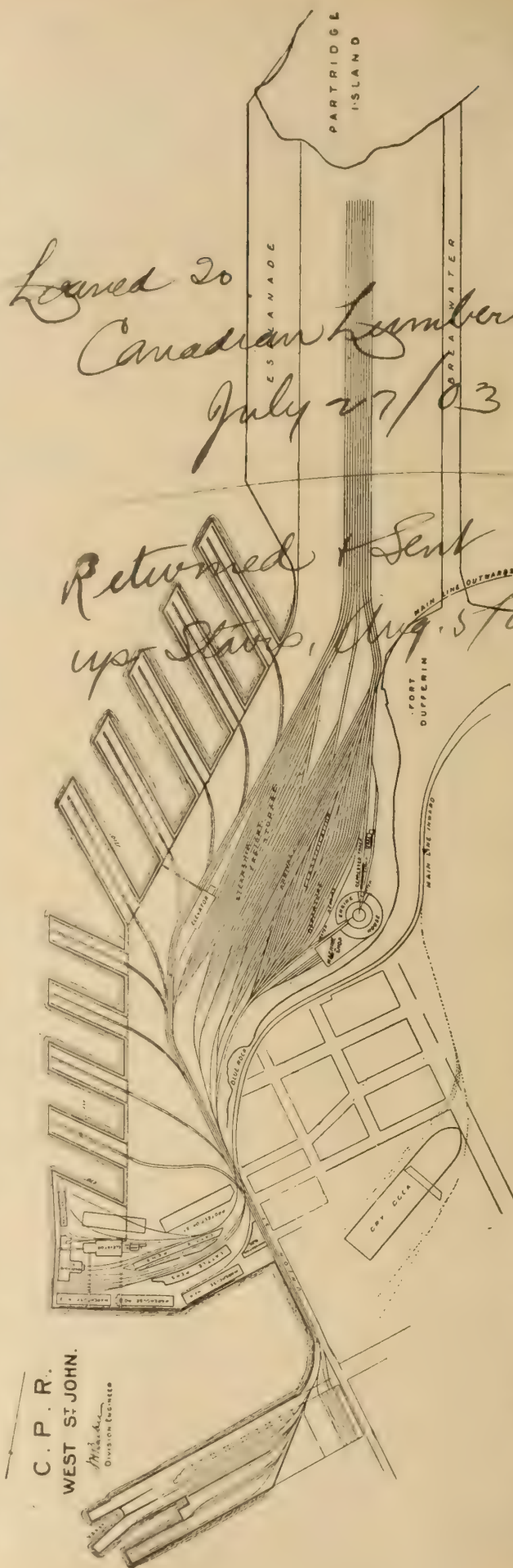
USES OF ASBESTOS.

THE order of the insurance commissioners that all wires in New York's new subway shall be insulated with asbestos, and that the roofs and floors of all subway cars shall be protected with asbestos mill board, calls attention to the valuable qualities of a mineral that we hardly knew existed a quarter of a century ago. It looks as if asbestos would be a great boon to mankind.

It is only a little over a quarter of a century since the discovery of asbestos. It is the only fireproof fibre in the world. To look at some of the beautiful articles woven from it, we can hardly conceive that asbestos is a mineral, and in its native state looks just like any ordinary rock to the untrained eye. An asbestos mine is, indeed, in simplest expression, merely a rock quarry. But from this stone it is possible to manufacture a suit of clothes.

Formerly asbestos was chiefly used as a covering for superheated pipes. Its usefulness is spreading daily. It is made into theatre curtains and stage appliances, table cloths, wall paper, lining for safes, and so on. Ground, it is manufactured, with coloring matter, into fireproof paint and into a cement tiling for floors of sky scrapers.

So far, Canada furnishes nearly all the asbestos of the world, though several mines are being developed in this country. The Canadian mines are in Ontario and Quebec Provinces. The value of Canada's output in 1901—the last year of compiled statistics—was \$1,186,434. Two-thirds of this comes to the United States. The milling process, whereby the fibre is released from stone, is a secret. It is done at the mines.—New York Commercial.



POSTAL SCALES REGULATIONS.

THE Weights and Measures Act has been amended during the present session of the Dominion Parliament by adding to Section 29, of the said act, the following subsection, viz.: "Postal scales, when engraved and stamped as such, and of a capacity not exceeding four pounds, and not used for trade purposes, may be sold without inspection under such regulations as the Department of Inland Revenue prescribes; but any person using such scales for other than postal purposes shall be liable to the penalties prescribed by sub-section 1 of this section."

A TYPICAL CASE OF EXPANSION.

A DESPATCH from Lumsden, N.W.T., gives in a brief sketch an illustration of the effect of the remarkable immigration into the Canadian North west. The despatch says: "Every day's train brought in from 10 to 20 men; soon every homestead available was secured, and considerable of the choice land bought up. Prices have ranged from \$7 to \$30 per acre for unbroken land. The four local implement dealers were soon taxed to the uttermost to supply the demand for machinery, and it is safe to say that tributary to this market the new land under cultivation has increased 30 per cent. Many have erected temporary abodes, but some few brought their families and outfits along, and are comfortably settled. The majority of these newcomers are Americans and Germans, who have had practical farming experience heretofore.

"In the village 25 buildings have been erected thus far this season, costing in all about \$50,000, among which worthy of note is Balfour Bros.' brick store and bank building, which will cost in the neighborhood of \$15,000. On every side also the farmers are erecting fine large barns and residences.

"The lines of business to newly open are a branch of the Union Bank of Canada, a law office, two real estate agencies, confectionery and fruit business, harness shop, dressmaking and millinery establishment; and it is expected another grain elevator will be built during the Summer."

THE VETERAN SALESMAN.

IN an address on "People the Hardwareman Meets," a retailer pays the following tribute to the veteran traveller: "There is another character that you often meet, in a class all by himself, different from anyone else with whom you have to do. I mean the old steady reliable travelling salesman, not the fellow that 'spiels' so cheerily one year for the biggest show on earth and the next bobs up serenely for some one else, then the third, changes both house and territory, but the man that has visited you regularly for, lo, these many years. Every 30 or 60 days he has come into your store with a smile on his face and ready to crack some new joke, or tell some anecdote of wit or wisdom just as if sorrow and care were an unknown quantity in his world and he had lost the formula for finding it. You never saw a shade on his face. He is well posted in his line of goods or he could not have held his job so long, and many times you have profited by his advice. He has stood between you and the house in

times of drought and threatened disaster. The favors and small services he has done you have been times without number. Sometimes in the quiet of the evening, waiting a delayed train, after the orders have all been picked up, he may unburden himself to you, and you find that the cares and sorrows of life are as common to his kind as to any others, but he has schooled himself to conceal his feelings from the outside world. Per chance it may be an invalid wife or wayward son, and you realize that many a bright sally of wit has been made with the vision of a suffering loved one before him and the heart sore within. But wherever he may be or whatever his name, here's to him and may he never be less."

THE OBLIGING CLERK.

THERE exists no reason why all clerks should not be obliging, says an exchange. Employers and patrons alike have the right to expect courteous service, but they don't always get it. It costs so little to be obliging, anyway, that for his own good or her own good every clerk should cultivate the politeness which is a buyer's due, whether or not he or she is the happy possessor of the virtue.

The obliging clerk is a source of profit to the employer. Many times is it the case that customers will walk up to certain clerks for certain goods, and will even wait, should those clerks be busy, until such times as they are at liberty to serve them. Simply the natural outcome of the buyer's wish to be politely served. These clerks practically build up a little trade of their own, which frequently follows them to other stores, should circumstances make a change of base necessary. In fact, there are some clerks who actually consider the matter in the light of a valuable testimonial regarding their services, which it really is, and use it as a lever to produce a better than usual salary.

PERSONAL MENTION.

Mr. J. R. Mackay, representing Caverhill, Learmont & Co., has gone on a holiday trip to Scotland, accompanied by Mrs. Mackay.

Mr. J. L. Sampson, for six years a popular employee of White Bros., hardware merchants, Collingwood, Ont., has secured the position of travelling representative of The Fairbanks Valve and Scale Co., New York.

Mr. Albert Dupuis, electrical contractor and engineer, Montreal, has left for a business trip through England, France, Germany and Switzerland.

Mr. Wm. Beatty, of The Beatty Stove and Hardware Co., 76 York street, Toronto, left on Saturday for an extended trip through the Southern States.

Mr. J. P. McNaughton, late of Messrs. Lamplough & McNaughton, who has recently been appointed travelling sales agent of The Dominion Iron and Steel Co., is at present at Sydney. Mr. McNaughton returns in a week or so to Montreal and Toronto in the interests of his company.

CONDENSED OR "WANT"

ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion, cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

SITUATIONS VACANT.

TINSMITH WANTED—For Manitoba—all-around, good man for inside and outside work; also furnace work; country town; steady work; must be steady; wages \$16.50 per week. Write Merrick, Anderson & Co., Winnipeg, Man.

MOULDERS—First-class non-union men; highest wages; cheap living; steady work year round. Western Foundry Co., Limited, Wingham, Ont.

WANTED—At once—a first-class lathe hand—for planing mill; highest wages and steady employment for right man. The Blonde Lumber and Manufacturing Co., Limited, Chatham, Ont.

WANTED—Immediately—several first-class cabinetmakers and mechanics, accustomed to woodworking with tools; permanent position. Apply The D. W. Karn Co., Limited, Woodstock, Ont.

WANTED—Three capable steam and hot water fitters; state wages expected. Purvis Bros., Sudbury.

WANTED—For wholesale hardware specialties—thorough, practical, experienced man to look after stock, orders, buying, etc. Good opportunity. Write, giving outline of experience, to Merrick, Anderson & Co., Winnipeg. 28-2

WANTED—Three capable steam and hot water fitters; state wages expected. Purvis Bros., Sudbury.

WANTED—A number of first-class stonecutters to cut Ohio stone. Geo. Ritchie, 491 King William street, Hamilton.

WANTED—Immediately—several first-class cabinetmakers and mechanics, accustomed to woodworking with tools; permanent position. Apply The D. W. Karn Co., Limited, Woodstock, Ont.

SITUATIONS WANTED.

YOUNG man with twelve years' experience in wholesale and retail hardware desires situation, either inside or on the road. Box 39, HARDWARE AND METAL. 27-2

Hardware and Metal

has inquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of inquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

HARDWARE AND METAL

Montreal and Toronto.

Window and Interior Displays

Timely Hints
and Suggestions.

To the class of merchants does the hardware store of greater value than to the hardware merchant. The hardware store is the place where the display fixtures are apt to occupy so much space and look so untidy, fixtures are used for the holding of these fixtures will take the place of many square feet of floor and provide a method of displaying goods that would, under other circumstances, have to be brought into the centre of the floor for their proper display to a customer. One of the advantages of the fixtures in use in a hardware store is, that they can be made by any man who is only fairly handy with tools, and the very articles he has in stock are in most cases the only tools required in the making.

In the cuts shown this week an English trade journal, *The Ironmonger*, shows some contrivances used by hardwaremen in London, Eng., for the display of their goods.

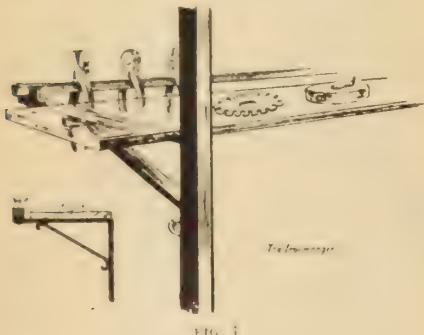


FIG. 1

Fig. 1. shows a home-made wrought iron bracket, which affords a ledge for a glass shelf and a notch for a rail, along which pliers, wire cutters and pincers can be displayed to advantage. The bar or rod used was about 3.4 or 3.6 in. in size. This fixture provides a far neater arrangement of these small tools than a wire which sags in the centre, and in addition can be used for the display of almost any articles by means of hooks thrown over the bar.

Fig. 2. was picked up in a Yorkshire town and has been used to advantage in many stores in Canada. The circle is a board about 20-in. in diameter, covered with green baize. Round the edge of this saws of all kinds were clamped, while the centre was filled with small flat tools, such as callipers, wrenches, gauges, steel squares, etc. A similar fixture has been previously described in these columns.

Fig. 3. represents a permanently fixed wire grid, which is used not only for the tools shown, but also for heavy goods of any kind, such as pails and enamelled

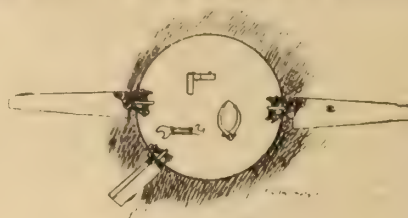


FIG. 2.

ware. The frame fitted the top of the window and was hung about three inches below the ceiling.

Fig. 4. is a contrivance for stocking and displaying garden spades, forks, and shovels. It will be found invaluable where space is limited and the ceilings fairly lofty. In the picture, the openings of the joists are made use of, but this is not necessary as the tracks or bars can be fastened a few inches below the ceiling where the joists are not exposed.

TENDENCIES OF THE TIMES

THE long and rapid strides forward in the retail hardware business, says Charles S. Barger in *The Merchants' Record*, call to view the old farmer who came to the city some weeks ago with a ton of hay drawn by his favorite team of mules. He left his load in the street and stepped in to warm. He chanced to enter a room where were long rows of photographs, and dozens of people were dropping their nickels into the slot and putting the tubes to their ears to hear a song, a merry conversation, a waltz, or a grand march by Sousa's band. This was all new to the farmer and he had no idea what to expect.

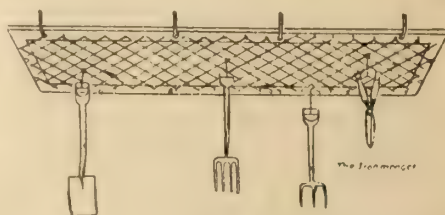


FIG. 3.

He put his coin in, adjusted the tubes and instantly Sousa's grand march began. The old man dropped the tubes like he was shot and made for the door exclaiming, "Be gosh, I never tied them

mules, and there comes that fool band down the street."

Go back a decade or score of years and see the retail hardware dealer in his den. Towards the rear of his small room was a plain common stove, surrounded by a frame filled with sand that served both for fire protection and a spittoon for the jokers. Coal-oil lamps with tin reflectors furnished the light. His stock consisted of a few kegs of nails; tin cups; cast-iron tea-kettles and wash boilers; a few dash churns; strap hinges and thumb latches for house hardware, with common heaters for soft coal; cast box stoves for wood and the old "Black Betty" for cookers. Over this array of useful utensils were hoes, axes, garden-rakes and a few other articles.

The modern store is "A horse of another color." Instead of a store front of small glass and heavy wood sash to shut out the light, you have the heavy French plate and doors that swing wide on elegant bronze hinges and shut with locks

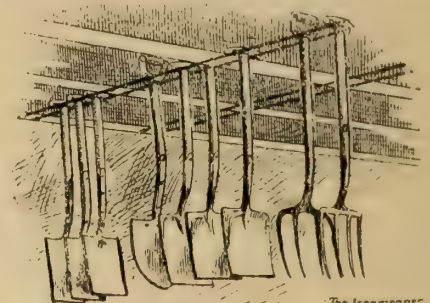


FIG. 4.

of the same. Floors are often covered with linoleum; ceilings are of stamped steel; lighted with gas and electricity; heated by furnace or by steam or hot water driven by central power, maybe a mile away. The old fashioned counters are removed; the stoves and heavy goods are moved to the rear; or have a separate place. The show cases glisten with pearl and fine steel. Cutlery, silverware, carving sets, razors, scissors, nickel and enameled ware have largely supplanted iron, tin and cheap granite.

The Cockshutt Plough Co., Brantford, Ont., have sold a portion of their old property adjoining the works of The Massey-Harris Co., to the latter company. They will build a large addition to their present plant on the newly acquired land. The Massey-Harris Co. are now employing 800 men in their Brantford works.

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JAS. A. CLINE, Managing Director.

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LESS GAS!

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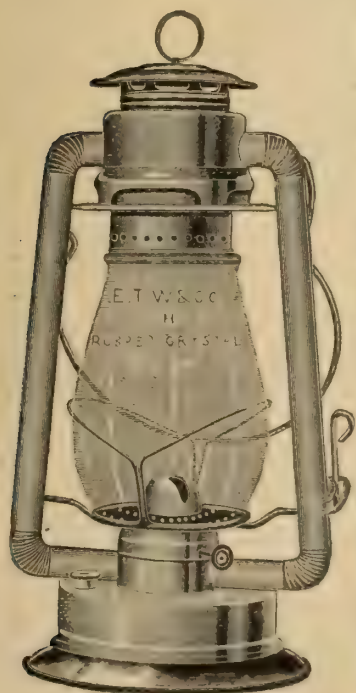
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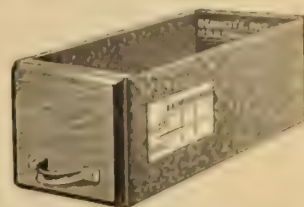
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Seed and
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Toronto

THE MASTER PLUMBERS OF CANADA.

Eighth Annual Convention of the National Association of Master Plumbers, Steam and Hot-water Fitters of Canada held in Montreal, July 1, 2 and 3, 1903.

IN the metropolitan city of Canada, Montreal, situated under the shadow of Mount Royal a city famed for its magnificent buildings, for its beautiful situation, for its historic points of interest, its famous Victoria bridge, a city where one sees cathedrals, churches, public buildings, warehouses, residences that will compare with any ~~city~~ was in this city seven years ago that representatives assembled from the various towns and cities of Canada to usher into existence the National Association of Master Plumbers and Steam Fitters of the Dominion, since which time conventions have been held annually in various cities, and interest has increased from time to time in the aims and objects laid down by the organization. It was, therefore, with considerable interest that the different associations elected their representatives to attend the eighth annual convention, which was called to meet in the city of the association's birth, on July 1, 2 and 3.

So great was the desire of some of the delegates to be on time that they arrived as early as June 28. From that on numbers were added to the delegation. The sessions of the convention were held in the "Foresters' Hall," 505 Craig street.

THE EXECUTIVE MEETING.

The Executive meeting was called to order by the president at 10 a.m., Wednesday, July 1, and entered at once into business. After a session of over two hours the committee rose to report to the convention proper, which was called to meet at 8 p.m. that day.

DELEGATES ENJOY THEMSELVES.

It was expected that the first meeting of the convention would have been held on Wednesday afternoon, but the Reception Committee had decreed it otherwise. The day being Canada's National Holiday, it was thought that the delegates should join in some of the festivities and amusements of the occasion. The Reception Committee presented a complimentary ticket to each of the delegates to the championship lacrosse match between the "Shamrocks," of Montreal, and the "Brantfords," of Brantford, Ont. This recreation was thoroughly enjoyed by all, notwithstanding the great heat of the day and the fact that most of the delegates had travelled all night. T. O'Connell, the captain of the Shamrocks, who is also president of

the Montreal Master Plumbers' Association, was given a warm reception when he appeared on the field with his team. Owing to the great crowds out at the grounds it was late before the city was reached, and it was seen that the real business of the convention would not be reached until the next morning.

Credential Committee—J. Lamarche, Montreal, chairman; H. Mahoney, Guelph and Geo. Kinsman, Halifax.

Committee on Permanent Secretary—W. H. Meredith, chairman; R. Ross, J. Lamarche, H. Mahoney, P. C. Ogilvie.

Committee on Halifax Resolutions—J. McKinley, chairman; J. Thibeault, J. D. Chisholm, W. Watson.

Committee on Sanitary Resolutions—H. A. Knox, chairman; Geo. Kinsman, L. LeGrow.



President Joseph Thibeault, Montreal.

WEDNESDAY EVENING SESSION.

The first business meeting of the convention proper was called to meet at 8 p.m., but it was fully 9 o'clock before enough delegates arrived to allow the president, Frank Powers, to call the convention to order. After this was done it was thought advisable, after the appointments of the various committees, to adjourn to meet on the following morning at 9 o'clock.

A motion was moved and carried that the president do now appoint the special committees. The following committees were then appointed:

The meeting then adjourned till 9 a.m. Thursday, July 2.

THURSDAY MORNING SESSION.

After the night's rest the convention started business in earnest. President F. Powers in the chair.

The president requested Mr. J. Gordon of Montreal, to act as sergeant at arms. John Date, one of the oldest and most highly respected representatives of the Montreal association was present, and was asked to take a seat at the side of the president.

The first order of business was the re-

...and adoption of the ...
...H. Mahoney, on
...stated that, on
...found that the follow-
...as delegates of
...convention.

The Provincial Officers

President—J. H. Mahoney, Ottawa
Vice-President—R. Ross, Toronto
Secretary—J. D. Chisholm, Montreal
Treasurer—J. A. Wooten, Fredericton
Auditor—J. F. Pickard, Toronto

Provincial Association—

Ottawa—A. H. Meredith, Toronto.
Montreal—J. F. Pickard, pro tem, Montreal.
Halifax—J. A. Wooten, pro tem, Halifax.
New Brunswick—W. Watson, Moncton.
Cape Breton—J. D. Chisholm, New Glasgow.
British Columbia—H. Mahoney, Guelph, Ont.
Manitoba—R. Ross, pro tem, Toronto.

Ontario Provincial Association—

L. LeGrow, Toronto; George Cooper, Toronto;
Frank Maxwell, Toronto; Fred Armstrong,
Toronto; J. F. Pickard, Toronto; H. A. Knox,
Ottawa; J. G. Johnson, Ottawa.

Grievance Committee.—H. A. Knox, F. G.
Johnson, W. Watson, J. Gordon and Geo. Ross.
Audit Committee.—C. E. Pickard, Toronto;
J. McKinley and J. D. Chisholm.
Press Committee.—J. Thibeault, J. Gordon and
P. C. Ogilvie.
Railway Rates Committee.—J. Thibeault, P. C.
Ogilvie.

PRESIDENT POWERS' REPORT.

The next order of business was the
reading of the officers' reports. Presi-
dent Powers read the following report:

To the National Association of Master
Plumbers, Steam, Gas and Hot Water
Fitters of Canada:

Gentlemen:—At the opening of this,
our eighth annual convention, I congratu-
late you upon the large attendance and
welcome you to the Metropolis of Can-
ada, the historic city of Montreal, with
its magnificent churches and residences,
princely stores and warehouses, and nat-
ural surroundings, which are second to
none in America.

I trust that your sojourn here will be
pleasant as well as profitable, but wish
to sound a note of warning right here.
As the attractions of this city are many
and varied, and the business hours of
our convention are few, I would kindly
ask you to put business before pleasure
and enable all to enter more fully into
whatever enjoyment may be tendered us.

During the past year I have been in
close touch with the different local as-
sociations, and am happy to state that
they are all doing well. There has been
very little, if any, trouble with any of
the leading supply houses, and the mas-
ter plumbers, manufacturers and supply
houses are on the most friendly terms
and bid fair to continue so.

The convention of 1902, held at Hali-
fax, has been of incalculable benefit to
the association in Nova Scotia. Master
plumbers and others everywhere are mak-
ing application for membership, and it
is not a question of "whom we can get,"
but "whom we will take," and it is
sometimes difficult to draw the line.

Not only is this the case in Nova
Scotia, but, I am happy to inform you
that our membership is increasing all
over the Dominion.

During my term of office I have visited
many of the plumbers and found them
very busy men. Never in the history of
the plumbing trade have the master
plumbers of this country enjoyed better
and more prosperity than they are en-
joying at the present time.

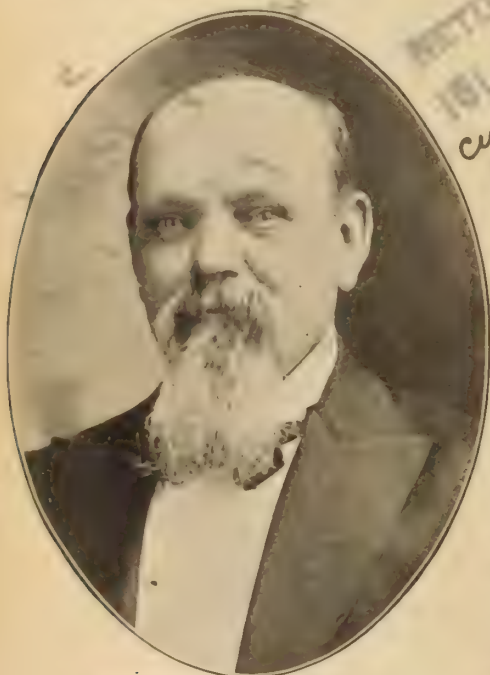
I officially visited Sydney, Cape Breton,
the steel and coal centre of Canada and
of the world in the near future, (Car-
negie to the contrary notwithstanding).
I found the plumbers there busy; plenty
of work—in fact more than they can do,
but complaining of hard times, low prices,
etc., and willing and ready for anything
that would better their condition. I
met with them in the Sydney Hotel and
had the honor of forming "The Sydney
Association of Master Plumbers, Steam,
Gas and Hot Water Fitters," consisting
of fourteen members, and a better con-
ducted and more enthusiastic meeting it
has never been my good fortune to at-
tend. And I wish here to tender my
sincere thanks for the hearty and fraternal
manner in which the Sydney master
plumbers received me.

Just along this line let me call your
attention to the need of a permanent
secretary and organizer who will receive
such remuneration for his services as will

enable him to devote his whole time to
organizing and association business.
How to provide the necessary funds is a
question for your consideration, and I
hope you will see your way clear in the
near future to provide ways and means
to keep such an official regularly em-
ployed. I devoted all the time I could
spare to this object, but business, and
other matters over which I had no con-
trol, prevented me from attaining the
success which I could have wished.

The Halifax resolutions have been of
great assistance to the members, and
while they do not exactly fill the bill,
they fill a long felt want. Measures will
be submitted to you for amending the
resolutions to better adapt them to the
needs of the members generally. These,
I trust, will have your careful considera-
tion.

Measures will also be submitted to you
for the introduction of better sanitary
laws throughout the Dominion, the need
of which is felt from one end of the land
to the other. I sincerely trust that this
matter also will have your most careful
consideration, and that you will devise



Vice-President Robert Ross, Toronto

Local Associations.—Brockville, George Ross;
Montreal, T. O'Connell, J. Gordon, Thos. Moll,
J. Watson, Halifax; J. A. Wooten, Fredericton,
D. Shea, Perth, Ont. W. G. Butler.

On motion of W. H. Meredith, seconded
by H. Mahoney, the report was adopted,
and the names mentioned above, with
any others that might be added during
the sessions, were declared to properly
constitute the eighth annual convention
of the association.

The minutes of the seventh annual con-
vention having been printed, were taken
as read. The president stated that Geo.
A. Perrier, the secretary, would not be
in attendance at the convention owing to
the recent death of his mother and the
illness of his wife; and J. Pascoe Beal
had been requested to act as secretary
for the convention.

On motion the following committees
were appointed:

Committee on Resolutions.—George A.
Wooten, R. Ross, J. D. Chisholm, H. Mahoney
and F. Maxwell.



Secretary H. A. Knox, Ottawa.

ways and means to procure the necessary
legislation. This is a matter of deep
interest to the general public, and there
should be no difficulty in establishing
good sanitary by-laws in the different
localities.

I wish to call your attention to the
matter of credits. The manufacturers of
to-day are all shortening credits, many of
them now ask for payment in thirty days.
This is a good thing, providing you are
able to pay, but, if, as in many cases,
you sell your customer at three, six, nine
and twelve months, and you are often
asked for longer time, how can you meet
your obligations for wages and materi-
als? It is impossible for the average
plumber to do so without serious incon-
venience, which occasionally ends in finan-
cial embarrassment. To remedy this, I
ask you to come to some understanding
whereby the system of credit may be cur-
tailed to thirty days.

In the matter of provincial associa-
tions, Ontario has taken the lead, and
all honor is due to the master plumbers
of that province for the good work they
have done and are doing. I trust the

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J. B. ALLEN, GEO. C. PEARSALL.

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Manager.

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THE VICE-PRESIDENT'S REPORT.

Vice President P. C. Ogilvie then read his report as follows:

To the President, etc.:

Gentlemen:—A year has passed since I had the honor to be elected vice-president of this association and in accordance with the custom of my predecessors I respectfully submit my report for the year ending June 30, 1903.

While I cannot lay claim to having accomplished anything of any consequence during my term of office as vice-president, I wish to say, that in and about Montreal the best of good feeling seems to exist between manufacturer, jobber

I do not wish to weary you with a lengthy report, but before I close I would like to say that I am pleased to see you at our eighth annual convention and sincerely hope that your stay in the city of Montreal will be a pleasant one and that the good results which are usually the outcome of our conventions, will be greater this year than ever before and I trust when this convention is over and we return to our business worries again, that we will feel greatly benefitted by the ideas advanced at this convention.

Again I thank you gentlemen, for the honor you did me a year ago, in electing me vice-president of this association. I would like to have done much more but

rest of the provinces of Canada will soon follow in Ogilvie's footsteps.

The reports of the secretary, treasurer, Executive Committee and the presidents will cover the business features of the past year and I trust that you will give particular attention to these recommendations. These as well as other important questions of vital interest, must be treated with fairness and justice to all.

To the same of the national association I wish to thank the members of the trade union, and more particularly the trade union, for what they have done for our association.

I also wish particularly to thank the International Canada Pacific and other railways for their kindness in granting



The Plumbers' Convention—Group of the Delegates.

reduced rates to the members attending this convention.

As president of the association, I wish to heartily thank the members, one and all, for their earnest and untiring zeal in performing the work of the past year, also our genial and able secretary-treasurer, G. A. Perrier, and provincial vice-president, Jas. Farquhar, for the kindly and able manner in which they have assisted me. To Mr. Perrier I extend my deep sympathy in his recent bereavement in the death of his mother and the present illness of his wife, which will prevent his being in attendance at this convention.

Respectfully submitted,

FRANK POWERS,

President.

and master plumber; I have not heard of one single complaint. Business has been very good in Montreal for the year just passed and would no doubt be much better at present, if it were not for the many strikes that we have had, which has tied business up quite a lot this year. But on a whole we have not suffered any more in that respect than other cities have.

I think that in the interest of every one, no contractor should make a contract with any labor union, until such time as they become incorporated bodies. As it is now, a contract is only kept until such time as it suits them best to break it; I sincerely hope that we will be able to get some practical suggestions from some of those present at this con-

vention, as my term of office has now expired I hope you will excuse me.

Respectfully submitted,

PETER C. OGILVIE,

Vice-President.

The reports of the various provincial vice-presidents were next given as below:

ONTARIO.

To the President, etc.:

Gentlemen:—While I object to apologies and excuses, as a rule, I am compelled in this instance to make an exception. Since the organization of the Provincial Association of Ontario, the office of national vice-president for that province, has become, in a large sense, a po-

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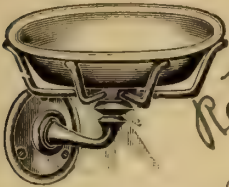


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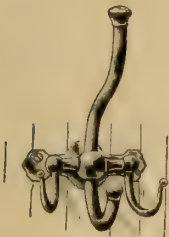
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TUMBLER HOLDER, No. 6264



*Returned
Aug. 8/03*

SOAP DISH, No. 5072



*Returned
Aug. 8/03*

ROBE HOOK, No. 6303



*also one cut in
reading matter*

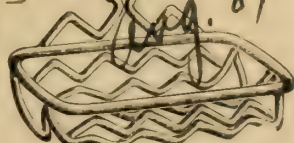
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PARISIAN LAVATORY, PL 24-E.



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Aug. 8/03*

SOAP DISH, No. 5069



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SOAP DISH, No. 5062



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SOAP DISH, No. 5065

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...I am aware that the union is the binding link between provincial associations and the National Association. I had expected that Mr. ... of ... a gentleman who has ... with the presidency of the Ontario Association would have been present and have given you the report of that province. Since I did not have my report ready to present to you in time, this is what I ask you to excuse. The report ... presented at the last meeting of the Provincial Association of Ontario, should be read by all. It is full of good cheer, tells of the ... of brighter days for the master plumber, and is full of good ...

Gentlemen, the day has come when every province must organize into provincial organizations. Canada is too large to be handled by the National Association. This was the object in providing the machinery to organize the provinces. It would be the duty of the national vice-presidents of each of the provinces to ... his province into line before the next convention of the National Association. Look at Ontario: almost every town and city in that province is in line. Brantford, Berlin, Barrie, Chatham, ... Galt, Hamilton, London, Ottawa, Peterboro, Petrolia, Sarnia, Stratford, St. Catharines, St. Thomas, Smith's Falls, Toronto, Windsor and Woodstock, are all in affiliation with the Ontario Association.

The association meets twice a year: this is a great advantage. Take one instance—Windsor, which had one of the first and best locals, for some reason, struck a rock, on which she split. Before the matter got serious, or was allowed to get cold, the provincial meeting took place and the matter was taken up, with the result that Windsor is in line again.

Pardon me, gentlemen, for seeming to make my report so long, but I am so convinced that the day and the hour have arrived when the provinces must organize, that I wish to hold up the good done by the Ontario Provincial Association. Look at it since it came into existence. Does it not stand to reason that a province can be better worked from within than from without? If we had the provinces organized the question, "How can we get all master plumbers into line?" would be solved. Toronto's association for years was a benefit to its members in name only. To-day, over 95 per cent. of the master plumbers of that city are members of its local.

In conclusion, gentlemen, let me thank you for the honor you conferred upon me at the last convention, in electing me your vice-president for Ontario. I have occupied a position on your executive board for the past five years, and now lay down the tools to let someone else wipe the joints of confidence and good feeling between the master plumbers of our Dominion.

Respectfully submitted,
W. H. MEREDITH,
Vice-president for Ontario.

NOVA SCOTIA.

To the President, etc.:

Gentlemen:—As vice-president of the Master Plumbers' Association of Nova Scotia, I beg to submit my report for the year ending June 30, 1903.

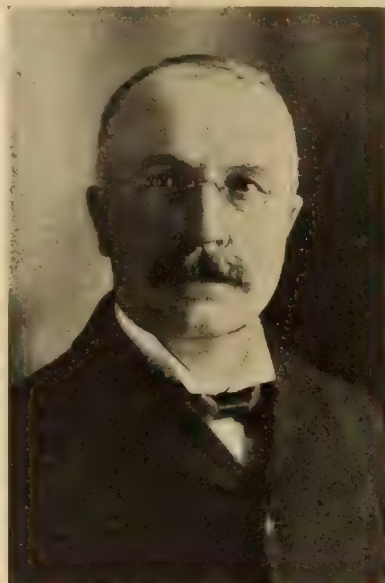
I am pleased to report the past year to be up to the general average, and we

look forward to a bright future, as the small towns are falling into line and adopting sanitary plumbing. This is something our association feels proud to report.

The formation of branch associations has been started throughout the province. Mr. Frank Powers, your president, has been successful in forming Sydney, Glace Bay and North Sydney into a separate association, having their own executive, carrying on their own business, and, at the same time, bringing them closer together; working up a much better feeling, and taking that general coldness off that is usually found to exist among all professions.

I have every confidence in the association, as they are made up of good, honest material. Personally, I have found it difficult and not at all practicable to visit the various cities and towns of the province, but I am pleased to state we are represented in nearly every section.

In conclusion I am pleased to state that the association of Halifax and vicinity is in a flourishing condition. Our meetings are held regularly and are well attended, and we find the supply



Past President Frank Powers.

houses and their representatives living up to the interests of the trade in general, and the best of feeling prevails throughout. The Board of Health of the city of Halifax are very strict, and the association assist them greatly in observing their rules and regulations, thereby gaining their respect and the confidence of the general public.

Much regretting my inability to be present at the annual meeting of the association, I am, gentlemen,

Yours very truly,
JAMES FARQUHAR,
Vice-president for Nova Scotia.

BRITISH COLUMBIA.

To the President, etc.:

Gentlemen:—As provincial vice-president of the Province of British Columbia, I beg to submit my report, which, I regret, is not as favorable as I had hoped it would be.

At the beginning of the year I corresponded with 14 different firms throughout the province, soliciting a speedy reply.

Victoria has reorganized a local association within the year, with Mr. J. J. Coughlan as secretary, and, in correspondence, seems desirous of affiliating with the National Association, but, although I have sent copies of by laws and given information and encouragement as far as I was able, they still are a little doubtful as to benefits derived therefrom.

Vancouver sent an encouraging reply, that after receiving my letter, they had formed a local association, with J. Barr, president, and R. C. Hodgson, secretary, and have since written, asking for further information regarding the National, as to benefits, cost, etc. I replied and sent reports to them also.

Replies from Rossland, Nelson, New Westminster and Grand Forks are favorable to provincial organization. Their grievance is that journeymen plumbers travelling from place to place do the work, while the owners buy the material direct from the wholesale house.

I am satisfied that if Victoria or Vancouver were to become members of the National Association and take up the work of forming provincial associations, they would soon be repaid for their trouble in the benefits they would receive; the wholesale houses would soon find out that it would be to their interest to protect the master plumbers by dealing with legitimate master plumbers only. They would be able, by being thoroughly organized, to get better prices, and do away with the practice of doing work for almost nothing, as has been the custom in the past. If they could only feel the good work that the Ontario Association is doing, they would become organized at once.

In conclusion, let me say, that with the strong foundation laid by the popular past provincial vice-president, Mr. J. H. Wilson, and the corner stone which I have tried to lay to the best of my ability, I sincerely trust that the gentleman you elect to this office will complete the building during the coming year.

Below is a list of nearly all the prominent plumbers in British Columbia:

M. Drummond, Ashcroft; Jas. Munroe, Chilliwack; Geo. Chapple, Grand Forks; Tilslet & Hishop, Greenwood; Bailey Bros., Nanaimo; Corbett & Co., and W. E. Vanstone, New Westminster; Hebnar & Hebnar, and Strachan Bros., Nelson; McLean & Conway, Phoenix; A. S. Hunden, H. F. Burch, and G. M. Weller, Rossland; Trail Hardware & Plumbing Co., Trail; M. S. Rose, W. A. Brown, Otto Laursen, J. G. Mortimore, W. Leek, Barr & Anderson, Peach & Hodgson, Jas. Hughes, Chas. Peters, Burkholder & Green, and Weeks & Son, Vancouver; C. M. Cookson, J. H. Warner & Co., Watson & McGregor, A. and W. Wilson, Jno. F. Braden, City Plumbing Co., Jno. Colbert, Clayton & Costin, Clark & Pearson, E. F. Geizer, Hickman-Tye, Hardware Co., J. T. Orr and A. Sheret, Victoria; E. Moscrop, Revelstoke.

Respectfully submitted,

HARRY MAHONEY,
Prov. Vice-Pres., B. C.

NEW BRUNSWICK.

To the President, etc.:

Gentlemen:—Having had the honor of being appointed vice-president of the Province of New Brunswick at the last annual convention, held at Halifax, N. S., 1902, I had great confidence in being able to help to organize a provincial association of the master plumbers before this, our annual convention of 1903.

I regret much not having met with the success expected. Business has been so exceedingly good this last year all



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1902



master plumbers cannot spare time for organizing purposes. So many of the master plumbers seem anxious to have a provincial association formed and still it seems impossible to get enough members together to organize. I had thought to find time to take a trip through the province and see if a personal canvass would not have the desired effect to get the master plumbers together to organize. Owing to unavoidable circumstances I was prevented from doing so. Seeing this is the only province in the Dominion without a provincial master plumbers' association, it seems to me, Mr. Lamarche's suggestion at the last annual meeting, that an organizer should be appointed, would fill the bill as far as New Brunswick is concerned, as there is such a distance to travel to get from one city or town to the other, and as St. John city seems to have nearly as many master plumbers as all the other cities and towns combined in our province our master plumbers seem to have a much more friendly feeling for each other than was the custom years ago. I believe the annual report and the trade papers deserve

a reasonable amount of success during the past year. I must here allude to the good feeling which exists between the Master Plumbers' Association and Journeymen, Local 144. I must also state that, owing to this good feeling we had no strike in Montreal this year, and we expect by the first of August that our membership will increase up in the hundreds.

Our plumbing by law has been amended and in some points will prove very beneficial and I might here state that our journeymen have to undergo an examination before practical men, which in the past was an unknown thing in this city.

Our relations with our friends, the wholesale dealers and manufacturers, are pleasant and cordial, but there are still certain matters in which a more loyal adherence to agreements by both the master plumbers and dealers would be mutually beneficial.

The whole respectfully submitted,

T. O'CONNELL,

President of Montreal Association.

SECRETARY PERRIER'S REPORT.

The report of Secretary G. A. Perrier, Halifax, was presented, and in his absence, read by Secretary J. Pascoe Beel, as below:

To the President, etc.:

Gentlemen: It is with feelings of deepest regret that I cannot, owing to a death in my family, be with you at the convention, to be held at Montreal, July 1.

I keenly feel the position I hold in relation to the association. The position of secretary is, without doubt, a responsible one, which should make it more binding for me to be present, but as I have asked my friend, Mr. J. Pascoe Beel, to act for me, and as he is well acquainted with the affairs of the association, there is not the least doubt that he will fill the position so efficiently that my absence will not be felt. I am sending books and correspondence up to date, and I do not think you will have much difficulty in understanding them.

The duties I have performed as secretary for the association the last year have been a source of pleasure to me. Perhaps I have not answered some letters as promptly as I should have wished. If there is any complaint for neglect on account of delay, I would ask you to take into consideration that my business often calls me from the city, and therefore it was not through wilful neglect.

During the year I have written 123 letters, and I do not know of any communication that I have wilfully neglected.

There were five meetings of the Executive held in Halifax during the year, and some very important business was transacted. Great credit is due our president, Mr. Frank Powers, for his attendance at the meetings, when you take into consideration that he resides 100 miles from Halifax, and on each occasion he was compelled to leave his business and attend the meeting, where, by his wise and efficient guidance, he assisted greatly in solving some very knotty questions.

I would suggest, if possible, a paid secretary, to reside more centrally, where he would be in a position to more fully grasp the affairs of the association.

In conclusion I might say I had an interview with our president before leaving for the convention, and with him

went through my work for the last year, and there is not the least doubt he will be in a position to answer any question pertaining to my work.

Respectfully submitted,

GEO. A. PERRIER

Secretary

APPRENTICESHIP COMMITTEE'S REPORT

The report of the Apprenticeship Committee was next read by Chairman H. A. Knox, as follows:

To the President, etc.:

Gentlemen: Your Apprenticeship Committee beg to report, that though this subject is not directly dealt with, it is of the utmost importance to the association. The character of our association in the future depends on the character of the apprentice of to-day. In some localities the question is rather acute, as the labor organizations indicate a desire to thin their ranks and thus check the supply of help. This is not in the interest of any community. It therefore follows that where the eye of the master plumber



Joseph Lamarche, Montreal, Vice-President for Quebec.

credit for this feeling of good will towards members of our craft.

Trusting my successor, the next provincial vice-president for New Brunswick, will be able to show a thoroughly organized master plumbers' association at the convention of 1904. I am.

Yours respectfully,

WM. WATSON,

Vice-president for New Brunswick.

A REPORT FROM MONTREAL

T. O'Connell, president of the Montreal association, presented a report for that organization, the only one in Quebec province, as follows:

To the President, etc.:

Gentlemen:—I have great pleasure in presenting the eighth annual report of the Montreal Association, and in so doing must allude to the satisfaction of our Montreal members at your last meeting at Halifax, and the good treatment they received from our friends in the "Marine Province."

The Montreal Association has met with



Harry Mahoney, Guelph Vice-President for Ontario.

must seek for help, there, also, should he apply his authority, and insist on the number of apprentices he thinks fit to employ.

Yours respectfully,

H. A. KNOX,

JAMES LEVOCK,

P. J. BOIS,

F. J. JOHNSON,

E. B. BUTTERWORTH

SANITARY COMMITTEE'S REPORT

The report of the Sanitary Committee was then read by Chairman J. W. Hughes as follows:

To the President, etc.:

Gentlemen:—Your Sanitary Committee have pleasure in reporting a continued increase in the public interest regarding sanitary matters. The pulpit, the press and platform continue the good work, and the members of our association and craft are by voice, pen and practice con-

striving not a little towards a better state of things sanitary.

During the past year the important question of the prevention of tuberculosis has been at last taken up in earnest, and the good work is now in the hands of those to whom we may look with confidence for great results in the abatement of the disease that has been truthfully called the "White Man's Plague," a disease recognized by the highest authorities as being contagious and preventable, and just as strange as it may seem, has up to a recent date, not received nearly the attention from authorities that smallpox (not nearly so fatal a disease), has.

The cities of the Dominion are slowly awakening to the necessity of good sanitation before, more especially bearing upon our calling. Montreal has been active in this respect during the past year. The old by-law has been revised and amended and brought to date, the specially noted feature being the practical and theoretical examination of the four corners. They are coming forward in large numbers and proving themselves competent. This action cannot but result in much good to the men, the masters, and, above all, to the general public. Some opposition was met with in the Council, the Legislature, and from both masters and men, but that has now nearly all disappeared, and it is realized that such legislation is not intended as an interference with trade, but as a protection to the general public.

Public sanitation during the past year sustained a great loss in the death of the late Mr. Wyatt Johnston, of McGill College, Professor of Hygiene. He was one of the heroes of peace, having fallen a victim to one of the many accidents to which men in his profession are at all times liable. His position is now held by Dr. Starkey, who is an enthusiastic sanitarian, and in a short time McGill will have a sanitary museum, covering the departments of food, clothing, light, dwelling, plumbing and sanitary apparatus, worthy of that great institution of learning.

In conclusion your committee would urge upon our members to continue the good work and do all in their power to elevate our important and responsible calling, and secure in that way the desired representation of the general public.

J. W. HUGHES,

Chairman.

THOMAS MOLL,

T. O'CONNELL.

On motion the reports were received and referred to the Committee on Resolutions, with the exception of those clauses in the presidents' reports, which had been referred to the other committees.

While the Committee on Resolutions were preparing a report the president called attention to an act which had been enacted and placed in force in the State of New York in reference to awarding of government and municipal contracts, a copy of which, as revised to be a bill for presentation to the Dominion Government, was read to the convention as follows:

THE SUGGESTED PLUMBING ACT.

The people of the Dominion of Canada represented, do enact as follows:

Section 1. All specifications or contracts hereafter made or awarded by the Dominion, or by any public department or official thereof, for the erection and construction of buildings, shall be understood to embrace stone and mason work, carpenter work, painting and decorating work, plumbing, heating, electrical work, structural iron work, and roofing.

Section 2. The officer, board or commission charged with the duty of drawing specifications and contracts for the erection and construction of buildings for the Dominion, or any political or other subdivision of the Dominion, must draw separate specifications and contracts to cover the separate kinds of work referred to in Section 1 of this act, and they must be so drawn as to permit of unfettered bidding for and upon the separate branches of work to be performed.

Section 3. All contracts hereafter made or awarded by the Dominion, or public department or official thereof, for the erection and construction of buildings, are to be awarded separately upon the



Wm. Watson, Moncton, Vice-President for New Brunswick.

separate branches of work, as referred to in Section 1 of this act, to responsible and reliable individuals, firms and corporations engaged in the business of the kind to which the work to be performed belongs.

Section 4. No bid shall be received or accepted by the Dominion or any public department or official thereof, unless the party making the bid shows by affidavit that he is a citizen of the Dominion of Canada, and as a test of his fitness to properly perform the work bid for, that he has served an apprenticeship of at least three years at the line of work specified in his bid, or that he is a contractor in the particular line, and has had at least five years' practical experience.

Section 5. If any person, firm or corporation, to whom any contract is hereafter let, granted or awarded, by the Dominion or by any public department or official thereof, shall, without the previous written consent specified in Section 5 of this act, assign, transfer, sublet, or otherwise dispose of the same, or any right, title or interest therein, to any

other person, firm or corporation, the Dominion, public department or official thereof, as the case may be, shall be relieved and discharged from any and all liability and obligations growing out of said contract, and to the persons, firm, or corporation to whom he shall assign, transfer, or sublet, or otherwise dispose of any right, title or interest in the same, and said contractor, and his assignee, transferee, or sub-lessee shall forfeit and lose all moneys theretofore earned under said contract, except so much as may be required, to pay his employees, provided that nothing herein contained shall be construed to hinder, prevent or affect an assignment by such contractor for the benefit of his creditors, made pursuant to the Statutes of the Dominion.

Section 6. All acts and parts of acts inconsistent with this act are hereby repealed.

Section 7. This act shall take effect immediately.

The president requested that a committee be appointed to proceed to Ottawa at once, to endeavor to have the Dominion Government place such a law on the statute books of the Dominion of Canada. The president said that it would be a good thing to have it adopted by the Dominion Government. It was a measure which had nothing to do with either political party. The ultimate benefit of the passage of such a bill would be far reaching, and would do away with a lot of unnecessary competition, and would place the representatives of the different works in their proper position.

Mr. Thibeault was in thorough accord with the president, though he doubted, owing to the shortness of time, whether anything could be done this session.

Mr. McKinley was also in sympathy with the measure, but thought it was not necessary to endeavor to have the bill passed by the House; that a request to the Minister of Public Works, that the principles of the measure be carried out by his department, would be all that was required.

The president stated that there were other spending departments besides that of Public Works in which the bill should be operated.

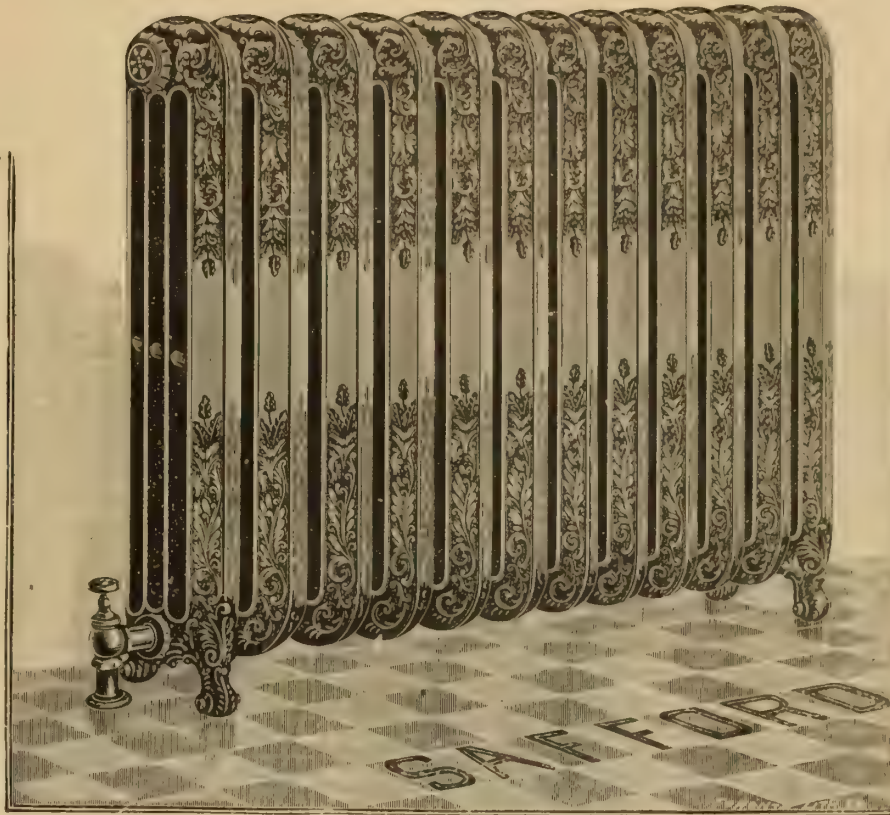
Mr. Cooper:—"Why not see members of all the Governments; both Dominion and Provincial? The Dominion Government Act would not have any control over Provincial Government works or municipal works." He thought that each Provincial Government and municipal corporation should be interviewed. He would suggest that the delegates see their members of Parliament, aldermen, and any men of influence, and so work the interests up in favor of the act, that it would more easily become law.

Mr. McKinley:—"I agree with this, but the trouble was mainly with the Dominion Government."

W. H. Meredith was in favor of a deputation going to Ottawa, but feared it

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...either later in the season to accept that the object was vain. He believed it was better to be in the right direction, and he suggested that a committee composed of President, Past President, Mr. McKinley and Mr. Lamarche interview the Government and report back to the convention next year.

The president and object to the committee reporting to the convention next year. The matter should be settled at once.

Mr. Stang suggested the president's committee, and said that any action should be postponed until this convention.

Mr. Meredith: I would not wish to tie the hands of the committee. We have every confidence in the committee suggested, and if they see any possibility of having the bill passed at this session, the convention, I am sure, would give them full power to act.

The motion was finally made that the committee named interview the Minister of Public Works and the Ministers of all spending departments, requesting that they comply with the principles of such a measure, and that the committee have power to get the Government to pass such a measure this session, if possible, and to report the result to the Executive Committee, who would have power to further instruct.

A circular letter, issued by the manufacturers of soil pipe and fittings, notifying the trade that on and after January 1, 1904, they would discontinue the sale of light soil pipe and fittings, was read, and on motion, the action of the manufacturers was endorsed, and the circular letter ordered to be printed in the report of the convention.

Mr. Mahoney raised the question of why so few ladies accompanied the delegates to the convention, and thought in future that the Reception Committee, in arranging their programme of entertainment, should consider the ladies, and that the delegates be requested to have their wives and daughters accompany them to the convention. This was considered a very good idea and was unanimously concurred in.

Mr. Lamarche here intimated that the mayor of the city would be very pleased to receive the delegates in his office in the City Hall the following day at 12 o'clock. Arrangements were made to take a photograph of the delegates and their friends immediately afterwards. On motion, the invitation was accepted. This brought to a close the morning session of the convention.

THURSDAY AFTERNOON SESSION.

The president took the chair at 2 o'clock. The minutes of the morning session were read and adopted. Mr. Powers announced that he had received a

telegram from the president of the National Association of Master Plumbers of the United States, which read as follows:

To The National Plumbers' Association of Canada:

The National Association of Master Plumbers of the United States extend greetings to the Canadian Master Plumbers' Association and wish you a harmonious convention and every success in advancing trade interests. Signed,

E. D. HORNBECK, President.

This was read amidst enthusiasm, and the president was requested to reply on behalf of the convention in session.

The committee appointed on Halifax Resolutions reported that they would not recommend any amendments to the resolutions this year, and that further action should be deferred until the next convention. The committee's report was, on motion, adopted.

The Committee on Resolutions brought in their report, which was taken up, clause by clause. The committee recommended the adoption of the president's report, which was carried; also the adoption of the vice-president's report.



Geo. Kinsman, Vice-President for Nova Scotia.

excepting clause 1, which was amended to read, "that it be a recommendation from the National Association, that any agreement which local associations may make with the journeymen, should be ratified by the International Association of Journeyman Plumbers." The committee recommended the adoption of the reports of the other officers as read.

The committee appointed to consider the question of a permanent secretary and organizer reported that they had met and fully considered the question, and had found that the state of the funds did not, at present, warrant such an appointment, but that \$150 be set apart to pay such person as would assume office as secretary and corresponding organizer.

The committee also recommended an increase in the per capita to the National Association, thereby increasing the revenue and thus enabling the National officers to more efficiently carry on the work

of organization. After considerable discussion the report of the committee was adopted.

Mr. McKinley suggested that something should be done to bring this association into correspondence with the National Association of Master Plumbers of the United States, believing that it would be in the interests of both associations to have closer relationships the one with the other.

Mr. Mahoney:—I am of the opinion that the association should send a delegate to the next convention of the National Association of the United States, which is to be held in St. Louis in 1904."

Considerable discussion took place along this line and a motion was finally adopted that the matter be referred to the Executive Committee with instructions to place themselves in communication with the president of the National Association of the United States, ascertaining if it will meet the approval of their association for a representative to be sent from our association to place the matter before their convention, and if they would reciprocate by sending a representative to the next meeting of our National Association.

The selection of the next place of meeting was then taken up. W. H. Meredith, on behalf of the Toronto Master Plumbers' Association, extended an invitation for the convention to meet in Toronto in 1904, and stated that his city would do all in their power to make the convention both pleasant and profitable.

George Ross, on behalf of the city of Brockville, extended an invitation to the convention to hold its next session in that city.

Mr. LeGrove:—While I would like to see the convention held in the city of Toronto, I think it is advisable to move it from place to place, and probably some other city is more entitled to it than Toronto. However, it is the wish of the convention to meet in Toronto next year I can assure them a hearty welcome.

No further nominations being made the president put the city of Brockville before the meeting, which was not sustained. The president then requested all who were in favor of the city of Toronto as the next place of meeting, to stand up, which was carried by a large majority.

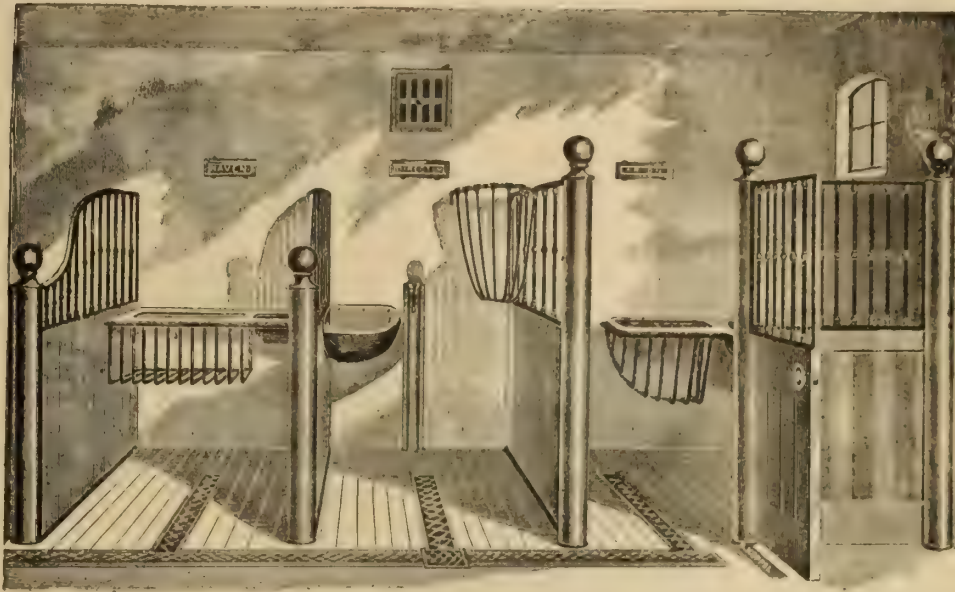
The question as to the date of the convention was taken up. It had been the custom for the Executive Committee to decide on the time of meeting. This was thought unwise, and the convention should select the date. After considerable discussion it was decided that the convention should be held in the city of Toronto, commencing on Wednesday, July 20, 1904.

On motion, the president appointed a

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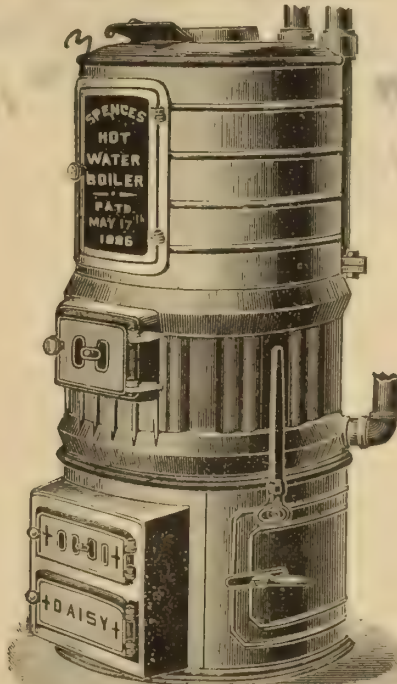
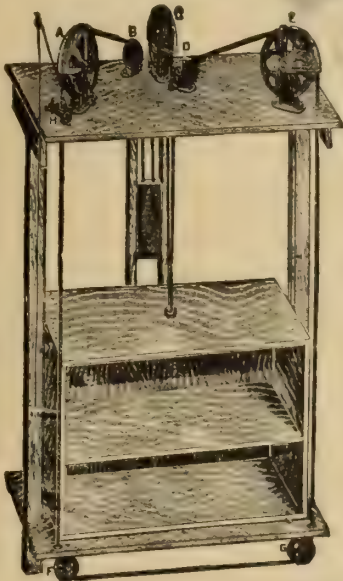
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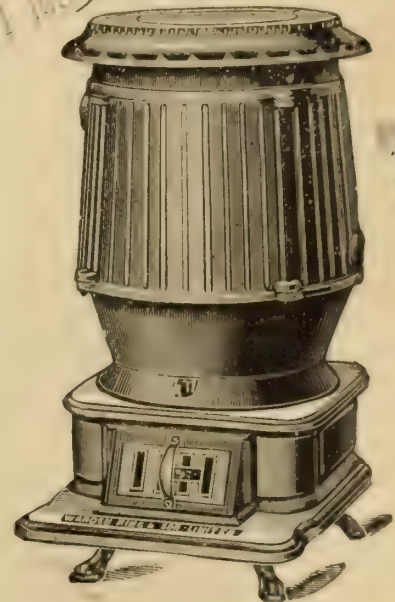
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committee, consisting of W. H. Meredith, G. Kinsman, H. A. Knox, J. Thibeault and G. Cochrane.

When having been received that Cape Breton had formed a local association, and had become affiliated with the National Association, the following telegram was sent them:

To the Cape Breton Plumbers Association—
 Convention sends you hearty greetings and wishes you prosperity. Signed

FRANK POWERS.

The convention then adjourned till Friday morning.

FRIDAY MORNING SESSION.

The president took the chair and called the meeting to order at 9 a.m. The minutes of the Thursday evening session were read and adopted. Most of the business of the morning's session was taken up in the discussion of the Grievance Committee's report, but nothing of interest for publication took place.

CONFERENCE WITH SUPPLY HOUSES

At 10.30 a.m. a number of gentlemen representing the manufacturers and supply men arrived to keep a pre-arranged appointment to discuss jointly matters of interest to them and the association. These gentlemen were introduced by R. Ross, of Toronto, who performed that office in his usual happy style. The president welcomed them and said that it had been a source of great pleasure to him to look forward to this meeting, a meeting which, he trusted, would result in mutual benefit. Among those present were:

Alex. Brenner, The Fairbanks Co., Montreal.
 H. McLaren, P. J. Lockhart and J. F. L. Carson, The Gurney-Massey Co., Limited, Montreal.
 Peter McMichael, The Dominion Radiator Co., Limited, Toronto.
 P. E. Rouillier and John Carlind, The Star Iron Co., Limited, Montreal.
 F. J. Travers, The Canada Radiator Co., Limited, Port Hope, Ont.
 James Robertson and Mr. Mackenzie, The Thos. Robertson Co., Limited, Montreal.
 W. P. Baxter, The F. W. Webb Co., Montreal.
 W. N. Forbes, Wm. Stair, Son & Morrow Limited, Halifax, N.S.

The desirability of their organizing an association for the Dominion of the manufacturers and supply men was urged on these gentlemen. It was stated that while the master plumbers were becoming thoroughly organized into local and provincial associations and were also formed into a Dominion Association; that it was rather inconvenient to meet the manufacturers and supply men to adjust any misunderstandings which might arise, or to discuss matters of mutual benefit. There was no fountain head through which communications could be sent.

A very interesting discussion ensued along this line, also on other trade topics. The master plumbers claimed that they were not given the full protection to which they were entitled. All the representatives present were called

upon to express their views on the matter and all agreed that the plumber was entitled to consideration, and that in the cities where the local associations were in thorough organization they were extending the fullest protection and consideration. They also stated that they did not always receive the consideration to which they were entitled. Sometimes local associations came to them to get help and considerations, when possibly they would be bettering their condition by looking more after local organization. It would appear that just so soon as the association was in a position to offer an equivalent, they were in a position to meet them.

The various speakers spoke of the need of more frequent meetings. It was only when conventions were in session



F. J. Travers, Port Hope, President of The Canada Radiator Company, Limited

that meetings were arranged and this, they thought, was not in the best interest of the trade.

After the various speakers had expressed themselves, the president asked W. H. Meredith to reply. In response Mr. Meredith stated that he felt a little diffidence at replying, and thought that there were others who could deal with the subject better than he. However, he would express a few thoughts. He stated that the masters' association must remember that, in dealing with the manufacturers and supply men, they were dealing with business men, men who could look at all propositions from a business point of view. These gentlemen were in business to benefit themselves, and there was no question that any proposition brought before them must have power behind it. Just as soon as these gentlemen could be brought to see that the Master Plumbers' Association was a power, they would the more readily listen to just demands.

He would urge the manufacturers to organize and do all they could to assist the master plumbers and fitters in the Dominion into closer relationship. There was no question that the manufacturers and the supply men were a powerful factor to assist in accomplishing this. He thought the subject was too far-reaching to allow a conclusion to be reached in so large a body and agreed with the representatives present that meetings should take place oftener. To this end he had much pleasure in moving that a committee of three, T. Powers, J. Lamarche and P. C. Ogilvie, arrange to meet the manufacturers and supply men on the following morning, to endeavor to form an association and to talk over the Halifax resolutions. This motion was adopted.

The conference was admitted by all to have been one of the best ever held between the representatives of the supply men and the masters, and that many minor difficulties would soon be satisfactorily arranged.

FRIDAY AFTERNOON SESSION.

Before the session on Friday evening the delegates were given a reception at the office of Mayor Cochrane, who extended a warm welcome to them. In his speech he emphasized strongly the importance of the plumbing profession to any community. President Powers, on behalf of the association, accepted the good wishes of the Mayor and thanked His Worship for his words of welcome. He also assured His Worship that the pleasure of the delegates was being fully looked after. Before returning to the convention rooms the delegates were shown through the city hall, in the rear of which they assembled and "had their picture taken," a copy of which photograph is herewith shown.

At two o'clock the session was called to order, the delegates determined to finish the business before adjournment. The election of officers was at once proceeded with. The Nominating Committee submitted the name of President Frank Powers for re-election, and on his refusal to accept, nominated Joseph Thibeault, Montreal. The retiring vice-president, P. C. Ogilvie, had signified his intention not to accept the office, so Mr. Thibeault was unanimously elected.

The election of officers resulted as follows:

President—Joseph Thibeault, Montreal
 Vice-President—Robert Ross, Toronto.
 Secretary—H. A. Knox, Ottawa.
 Treasurer—F. G. Johnson, Ottawa.

Provincial Vice-Presidents—
 British Columbia—John McKinley, Ottawa.
 Manitoba—A. J. Hammond, Winnipeg.
 Ontario—H. Mahoney, Guelph.
 Quebec—Joseph Lamarche, Montreal.
 New Brunswick—W. Watson, Moncton.
 Nova Scotia—Geo. Kinsman, Halifax.

Chairmen Standing Committees—
 Legislation—E. B. Butterworth, Ottawa.
 Apprenticeship—G. A. Perrier, Halifax.
 Sanitary—James H. Ghes, Montreal.
 Essay—John Watson, Montreal.

3 See cut book 90
Page 167
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RADIATORS
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W. H. Meredith, chairman of the Nominating Committee, introduced President John McKinley, who expressed his appreciation of the honor conferred on him by the association.

When all business had assumed their position, a resolution introduced by Jos. Lamarche, seconded by W. H. Meredith, thanked the retiring president, Frank Powers, for the faithful work performed in his term of office. In responding, Mr. Powers expressed his appreciation of the motion. He had done his duties with pleasure as well as earnestness and it was a source of satisfaction to have the approval of the association expressed in such a manner. A resolution thanking the other retiring officers for their work, was also passed. W. H. Meredith, who had for two years filled the office of treasurer, one year that of president and the last year as vice president for Ontario, took the opportunity of saying farewell to the association, owing to his having retired from the business. He wished the organization increasing success and asked for loyal support to the Executive Committee.

The Audit Committee presented their report which showed that after all receipts and disbursements had been taken into account, the year closed with a balance of \$148.28 in the treasury.

After votes of thanks had been passed to the press, to the Montreal Association and to the manufacturers and supply men, the eighth annual convention of the Master Plumbers' Association passed into history. The delegates joined heartily in singing "Auld Lang Syne," and "God save the King."

THE BANQUET.

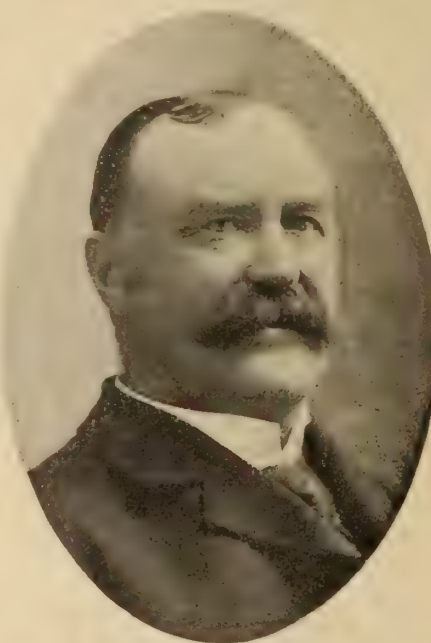
One of the most attractive features of the annual conventions of the association is the banquet. The function, which was held on Thursday evening in the Windsor Hotel, was no exception to the rule. The tables were in the shape of a horseshoe and were profusely decorated with cut flowers. About ninety guests were gathered around them when Past President Joseph Lamarche, who ably filled the chair, took his seat. Among those noticed were: L. Payette, of Warden King, Son & Co.; P. J. Lockart, J. H. L. Carron, of The Gurney Massey Co.; W. M. Lecours, of Amiot, Lecours & Lariviere; Peter McMichael and H. McLaren, of The Dominion Radiator Co.; Alex. Robertson and W. Greig, of The Jas. Robertson Co.; F. J. Travers, F. Hurtubise and Geo. E. Griffith, of The Canada Radiator Co.; P. E. Rouillier and J. Carlind, of The Star Iron Co.; W. B. Baxter and J. Terry, of F. W. Webb Co.; M. P. Shea and A. W. Bremner, of The Fairbanks Co.; R. S. Brewer, of The Thos. Robertson Co.; Geo. E. Griffith, J. S. Archibald, F. Armstrong, Geo. Coop-

er, R. Ross, J. Lamarche, J. Gordon, F. Powers, Geo. Kinsman, W. N. Forbes, D. J. Shea, L. Legrow, P. C. Ogilvie, Jno. Date, H. A. Knox, F. G. Johnson, Jno. McKinley, H. Mahoney, Geo. Ross, W. Maxwell, T. Christy and others.

The chairman was supported by President Frank Powers and on his left by J. S. Archibald, vice president of the Quebec Architects' Association. It will be seen from the menu that the guests were properly looked after.

MENU

Little Neck Clams
Russian Canape Olives Radishes
Mock Turtle Amontillado
Boiled British Columbia Salmon, Sauce Hollandaise
Sliced Cucumbers Pommies Persillade
Sweetbread Pate, Hortensia
Stuffed Spring Lamb Chop, Melba



John McKinley, Ottawa, a popular Past President.

New String Beans Bermuda Potato, Brown
Kirsch Punch
Boiled Philadelphia Squab au Cresson
Baked Cauliflower
Heart of Lettuce with Tomato, French Dressing
Assorted Cakes Fresh Strawberry Jelly
Almond Ice Cream
Cheese Crackers Fruits Coffee.

After all had fully enjoyed the good things set before them, the chairman called for order, and on rising expressed his great regret at the unavoidable absence of Thomas O'Connell, president of the Montreal Association. However, he was glad to see that the best of feeling prevailed, and extended a hearty welcome to the city of Montreal. He, with pleasure, asked them to join him in the toast to "His Majesty King Edward VII." This was responded to heartily while all

joined in singing "God save our King."

The chairman then called upon P. C. Ogilvie to propose the toast of "The National Association." Mr. Ogilvie said it gave him great pleasure to propose the toast. Montreal was the birth place of the National and this was the third time the organization had honored the city by holding their convention within her gates. He hoped that ere long an opportunity would be given whereby they would again be able to extend their hospitality. In asking them to join in this toast he wished long life to the association.

President Powers, whose name had been coupled with the toast, on rising to respond, was greeted with enthusiasm. He thanked the gentlemen present for the hearty manner in which they had received the toast and thought that it denoted the unity that now existed among them.

Behold how good a thing it is,
And how becoming well,
Together such as Brethren are
In unity to dwell.

This unity is a good thing, he continued, and should be practised as much as possible, for the closer you come together in your relations with each other and the manufacturers and jobbers, the more likely you are to derive greater benefits from the business you do. Only a few years ago if competing plumbers were by chance to meet on the street, one would skip to the other side to avoid meeting. Thanks to organization this was now changed. President Powers went on to say that it was no fault for a master plumber to partake of the "wonderful protection afforded him in his business dealing with the manufacturer" unless he lends his support to the organization that protects him. The mere payment of dues was not enough; each member should give of his time and brains to the up-building of their breastwork of safety and profit. The speaker believed that the master plumber had been the means of bringing about the present state of affairs. He, it was, who had organized, who had introduced sanitary laws, educated the public in sanitary science, created a demand for the goods. Turning to the manufacturers and supply men present, Mr. Powers asked, "What have you done in return?" Have you an organization to whom the master plumber can come with his troubles? If not, gentlemen, it is up to you to organize at an early date.

R. Ross, president of the Toronto Association proposed the toast to the "Montreal Association." In a few words Mr. Ross wished the local association every success, and urged unity as the foundation stone. Joseph Laurier, of Montreal, thanked them for their words of good wishes. As a young master plumber he admired the aims and objects of the association.

Mr. Lamarche, the chairman, added a few words. He thanked them for the hearty manner in which they had received the toast. The plumbers of Montreal were not satisfied in a local association;

See Cut 3 Book 10 Page 12

HARDWARE AND METAL

While the Wrench shown above will do any and all work any other Wrench can be made to do

IT WILL DO

the following things no other Wrench can be made to do.

1. It will take up the slack perfectly.
2. It will grip and release instantly.
3. Its self-adjusting overhead.
4. Its parallel jaws and never-slip grip give you a vice.
5. We will guarantee Our Wrench to do as much work in 8 hours as any other can do in 10 hours.
6. This Wrench is as useful to a machinist as a plumber.
7. Space will not permit further description, which, if desired, will be cheerfully given by addressing

THE INVENTOR,

C. L. HENDERSON
Berlin, Canada.

EVERYTHING IN

SANITARY WOODWORK

BOSTON WOOD RIM CO., LIMITED
TORONTO



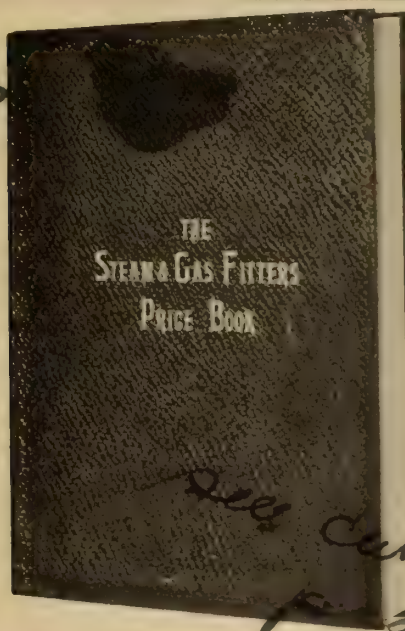
THE
MOP
THAT
THE
SUN
NEVER
SETS
ON.

TO THE RETAIL TRADE

We desire to announce that we are filling many delayed orders on our "TARBOX SELF WRINGING MOP," to the jobbers at all points from St. John, N.B., to Vancouver, B.C.

And we especially desire to intimate that every Mop is fully equal to any we have ever put out. When you find our name, which appears plainly stamped on all of our make, it is a guarantee that the Mop is fitted with a full weight cloth, one that is sufficiently "stocky" to be of practical use. We can supply an interior Mop Cloth at \$1.50 less per gross than our regular standard Cloth; but we do not AND WILL NOT fit our Mops with them. When you get an interior Mop look for the maker's name.

TARBOX BROS., Toronto, Canada.



Greatest Convenience and Time-Saver for getting at Retail Prices quickly.

COMPLETE, COMPACT.

SEE WHAT SOME USERS THINK OF IT:

100 RUE ST-JEAN

O. PICARD & FILS

PLOMBIEES, GAZIERS, FERBLANTIERS & ELECTRICIENS
FOURNAISIE A AIR CHAUD, A EAU CHAUDE ET A VAPEUR

Quebec, Sept. 20th, 1900.

MONTREAL, May 1, 1901

BROWN & GREENE CO.,
SARATOGA SPRINGS,
N. Y.

DEAR SIR:-

In answer to your enquiry of 27th ult., "Re Steam and Gas Fitters Price Book, we are pleased to state that we appreciate very much the time we save by using your book and also the service it renders to the office staff by getting at the prices promptly and correctly.

Any one who may decide to buy your book will certainly save the amount paid for it inside of a week.

Yours truly,

LESSARD & HARRIS

Brown & Greene Company,

Saratoga Springs,

N. Y.

Dear Sirs:-

Your letter of the 24th. rec'd, and we are much pleased to reply. Unit "The Steam and Gas Fitters' Price Book" is a book of great help and advantage to me, although we only had it but a couple of months.

Yours truly,

O. PICARD & FILS,

per 100

Price, \$5 prepaid.

10% DISCOUNT CASH WITH ORDER.

BROWN & GREENE CO., Saratoga Springs, N.Y.

Size.....Inches	%	1/8	1/4	3/8	1/2	3/4
TEES	List.....\$			.10	.16	.20
	Sell.....					
	40			.06	.096	
	50			.05		
	60			.04		
	64					
	70					
Galvanized	Trade....					
	Cost.....					

...had taken the initiative of National organization. The first meeting was very successful and a large number of subscribers were secured. These contributions were not alone for the interest of the supply men, but also of the supply men and manufacturers. What the master plumber wanted was to reap the benefit of his work. "Here is a master plumber," he looked upon as a gentleman. It was to be said, "He is only a plumber." In conclusion Mr. Lamothe thought the plumber had just as much to do with the health of the nation as the doctor.

W. H. Meredith, in proposing the toast "To the Manufacturers," said this toast included the manufacturer, the architect and the journeyman. "We use the goods made by the manufacturers. We make healthy homes and values designed by the architect, and we endeavor to deal fairly with the man who has done the work." Mr. Meredith read telegrams from H. W. Angus, of The Toronto Foundry Co., and A. Burton, of The Jas. Morrison Co., Toronto, regretting their inability to be present.

After the toast had been drunk J. S. Archibald, vice president of the Quebec association of architects, was the first to reply. He expressed his regret that the president of their association was not present to respond. He extended the hearty felicitations of his association to the master plumbers' association; and he congratulated them on the scope of their work. In looking over the constitution one could not but be struck with the opportunities there of doing good. In conclusion he thanked them for the courtesy shown him.

Mr. Howard, president of the journey men's association, was the next to respond. He felt that his presence was an indication of the good feeling existing between Local 114 and the master plumbers.

F. J. Travers, of The Canada Radiator Co., Port Hope, Ont., said: They would not say much of a speech from him; he believed more in work. However, in a very concise way Mr. Travers showed he knew how to make a speech. It was a good thing to dwell together in unity. It was a good thing also to come together oftener and discuss ways and means for the advancement of each other's interest. The speaker went on to tell of the great possibilities of this Canada of ours.

Peter McMichael, of The Dominion Radiator Co., Toronto, on rising was greeted with a warm reception. After expressing his pleasure at being present, he referred to the unity spoken of. He did not think that heretofore there existed the same harmony and good feeling as now existed. Thanks to organization these little differences are passing away. The gentlemen present, knowing Mr. McMichael's vocal capabilities, would not permit of him resuming his seat before favoring them with a song. Mr. McMichael good naturedly responded, and rendered in good style a song which carried the whole audience with him.

S. R. Brewer, of The Thos. Robertson Co., Montreal, said if the master plumbers carried out the laws of the National Association constitution it would make the work of the supply men very easy.

A. D. MacArthur, Toronto, of The Standard Ideal Co., stated that public speaking was not in his line; selling goods was. If what followed was a sample of what he stated he could not do, he must be a hustler at selling goods.

J. F. L. Carron, of The Gurney-Massey Co., Montreal, thought that the remarks made by Mr. Archibald, the representative of the architects' association, were along the right direction. It would be beneficial for the plumber to deal with the architect instead of through general contractors.

Alex. Robertson, of The James Robertson Co., Toronto, thought that the master plumbers of Canada would compare favorably with any class of men; they were a good lot of fellows.

Captain Giroux favored the company with a rousing French song.

Fred. Armstrong, Toronto, proposed the toast of "The Ladies." It is sufficient to say that Mr. Armstrong proposed this

Congratulations, Capt. O'Connell! You led your boys to victory. The same determination will put your association in good condition.

Old members who are not on the Executive this year are: Jas. Farquhar, Halifax; G. A. Perrier, Halifax; W. H. Meredith, Toronto, and P. C. Ogilvie, Montreal.

New members of the executive are: Geo. Kinsman, Halifax; H. A. Knox, Ottawa; F. G. Johnson, Ottawa; Joseph Thibeault, Montreal; of these Messrs. Knox and Thibeault were former members.

The manufacturers and supply men realize that they can very materially assist



Peter McMichael, Toronto, Manager of The Dominion Radiator Company, Limited,

toast. All who know him know that full justice was done to it. Harry Mahoney, of Guelph, replied in his usual happy style. The toast of "The Press," brought a very successful banquet to a close.

NOTES OF THE CONVENTION.

New Brunswick, wake up! Do you know Nova Scotia is fully organized.

The two "Papas," Forbes, of Halifax, and Ross, of Toronto, had their own time looking after their contingent.

"Harry" said that "Louis" was too long in his berth to be straight. "Louis" maintained the berth was too short.

the association in complete organization. They are also getting to realize that it is in their own interest to aid. Great things will soon be accomplished.

British Columbia, why don't you organize? Good things were said of you. You seem ready to fall into line. Why don't you get together? Read well the report of the late convention. It is only by unity that your evils can be met.

P. E. Rouillier, secretary of the General Arrangement Committee, deserves great credit for the faithful way he performed the duties of that position. Mr. Rouillier was ably assisted by R. J. Lockart; together they looked well after the comfort and entertainment of the delegates.

STEVENS MANFG. CO.

— London, Ont.

Manufacturers of . . .

BRASS GOODS, SOIL PIPE AND FITTINGS,
AND PLUMBING SUPPLIES OF ALL KINDS.

The "London" Low-Tank Combination.



We are the sole owners and manufacturers of this combination, and make all our Woodwork, which is the best put together and finest finished on the market. We have imitators, so insist on having the genuine article, and see that you get the

" LONDON. "

HEATING AND PLUMBING

SUPPLY MEN TO ORGANIZE.

ARRANGING to arrangement, a meeting took place at the office of The Canada Radiator Co., Craig street, Montreal, Saturday morning last, between the manufacturers and supply men and a committee appointed at the Friday session of the National Association of Master Plumbers, consisting of President Jas. Thibault, Past President Powers and Secretary H. A. Knox. The following gentlemen were present:

L. Pavette, representing Warden King, Son & Co.
F. J. Travers, of The Canada Radiator Co.,
Hector McKenzie and Alex. Robertson, of The James Robertson Co.
P. E. Rouillier, of The Star Iron Co.
R. J. Lockhart, of The Gurney-Massey Co.
W. H. Connell, of H. R. Ives & Co.
W. P. Baxter, of F. W. Webb & Co.

The object of the meeting was the consideration of the formation of an association of the manufacturers and supply men. It has been felt for a long time that a great deal of good that might be done by the National Association of Master Plumbers could not be done owing to the fact that representatives of the manufacturers and supply men had to be interviewed individually. This it was claimed was not in the best interest of either parties. After discussing the question it was finally decided to organize. Jas. Robertson acted as chairman of the meeting, while P. E. Rouillier performed the duties of secretary.

WINNIPEG PLUMBERS AGREE

THE threatened dispute between the master plumbers and the plumbers' union has been practically settled. The men and their employers have been working on a new agreement for a few weeks and the announcement is now made that a basis of agreement has been arrived at. The rate of wages shall be 50 cents per hour, second class men to rate from 25 cents upwards; second class men who have been employed in this city for the past year to get not less than present rate of wages. Nine hours to constitute a day's work. Overtime shall count as time and a quarter up to 10 p.m., after 10 p.m. time and a half. Sunday and Labor Day double time. First class steam fitters shall be allowed only two helpers. The apprentice system shall be

governed by joint meeting of the masters and the union. Winnipeg Voice.

BASEBALL AT WOODBINE.

The baseball team of the Master Plumbers of Toronto and their friends journeyed down to the Woodbine on Saturday afternoon last to meet a team of the manufacturers. It was somewhat of a juvenile proposition they struck, that is, considering the age of the plumbers' team. However, a fine game was played and everybody had a good time. At the conclusion of the sixth innings the score stood 13 to 6, in favor of the manufacturers. It was here that a change in the team took place, with the result that at the end of the ninth innings W. Copping, of the Inspection Department, who umpired the game, declared it a draw, the score being:

Manufacturers—1, 2, 2, 1, 1, 6, 5, 0, 0—18.
Master Plumbers—0, 2, 0, 1, 1, 2, 2, 4, 6—18.

It looked like a sure victory for the plumbers, they had a man on third and one on second base, with two men out, when a very clever play by Fred Somerville put the last man out on second base. A feature of the game was the home run of Adams', of the plumbers' team. Bill Adams, of course, saved Waterloo, but it was the plumbers' Bill Adams that saved defeat at the Woodbine. To day the journeymen meet the bosses, when, it is expected a good game will be put up.

DOES NOT DETERIORATE WITH USE.

PLUMBERS have so much trouble with stopcocks, which, after the first year or so, become somewhat worn, with the result that there is continually a small leak from them, that it is not



surprising they have appreciated the good qualities of the Morrison Patent Stop Cock, which is constructed with a spindle and holder containing a soft rubber disc and a brass washer between this and the bibb washer. In closing, the soft rubber disc cannot spread laterally, being held by the walls of the holder; hence the pressure must be outward, thus

acting as a cushion to the bibb washer, the effect of which is to give more elasticity to the spindle in the act of closing. Many of these stopcocks have been in service for two or three years and stop the flow as completely and evenly as when they were installed.

BUILDING PERMITS.

TORONTO.

F. B. Poucher, two pair dwellings, west side Howland avenue, near Victor, to cost \$5,000; Geo. Harper, architect.
Dr. J. B. Fraser, brick dwelling, south side of Queen, near Broadview avenue, to cost \$5,000; C. F. Wagner, architect.
Robertson Bros., five storey brick and stone factory, 103 and 105 Queen east, to cost \$7,500.
C. Bulley, brick dwelling, 16 Withrow avenue, to cost \$2,200.
Wm. E. Weale, dwelling, corner Bloor and Russett, to cost \$1,500.
W. N. McEachern, residence, 37 Lentz avenue, to cost \$1,500.
J. J. Fraser, pair dwellings, 406 and 108 Albany avenue, to cost \$3,000.
A. Nicholson, dwelling, 11 Concord avenue, to cost \$1,300.
Jas. McDonald, pair dwellings, 234 and 236 St. Claren's avenue, to cost \$5,000.
J. F. Ellis, addition to dwelling, 81 Wellesley street, to cost \$1,200; Symons & Rae, architects.
Robert Laidlaw, dwelling, 32 North Sherbourne street, to cost \$7,000; W. and W. Stewart, architects.

HAMILTON.

John W. Coffee, for brick house on Smith avenue, between Cannon and Barton streets, to cost \$1,300.
Charles Milne, a new house at the corner of Victoria avenue and Robert street, to cost \$2,100.
W. B. Rodgers, residence at the corner of Victoria avenue and Evans street, to cost \$900.

BRANTFORD.

George Howell, brick residence, on Fair avenue, \$1,250.
John W. Aiken, brick dwelling, Dufferin street, \$700.
Mrs. Agnes Whitaker, brick house, Park avenue, \$2,800.
Mrs. Lina Torry, brick house, on Sheridan street, \$1,900.
George Jennings, brick dwelling, Eagle avenue, \$1,250.

OTTAWA.

J. G. Park, solid brick dwelling, Somerset street, \$1,000.
James Moore, solid brick dwelling, Somerset street, \$1,000.
Fred Rowe, brick veneered dwelling, Rochester street, \$1,500.
R. A. Baldwin, brick veneered dwelling, Lorne avenue, \$1,000.
J. C. Chamberlain, three brick veneered houses and store, Somerset street, \$3,500.

VARNISH REMOVER PAINT REMOVER

A Painter Will Pay

a price for what will save him time—don't you think so? He buys a gallon of Varn-Off for \$3.00 and that gives you a nice profit; with it he will take off more varnish from any surface in two hours than he could rub off or scrape off by the old way in two days—that's business isn't it?

Send for sample

VARN-OFF

and try it yourself.

A. RAMSAY & SON
MONTREAL

EST'D
1842

PAINT
MAKERS

Salt Glazed Vitrified



and Fittings.

Fire Brick and Ground Fire Clay,
Flue Linings, Portland Cement.

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TORONTO POTTERY CO.

TORONTO, ONT.

Exclusive Sales Agents.

We sell

Pig Iron.
Ingot Tin.
Ingot Copper.
Zinc Spelter.
Pig Lead.
Babbit Metals.
Solder.
Cotton Waste.

We buy

Scrap Rubber of all kinds.
—Rubber Boots and Shoes.
—Rubber Bicycle Tires.
—Rubber Carriage Tires.
—Rubber Hose.
—Rubber Springs.

We buy

Drosses of all kinds.

—Tin,
—Lead,
—Type Metal,
—Zinc

Brass Ashes.
Metal Residues.

We buy

Scrap Metal

—Iron,
—Copper,
—Brass,
—Zinc,
—Lead.

FRANKEL BROTHERS,

MONTREAL,
92-98 Wellington St.

TORONTO,
116-120 George St

The New Century Ball-Bearing Washing Machine.



Not the cheapest but decidedly the best Washing
Machine made.

Five to seven minutes only required for a tubful.
The operator need not stand when using it, and there is practically
no wear on garments.

Full information given on application.

THE DOWSWELL MANUFACTURING CO.,
Hamilton, Ont. L. mited.

W. L. HALDIMAND & SON, Montreal, Eastern Agents.

HENDERSON'S PERFECT WRENCH.

The delegates to the convention at Montreal last week were very much interested in a new wrench that was shown by C. L. Henderson, of Berlin, Ont., the inventor. The features that will recommend the wrench are the instantaneous and perfect manner in which it takes up the slack, the self-adjustment on over-hand work, also the fact that the wrench can be used as a vice. These features will make this wrench a valuable tool, not only for the plumber, but for the machinist. Mr. Henderson, the inventor, is a practical machinist and knows full well the requirements of the trade.

PRESIDENT ELECT JOSEPH THIBEAULT.

It will be of interest to the craft to know something of the man who is now at the head of the National Association. Joseph Thibault was borne at St. Rose, Laval County, Que., in the year 1858. In 1867 his family removed to Montreal and he was placed at the Christian Brothers' College. After acquiring the education necessary for the struggle with life, he started as a plumber's apprentice. His perseverance and energy led him to success. At the age of twenty he opened a shop on St. Paul street, Montreal, and to-day is at the head of a flourishing business situated at 410 St. James street, and prosperity has rewarded his early labor.

President Thibault has always taken a keen interest in the cause of mutuality; he is an old member of the following mutual societies: St. Joseph, St. Peter, United Workmen and the Travellers' Association. At the convention held in May 1899, the delegates and Executive Board elected Mr. Thibault as general president of La Societe des Artisans Canadiens-Francais.

His colleagues knew his devotion to the mutual societies and under his leadership the number of members have greatly increased. In a word, President Thibault is a self-made man and as such he deserves the admiration of his brother craftsmen and his fellow citizens.

CANADA RADIATORS.

The Canada Radiator Co., now located in Port Hope, Ont., have made wonderful strides in the race for public patronage. This company has now been in business three years. During that time, short though it may be, they have advanced to such an extent that they are now one of the leading companies in their line in Canada.

Their radiator, which is patented, is claimed to have perfect circulation. It is so constructed that the same radiator works in both steam and water, and both the steam and water must travel the

length of each loop before entering the next. Thus in a steam radiator there are no pockets in which the air can lodge and prevent free circulation of steam. In a hot water radiator there is no mixing of the hot and cold water. The cold returns to the boiler and forces the hot through the radiator, thus more heat is taken out of it, and a more rapid circulation obtained.

This company have now agencies in all the leading centres throughout Canada, and they claim the time is not far distant when the "Canada" will be the standard of excellence of radiators. There is every probability that this company will have a radiator plant installed in the vicinity of Montreal this Fall.

THE BALL CHECK LIGHT COMPANY

The Ball Check Light Co., New York, have crossed the border. Their representative in Canada, W. W. Mitchell, is planning a widespread educational and business campaign in the matter of better light. Demonstrations are given to any interested at the company's office, 26 Toronto Arcade, Toronto. "Hardware and Metal" was present at one of the demonstrations and can testify to the success of the ball check idea, which is applicable to either mantle burners or open flame. The feature of the device is a ball, or small globe, which spreads the gas low down in the burner, and provides for a perfect mixture of gas and air.

Some burners fail in making the pressure of flame uniform and of sufficient height to produce a light of even quality, resulting in broken and blackened mantles. The ball check can be quickly attached to any burner. The company are also dealers in arc lamps for store lighting. Their lamps are likely to prove very popular. The commercial value of good light is, we are glad to say, coming to be appreciated by merchants everywhere. The arc lamps are fitted with an attachment that by a slight pull shuts off the gas with the exception of a tiny light. A second pull serves to turn on full and ignite the gas at the same moment. A good deal more might be said concerning the Ball Check Light, but "Hardware and Metal" serves its purpose in acquainting the trade with a device of which many merchants will be glad to learn.

THE ROCHESTER LAMP COMPANY.

The Rochester Lamp Co., 24 Front street west, Toronto, look forward to the Fall trade with a good deal of confidence. The Rochester lamps are so widely known and enjoy such a good name that there is reason for thinking the coming season will be the best one so far experienced. Gas fitters and dealers handling gas fix

tures may not know that The Rochester Lamp Co. handle a goodly range of plumbers' supplies as these pertain to gas lighting mantles, gas-hose, etc. This company are also agents in this district for the "Yotto" gas arc lamps, and the "Yotto" burner—"Yotto" is a synonym for the best there is in gas lamp and burner construction. The "Yotto" burner can be applied to any incandescent lamp, and is designed to greatly improve the quality of light, by providing a better mixed and better distributed gas. The "Needle Valve" will commend itself as a simple, yet effective, device for improving the quality of light.

BUILDING NOTES.

Building trade is brisk in Orillia, Ont. It is expected that the wharf will be completed in six weeks. The crib-work is now complete.

Extensive improvements are being made in Thos. Fennell's implement warehouse on Proton street, Dundalk, Ont.

The building trade in Vancouver, B.C., has been exceptionally good this season, the permits granted for the first six months of the year amounting to more than \$100,000 per month. It is therefore to be regretted that the refusal of the mill men to supply lumber to the local trade until the mill factory hands return to work may interrupt building operations. The Builders' Exchange has endorsed the action of the millmen.

Permits for 45 new buildings, representing an outlay of \$318,314, were issued in Montreal during June. Permits for repairs to buildings during the same month represented an outlay of \$49,820.

A \$2,000 residence is to be erected on Macnab street, Hamilton, by E. B. Patterson.

Hamilton building permits for June amounted to \$65,000, an increase of \$8,075 over the corresponding month of last year.

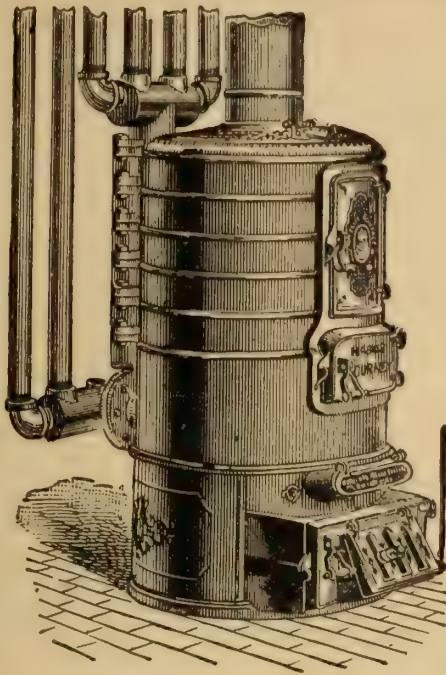
The strike of the sash and door makers of Montreal has failed. The masters have granted nothing.

A new theatre with seating capacity of 1,300 is to be built this season in Sydney, N.S. Saxe & Archibald are drawing the plans.

The G.T.R. intend building new stations at Milton and Whitby, Ont. Excavations were commenced at Whitby on Dominion Day.

F. Reiss has received a permit to build a brick building on York street, Hamilton, to cost \$1,200.

Arbitration proceedings have been in progress between the Carpenters' Union and the Master Builders' Association of Halifax, N. S. Skilled mechanics are to receive an increase and foremen are to decide as to ability of employees.



The Man who Pays for the Coal —

is the man who buys the furnace. He wants a house-warmer, not a coal-eater ; so he is going to study the matter very thoroughly before he decides. When he comes to investigate the merits of the

Oxford Hot Water Heater

we give him every assistance. Newspapers and magazines keep telling him the different points in which the Oxford excels all other heaters on the market. Our profusely illustrated booklets complete the sale. So the sale is really made when the prospective customer comes to you—that is, if you can supply him with the Oxford Hot Water Heater.

THE GURNEY FOUNDRY CO., Limited

TORONTO, CANADA,

VANCOUVER.

THE GURNEY-MASSEY CO., Limited,

MONTREAL.



KITCHEN RANGE BOILERS

“Apollo” Galvanized

Made of “Apollo” open-hearth steel

Severely tested at **200 lbs.** before galvanizing (making tightness doubly sure) and are perfectly galvanized inside and out.

25, 30, 35, 40, 52 gallons

Quotations on application

The Thos. Davidson Mfg. Co., Limited, Montreal

IRON OUTLOOK PROMISING.

PROFESSOR W. C. Miller, provincial geologist, returned to Toronto recently after a somewhat extended tour of inspection through northwestern Ontario. His reports that the iron outlook for that province is now very promising. There is no doubt that there are several regions in northwestern Ontario similar to those which have proved so rich in Northern Michigan and Minnesota. The Temagami, the Temagami range is promising and very similar to the Vermilion of Minnesota. Many ranges are, as yet, but slightly prospected because of the lack of adequate transportation facilities. This lack is hindering operations in the Temagami range at present, but it is expected that the new railway to be built to the northeast arm this fall will remove the difficulty.

Work is progressing satisfactorily in the iron properties east and west of Port Arthur. Six diamond drills are now in operation. There is some activity in the two ranges along the route of the Canadian Northern, but that road is busy with other traffic and hence can afford to be independent toward the mining industry.

At the famous Helen Mine at Michipicoten, ore is being shipped from the lower levels. Mr. Clergue's company is said to have mined 355,000 tons there last year and altogether it is estimated that they have taken 800,000 tons of iron ore from that mine. Mr. J. W. Wells, late provincial assayer, is in charge of the laboratory and sorting plant at the Helen.

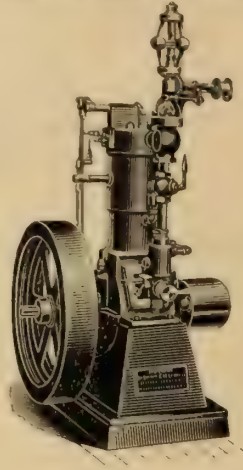
The Leen Lake Iron Co., recently incorporated with \$3,000,000 capital, are operating 25 miles north of Sault Ste Marie, along the Algoma Central, on what was formerly the Breitung Mine.

GASOLINE ENGINES FOR THRESHERS.

THE McLachlan Gasoline Engine Co., Limited, 201 Queen street west, Toronto, are making an engine of unique type. The distinguishing features are the sparking device, the vaporizing valves and the double cylinders working on the same crank, completely overcoming the vibration common to many types of engines. The consumption of gasoline is less than one pint per hour per horse power.

The McLachlan engine has been manufactured for the past four years. In this time it has been subjected to tests of all sorts, the purpose being to have it absolutely proven before the public should be asked to buy it. For two years it has been on the market, and has never failed to vindicate its claims. It is an interesting thing to record that the latest gasoline engine ever built in

Canada for marine use is a McLachlan. A popular use to which this engine has been put is for threshing, and the market has been our great Northwest. Engines for this purpose are made from 20 to 30 h.p., and are to be had mounted, portable or traction. Prices range for such engines from \$900 to \$1,500.



Gasoline engines for threshers' outfits are an interesting industrial development.

The McLachlan engine is made as low as ½ h.p. and up to 40 h.p., and is certain to have a large sale among users of power, for every purpose where motive power of limited capacity is sufficient.

J. C. McLachlan is known east and west. An electric motor of his manufacture, had a very wide popularity, over 1,400 of them being sold in Toronto alone. Mr. McLachlan is president, and W. Galbraith, recently of Belleville, is secretary and business manager of The McLachlan Gasoline Engine Co., Limited.

ATKINS COMPANY AGAIN EXPAND

THE saw manufacturing firm of E. C. Atkins & Co., Incorporated, of Indianapolis, Indiana, has been making rapid strides during the past ten

years, their business having grown to immense proportions in all parts of the world, necessitating the establishing of branch houses and salesrooms, not only in their own country, but in Canada and other foreign countries.

This wonderful growth has been followed by a corresponding increase in the capacity of their great plant, and, during the past four years they have added several new and extensive buildings, such as their wood-working factory, hand-saw building, gas works, etc.

But the continued great demand for the saws and tools bearing the Atkins brand, has rendered even these many improvements inadequate for their requirements, and they were confronted with the problem of moving away from their present location or acquiring a larger amount of land adjoining, in order to properly care for their rapidly increasing trade.

Thus was necessitated the most important step this firm has taken for several years. They have just purchased the entire plant occupied by The Parry Manufacturing Co., the largest buggy manufacturing concern in the world, employing over 1,500 men. This property joins the factory on the south, and consists of several large, well arranged brick buildings, besides several of small size, which can readily be made suitable for their needs.

The magnitude of the Atkins plant when the property just acquired is fitted up can easily be judged when the fact is made known that the entire works now cover about three blocks, and most of this space is solidly built up with three, four and five-storey brick buildings.

E. C. Atkins & Co. have branch houses at New York city, Memphis, Tenn., Atlanta, Ga., Minneapolis, Minn., and Portland, Ore., besides sales offices in Chicago, Ill., St. Louis, Mo., Toronto, Can., London, Eng., Melbourne, Aus., Capetown, S. A., Paris, France, and elsewhere.

David Kemp, painter, Hamilton, is deceased.

WHY WOOD'S PATENT-PLANISHED

sheet iron drove Russia out of the market—800 packs were imported last year.

It was a trifle handsomer.

It was a trifle cheaper.

Made in various and more economical sizes.

One was about as good as the other in other respects.

Return a whole sheet for an inch of fault.

Quick service.

American Sheet Steel Company
Battery Park New York

If you want to sell a FIRST-CLASS RAZOR, concaved by the best grinders in the world,



H. Boker & Co.'s "ROYAL CANADIAN"

is the thing. No line will give you better satisfaction.

CURRENT MARKET QUOTATIONS.

July 10, 1903.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits -
56 and 28-lb. ingots, 100 lb. \$33 00 \$34 00

TIN PLATES.

Charcoal Plates—Bright.
M.L.S., equal to Bradley - Per box.
I C, usual sizes..... \$6 75
I X..... 8 25
I X X..... 9 75

Famous, equal to Bradley -
I C..... 6 75
I X..... 8 25
I X X..... 9 75

Raven and Vulture Grades—
I C, usual sizes..... 5 00
I X..... 6 00
I X X..... 7 00
I X X X..... 8 00
I X X X..... 4 50
D C, 12x17..... 5 25
D X X..... 6 00

Coke Plates—Bright.

Bessemer Steel—
I C, usual size, 14x20..... 4 00
I C, special sizes, base..... 4 50
20x28..... 9 00

Charcoal Plates—Terne.

Dean or J. G. Grade -
I C, 20x28, 112 sheets..... 8 50
I X, Terne Tin..... 10 50

Charcoal Tin Boiler Plates.

Cookley Grade—
X X, 14x56, 50 sheet bxs. }
" 14x60, " } 7 00
" 14x65, " }

Tinned Sheets.

72x30 up to 24 gauge..... 8
26..... 8 50

IRON AND STEEL.

Common bar, per 100 lb..... 2 05
Refined..... 2 45
Horseshoe Iron..... 2 40
Hoop steel, 1 1/2 to 3-in. base..... 2 90
Sleigh shoe steel, "..... 2 10
Tire steel..... 2 30
Reeled machinery..... 3 00
Toe calk steel..... 2 85
T. Firth & Co.'s tool steel, per lb..... 0 12
Jessop's tool steel..... 0 14
Morton's tool steel..... 0 12
Black Diamond and "B.C." tool steel..... 0 10
Chas. Leonard's tool steel..... 0 08
Park's "Silver" tool steel..... 0 12
" " "Special"..... 0 15
Jonas & Colver's tool steel..... 0 10
" " "Air Hardening"..... 0 17
Drill steel, per lb..... 0 08

BOILER TUBES.

Per foot.
1/2 in..... 0 09
2 in..... 0 10
2 1/2 in..... 0 13
3 in..... 0 14
3 1/2 in..... 0 17
4 in..... 0 34

STEEL BOILER PLATE.

1/2 in..... 2 50
3/16 in..... 2 60
1/4 in. and thicker..... 2 50

BLACK SHEETS.

Com. D Fl.
10 and 12 gauge..... 2 55
18 gauge..... 2 85
20..... 2 85
22 to 24 gauge..... 2 95
26..... 3 05
28..... 3 15

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

All dull, 52 sheets..... 2 90
Half-polished..... 3 00
All bright..... 3 75

IRON PIPE.

Black pipe - Per 100 feet.
1 inch..... 3 00
1 1/2 inch..... 3 25
2 inch..... 3 40
2 1/2 inch..... 3 55
3 inch..... 3 70
3 1/2 inch..... 3 85
4 inch..... 4 00
4 1/2 inch..... 4 15
5 inch..... 4 30
6 inch..... 4 45

Galvanized pipe—

1 inch..... 3 20
1 1/2 inch..... 3 45
2 inch..... 3 60
2 1/2 inch..... 3 75
3 inch..... 3 90
3 1/2 inch..... 4 05
4 inch..... 4 20
4 1/2 inch..... 4 35
5 inch..... 4 50
6 inch..... 4 65

Malleable Fittings—Discount 15 p.c.

Cast Iron Fittings—

On unions, 55 per cent.; on nipples, 60 per cent.; on all others, 50 per cent.

GALVANIZED SHEETS.

G.C. Comet Bell. Head
16 gauge..... 4 05
18 to 24 gauge..... 4 05
26..... 4 25
28..... 4 40

American brands, 84 40 for 28 gauge. Less than case lots 10 to 15c. extra.

CHAIN.

Coof coil, 3-16 in., per 100 lb.
1/2 inch..... 7 85
5/16 inch..... 5 25
3/8 inch..... 4 50
7/16 inch..... 4 25
1/2 inch..... 4 20
5/8 inch..... 4 30
3/4 inch..... 4 40
Halter, knivel and post chains, 40 to 40 and 5 per cent.
Cow ties..... 40 p.c.
Tie out chains..... 65 p.c.
Stall fixtures..... 35 p.c.
Trace chain..... 45 p.c.
Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

COPPER.

Ingot. Per 100 lb.
Casting..... 15 50
Lake Superior.....

Bars.

Cut lengths, round, 1/2 to 1 in. 23 00
" round and square, 1 to 2 inches..... 23 00

Sheet.

Plain, 14 oz., and light, 16 oz., 14x48 and 14x60..... 22 00
Plain, 14 oz., and light, 16 oz., irregular sizes..... 22 50
Timed copper sheet..... 24 00
Planished..... 32 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb. 0 23
35 to 45..... 0 22
50-lb. and above..... 0 21

BOILER AND T.K. PITTS.

Plain timed, per lb..... 0 28
Spun, per lb..... 0 32

BRASS.

Red and Sheet, 14 to 30 gauge, 15 per cent.
Sheets, hard rolled, 2x4..... 0 23
Tubing, base, per lb..... 0 23

ZINC SPELTER.

Foreign, per 100 lb..... 6 25
Domestic..... 6 50

ZINC SHEET.

5-cwt. casks..... 6 25
Part casks..... 6 75

LEAD.

Imported Pig, per 100 lb..... 3 50
Bar, per lb..... 0 05
Sheets, 2 1/2 lb. sq. ft., by roll..... 0 06
Sheets, 3 to 6 lb. "..... 0 06

NOTE: Cut sheets 1c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 30 p.c. dis. f.o.b. Toronto.

NOTE: Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

SHOT.

Common, \$6 50 per 100 lb. chilled, \$7 00 per 100 lb. buck, seal and ball, \$7 50. Discount, 15 p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freight equalized.

SOIL PIPE AND FITTINGS.

Light soil pipe, discount, 45 and 5 per cent. fittings, discount 50 and 5 p.c. Med and Extra-heavy pipe and fittings, dis. 35 and 5 per cent.
7 and 8-in. pipe, discount 40 and 5 per cent.

SOLDER.

Bar, half and half, guaranteed..... 0 20
Bar, half and half, commercial..... 0 19
Refined..... 0 19
Wiping..... 0 17

ANTIMONY.

Cookson's..... per lb. 9 00

WHITE LEAD.

Per 100 lb.
Pure..... 5 00
No 1..... 4 62
No 2..... 4 25
No 3..... 3 87
No 4..... 3 50
Munroe's Select Flake White..... 5 75
Elephant and Decorators Pure..... 5 25
Brandram's Genuine..... 6 50
Decorative..... 5 50
No 1..... 6 12
Decorators' Pure..... 5 50
Essex Genuine..... 5 25

RED LEAD.

Genuine, 500 lb. casks, per cwt. \$4 75
Genuine, 100 lb. kegs..... 5 25
No 1, 500 lb. casks, per cwt. 1 00
No 1, 100 lb. kegs, per cwt. 4 25

WHITE ZINC.

Extra Red Seal..... 0 06
No 1..... 0 07
No 2..... 0 05

DRY WHITE LEAD.

Pure, casks..... 5 25
Pure, kegs..... 5 75
No 1, casks..... 5 00
No 1, kegs..... 5 25

PREPARED PAINTS.

In 1/2, 1 and 1-gallon tins
Pure, per gallon..... 1 20
Second qualities, per gallon..... 1 00
Barn (in bbls.)..... 6 00
The Sherwin Williams paints..... 1 10
Canada Paint Co.'s pure..... 1 25
Toronto Lead & Color Co.'s pure..... 1 25
Sanderson Peasey's pure..... 1 20
Standard Paint Co.'s "New Era"..... 1 30
"Globe"..... 1 50
"barn"..... 60
The Francis Frost Co.'s..... 1 25
The "Ark Brand"..... 1 25
The British Navy deck..... 1 40
Hollywood paste paint..... 1 40
" liquid paint..... 1 25
" floor paint..... 1 25
Henderson & Potts's "Anchor Brand"..... 1 35
Globe Paint Co.'s mixed..... 1 30
Globe Paint Co.'s barn and bridge..... 0 75

COLORS IN OIL.

25-lb. tins, Standard Quality
Venetian red, per lb..... 0 03
Chrome yellow..... 0 12
Golden ochre..... 0 07
French..... 0 06
Marine black..... 0 04
Chrome green..... 0 10
French Imperial green..... 0 11
Signwriters' black..... 0 16
Umber..... 0 04
Sienna..... 0 04

COLORS, DRY.

Common ochre, bbls..... 1 15
Yellow ochre (J.F.L.S.), bbls..... 2 00
Brussee's ochre..... 2 00
Venetian red, bbl..... 1 50
English oxides, per cwt..... 3 00
American oxides, bbls..... 1 25
Canadian oxides, bbls..... 1 25
Super magnetic oxides, 93 p.c..... 2 00
Burnt sienna, pure, per lb..... 0 10
" umber..... 0 08
Raw umber..... 0 08
Drop black, pure..... 0 16
Chrome yellow, pure..... 0 18
Chrome greens, pure per lb..... 0 09
Golden ochre..... 0 05
Ultramarine blue, in 28-lb. boxes, per lb..... 0 06
Fire proof mineral, per 100 lb..... 1 00
Genuine fine Litharge per lb..... 0 06
Mortar color, per 100 lb..... 1 25
Pure Indian red, No. 15, lb..... 0 08
Whiting compound, bbls..... 0 55
English vermilion in 20-lb. bgs..... 6 85

BLUESTONE.

Casks, for spraying..... 5 50
100-lb. lots do per lb..... 0 08

JOSEPH RODGERS & SONS

SHEFFIELD, ENGLAND.

Limited

Each blade of our Goods bears the exact mark here represented.

JAMES HUTTON & CO., MONTREAL

SOLE AGENTS
IN CANADA.

PUZZY	
Black edge grey	1 70
Black edge grey	1 45
Black edge grey	2 00
Black edge grey	2 25
Black edge grey	2 50
Black edge grey	2 50
Black edge grey	2 50

VARNISHES	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Dark durable body	4 10	4 25
Light durable body	2 85	3 20
Gold size, Japan	1 50	1 60
No. 1 brown Japan	0 85	0 90
Elaschite	1 50	1 60
Furniture, extra	1 10	1 25
No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
Shellac, orange	2 30	2 40
Turpentine, brown Japan	1 10	1 20
Black Japan	1 10	1 20
No. 1	0 85	0 90
Elaschite varnish, 1 gal. can, each	2 00	
Gasoline floor finish, per gal.	2 75	
Made Leaf coach enamel, size 1, \$1.20; size 2, 70c; size 3, 40c, each.		
Sherwin Williams, kapal varnish, case, from 1 pt. to 1 gal., \$2.50.	assorted	

CASTOR OIL	
British 1st. qual. in cases, per lb.	0 08 1/2
small lots	0 10

COD OIL, ETC.	
Cod oil, per gal.	0 50
Pure olive	1 40
neat-foot	0 90

GLUE	
Common	0 08
French medal	0 10
White, extra	0 18
Gelatine	0 18
Strip	0 19
Coopers	0 19
Harmon	0 12
Ground	0 12
Cologne, genuine	0 16

HARDWARE.

AMMUNITION

Cartridges.

B. B. Caps, Dominion, 50 and 5 per cent.	
Rim Fire Pistol, discount 40 per cent. American.	
Rim Fire Cartridges, Dominion, 50 and 5 p.c.	
Central Fire Pistol and Rifle, 10 p.c., Amer.	
Central Fire Cartridges, pistol sizes, Dominion, 20 per cent.	
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent.	
Central Fire, Military and Sporting, American, add 5 per cent. to list. B. B. Caps, discount 40 per cent. American.	
Loaded and empty Shells, Trip and Dominion, 25 per cent. Rival and Nitro, 10 per cent. advance on list.	
Brass Shot Shells, 5 per cent.	
Primers, Dom., 30 per cent.; American, \$1.90	

Wads.	per lb.
Best thick white felt wadding, in 1/2-lb. bags	\$1 00
Best thick brown or grey felt wads, in 1/2-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 90
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8	0 90
5 and 6	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8	1 65
5 and 6	1 90

ADZES.	
Discount 20 per cent.	
ANVILS.	
Wright's, 80-lb. and over	0 10 1/2
Hay Budden, 80-lb. and over	0 09 1/2
Brook's, 80-lb. and over	0 11 1/2

AUGERS.	
Gilmour's, discount 65 and 5 per cent. off list.	
AXES.	
Chopping Axes	
Single bit, per doz.	7 00
Double bit, " "	10 00
Bench Axes, 40 per cent.	
Broad Axes, 25 per cent.	
Hunters' Axes	5 50
Boys' Axes	6 25
Splitting Axes	7 00
Handled Axes	7 50

AXLE GREASE.	
Ordinary, per gross	5 75
Best quality	13 00

BATH TUBS.	
Zinc	6 00
Copper, discount 15 per cent. off revised list.	

BATHS.	
Standard Enameled.	
5 1/2-inch rolled rim, 1st quality	24 00
5 1/2-inch " " 2nd	20 00

BABBIT METAL.	
"Tandem," A	0 27
" " B	0 21
" " C	0 21
Frictionless Metal	0 23 1/2

Syracuse Smelting Works:	
Aluminum, genuine	0 45
Government, " "	0 44
Tough, " "	0 40
Hard, " "	0 40
Dynamo, " "	0 30
Special, " "	0 25
Harmony, " "	0 22
Car Box, " "	0 20
Extra, " "	0 15

The Canada Metal Co.:	
Imperial, genuine,	0 40
Metallic, " "	0 30
Hercules, " "	0 20
Star, " "	0 15
No. 1, " "	0 12
No. 2, " "	0 10
No. 3, " "	0 06
No. 4, " "	0 05

BELLS.	
Hand.	
Braas, 60 per cent.	
Nickel, 55 per cent.	

Cow.	
American make, discount 63 1/2 per cent.	
Canadian, discount 45 and 50 per cent.	

Door.	
Gongs, Sargent's	5 50
Peterboro', discount 40 per cent.	8 00

Farm.	
American, each	1 25
	3 00

House.	
American, per lb.	0 35
	0 40
BELLOWS.	
Hand, per doz.	3 35
Moulders, per doz.	4 75
Blacksmiths', discount 0 per cent.	10 00

BELTING.	
Extra, 60 per cent.	
Standard, 60 and 10 per cent.	
No. 1, not wider than 6 in., 60, 10 and 10 per cent.	
Agricultural, not wider than 4 in., 75 per cent.	

BITS.	
Auger.	
Gilmour's, discount 60 and 5 per cent.	
Rockford, discount 50 and 10 per cent.	
Jennings' Gen., net list.	

Car.	
Gilmour's, 47 1/2 to 50 per cent.	
Expansive.	
Clark's, 40 per cent.	

Gimlet.	
Clark's, per doz.	0 65
Diamond, Shell, per doz.	1 00
Nail and Spike, per gross.	2 25

BLIND AND BED STAPLES.	
All sizes, per lb.	0 07 1/2

BOLTS AND NUTS.	Per cent.
Carriage Bolts, common (\$1 list)	50 and 10
" " full sq. (\$2.40 list)	55 and 10
" " Norway Iron (\$3 list)	55 and 10

Machine Bolts, all sizes	
Plough Bolts	50, 5 and 10
Blank Bolts	50, 5 and 10
Bolt Ends	50, 5 and 10
Sleigh Shoe Bolts	55, 5 and 10
Coach Screws, cone point.	66 1/2 and 10
Nuts, square, all sizes, 3/4c. per lb. off.	
Nuts, hexagon, all sizes, 4c. per lb. off.	
Stove Rods, per lb., 5/2 to 6c.	

BOOT CALKS.	
Small and medium, ball	4 25
Small heel	4 50

BRIGHT WIRE GOODS.	
Discount 62 1/2 per cent.	

BROILERS.	
Light, discount 65 to 67 1/2 per cent.	
Reversible, discount 65 to 67 1/2 per cent.	
Vegetable, per doz., discount 37 1/2 per cent.	
Henis, No. 8	6 00
Henis, No. 9	7 00
Queen City	7 50

BUTCHERS' CLEAVERS.	
German, " "	6 00
American, " "	12 00

BUTCHER KNIVES.	
Bailey's	0 60
	6 30

BUILDING PAPER, ETC.	
Tarred Felt, per 100 lb.	1 75
Ready roofing, 2-ply, not under 45 lb., per roll	0 90
Ready roofing, 3-ply, not under 65 lb., per roll	1 15

Carpet Felt	
Heavy Straw Sheathing, per ton	35 00
Dry Sheathing, per roll, 400 sq. ft.	0 40

Dry Fibre	
Tarred Fibre	400 " 0 55
O. K. & I. X. L.	400 " 0 70
Resin-sized	400 " 0 45
Oiled Sheathing	600 " 1 00
Oiled	400 " 0 70

Roof Coating, in barrels	
Roof small packages	0 25
Refined Tar	5 00
Coal Tar	4 00
Coal Tar, less than barrels	0 15
Roofing Pitch	per 100 lb. 1 00

BULL RINGS.	
Copper, \$2.00 for 2 1/2-inch, and \$1.90 for 2-inch.	

BUTTS.	
Wrought Brass, net revised list.	
Cast Iron.	
Loose Pin, discount 60 per cent.	

Wrought Steel.	
Fast Joint, discount 65, 10 and 2 1/2 per cent.	
Loose Pin, discount 65, 10 and 2 1/2 per cent.	
Berlin Bronzed, discount 70, 70 and 5 per cent.	
Gen. B. Bronzed, per pair	0 40 0 65

CARPET STRETCHERS.	
American	per doz. 1 00
Bullard's	" " 6 50

CASTORS.	
Bed, new list, discount 55 to 57 1/2 per cent.	
Plate, discount 52 1/2 to 57 1/2 per cent.	

CATTLE LEADERS.	
Nos. 31 and 32	per gross 8 50 9 50

CHALK.	
Carpenters' Colored, per gross	0 45
White lump	per cwt. 0 60
Red	0 05
Crayon	per gross 0 14

CHISELS.	
Socket, Framing and Firmer.	
Broad's, discount 60 and 10 per cent.	
Warnock's, discount 50 and 10 per cent.	
P. S. & W. Extra, discount 60 and 10 per cent.	

CHURN	
Revolving Churns, metal frames—No. 0, \$8	
No. 1, \$8.50; No. 2, \$9.00; No. 3, \$10.00	
No. 4, \$12.00; No. 5, \$16.00 each. Ditto	
wood frames, 20c. each less than the above	
Discounts: Factories, 53 per cent. delivered from stock in Montreal, 51 per cent. Terms 4 months or 3 per cent. cash in 30 days.	

Churn frames, including bearings, levers, etc.	
Nos. 0, 1, 2 and 3, wood, \$2.40; and 4 and 5, \$2.65. Metal frames, 25c. extra. Discount 15 per cent., net 30 days.	

CLIPS.	
Axle, discount 65 per cent.	

CLOSETS.	Net.
Plain York or Ontario Syphon Jet	\$9 60
Emb.	10 20
Fittings	1 00
Plain Elgin or Teu. Syphon Washout	6 00
Emb.	6 60

Fittings	
Low Down Elgin or Teutonic, plain	1 25
Low	emb. 6 50
Plain Richelieu	4 25
Emb.	4 50

Connections	
Low Down Ontario Syphon Jet, plain	11 70
Low	emb'd 12 30
Closet connection	1 25
Basins, P.O., 14-in.	0 70
Basins, oval, 17 x 14-in.	1 50
Basins, " 19 x 15-in.	2 25

COMPASSES, DIVIDERS, ETC.	
American, discount 62 1/2 to 65 per cent.	

CONDUCTOR PIPE.	
Plain or Corrugated.	
2-inch	per 100 feet 3 00
3 "	" " 4 00
4 "	" " 5 25
5 "	" " 6 75
6 "	" " 9 00

CRADLES, GRAIN.	
Canadian, discount 20 to 25 per cent.	

CROSSCUT SAW HANDLES.	
S. & D., No. 3	per pair 0 17 1/2
S. & D., " 5	" " 0 22 1/2
S. & D., " 6	" " 0 15
Boynton pattern	" " 0 20

DOOR SPRINGS.	
Torrey's Rod (15 p.c.), per doz.	2 00
Coil	0 88
English	2 00

DRAW KNIVES.	
Coach and Wagon, discount 50 and 10 per cent.	
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White, Princess, Turquoise, Blue and White	discount 50 per cent.		
Diamond, Famous, Premier, discount 50 and 10 per cent.			
(Granite or Earl, Imperial, Crescent, discount 50, 10 and 10 per cent.)			
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Smooth Steel Wire.			
No. 0-9 gauge			\$2 56
10		5c. extra.	
11		12c.	
12		20c.	
13		30c.	
14		40c.	
15		55c.	
16		70c.	
Add 60c. for coppering and \$2 for tinning.			
Extra net per 100 lb. Oiled wire 10c., spring wire \$1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) \$1.25, packed in casks or cases 15 " bagging and napping 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in 1-lb. hanks 75c., in 1-lb. hanks \$1.			
Fine Steel Wire, discount 25 per cent.			
List of extras: In 100-lb. lots: No. 17, \$5-10 No. 18, \$5.50 No. 19, \$6-10 No. 20, \$6.65-10 No. 21, \$7-10 No. 22, \$7.30 No. 23, \$7.65-10 No. 24, \$8 No. 25, \$9 No. 26, \$9.50 No. 27, \$10 No. 28, \$11 No. 29, \$12 No. 30, \$13 No. 31, \$14 No. 32, \$15-10 No. 33, \$16 No. 34, \$17. Extras net-tinned wire, Nos. 17-25, \$2 Nos. 26-31, \$4-10 Nos. 32-34, \$6 (coppered, 5c. oiling, 10c. in 25-lb. bundles, 15c. in 5 and 10-lb. bundles, 25c. in 1-lb. hanks, 25c. in 1-lb. hanks, 33c. in 1-lb. hanks, 50c. packed in casks or cases, 15c. bagging or papering, 10c.			
Brass wire, discount 62½ per cent. off the list.			
Copper wire, discount 52½ per cent. net cash: 30 days, f.o.b. factory.			
Galvanized wire, per 100 lb. Nos. 4 and 5, \$3.70 to \$3.90 Nos. 6, 7, 8, \$3.15 to \$3.35 - No. 9, \$2.50 No. 10, \$3.20 to \$3.40 - No. 11, \$3.25 to \$3.45 - No. 12, \$2.65 - No. 13, \$2.75 to \$3.14 \$3.75 to \$3.95-10 No. 15, \$4.30 No. 16, \$4.30. Base sizes, Nos. 6 to 9, \$2.27½ f.o.b. Cleveland. In carlots 12½ c. less.			
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Galvanized barb, f.o.b. Cleveland, \$2 55½ in less than carlots, and \$2 45 in carlots.			
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Colored.....per lb.			0
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" S.....per doz.	5 80	6 00	
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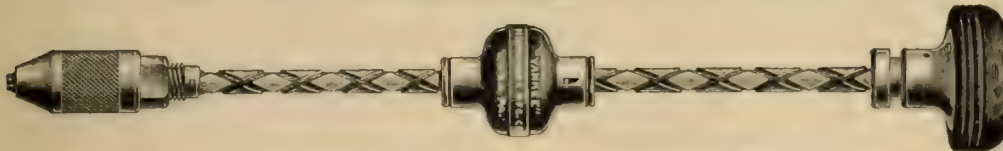
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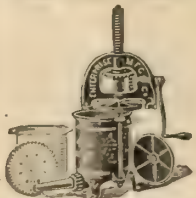
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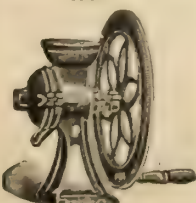
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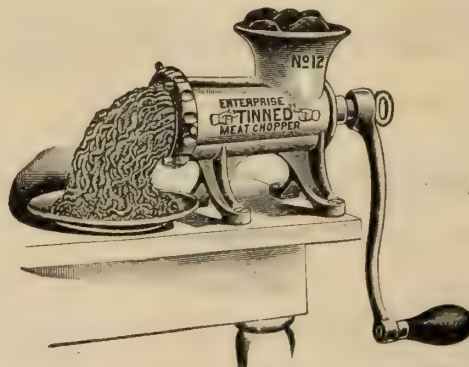
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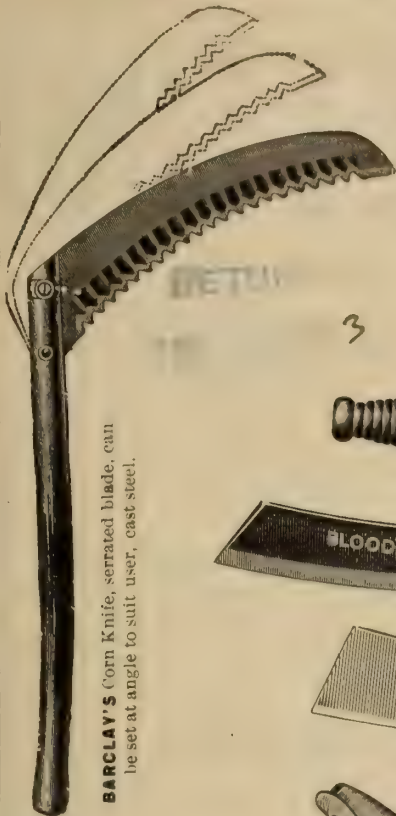
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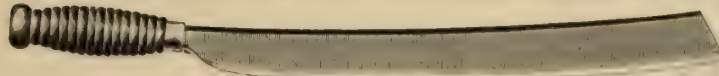
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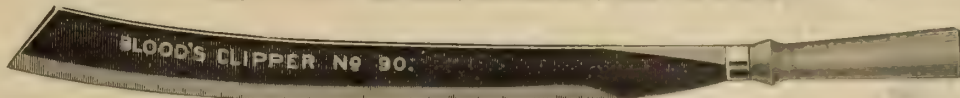
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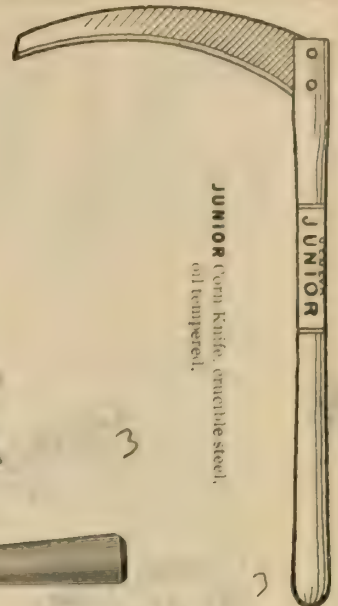
DAISY CLIPPER Corn Knife, extra cast steel, fluted wood handle.



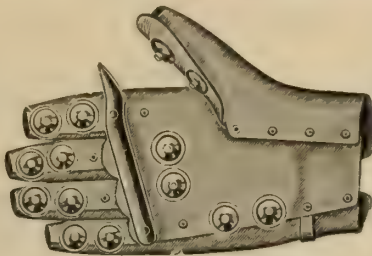
BLOOD'S CLIPPER Corn Knife, cast steel, bronzed, wood handle.



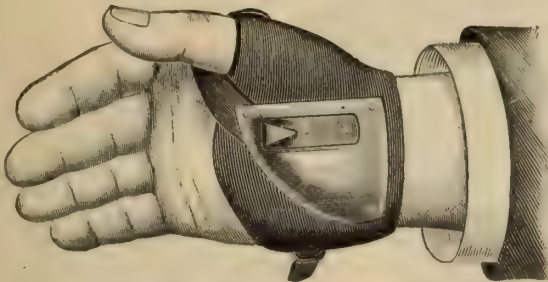
SOUTHERN CHIEF Corn Knife, highly tempered, both sides ground.



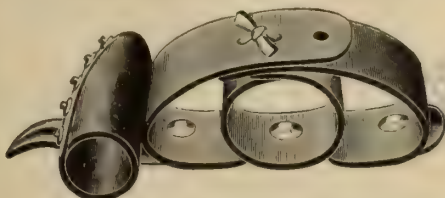
JUNIOR Corn Knife, crucible steel, oil tempered.



No. X44 - Corn Husker, mule skin, steel discs.



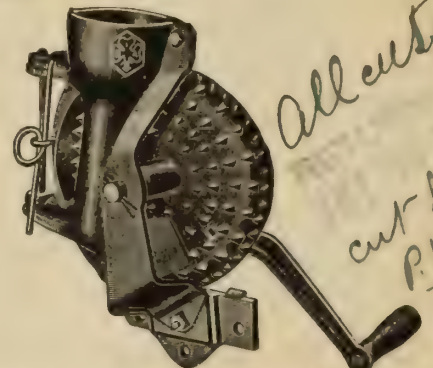
No. 1 - Corn Husker, heavy glove leather, steel clad, steel hook.



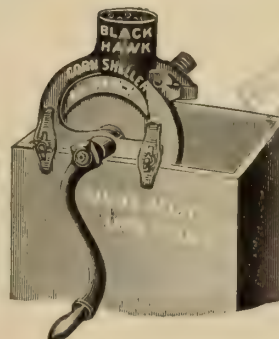
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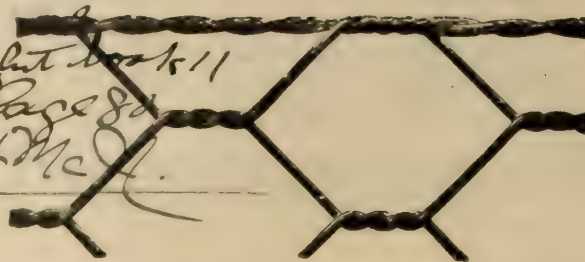
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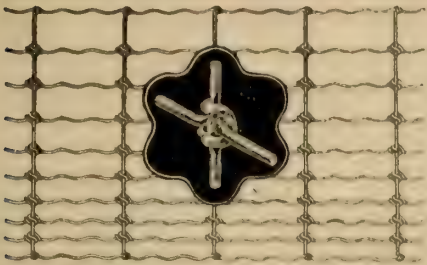
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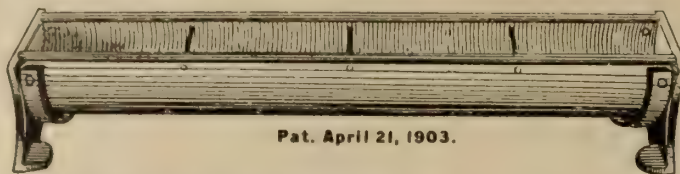
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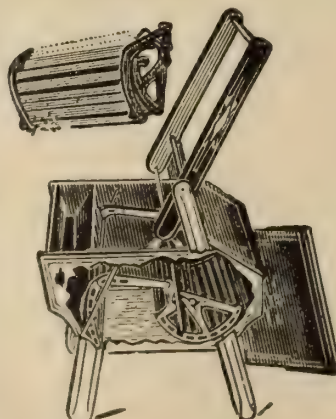
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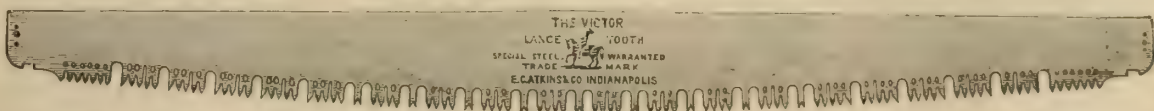
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HARDWARE AND METAL

August 11/03

Book 10 page 156.

11/8/03

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" 1. 3 1/2 in. "
" 2. 4 in. "

WE ARE THE ONLY MAKERS IN LARGE QUANTITIES IN CANADA.

OUR QUALITY AND PRICES EQUAL, AND OUR FINISH EXCELS, ALL FOREIGN-MADE GOODS OF THIS CLASS.

When ordering specify our make, and you will not only get better value, but will keep good Canadian money circulating in Canada.

Manufactured by

TAYLOR-FORBES CO., Limited, GUELPH

AT THE LARGEST AND BEST EQUIPPED HARDWARE FACTORY IN CANADA.

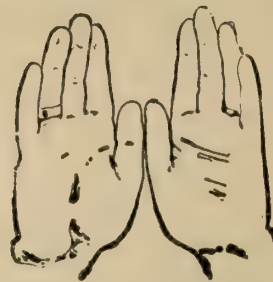
Kemp's COLD BLAST LANTERNS



If your customers want a Lantern that won't blow out
" smoke
" leak
" break globes
but will give a perfect light in any wind sell them Kemp's.

The acme of perfection in lantern making. They will not cost you more than other makes.

Kemp Manufacturing Co.
TORONTO, CANADA.



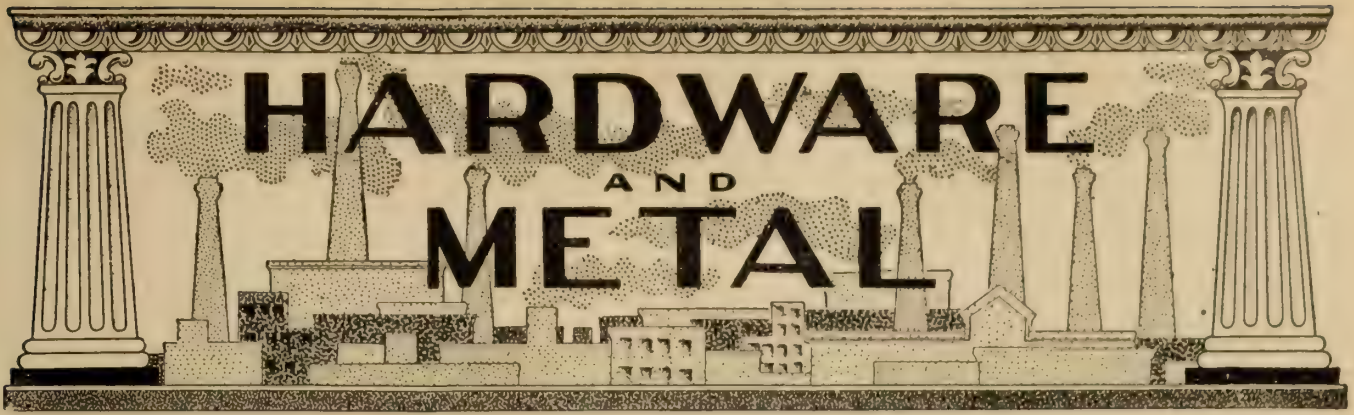
Why Dunlop?

Yes, some merchants have wondered why so many of their customers insist on the Dunlop Trade Mark on their bicycle tires, lawn hose, rubber heels, pneumatic and solid rubber carriage tires, rubber mats, etc. There is just one reason for it. They want the very best and they know they get it in

Dunlop Quality.

THE DUNLOP TIRE CO., Limited,
TORONTO, CANADA.

Depots at Montreal, St. John, Winnipeg, Vancouver.



Subjects Being Discussed at Ottawa

Written for Hardware and Metal by a Member of Parliament

THERE is joy in the camp of the British Columbia members over the announcement that the Government has decided, after all, "to do something" for the lead mining industry of British Columbia. Probably no state in the Union, certainly no province in Canada, is so rich in silver lead mines as is British Columbia, and this richness is very largely neutralized, if not utterly destroyed, by the big American combine and the unfavorable smelter conditions locally. It has been urged by the British Columbia advocates of state aid that while the effect of the proposed legislation may be to increase slightly the price of lead to the consumers in other parts of Canada, that the fact must not be lost sight of, that the miners out there are large purchasers of the out-put of eastern factories, for all of which they pay an enhanced price, owing to the protection enjoyed by the latter. Not only is this the case, but the British Columbians, from the circumstance that they manufacture but little locally, are also large importers from outside of Canada, on all of which they pay duty to the Treasury, so that, as a matter of fact, they pay in, in taxes, from two to three times as much per head of the population as do people in other parts of Canada.

I believe that while there may be some objections taken to the proposed increase in bounties, it will not be very great, and that it will be confined to certain theorists who worship a fetish instead of meeting a condition.

* * *

A kindred subject to this is that of aid for the iron and steel industries. As at present constituted, state aid is given by way of bounty, and by way of import duty. The bounty was on a scale diminishing with time, and the proposi-

tion now is to keep it up to its old level for a further short period. As to the duty part of the matter, a large number of iron and steel manufactures now come into this country, either free or at a low rate, so low as 10 per cent. in some cases. It is said that the large works at Sydney now propose to instal new machinery to produce goods not hitherto made in Canada, and that for this new product they ask the same protection as is already accorded to articles manufactured in Canada. Their position seems to be a strong one, if we justify the present duties, for, if the protection was right when afforded to an industry now in existence, it must be equally right to accord it to the manufacture of articles not hitherto produced.

* * *

The long discussion over the lengthy Railway Bill of the Hon. Mr. Blair is at last drawing to a close, and only a few of the more disputatious clauses still remain to be passed upon.

* * *

In the early stages of the session we drew attention to certain farmers' grievances, which were exciting a great deal of attention among the rural members, and, inasmuch as the legislation proposed to remedy them had a very direct bearing upon the whole community as a "travelling public," we devoted some time to a discussion of the pros and cons, most notably in connection with cattle-guards upon railways. There has been a most vigorous struggle throughout, ranging from the railway position of a wish to retain the law as at present constituted, which is very favorable to the roads, to the position of the promoter of what has become widely known as the Lancaster Bill, which sought to make the railways liable

for all cattle killed, no matter what carelessness the farmer had been guilty of in connection with the accident, even if, to quote an extreme case, he had driven his cattle upon the railway in the hope of getting liberal damages for their death. A middle course has been hit upon, and will most likely be law by the time this reaches our readers. The railway is to be required, as of yore, to maintain cattle-guards, "suitable and sufficient" to turn cattle from getting on the track, and is to be liable to pay the owner the value of the animal killed which has got on the railway right of way because of the absence or insufficiency of cattle-guards, unless the railway proves that the farmer has been actually guilty of negligence, by himself or his agent, in connection with the accident. Under the old law it mattered not how guiltless of carelessness the farmer was, if a high wind had thrown down his fence in the night, if the ubiquitous book agent had called and left the gate open, as he usually does, still the poor farmer had to shoulder the loss when, as a consequence, his cattle strayed away and got killed. Now this is all altered; only his own carelessness, by himself or his agent, can disentitle him to recover. The travelling public is still protected from the carelessness which absolute immunity might engender in the farmer by two risks he still runs: (1) If the animal is killed not upon the railway's own property, but at the point of intersection of the railway and the highway, he cannot recover, and (2) Any person can impound cattle found running at large within half a mile of the intersection of the highway and the railway at rail level. This latter may seem a trivial protection to those who do not know the farming community. As a matter of fact, however, there is nothing which a farmer more heartily

dislikes than having his cattle driven to pound. Not only does he decidedly object to the cost entailed, but he feels it as a kind of application of brute force, which is humiliating to him. Just let the railway section men drive some careless man's herd to the nearest pound, and that man will become a most exemplary citizen, so far as the tending of his cattle goes, for the rest of his life. The point which gives most general satisfaction to the farmers in this matter lies in the fact that the railways are absolutely obliged to prove the carelessness of the farmer, and that the farmer is not obliged to prove his innocence of it, as was desired by many who have been interesting themselves in this bill.

Not only have the farmers distinctly scored in the matter of cattle-guards, but they also win in the matter of fires kindled by railways. As the law previously stood, a farmer had to prove, not only that the railway set fire to his property, but also, that it set fire negligently, which interpreted means, for example, that there was something faulty in the construction of the engine which threw the sparks. This was practically an impossibility. No farmer could follow an engine up to its round-house and there make an examination of the fire screen to see whether its mesh was of the required fineness and in good repair. To prove out of the mouths of the railway men themselves that anything was wrong, again and again proved impracticable, so that lawyers had pretty generally taken to advising their clients that it was useless to enter suit. The law, as just enacted, throws very properly upon the farmer the burden of proving that the engine started the fire complained of, but, having proved that, the railway company must show that it was operating its road with proper plant in a fit state of repair and without carelessness in so doing. The change seems a simple one, but it will mean that hereafter an owner of land along a railway right of way will be able to recover in cases where he is reasonably entitled to do so, and will no longer be met by the imposition of a condition which it is impossible to fulfil.

WILL USE MUCH UNITED STATES ORE.

CORNELIUS Shields, president of the Consolidated Lake Superior Company, has, according to an exchange, made this statement regarding the affairs of the company at the Sault: "In the manufacture of steel rails at the Sault, which will be started, as I expect, at the beginning of July, we will this year use 80 per cent. of ore from the Mesaba district and 20 per cent. of the ore from the Helen mine. This mixture

of ore will enable us to turn out a rail equal to any manufactured any place in the world. Two of the blowing furnaces are completed, and the machinery for two others is on the ground, ready to be installed. By next year we will have made arrangements to secure from our properties in Minnesota, ore that is practically a duplicate of that to be found in the Vermillion range. This will enable us to dispose of an increased quantity of the ore from the Helen mine, for which there is a strong demand throughout the United States. This year we will dispose of close to 500,000 tons to different manufacturers, shipping it even as far as Virginia. The demand has been so great that we have been obliged to refuse orders. The Helen ore is of a peculiar nature and has been found very valuable when mixed with other ores for the manufacture of a specially high grade of steel, and on this account a good price is being secured for it."

THE CONCENTRATED ORDER OF HOO-HOO.

ON Tuesday, July 7, the first concatenation in the jurisdiction of Harlan L. Hubbard, Canadian representative of E. C. Atkins & Co., Inc., who is vice-regent of Eastern Ontario, was held in Toronto. As this was the first meeting of the order in this district, nine Buffalo members came over, filling the following offices: Snark of the Universe, Senior Hoo-Hoo, Junior Hoo-Hoo, Bojum, Scrivenator, Jabberwock, Custecatian, Arcanoper, Gurdon.

A class of twelve were initiated and shown the wonders of Hoo-Hoo, and enjoyed the fragrance of the onion bed. They were pronounced by the older Hoo-Hoo the most amiable string of kittens they had led through the gardens in many a night, and it speaks much for the good-fellowship of their Canadian cousins that they all so thoroughly enjoyed themselves, particularly the strong and elevating talk and instructions of the Junior Hoo-Hoo.

One of the candidates came prepared for an exhibit of the terpsichorean art, which he gave in such a manner as to highly delight his fellow candidates. A short, but spirited exhibition of the manly art was also much applauded.

Candidates stepped high and carefully over the fences of the gardens and bent low at the warning of "low bridge." The night was warm and though the candidates had been served the usual refreshments, they still later enjoyed a decidedly unique menu, which was served at Clancey's Cafe. The serving of this was enlivened by much cross-fire talk between the new-made kittens, by speeches from Joseph Oliver, Acting Snark Stanton, Walter Laidlaw, Supreme Jabberwock

Orson E. Yeager, Bojum Jno. Feist, and a short bright talk on the purposes of the order by Curt M. Treat.

The concatenation was pronounced by the older Hoo-Hoo a great success and another initiation will likely take place at an early date. The candidates initiated on Tuesday last week were: Wm. D. Lummis, W. J. McBeth, James Oliver, Geo. M. Hawkele, R. Locke, A. R. Riche, Hugh Munroe, A. K. McIntosh, Fred B. Hahn, W. J. Hetherington, Toronto; Douglas L. White, Midland, and Wm. P. Bull, Hamilton.

SILVERWARE.

It will be seen by reference to our advertising columns that E. W. Gilmore & Bro., silverware dealers, Toronto, are going after the trade with a persistency born of success. When asked to what their rapid development was due, they replied that the attractiveness of their lines and prices was their winning card. The silverware they handle is made by one of the big makers of the United States. The American market is so vast that the quantity produced of any single line reduces the manufacturing cost to the lowest possible point. Even with duty added, Gilmore & Bro. claim they can sell in Canada to the buyers' advantage. Certain it is that their business is growing. New patterns in flat and hollowware, and in fancy colored glass berry, pickle and cracker styles, mounted in silver, are shown this season. The 'catalogue' this firm issues and furnishes on request will be found useful and interesting to hardware dealers everywhere.

WOVEN WIRE FENCING.

The Cyclone Woven Wire Fence Co., Ltd., Toronto, have had a very prosperous season with their farm fence, the special features of which are a cable upright instead of a single strand, and a spiral steel picket interwoven to increase the strength and rigidity. The company are manufacturers of a meritorious lawn or country fence, and of gates for farm use and single walk and lawn gates. Both fence and gate have been received with much favor and orders are considerably in advance of the stock on hand. Hardwaremen would find a good line in this gate and fence for another season.

**WIRE NAILS
TACKS
WIRE**

Prompt Shipment

**The ONTARIO TACK CO.
Limited
HAMILTON, ONT.**

FOREST CITY GOSSIP.

Office of HARDWARE AND METAL.

365 Richmond St., London, Ont.

JULY 15, 1903.

WHOLESALE hardware merchants are well satisfied with the business done during the first six months of this year, and now that a lull is expected, they will welcome the leisure time instead of feeling badly about it. Employers and employees have earned a rest. The business done has been a great increase on any former year, but every man and clerk has been going at high pressure, and an opportunity for recuperation is now in order.

The rolling mills, which, owing to the unusually hot weather, were closed down for a few days, are again in operation, the weather having moderated considerably. Since the opening of these mills in London this Spring a most satisfactory business has been done.

Much interest is taken by the hardware trade of London in the convention being held this week at Gananoque, where matters of prime importance will be considered. The following prominent gentlemen from the Forest City have left for that manufacturing centre, and will be in attendance at the opening—they will give a good account of themselves: Mr. Withwam, of The Hobbs Hardware Co.; John Bowman, of The John Bowman Hardware Co., and D. H. Howden, of D. H. Howden & Co.

John McClary, president and general manager of The McClary Manufacturing Co., is at present in Digby, Nova Scotia, where he will spend some weeks enjoying the sea breezes of the Bay of Fundy.

Many of the merchants of London regret to learn of the death of Charles Grist, of Strathroy, a prominent and highly esteemed citizen. The deceased was a resident of that town for 35 years, and during that time was closely identified with the mercantile and municipal life of the town. Mr. Grist was in the hardware business for 21 years. At the time of his death he was president of The Strathroy Petroleum Co., Limited, and for 10 years had held the presidency of The Strathroy Manufacturing Co.

The London Art Glass Works, 392 Clarence street, this city, are being closed up. Mr. Markham, who is owner and manager, is moving to Grand Rapids, Mich., where he will engage in the same line of business. There is a wide field for experts in this class over there.

The work at the Grand Trunk car shops is now so plentiful that the men in the

If you want to make more money

out of the paint business than you are making now, it will pay to use the Coupon at the head of this advertisement.

If you are a SHERWIN-WILLIAMS Agent and wish to develop your paint department to a still more profitable plane, use the Coupon and let us place you in touch with ideas that will help you.

If you are not a SHERWIN-WILLIAMS Agent, or are not selling paint of any kind, use the Coupon and learn of a proposition that will increase the profits coming from your general business.

Name
Town
Prov

THE SHERWIN-WILLIAMS
CO., Montreal.

Please send information
regarding your methods
for increasing our
paint business.



THE SHERWIN-WILLIAMS Co.

PAINT AND VARNISH MAKERS

CLEVELAND,
CHICAGO,
NEW YORK,

NEWARK,
BOSTON,
KANSAS CITY,

SAN FRANCISCO,
LOS ANGELES,
MINNEAPOLIS,

MONTREAL,
TORONTO,
WINNIPEG.



CANADIAN DIVISION

HEADQUARTERS, & PAINT FACTORY,
21 St. Antoine Street, Montreal.

VARNISH FACTORY,
St. Patrick Street, Montreal.

TORONTO DEPOT,
81 York Street.

WINNIPEG DEPOT,
147 Bannatyne St., East.

carpentering department have been placed on extra time, working until 8 o'clock on Monday, Wednesday, and Friday evenings. The work is largely repairing to cars, and is so heavy that the overtime may continue for some weeks.

E. Leonard & Sons, boilermakers & machinists, at whose factory there exists at present a strike of workmen, have been importing foreign workmen to fill the places of the strikers. It is said that about forty of these men, some of whom come from England and Scotland, have arrived here. These men, it is alleged, on learning of the strike on their arrival here refused to go to work.

The construction of the new system of interswitching, to which the G. T. R. Company has at last agreed, is giving very general satisfaction to the merchants and manufacturers of London, and the newspapers of this city are printing the expression of the opinions of some of the leading men who are interested in the change. It

is understood that it will be built so that the M. C. R., C. P. R., L. E. and D. R. will all be joined with the G. T. R., and the cars from one road can be easily and readily transferred to another when necessary. It will bring many advantages.

INQUIRIES ABOUT CANADIAN TRADE

The following were among the recent inquiries relating to Canadian trade received by the Canadian Section of the Imperial Institute, London, S. W.:

1. A North of England house possessing a large connection in box shooks and excelsior asks to be placed in touch with Canadian manufacturers of same who can fill orders.
2. A manufacturing firm wishes to hear from Canadian manufacturers of extension dining tables.
3. A company dealing in teas and coffee asks to be placed in correspondence with Canadian wholesale importers.
4. A Bristol firm desires addresses of Canadian shippers of seeds, peas, etc.

The names of the firms making the inquiries can be obtained from the editor of "Hardware and Metal."

Business Changes

ONTARIO.

W. R. Thompson's saw and grist mill, Eganville, is deceased.

The assets of Doherty & Williamson, Port Arthur, sold on July 14.

The Belleville Gas Co., of Belleville, are advertising their plant for sale.

Vigors & Co., lumber, etc., Port Arthur, have suffered loss by fire.

W. H. Stewart & Co., harness, etc., Eganville, have sold out to F. W. Clark.

Gaston & Son, general merchants, Grangeville, have sold out to L. Dickenson.

D. N. Macleod, general merchant, Parkhill, has sold his business to White & May.

The assets of McCrimmon & Co., general storekeepers, Williamstown, are to be sold.

The estate of J. D. McRae is advertising for sale a saw and grist mill in Eganville.

M. Greenspoon has succeeded Greenspoon Bros. in general store business, Vankleek Hill.

J. E. Langlois has been appointed curator to McCrimmon & Co., general merchants, Williamstown.

The assets of the business of Grylls & Co., general merchants, Westmeath, were put up for sale on July 15.

Malcolm McCuaig, of the firm of McCuaig, Chenev & Co., general storekeeper, Vankleek Hill, is deceased.

The stock of the estate of J. D. McRae, general storekeeper, saw and grist miller, Eganville, is advertised for sale.

Jones & Clark, general merchants, Winchelsea, have dissolved partnership; Lavina Jones will continue the business.

The general store stock of The Gardner-Rice-McLeod Co., Limited, Rat Portage, is advertised for sale by auction on July 18.

Bernard Murphy, general merchant, Erinsville, has assigned to Geo. D. Hawley; a meeting of the creditors was held on July 11.

QUEBEC.

Norbert Brouillet, saddler, St. Johns, is deceased.

F. X. Letourneau, sawmill, Ste. Famille, is deceased.

James Cooper, railway supplies, etc., Montreal, is deceased.

Bedard & Fils, machinists, St. Johns, have been registered.

The Eastern Steamboat Co., Ltd., Quebec, have obtained a charter.

Jos. Hubert & Fils, general merchants, Greenby, have registered.

The assets of Alph Nadeau, carriage maker, St. George, are to be sold.

Monette & Samur, contractors, St. Martin, have dissolved partnership.

Sam. Beaudry & Co., contractors, Montreal, have dissolved partnership.

The Cooper-Hobkins Supply Co., Ltd., of Montreal, have been incorporated.

Hudon & Augustin, machinists, St. Hyacinthe, have dissolved partnership.

The Iver Johnson Revolvers Have Shot Their Way To The Front.

Absolutely Safe.

Accidental discharge is impossible.

Absolutely safe, always reliable, ever accurate and true to aim, are sharp-shooting qualities of a revolver that no fortress of competition can resist. It's by employing these tactics of skill that

Iver Johnson Revolvers Have Shot Their Way To The Front.

Send for Catalog.

Iver Johnson's Arms & Cycle Works,

New York Office: 99 Chambers St.

FITCHBURG, MASS.



J. O. Bussiere, general merchant, Shawinigan Falls, has voluntarily assigned.

The assets of Arthur & Cote, general merchants, South Durham, are to be sold.

The general store stock of Archille Roy, Fortierville, has been sold at 69½¢ on the dollar.

The assets of O. Audet, general merchant, Grondines, are to be sold to-day, July 17.

Ulric Boucher, general merchant, St. Barnabe, has sold his stock at 68½¢ on the dollar.

E. L. Dionne, general merchant, Peribonca, is offering to compromise at 50¢ on the dollar.

The assets of the business of S. Z. Cote, general merchant, St. Anaclet, were sold on July 9.

J. A. Godbout, general merchant, Lauzon, has sold his stock to J. B. Boutin at 48¢ on the dollar.

J. D. McHains, has been appointed curator for Arthur & Cote, general merchants, South Durham.

The assets of P. Blanchette, general storekeeper, St. Louise (L'Islet), are to be sold to-day, July 17.

The assets of H. Hudson & Co., general merchants at St. Angele (Rimouski), are to be sold on July 22.

A meeting was called for July 15 to appoint a curator for W. R. Crepeault & Co., general merchants, Kamouraska.

The stock of S. Z. Cote, general merchant, St. Anaclet, has been sold at 69 cents on the dollar, to Hudson & Co.

The following Montreal firms have been registered: D. Murphy & Co., saddlers and harness makers; C. Narbonne & Co., contractors; J. C. Robert & Co., manufacturers' agents and lumber.

The following Montreal firms have been registered: The Paragon Oil Co.; The Phoenix Bridge & Iron Works, Ltd.; W. E. Potter & Co., painters and decorators; and James Price, hide merchant.

NEW BRUNSWICK

Murray & Gregory, St. John, lost their sawmill by fire; insurance \$23,000.

The Elgin Milling Co., Ltd., of Elgin, are applying for incorporation; capital \$15,000.

MANITOBA AND NORTHWEST TERRITORIES.

Sarah Haniford, general merchant, Dauphin, is granted an extension.

Henry Collins has bought the general store of Eph. Roger, Methven.

The Cement Building Block Co., Ltd., Winnipeg, have been incorporated.

The James Drake Lumber Co., Ltd., Winnipeg, have been incorporated.

James Christie, general merchant, Glenella, is sold out to Israel Segal.

Henry Barton, general merchant, Davidson, is opening a branch at Girvin.

A. Mitchell succeeds William Stobart & Co., as general merchants at Duck Lake.

The sheriff is in possession of the general store of Beesley & Co., Maple Creek.

L. Seand, general merchant, New Hope, has sold out his business to Michael Byers.

Brodie & Stafford, furniture and hardware, Lethbridge, have suffered loss by fire; insured.

Anthony Uhrich, agricultural implements, Winkler, has been succeeded by Friesen & Miller.

Murray & Walker, hardware, Alameda, have dissolved partnership. W. Murray continues the business.

The mortgagee is in possession of the assets of George Nofield, general storekeeper at Fort Qu'Appelle, and is offering them for sale.

BRITISH COLUMBIA.

Kootenay Lumber Co., general store, Comaplix, are removing their stock to Ducks.

J. H. Hemsworth succeeds M. V. Finch, general storekeeper, Mount Sicker.

The Slocan Lake Gold and Silver Mine Co., Limited, Nelson, are advertising an auction sale of mineral claims.

T. M. Gulley & Co., furniture, etc., Greenwood, have dissolved partnership.

A meeting of the creditors of The Hastings Shingle Mfg. Co., Ltd., Vancouver, has been held.

The following Vancouver firms have been incorporated: Atzec Mining Co., Limited, Barclay Sound Pump Co., Limited, Hunting-Lee Lumber Co., Limited, and Park Ranching Co., Limited.

HARDWARE AND METAL

H. S. HOWLAND, SONS & CO.,

WHOLESALE
ONLY

37-39 West Front Street, **Toronto.**

LIMITED
ONLY
WHOLESALE

PIPE WRENCHES.



"Handy."



Stillson's.



WROUGHT IRON PIPE } Black Iron.
 } Galvanized Iron.



PIPE VISES.
Solid and Hinged.



Brown's.

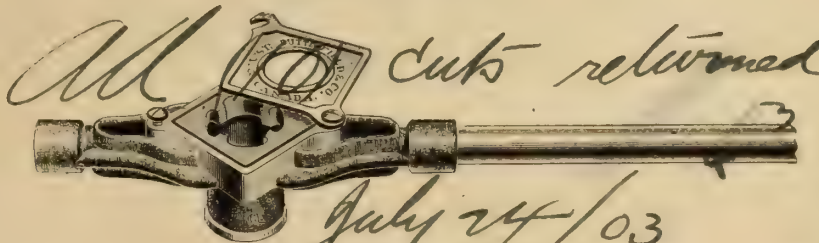


Drop Forged.

SOLID DIE PLATES.



Bemis & Call Wrenches.



REECE'S NEW SCREW PLATES.



PERFECT SCREWS AT A SINGLE CUT

For a fuller line see our Hardware Catalogue.



Pipe Cutter.

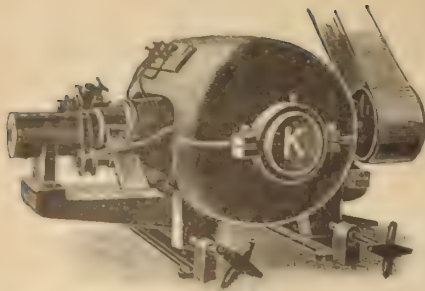
H. S. HOWLAND, SONS & CO. LIMITED, Toronto.

OUR PRICES
ARE RIGHT.

Graham Nails are the Best.

Factory: Dufferin Street, Toronto

WE SHIP
PROMPTLY.



Kay Electric Dynamo and Motor Co., Limited

Machines for Dynamos and Motors for all purposes, including alternating currents. Special attention given to repairs.

Office and Works: 214-221 Queen St. East, Toronto.
Phone Main 1251. Estimates cheerfully given.

"THE PEERLESS"

is the best Bolster Spring ever produced. A fine line for the hardware trade. Write Us for Prices.



JAMES WARNOCK & CO., - GALT, ONT.



MADE IN FOUR WIDTHS.
1/2 inch, 3/4 inch, 1 inch and 1 1/2 inch.
PATENTED IN ALL COUNTRIES.

WE STRAP THE WORLD! Cary's Universal Box Strap

A CONTINUOUS Metal Strap with a series of raised bosses along the edges, to strengthen same and protect nail heads. Put up in coils of 300 feet each, and packed 20 coils in a case. On each coil we put our patent metal reel frame, making it a complete reel.

MONTREAL
HEADQUARTERS:

E. F. DARTNELL, 180 St. James St.

BELL TELEPHONE MAIN No. 2382.

Fairbanks Power Hammer

Especially adapted for use in

Carriage Factories,

Car Shops,

Edge Tool Shops,

Blacksmith and General Machine Shops.

All working parts in full view of the operator.

Every part readily accessible.

Can be operated by inexperienced men.

REQUIRES VERY LITTLE POWER.

These machines are made in different sizes and we carry them in stock at Montreal, and can make immediate shipment.

WRITE FOR CATALOGUE.

INSPECTION INVITED.

THE FAIRBANKS CO.

MONTREAL.

WINNIPEG.

VANCOUVER.

MACHINERY

HOW TO SELECT AND USE OIL STONES.

IT is generally conceded that one of the most important articles in a mechanic's kit of tools is a thoroughly reliable oil stone, for it is well-known that in order to do good work a mechanic must have keen edged tools and must keep them in that condition. It is not every mechanic, however, who fully understands how to select the best stone for the purpose, or, after securing one, how to employ it in a way to produce the most satisfactory results. Bearing upon these points are some very timely suggestions contained in a little pamphlet some time ago issued by The Pike Mfg. Co., of Pike Station, N.H. It contains so much of value along the line indicated that we reproduce herewith their comments on the question of selecting oil stones and also what they have to say in regard to the proper method of using them:

The first point to be considered in selecting an oil stone is the purpose for which it is required. Many mechanics make the common mistake of expecting one oil stone to answer all purposes. It would be just as reasonable for a carpenter to use a coarse tooth saw on fine cabinet work as to expect a coarse grained, fast cutting oil stone to impart a fine razor edge.

The kind of an edge imparted by a stone depends upon the size of its grains of grit, or crystals. In a coarse grit stone these grains are large, and cut deep, far apart furrows in the tool, leaving a coarse, rough edge. Such stones cut away steel faster than a fine grained stone (as a coarse tooth saw cuts faster than a fine tooth). The coarse edge left by such a stone is all right for working pine or soft woods in which the cells are large, but for working hard wood, or for any kind of fine work, the tool should be finished on a finer grained stone.

It is therefore safe to lay down the rule that a good mechanic should have at least two oil stones, one for grinding down dull tools or imparting a coarse edge and another for finishing. There are some stones of medium grit which answer well for many purposes, but they cannot cut as rapidly as the coarse stone nor impart so smooth an edge as the fine. A carefully selected Washita stone is the best general purpose oil stone for all around use.

The hardness of an oil stone is also an important factor in determining its cutting qualities. For sharpening ordinary tools with broad blades or edges a medium soft, fast wearing stone should be chosen. For sharpening narrow chisels, engravers' tools or pointed instruments, however, it is necessary to use a very hard stone, as otherwise the stone will soon be cut full of grooves or furrows.

Regarding the proper use of oil stones, the pamphlet contains the following:

In the first place, it should be borne in mind that a good oil stone can be ruined by improper usage or lack of care. Many stones are condemned when the fault lies either in not having selected the right stone for the work or in not having taken proper care of it. The mechanic who expects one oil stone to grind down his dull nicked tools and at the same time impart a keen, razor edge, using any kind of oil that happens to be at hand, leaving the dirty oil on the stone to dry in, leaving his stone around in the dust and dirt of the shop, will never have a good oil stone and does not deserve one.

No sensible carpenter will think of using other tools in this way, yet many of them treat their oil stones in just this manner. Many times have we seen oil stones returned to dealers with the complaint that they would not "cut," when, as a matter of fact, they were completely coated or varnished with dried, dirty oil and steel dust, in such a manner that the tool could not possibly come in contact with the grit or "teeth" of the stone.

There are three objects to be attained in using and caring for an oil stone: First, to retain the original life and sharpness of its grit; second, to keep its surface flat and even; third, to prevent its glazing.

To retain the original freshness of a stone, it should be kept clean and moist. To let an oil stone remain dry a long time or expose it to the air tends to harden it. A new stone should be soaked in oil for several days before using, and if kept in a dry place (most of them are) it should be kept in a box with closed cover and a few drops of fresh clean oil left on it.

To keep the surface of an oil stone flat and even simply requires care in using. Tools should be sharpened on the edge of

the stone, as well as in the middle, to prevent wearing a trough shaped depression. It is impossible to prevent a stone becoming slightly hollowed from long usage, but this can be remedied by grinding the stone on the side of a grind stone, or rubbing it down with sand stone or an emery brick.

To prevent an oil stone glazing the user must first understand what causes a stone to glaze. This can best be explained by showing why oil and water are used on sharpening stones and how they should be used.

The words "oil stone" have come to be applied to all stones used for sharpening mechanics' tools, from the fact that it is necessary to use oil on most of them for two purposes: First, to prevent the stone from heating the tool, which draws its temper and ruins the best tool instantly; second, to keep the particles of steel ground off the tool from entering the pores of the stone, which would soon fill them up and cause a glazed surface.

Most coarse grained and all soft stones can be used successfully with water, although they may be generally termed oil stones. On such stones water should be used plentifully to carry off the powder rubbed up by the tool. Most water stones are quick cutting and leave a coarse edge, but a much finer edge can be procured on the same stone by using just enough water or oil to rub up a paste. This paste when kept on the stone will give a finishing edge, but should be thoroughly cleaned off before putting the stone away.

Fine grained, hard stones, like the Washita, Arkansas and Turkey, should always be used with oil, as water is not thick enough to keep the steel out of the pores. The dirty oil should always be wiped off the stone thoroughly as soon as possible after using it. This is very important, for if left on the stone the oil dries in, carrying the steel dust with it, and thus soon causes the stone to glaze. Cotton waste is one of the best things to clean a stone with and is nearly always to be found in a shop. Some carpenters use shavings, but they are very apt to leave the stone full of dust. A common clean rag would be better.

The C.P.R. have ordered twenty powerful compound locomotives from The North British Locomotive Co., of Glasgow.

MACHINERY AND ELECTRICAL NOTES.

WORK on the cream separator factory at Durham, Ont., is progressing nicely. The boiler was put in Tuesday and the brick work will be done shortly. As soon as the roof is completed and floor laid, the machinery will be installed. In a few weeks everything will be completed.

R. Bell & Son, Ltd., of Galt, Ont., recently shipped a carload of implements to foreign lands.

The town of Palmerston, Ont., has adopted municipal ownership of the electric light plant. The town also contemplates installing a waterworks plant.

It is stated that the Grand Trunk will construct this winter, in the shops at Montreal, fifteen new engines of most modern type, for passenger service on their western division.

The American Abell Engine & Thresher Co., Ltd., of Toronto, Ont., shipped on Saturday last seven cars of their threshing outfits to Winnipeg, where they are to arrive for exhibition week.

Preparations are being made for the construction of a wire and nail factory in Collingwood, Ont. The site chosen is located just west of The Cramp Steel Co., along the line of the Grand Trunk Railway.

J. A. & M. Cote, of St. Hyacinthe, Que., manufacturers of the "Yamaska" brand of boots and shoes, are rebuilding their factory, which was burned last May. They will equip it with the most modern machinery.

Preparations are being made for the erection of the projected foundry and machine shop at Collingwood, Ont. Brick and steel are being placed on the grounds and building will be commenced immediately.

The Andover & Perth Electric Light commissioners are asking for tenders for the installation of an electric light plant for the villages of Andover and Perth, N. B. Tenders will be received by C. H. Elliott, Andover, N.B., up to July 25.

The Brazing Co. of Canada, Ltd., Guelph, Ont., have been incorporated with a capital of \$1,000 to manufacture, deal in, solder and repair iron, steel and other metals. The directors are: A. G. Spencer, W. C. Adams, J. H. Bell, W. S. Johnstone and E. M. Briggs, all of Montreal.

The Jencks Machine Co., of Sherbrooke, Que., have signed a contract with The Ontario Power Co., of Niagara Falls, Ont., and construction work on a big steel conduit will be commenced very soon. It is expected that 300 men will be employed and shanties for their accommodation will be erected near the View.

G. M. Botsworth, fourth vice-president of the C.P.R., is of the opinion that the lead bounty will have the effect of greatly increasing the production of British Columbia. He characterizes as absurd the story that the railways will absorb the bounty by charging increased rates. It is to the railways' interest, he says, to develop the mines.

The Tavistock Malleable Iron Co., Ltd., of Tavistock, Ont., have been incorporated with a capital of \$100,000 to manufacture and deal in all kinds of malleable and grey iron, and iron castings. The directors are: Fred Krug, Valentine Stock, A. E. Ratz, George Staebler, John Kalbfleisch, Allan Steckle and Philip Herold, all of Tavistock, Ont.; Richard Corcoran and W. E. Ratz, both of Port Huron, Michigan.

The Canada Foundry Co., Toronto, Ont., have recently received an order from the C.P.R. for the construction by September, 1904, of ten compound, ten-wheel, consolidation engines. Their weight will be 164,000 pounds, with 144,800 on the drivers, which are to be 57 inches in diameter. The tender is to have a capacity for water of 5,000 gallons, and for coal of ten tons. The Canada Foundry Co. are very busy at present overtaking orders.

F. H. Clergue expresses himself as well pleased with the decision of the Dominion Government to aid the iron and steel industries by the payment of bounties. "All the blast furnaces and steel works in Ontario, as well as in Quebec and Nova Scotia," he says, "will enjoy the new assistance, and by it will be firmly established on a substantial and permanent basis." Mr. Clergue also stated that the blast furnaces and rail mills at the Soo are ready for operation, with a present capacity of 150,000 tons per year, which is considerably more than any possible requirements of the Grand Trunk Pacific."

The Canadian Westinghouse Co., Ltd., Hamilton, Ont., have been incorporated with a capital of \$2,500,000 to manufacture and deal in all kinds of machinery, machines, apparatus, fixtures, engines, motors, air brakes, etc.; to carry on the business of manufacturers and dealers in electrical and general machinery; and to undertake contracts for works involving the supply or use of electrical or other machinery, or electrical or other power; to acquire or construct factories, shops, mills, engine houses, etc., necessary for the carrying out of any of the purposes of the company. The directors are: H. H. Westinghouse, New York, N.Y.; Geo. Westinghouse, G. C. Smith, F. H. Taylor, L. A. Osborne of Pittsburg, Penn.; Thomas Ahern and W. V. Soper, Ottawa; and J. J. Myles of Hamilton, Ont.

BOUNTY HELPS COLLINGWOOD.

THE new steel bounties are certain to help the steel industry at Collingwood, Ontario, to a very considerable extent, and, naturally, considerable elation is manifested by the officials of The Cramp Steel Co. The subsidy granted on wire rods is particularly gratifying. It is estimated that this subsidy will mean an increased profit of about \$500 daily on the company's output. When the finishing mills were designed, they were planned so that wire rods could be rolled as well as bars. The semi-continuous system in vogue in the German and Belgian mills was adopted so that mills could be run on bars until such time as it would be profitable to roll rods. The Dominion bounties now make it possible to roll rods at a good profit, and hence a large proportion of the output of the company's mills will be wire rods. The mills are now completed except for the installation of an engine, which is building in Toronto.

The Imperial Steel and Wire Co. are erecting a large wire-drawing plant on land adjoining the works of The Cramp Steel Co. Work is being rushed on this wire plant, which will have a capacity of 50 tons of wire daily. The wire rods will be obtained from The Cramp Steel Co., which is thus assured of a convenient market.

SYRACUSE BABBIT IN DEMAND.

The Syracuse Smelting Works, Montreal, Canada, have lately received an order for 20 tons of high-grade babbitt metal from the largest manufacturer in Canada. They are also turning out for exportation very large orders for babbitt metal, linotype and stereotype metal. We understand they employ about 60 men, who are kept busy day and night turning out rush orders.

WILSON SCALE WORKS.

C. Wilson & Son, Limited, scale manufacturers, Toronto, whose premises were recently visited by fire, report that the fire did not cause any delay beyond two or three days. Only the foundry connected with the scale works suffered. Within three days another foundry was engaged and work went on as usual. The company will now erect a larger and more modern foundry on the site of the old one, and plans for its erection are about completed. In the scale department a new platform 2,000 lb. scale, called the "King Edward," has been a great seller. In large scales recent installations have been one at the Ontario Parliament buildings and a bay scale at Toronto Junction.

See list book 90
Page 19 J.M.

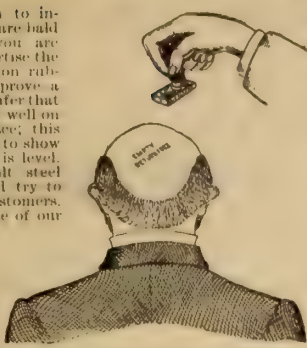
MACHINERY

Hardware and Metal

We do not mean to insinuate that you are bald headed, but if you are and wish to advertise the fact, our air cushion rubber stamps will prove a luxury; you will infer that they print equally well on any uneven surface; this will go a long way to show that your head is level. We invite different steel stamp work, and try to please our customers. Have you got one of our catalogues?

Hamilton
Stamp &
Steel
Works,

Hamilton, Ont.



BARGAINS IN MACHINERY.

(See change next issue).

WOOD WORKING MACHINES.

- 26, 30, 32 and 36 in. Band Saw Machines, New.
- 40 in. Band Re-saw, New.
- 36 in. Circular Re-saw.
- 12 in. Buzz Planers, New.
- 12 in. Pony Planers, New.
- 24 in. Pony Planers, New.
- 24 in. Planers and Matchers.
- 24 in. Endless Bed Planer.
- 24 in. Heavy Planer and Smoother, New.
- Iron Frame Swing Cut Off Saws, New.
- Waterous Two Saw Trimmer, New.
- Dymont, Butterfield Double Edger.

AUTOMATIC ENGINES.

- 8 x 24 Wheelock.
- 15 x 34 Wheelock.
- 11 x 24 Corliss, New.
- 11 x 10 Ideal High Speed.
- 10 x 10 Peerless Self Oiling.
- 70 H. P. Osborne Kelly Compound.
- 8 to 65 H. P. Jewel Engines, New.

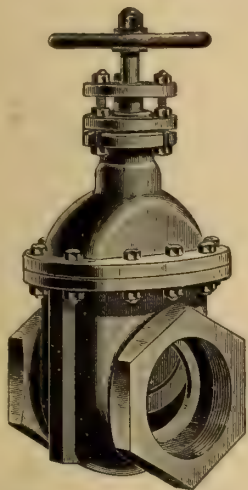
TRACTION ENGINE.

- 16 H. P. Russel & Co.

Prices, Descriptions and Catalogue of Supplies sent for the asking.

H. W. PETRIE

131-145 Front St. West, 8-22 Station St., Toronto.



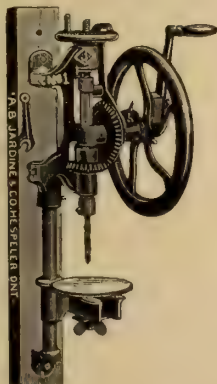
BUY KERR VALVES.

They give
satisfaction
every time.

Catalogue
on application.

The Kerr Engine Co.
LIMITED

Walkerville, Ont.



TRADE MARK
REGISTERED

Blacksmiths' Hand Drills.

The very
best.

A. B. JARDINE & CO.
HESPELER, ONT.

"Say, Friend,"

your aim should be to start up for yourself.

Why Work

from morn till night for somebody else instead of pushing a business for yourself and thus reap the full profit of your labor?

We Will

start men of ability and good character in every County in the Dominion.

WRITE FOR PARTICULARS TO

The **Empire Machine and Metal Stamping Co.**

Limited

1012 Yonge St.

- TORONTO,

USE **CANADIAN BABBIT**

Imperial
Metallic

Hercules
Star

The highest grade babbits made.

THE CANADA METAL CO., WILLIAM STREET, TORONTO.

COLD PRESSED NUTS



of all shapes and sizes, finished, semi-finished, case hardened, plated or polished.



Canada Foundry Company, Limited,

14-16 King Street East, - - TORONTO.

CELEBRATED **HEINISCH** SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinnern' Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 155 Chambers
NEWARK, N.J., U.S.A.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

NOTE: Here are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their advertising, for the purpose of review in this department. Address care of Department of Advertising, Hardware and Metal.

Edited by

W. Arthur
Lydiatt,

TORONTO.

When Your Story is Well Told the Goods are Half Sold.

It has been said that we should write an advertisement just the same as we would talk to a customer over the counter—that it is practically the same thing. But this is not always the case.

When we get a customer to the counter we already have their attention, and we know to a certainty that what we are going to say will be listened to, and that if one argument fails to impress we have the means of bringing other arguments to the customer's attention.

But in the case of an advertisement in the newspaper we must say something that will command attention. It must be something which sticks out and catches the eye and the mind of the casual reader.

After you have secured the reader's attention you can talk in the ordinary common-sense way, just about the same as you would to someone at your side; but, until you have attracted the people's attention, your talking in a moderate type is not always sure to attract attention and draw trade.

Therefore, while the real value and selling qualities of an advertisement may lie in the body matter, still the eye-catching qualities lie almost entirely in

It is this: "Break the news first, explain afterwards."

I've seen so many ads. in which a long

DID YOU SEE OUR June Wedding Gifts

such as
1847 Roger Bros.,
Silver Plated

Pie Knives,
Fruit Spoons,
Soup Ladles,
Sugar Shells,
Butter Knives,
Pickle Forks,

Also a beautiful line of

Nickel Tea Pots,
Nickel Coffee Pots,
Hot Water Kettles,
Brass Banquet Lamps

AND
Hanging Lamps.

Last, but not least

A "HAPPY THOUGHT RANGE."

H. H. OTTON & SON

Five Points Hardware Store.
Phone 123.

like the man who puts a monkey in his window, or sends one of those freaks through the streets on stilts, or in the guise of a country guy with a carpet bag sign reading "I'm going to Blank's."

The ingenuity of the compositor is entirely exhausted—the variety of styles of type is run to the limit—in the effort to satisfy this man's desire for novelty.

In a letter from a correspondent of this department received last week, he remarks: "Don't you think if you'd arrange the body of your ads. with different styles of type they'd be more attractive?"

No, I don't think so. I believe in simplicity of typography.

Many an advertisement loses most of its force because too much of the reader's mental power is required in getting through the "type thickets."

The average reader is not an easy reader, therefore, the effort should be to invite him by extreme legibility. Have the ad. set so as to cause the reader the least possible effort to digest its contents.

Avoid ornamentation; use borders only for the sake of securing contrast; headlines, as an aid to the reader, or, as a

HAMMOCKS

Have You Seen Those We Are Showing?

They are the Best Value in Town

Bought direct from the Largest Maker in the United States. They are the Latest Patterns. Prices range from 75c. to \$4.25. Come in and see them even if you don't buy.

For the Hot Weather you'll need a Refrigerator, a Gas, Gasoline or Oil Stove, and an Ice Cream Freezer. Our Stock is complete in these lines.

Another shipment of those Cheap but Great Lawn Mowers has arrived. They won't last long.

H. H. OTTON & SON,
Five Points Hardware Store
Phone 123

preliminary explanation was gone into in order to "lead up" to the point.

The best ads. tell as much as possible of their story in the first sentence. This is calculated to create a desire for particulars, which should be found in the "explanation" immediately following.

It is the first mission of an advertisement to be seen. Its greatest mission, of course, is to convince, but before an ad. can get the chance to convince, or convey any message whatever, it must be seen by the reader for whom it is intended.

* Therefore, the display is very important. The headline should be such as would be calculated to attract those persons who might be interested in the article or articles advertised. When possible make the headline "break the news."

Some advertisers spend too much energy in trying to attract attention,

HAVE YOU SEEN THOSE HAMMOCKS

we are showing? They are the best value in town. Bought direct from the largest maker in the United States.

They are the latest patterns. Prices range from 75c. to \$4.25. Come in and see them even if you don't buy.

For the hot weather you'll need a Refrigerator, a Gas, Gasoline or Oil Stove, and an Ice Cream Freezer.

Our stock in these lines is complete.

Another shipment of those cheap but good Lawn Mowers has arrived. They won't last long.

H. H. OTTON & SON

Five Points Hardware Store
PHONE 123

the display which is used, and we must catch the eye to secure the attention.

I have a favorite maxim, which I think is very good advice in this connection.

summary of the thought to follow; cuts, only when they save a lengthy description or better describe the goods.

ADVICE TO BOYS AND YOUNG MEN ENTERING BUSINESS.

In sending me the ads which are reproduced this week Otton & Son remark: "These ads were written quickly." They have that appearance, and it also seems evident that the compositor set them in type in a hurry, whether necessitated by lack of time or lack of ability to properly set up an ad, I cannot say.

Don't write your ads in a hurry when you can help it. It doesn't pay.

The real value of advertising lies in the way in which it is done.

So that the value you get for the money you pay the newspaper for advertising depends almost entirely on what you put in the space.

The main fault with these ads is that they try to advertise too many different things. It is quite a common fault with the hardware dealers' ads I see.

It is always better to advertise one thing at a time, or perhaps two, for it is always easier to make a definite impression on the mind of the public by focusing their attention on one, or two, articles.

If it is necessary to advertise a number of articles at the same time, as is often the case in the smaller towns where the paper is only issued once a week, one ought to give more attention to the display of the ad, arranging the comment, or description of the different articles something after the style followed by the department stores in the larger cities. This divides the ad up into several small ads, but serves to bring your goods to the reader's attention one at a time.

Simplicity in display is especially desirable. Over display, such as is illustrated by these ads reproduced, only tends to confuse the mind of the reader. It reminds me of a lot of people trying to talk to one person at once, and the consequent impression on that person's mind.

Without making any effort to re-write the ad, I have illustrated how easily one of these ads, could have been made more effective by simple display.

PERSONAL MENTION.

Mr. John Cameron, who has for many years been so well known to the trade in Canada on account of his connection with the advertising staff of "Hardware and Metal," left a few days ago for a holiday trip to Great Britain. He is accompanied by Mrs. Cameron. No doubt the good wishes of the trade will accompany him. It is to be hoped that he will return to Canada much benefitted by his trip and fortified for many more years of hard and successful work.

The almost weekly burglaries at the rubber works at Port Dalhousie have culminated in the capture of a man secreted on the premises at midnight of Tuesday, July 14.

THE average boy starting out into business life does not appreciate the importance and seriousness of the step he is taking: the failure of many may be due to that fact, writes J. A. Shaw, in *Hardware*. If they are fortunate or unfortunate enough to be situated where attention to business and accuracy makes no difference, they may drift along until they commence to think for themselves and realize that their success depends entirely upon their own efforts. A boy's future should not depend upon luck or chance, however, but upon the solid foundation of a proper start and a thorough realization of his position: what is expected of him and the reward in store for him for the successful accomplishment of his work.

Too many start out blindly. They haven't any idea as to what they want or are aiming for, but drift along in a haphazard way, thinking more of their salary at the end of the week than the success of their work.

If a boy could commence business life with even a small portion of the judgment and common sense he enjoys later on, how differently he would act. As he cannot start that way, however, with his own knowledge, why not profit by that of others and benefit by the observation of those who have learned by experience and can give such advice as will do much good, and perhaps assist in his success. In the first place, too many boys in entering into business fail to realize the dignity of their new life, but cling to their boyishness and school-boy pranks, which seriously interfere with their work and are a handicap to their own success. Such foolishness will not be tolerated in business, and the sooner a boy learns it, the better for himself and employer. It isn't necessary for him to assume the air of an old man: but that he attend to his work during business hours and forget the time-wasting and useless nonsense so many boys are guilty of.

Business men want people around them that will attend strictly to business, and if a boy cannot start out on that basis he had better not commence until he knows he can. A boy starting at the bottom, as he should in order to secure a good foundation, is liable to think that he does not cut much figure in the success of the business, and so allows those duties for which he is responsible to remain undone or drag along in a slipshod manner. He could not make a greater mistake: he must do all that is given him to do in the most accurate, prompt and gentlemanly way possible. If in doubt, he should ask for information rather than make an error, but for the development of his own mind he

should not ask assistance unless he is sure he cannot figure out the work correctly. Not only should he perform his own duties promptly and well, but he should not be afraid to do a little more than is expected of him. Employers notice all these things, though the boys sometimes think they do not, and if one shirks his own work or seems unwilling to do more than his own, he retards promotion if he does not lose his position. His responsibilities may seem small and unimportant at the start, but they must be done to the best of his ability, for unless he proves himself competent to master the little things, he will not be trusted with the more important positions and work. Every boy should aim to do all his work at least a little better than anyone else. He should give it thought, figure out how he can save time and money for the firm and yet improve the character of the work done, thereby making himself necessary to his employers and his services invaluable. He should study economy in the transaction of that part of the firm's business he is looking after, and try to find short-cut methods of doing certain work that will serve the purpose, but save time and money. Suggestions are always in order. He must always be in his place of business on or before the time expected, and if sickness or anything makes him late he should immediately explain it to his employer. During the day he should not watch the clock. It is time enough to go home or think of it when his work is all done. If he runs out of duties, he should look for more. The more he can do and do well, just so much more does he increase his knowledge of the business, responsibility and value to the employer, as well as fit himself for larger and more important duties.

Do not think, my boy, that if you do that and thereby prove your ambition and interest in the welfare of your employer that it will not be noticed and rewarded when a better position occurs for it will. We want bright, ambitious boys around us, prepared by their experience in the humbler positions to fill higher ones as they become vacant. If you have been doing your work well and shown your desire to advance by learning all you can about the work higher up, you are just the one we want to step into the shoes of the fellow who is leaving to better himself or has not done his best and so compels us to give you the position, which you have shown you deserve by hard work, attention to business and accuracy. We would greatly prefer having you take the place, for we know you and you have demonstrated your value, while at the same time it saves us the annoyance of bringing in an entire stranger and teaching him many of the things you should know about if you have kept your eyes open. We do not want boys who are not ambitious and capable of filling the better positions after proper training and development; but we do want and insist upon having in the lower places, bright, wide-awake boys to fill better places in case of necessity.

The celebrated **NATIONAL CUTLERY CO.** make three different styles of tailors' shears, viz., A.B. and C., in all sizes with nickel-plated blades and brass bolt. After almost half a



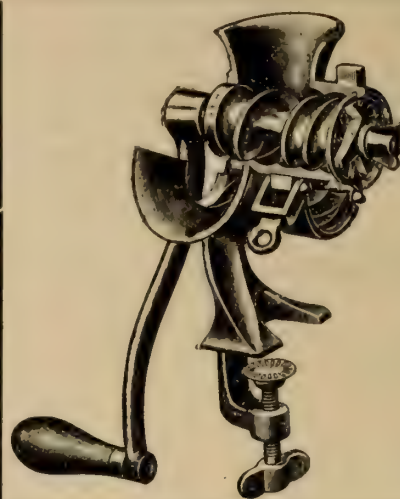
century manufacturing only high-grade shears, we are prepared to offer to the much appreciated and intelligent tailor, a shear which we claim has no equal for perfect finish, easy working, and is the only shear made to-day with the solid steel ride.

WRITE FOR CATALOGUE.

DECATUR, BULL & CO.,

SOLE CANADIAN AGENTS,

Montreal, Que.



**The
Russwin
Food
Cutter.**

Stands High from the Table.

Gutter Below the Case Carries all Juices to the Dish.

Self-Sharpening Knives.

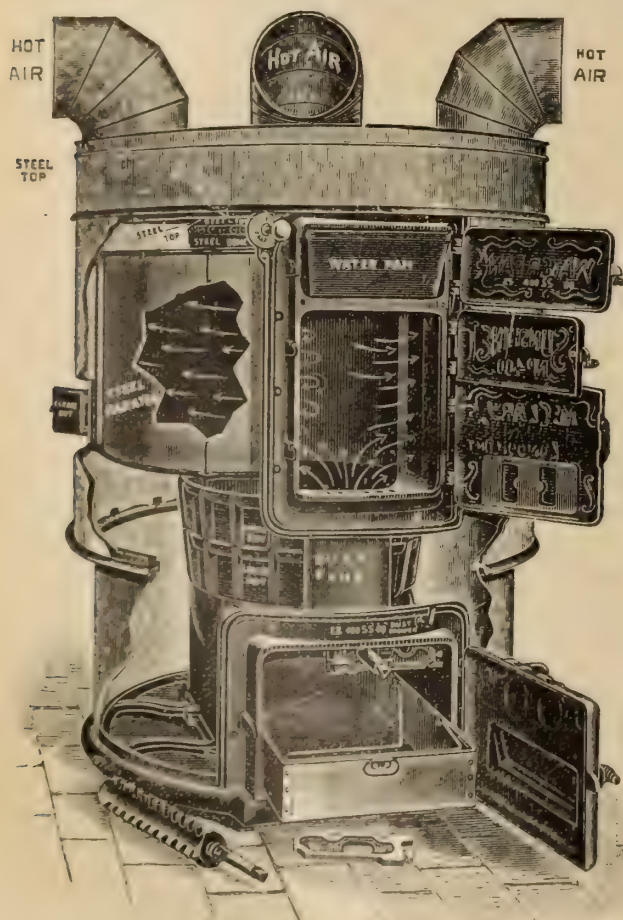
Case-Hardened Steel Cutters.

Hinged Case—Opening Flat.

All Parts Accessible for Cleaning.

Russell & Erwin Mfg. Co.

New Britain, Conn.



"Sunshine" Furnace.

The most successful hot air furnace in Canada.

Built to burn all kinds of fuel successfully.

Large double feed doors admit rough chunks of wood and make it an easy furnace to feed with coal.

All parts exposed to fire and wear are made extra heavy.

Never gives any trouble after being properly installed.

If your customers are dissatisfied with your present line write for catalogue and complete information on the "Sunshine."

Extensively advertised from Halifax to Vancouver.

The McClary Mfg. Co.

LONDON, TORONTO, MONTREAL, WINNIPEG,
VANCOUVER AND ST. JOHN, N. B.

HARDWARE AND METAL

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co. Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES,

MONTREAL - - - 232 McGill Street.
Telephone 1255.
TORONTO - - - 10 Front Street East.
Telephones 2701 and 2702.
LONDON, ENG. - - 109 Fleet Street, E.C.
MANCHESTER, ENG. - 18 St. Ann Street.
H. S. Ashburner.
LONDON, ONT. - - - Hiscox Building.
Walter H. Lindsay.
ST. JOHN, N.B. - - No. 3 Market Wharf.
J. Hunter White.
NEW YORK - Room 1241 New York Life Bldg.
W. T. Robson.
WINNIPEG, MAN. - 377 Cumberland Ave.
D. J. Benham.

Subscription, Canada and United States, \$2.00.
Great Britain and elsewhere 12s

Published every Saturday.

Cable Address { Adscript, London.
Adscript, Canada.

JUDGMENT IN BUSINESS.

We only want what we want; somebody else may want the rest; we don't!

THE above epigrammatic reply was given over the 'phone by the manager of one of the largest wholesale houses in the Dominion a few days ago. It is worthy of note as being characteristic of the man and a good criterion of a quality which has contributed largely to his success.

It seems that he was being urged to purchase a line of goods which he did not think desirable. His reply was exceedingly good-natured, but he had gone into the matter fully, and there was a tone of decision and finality which convinced the salesman that further argument was useless.

That "goods well bought are half sold" is indisputable. The ability and will-power necessary to buy right, to accept only what is wanted by one's trade, makes all the difference between success in some men and comparative failure in others. These qualities are, therefore, to be sought for, to be eagerly desired by every merchant. To be well equipped in this regard entails a good knowledge of the hardware business, of the preferences

and needs of the dealer's own locality. The more thorough the knowledge, the more decisive and correct will be the reply to salesmen.

There is danger, however, in substituting prejudice for judgment. Many merchants take dislikes to certain houses and even to certain articles, not because of any real inferiority, but for some ulterior reason. Their customers may desire to buy these articles, but the merchant is decisive in his refusal to stock them, with the result that the customers seek them elsewhere. Decision is a most desirable quality to possess, yet it should not be exercised too hastily. If a salesman has a new line to show he should be given a fair hearing. Then the merchant should have sufficient knowledge of the requirements of his trade and decision of character to give his answer finally, decisively, yet ever with good nature.

ARBITRATION IN NEW ZEALAND.

WHILE labor disputes claim so much of our attention in Canada, it is of interest to note the progress of such disputes in other countries and the methods which are there employed to solve the knotty problems which are continually arising. It is well known that in our sister colony of New Zealand the remedy employed is compulsory arbitration. The unions of employers and employed are incorporated, and all labor disputes are subject to the decision of an arbitration court. Many of us may be inclined to be sceptical as to the efficacy of this much-vaunted remedy. It is of interest, therefore, to note the practical working of the scheme and in particular a recent decision of the Arbitration Court, which is attracting wide attention in the island colony.

Some time ago the Arbitration Court, at the instance of the workmen, decided that the rate of wages in the furniture factories in Auckland must be increased from 1s 1d to 1s 3d per hour. The Canadian reader will be interested to know the result. Two firms affected by this decision granted the increase to the majority of their more capable workmen, but they decided that they could not grant it to all.

Now there is a clause in the act which provides for the wage of inferior workmen.

"Men who are considered unable to earn the minimum wage, shall be paid such lesser sum as shall be decided upon by the foreman and a member of the union employed in such shop where the question is raised, and if they cannot agree, then by an outside party, who shall be mutually agreed upon by both sides." But as will be noted the decision of the union that these men are inferior workmen is absolutely essential. In this particular case the union decided that the workmen in question were not inferior. The employers would willingly have engaged them at a less wage than 1s 3d per hour, but this could not be done in view of the union's decision that they were not inferior workmen. They were accordingly discharged and their places were not filled.

Against this action the union protested, strongly claiming that it was a violation of the terms of the award. The appeal was carefully considered by the Arbitration Court and it was decided that no breach of the award had been committed.

It may be unsafe at this distance to jump at conclusions, but it would seem that this decision must, to a great extent, render nugatory the whole machinery of compulsory arbitration. It would appear that employers dissatisfied with an award may at any time escape its irksome provisions by saying that they have no longer need of their employes, or certain of them, or that they are undeserving of the minimum wage.

Naturally this decision has created quite a stir among the industrial classes of New Zealand. Open distrust of the arbitration tribunal has been expressed by the labor organs and the Premier has expressed dissatisfaction with the turn which events have taken. The indications are that this much-amended Act will be still further amended in the near future. Compulsory industrial arbitration is still in the experimental stage, but the study of its progress in New Zealand cannot fail to be of profit to us in Canada. If we are not prepared to follow New Zealand in her novel experiments, we can with profit to ourselves watch their results. A scheme which may seem sound theoretically may yet be unsatisfactory in its practical working.

DISCRIMINATION AGAINST CANADIAN GOODS.

TRADE with South Africa has received considerable attention from Canadian exporters during the past few years, and the action of the Federal Government in subsidizing a steamship service from Canada to Cape Town and Durban is in line with a progressive policy only too necessary to develop a trade that was becoming practically monopolized by our friends to the south.

When the Government entered into the subsidy agreement with the Furness-Withy line of steamships plying between Montreal and South Africa it was naturally assumed that the movement was started with the view of encouraging Canadian manufacturers and shippers. It was to be reckoned with that American shippers would in all likelihood take advantage of the line as well, owing to their ability to secure low inland rates to Montreal, and one of the most prominent western firms have not been slow to take advantage of the opportunity afforded them; but it is somewhat startling to learn that a discrimination in favor of American shippers is manifested by the subsidized steamship company.

Our attention was called the other day to what seems to us to be an unjust partiality shown an American concern recently as against one of the largest Canadian packers in Montreal in the loading of freight for South African ports. The last steamer leaving was the Wyandotte, and it seems that The Laing Packing Co. of Montreal, who are amongst the most progressive exporters of Canadian dressed meats, had arranged for storage space on the vessel. Orders were given to The Lilley-Cameron Cartage Co. to commence loading June 29 and 30, and deliveries were made on the days named. It appears that, owing to July 1 being a holiday, the balance of the shipments were not offered until July 2, when, on arriving at the dock, the captain of the Wyandotte refused to permit the Canadian goods to be taken on board, and after keeping the Canadian goods waiting for over two hours, sent them back to the packing-house, but took on 10 carloads of Ameri-

can beef, which were standing in refrigerator cars in the dock.

The cartage company's protest was of no avail, and the result was that about 50 cases of Canadian meat were left behind, while the 10 carloads of American meat secured storage room.

It seems to us a matter for Federal investigation, and should it be shown that Canadian shippers are being discriminated against the parties at fault should be brought to task. Canadian manufacturers and shippers should at least have equal opportunities with competitors, to say nothing of a legitimate preference, on their own subsidized lines, but when it comes to a case like this, where Canadian goods were kept in the sun for over two hours, and then absolutely refused, while American shipments were being loaded out of refrigerator cars, it seems to us time to enter a protest in the name of our Canadian manufacturers and shippers. It will be the object of THE GROCER to fully investigate cases of discrimination against Canadian exporters, and should they be proven, to follow the matter up until a remedy is applied.

ANDREW CARNEGIE'S OPINION OF CANADA.

ON May 9th The Ironmonger, London, published an interview with Mr. Andrew Carnegie, the newly elected president of the Iron and Steel Institute of Great Britain, in which the following extracts referring to Canada and Australia were cabled to Canadian papers:

If I may ask you (said the interviewer) to take another step into the realms of prophecy, do you think that Canada is destined to be the link which will bring about this union of the mother country and the Republic? Will Canada, grown populous by immigration, spiritually British and materially American, bring about the merger (forgive the word) of the British-speaking peoples?

"Certainly not," said Mr. Carnegie. "Canada has no future except as part of the United States. Her native population increases more slowly than that of Scotland. She has only added 536,000 to her people in ten years, and of these 440,000 have come from abroad. Canada can never, standing alone, become a great industrial nation. Her steel industry? A figment. She hasn't made much steel yet, and that only under a bounty of seven dollars a ton. Cape Breton? A mirage. Nothing there need ever trouble the United States. And Australia? Why, Australia is like Egypt, a green ribbon in an arid desert. In no conceivable circumstances can your colonies ever have a population approaching that of the United States. Your white colonies, all together, only have ten millions of people now; the United States will increase by seventeen millions in this one decade.

Your colonial empire, in fact—what is it but a catchword of your politicians?"

Naturally such an expression of opinion by one so prominent caused bitter criticism throughout Canada, criticism so general that Mr. Carnegie took the extreme measure of writing a long personal letter to The Toronto Globe in which he denies having uttered the sentiments credited to him by The Ironmonger's interviewer, stating that the reporter had distorted his views and thus published them, despite a pledge to show the manuscript to him before publication. In this letter the following extract appeared:

Instead of disparaging any part of our widely scattered race, I wish to harmonise and bring them all together, sharing each other's lot in one great whole. Such was the trend of every word I spoke. I never miss an opportunity to speak of the virtues of the Briton to the American and vice versa, nor to laud the respective virtues of the absent Briton, Canadian, Australian, and American to the member or members of our race who may be present. No one can have more at heart the prosperity of every English-speaking community throughout the world, nor wish more ardently to see them unite. No one can exclaim more sincerely, "Advance Australia!" and "The Maple-leaf for Ever!"

It will be seen at a glance that Mr. Carnegie's letter placed The Ironmonger and its interviewer in an unenviable light. But the reply by that paper must be heard before judgment is passed. In the issue of July 4 it says:

If the statements made above over the signature "Andrew Carnegie" are intended to refer to the interview which appeared in our "Iron and Steel" Number of May 9, (the only interview with Mr. Carnegie ever published in The Ironmonger,) they are absolutely devoid of foundation. We shall show, in our next issue, that that interview was obtained by perfectly straightforward means, and that Mr. Carnegie knew that what he said would be published, and approved of such publication.

THE OUTLOOK FOR FENCING WIRE.

WIRE fence makers have a good outlook for years to come in Ontario, where old rails are rotting and fresh rails are not to be had. The sales for wire fencing are experiencing heavy increases. But it is in the Northwest that the great future for fence makers lies. The general character of fencing in the West so far, and for some years to come, is boundary fencing, which consists of two or three strands of wire to enclose wheat and grazing land. But when farming becomes more mixed, and the farms are laid out in fields, the consumption of fencing will grow enormously. And fences require posts, and the post of the future will be iron. Cedar posts have to be shipped in and the cost equals that of an iron post. HARDWARE AND METAL is informed that the supply of iron posts for Northwest fencing has been far from sufficient, and if this be so it would seem that there is in this circumstance a profitable and lasting field for several foundries.

COMMERCIAL INTEGRITY.

THE experience of manufacturers, regarding the conduct of dealers in handling their goods, varies considerably. The many advantages and great convenience of the dealer to the manufacturer, is indisputable. He serves as a medium for distribution, at once complete and effective, and therefore of great value; beside which he saves to the manufacturer the multiplicity of detail, risk and expense which naturally arises upon the more minute distribution. The dealer, owing to the great number of lines handled by him, is in a position to undertake these responsibilities at a commission comparably small to the cost it would mean to the individual manufacturer, were he to undertake such.

Further, the dealer who retains the good-will and confidence of his retail clients is clearly in a position to introduce more readily and effectually the many new and varied kinds of products which it is continually necessary to bring forward, if the reputation of the manufacturer is to be maintained.

This latter point without doubt is one of the dealer's strongholds. The retail merchant regards his jobber, not merely as a medium of supply, but as a channel, by means of which, he is enabled to keep continually in touch with the constantly varying markets, and from whom he can obtain those courtesies of information and advice which often will make all the difference between profitable and unprofitable business.

Without question, confidence is the great establishing factor in building up a clientage; the dealer who can command the confidence of his patrons secures for himself an asset which will survive the keenest of competition. But to obtain this, he must be moved by a principle far in advance of, and which will surmount, the often delusive considerations of dollars and cents—notwithstanding the important part they play in the race for success.

There are, however, men who are too short-sighted to see beyond the range of present advantage, who greedily seize any opportunity to make a few additional dollars, and who will stoop to make mean

use of this confidence to suit their ends, even though it be at the expense of that principle which is a positive necessity to healthy business existence.

That this class of man is to be met with in all positions of trade and commerce is unfortunately true, but nevertheless their presence should stimulate every honest trader to denounce and expose their methods.

Our experience of such men is that they are short-lived, seldom succeeding in holding trade for any length of time, notwithstanding their ability to deceive. Still it is difficult to estimate the extent of damage thus done to healthy trade.

Quite lately our attention has been called to an example of what was, to say the least, a palpably mean and discreditable way of opposing a manufacturer and which it seems difficult to credit, were it not that the information came from indisputable authority.

The said manufacturer making, as he does, a line of goods of undoubted quality, to maintain which necessitates a deal of extra expense and labor, has had his wrappings and packages copied, in almost every particular, by a rival firm who are making goods to imitate, but decidedly inferior in quality to those supplied by the first manufacturer, and at, of course, a much lower price than it is possible to produce the better class goods.

It is in the very nature of things that competition will always be active to avail itself of any noticeable success in any given line, and is, in all probability, an incentive rather than a hindrance to trade, but competition, to be beneficial, must be on equably correct lines, and the first principle should be that all goods should stand on their intrinsic merit alone and not dependent upon subterfuge for an entrance into market.

Now, this imitation by no means disconcerted the manufacturer referred to, believing as he did, and having every reason to believe, that, taken on their absolute worth, his product would come out on top, and that the dealers would not be deceived by the similarity of their "get up."

This in many instances proved correct. But where the real injustice of the situation comes in, as has been pointed out on

other occasions, is between dealer and retailer. And it is upon this feature that comment becomes necessary.

The retailer mails his order to his jobber, mentioning, amongst other things, a line of So-and-So's goods, and the jobber, alive to the extra profit on the deal and knowing his man, sends off a line of another make, got up to look like the better article, trusting to his ingenuity to meet complaint should one arise. The retailer, however, probably in immediate need of the goods in question, places them in store for sale and the error is not detected until it is too late for correction, and possibly injury has been done to his trade.

Now, as regards the manufacturer there is little to say. It is clear that as regards his goods he is quite at liberty to make what quality he desires and whatever style he thinks fit, but for his own reputation's sake, and the permanent success of his venture, it would have been better to place his goods on the market in an independent way and on their own merits, to say nothing of the injustice done to the goods imitated.

But the dealer stands in a different light and no excuse can be raised to justify anything on his part bearing the semblance of deception. Standing as he does as a middleman between manufacturer and trader, it is of the very first importance that he give fair and equal consideration to every product coming to his hand, and warrant, in every way, his position as trusted agent of the manufacturer. No language can be found adequate to condone conduct of the character before mentioned.

And equally so is it the duty of the jobber to see that any variation or imitation, such as we mention, is pointed out to his retail friends, that in their turn they may be readily on guard to protect their customers.

In these days of easy and quick communication, there can be no excuse for introducing such unequal and deceptive methods of competition. The traveller, telephone and telegraph place jobber and merchant in such ready touch with one another, that the "out of stock," and "just as good" excuses cannot for a moment hold water, and the retail merchant will do well to think twice before placing further confidence in firms resorting to such manoeuvres.

As between wholesaler and retailer the greatest confidence should exist in the interests of both parties, and for the maintainance of that commercial morality without which healthy business life cannot be maintained.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, July 16, 1903

HARDWARE.

WHOLESALE hardware houses are unusually busy for this time of year, and, as a rule, the Summer business sets in for a couple of months; and in several lines shipments are going forward rapidly. In a large measure this is due to the increasing demands of the growing Northwest, where much of the extra goods is forwarded. Not only the jobbing houses, but manufacturers and rolling mills also participate in the good Summer trade. A large Montreal rolling mills concern did the heaviest month's trade in their history during the month of June. The market is without any strong feature as regards changes in prices except that, as is natural, a good deal of discussion is in progress over the change in the selling terms of manufacturers to jobbers. On iron auger bits the price is now settled, and the discount is 33 1/3 per cent.

BARB WIRE. This continues quiet and at unchanged prices. We quote: \$2.80 per 100 lb. f.o.b. Montreal, and \$2.55 f.o.b. Cleveland. Carlots of 15 tons are quoted f.o.b. Cleveland at \$2.45.

GALVANIZED WIRE.—Not much business has transpired this week, and the market is quiet at the following prices: No. 5, \$3.70; No. 6, 7 and 8, \$3.15; No. 9, \$2.55; No. 10, \$3.20; No. 11, \$3.25; No. 12, \$2.65; No. 13, \$2.75; No. 14, \$3.75. In carlots, f.o.b. Cleveland: No. 5, \$2.20; Nos. 6, 7, 8 and 9, \$2.15; No. 10, \$2.20; No. 11, \$2.25; No. 12, \$2.30; No. 13, \$2.40; No. 14, \$2.50. In less than carlots, 12 1/2c. per 100 lb. extra is charged.

SMOOTH STEEL WIRE. There is little doing and no change to note in prices this week. Quotations are as follows: Bright and annealed, \$2.50 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, \$2; oiling, 10c.; spring wire, \$1.25; best steel wire, 75c.; bright soft drawn, 15c.; special hay-baling wire, 30c.

FINE STEEL WIRE.—A few small orders sum up the business in this line. Discounts are unchanged and we quote as follows: 25 per cent., with extras: 1 and 2-lb. hanks, 25c. per 100 lb.; 1/2-lb. hanks, 37 1/2c. and 1/4-lb. hanks, 50c.

BRASS WIRE. Market is dull. The discount remains at 60 per cent.

PRESSED SPIKES.—There is a small amount of business passing. Quotations f.o.b. the various Maritime and Ontario points are now omitted. The discount is 20 per cent.

FENCE STAPLES. Trade is quiet at unchanged prices, which are as follows: galvanized, \$3 per 100 lb. keg; bright \$2.80 per 100 lb. keg; 25 and 50 lb. packages, 25c. extra.

CUT NAILS.—Trade continues good. The price is \$2.45 f.o.b. Montreal.

WIRE NAILS. Wire nails are moving out well at \$2.10 per keg in carlots and \$2.45 per keg in smaller lots, f.o.b.

Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

HORSE NAILS. A small amount of business is doing this week. The discounts are: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Countersunk" heads, 55 per cent.; "C" brand, 40, 40 and 7 1/2 per cent. off; "Monarch," 50 and 7 1/2 per cent., and "Peerless," 50 per cent.

HORSESHOES. The market is not active, but the feeling is steady and prices are unchanged. Our quotations are as follows: Iron shoes, light and medium pattern, No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; X L steel shoes, new, light pattern, sizes 1 to 5, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05; featherweight, all sizes, 0 to 4, \$5.35; toe weight, all sizes, 1 to 4, \$6.60. Shoes, more than one size in a keg, 10c. per keg extra f.o.b. Montreal only.

RIVETS AND BURRS.—There has been no change as yet in these, and trade is quiet. We quote the discounts as follows: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off, and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS AND NUTS. There is a good demand this week, under steady prices. The discounts are: Common carriage bolts, 50 per cent.; full square carriage, 55; machine, 50 and 5; coach screws, 66 2-3; sleighshoe bolts, 65 and 5; blank bolts, 50 and 5; bolt ends, 50 and 5; plough bolts, 50 and 5; tire bolts, 67 1/2 per cent.; stove bolts, 67 1/2 per cent. Nuts, square, 3 1/2c. per lb. off list; hexagon nuts, 3 1/2c. per lb. off list.

SCREWS. Trade is only fair. The discounts are unchanged as follows: Round head bright, 82 1/2 per cent.; flat head bright, 87 1/2 per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

CORDAGE.—There is still a fair movement in cordage at steady and unchanged prices. We quote: Pure manilla, 14 1/2c.; British pure manilla, 12c.; sisal, 11 1/2c.; double lathyrus, 11 1/2c.; single lathyrus 11c.; cotton rope, 16 1/2c.; cotton twine, 17 and 20c. for 3 and 4 ply. Cotton bed cord, 90c. to \$1.35, according to length.

BINDER TWINE.—A fair business is done at 10 1/2 to 13c.

BUILDING PAPER. There is a good demand for building paper, and the market is active at steady prices. We quote: Tarred felt, \$1.85 per 100-lb.; 2-ply ready roofing, 90c. per roll; 3-ply, \$1.15 per roll; carpet felt, \$2.25 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O K and I X L, 70c. per roll; heavy straw

and sheathing, \$35 per ton; slaters' felt, 65c. per roll.

SHOT. There is not much doing. We quote as follows: Ordinary drop shot, A.A.A. to dust, \$6.50 per 100 lb.; chilled, Nos. 1 to 10, \$7.00 per 100 lb.; buck and seal, \$7.50 per 100 lb.; ball, \$8 per 100 lb. Trade discount, 15 per cent. f.o.b. Montreal, Toronto, Hamilton, London, St. John, N.B., and Halifax.

FIREBRICKS. A brisk inquiry is noted this week. English firebricks sell at \$16 to \$22 per 1,000 and Scotch at \$17 to \$22 per 1,000 according to brand.

CEMENT.—There is a fair demand at the following prices: Canadian cement, \$1.90 to \$2.25; German, \$2.25 to \$2.40; English, \$2.15 to \$2.25; Belgian, \$1.70 to \$1.95 per bbl. ex-store, and American, \$2.20 to \$2.40 ex cars.

METALS

On the local market there has been no quotable change; the volume of business passing continues satisfactory. The English market has shown some weakness in Canada plates and tin plates, but as yet no results are noticeable here. Canada plates, however, are easy here, as usual. Structural iron continues in demand, and business in this line is active. Copper is easy and it is reported that prices are being shaded.

PIG IRON.—There is a fair movement. The production of pig iron continues active contrary to the expectations of the summer season, and in June all records for a short month were surpassed. We quote as follows: Carron, No. 1, \$21; do., No. 3, \$19.75; Middlesboro', No. 3, \$17.75; Aversome, No. 1, \$20; do., No. 3, \$19.40.

BAR IRON.—There is not much doing. Prices are as follows: Merchants' bar, \$2; horseshoe iron, \$2.25; forged iron, \$2.30.

BLACK SHEETS.—A moderate demand is reported, and quotations are as follows: 28 gauge, \$2.45; 26 gauge, \$2.40; 22 to 24 gauge, \$2.35; 18 to 20 gauge, \$2.30 and 8 to 10 gauge, \$2.40.

GALVANIZED IRON.—Some business has transpired this week at the following prices: 28, Queen's Head, \$1.40; Apollo, 10 3/4 oz., \$1.30; Fleur-de-Lis, \$4.15; Comet, \$4; Bell brand, \$1.05. In less than case lots 25c. extra.

LEAD PIPE.—Trade continues quiet and steady at 8c for composition and waste, and 7c for ordinary. The discount is 30 per cent.

IRON PIPE. This is in good demand. There has been no change in prices, and we still quote: Standard pipe, per 100 ft., in lengths under 19 ft.: Black, 1/4, \$2.40; 3/8, \$2.65; 1/2, \$2.85; 3/4, \$3.65; 1-in., \$5.20; 1 1/4, \$7.35; 1 1/2, \$8.95; 2-in., \$12.55. Galvanized, 1/4, \$3.20; 3/8, \$3.45; 1/2, \$3.85; 3/4, \$5; 1-in., \$7.20; 1 1/4, \$10.05; 1 1/2, \$12.20; 2-in., \$16.85. Extra heavy pipe, plain ends, are quoted per 100 ft. as follows: Black, 1/4, \$4.20; 3/8, \$5.25; 1-in., \$7.55; 1 1/4, \$10.55; 1 1/2, \$12.75; 2-in., \$17.60. Galvanized, 1/4, \$5.20; 3/8, \$6.65; 1-in., \$9.55; 1 1/4, \$13.25; 1 1/2, \$16; 2-in., \$21.90.

TIN PLATE. These are easy on both

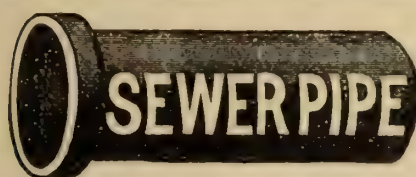
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CANADIAN, ENGLISH,
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FIRE BRICKS, FIRE CLAY,
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SEWER PIPES, CULVERT PIPES,
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Deseronto Iron Co.

LIMITED

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BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

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Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

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MONTREAL, QUE

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Canada Iron Furnace Co.

MIDLAND, ONT. Limited

the local and English market. Prices, however, are still quoted at \$1 for coke, and \$1.25 for charcoals.

TERNE PLATES. There is no change. Trade is quiet at \$7.25.

COIL CHAINS. A few good orders have been received this week. Prices show no change, and our quotations are as follows: No. 6, 10c; No. 5, 9c; No. 4, 8½c; No. 3, 7c; ½-in., 6½c; 5-16-in., \$4.90; ¾-in., \$4.20; 7-16-in., \$4; ½-in., \$3.90; 9-16-in., \$3.75; ¾-in., \$3.60; ½-in., \$3.50; ¾-in., \$3.45, and 1-in., \$3.40, with 10c. allowance on carlots.

CANADA PLATES.—Not much business is doing. The market is easy, though no actual change in prices is reported. We quote: 28, \$2.60 to \$2.70; 60s, \$2.70 to \$2.80; 75s, \$2.80 to \$2.85; full polished, \$3.75 and galvanized, \$4.25 to \$4.35; galvanized, 60s, \$4.45 to \$4.55.

STEEL.—There is some demand for steel, business being done on the following basis: Mild, \$2.05; sleigh shoe, \$2.10 to \$2.20; tire, \$2.15 to \$2.25; spring, \$2.85 to \$3; reeled machinery, \$2.75 to \$3; tool steel, \$2.60 to \$2.75; machinery (iron finish), \$2.10; mild steel, \$2.05; square harrow, \$2.50.

TOOL STEEL.—Trade is very quiet this week. Prices are as follows: Black Diamond 8 to 9c; Sanderson's, 8 to 9c, according to the grade; Jessop's, 13c; Leonard's, 7½c; Jonas & Colver's, 10 to 20c; "Air Hardening," 50 to 65c. per lb.

INGOT COPPER.—The market is easy at \$15.50 to \$15.75.

INGOT TIN.—There is no change. Trade is dull at 33 to \$33.25 per 100-lb.

PIG LEAD. This is very quiet at \$3.15 to \$3.25.

SOLDER.—Bar solder sells at 20c, and wire at 19c, with a fairly good business doing.

ZINC SPELTER.—This market is dull. The price remains at \$5.75.

SHEET ZINC.—We quote \$6.50 to \$6.75. There is very little doing.

SCRAP METALS.

There has been no change in the price of scrap metals this week. Coppers are inclined to be a little easier, but no quotable change is announced. As usual at this season, trade is quiet. We quote as follows: Heavy copper and wire, 10c. per lb.; light copper, 9c.; heavy red brass, 10c.; heavy yellow, 8½c.; light brass, 5c.; lead, 2 to 2½c.; zinc, 2½ to 2¾c.; iron, No. 1 wrought, \$16 to \$16.50; No. 2, \$7.50 per ton; machinery scrap, \$16 to \$16.50; stove plate, \$13; malleable and steel, \$6; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6½ to 6¾c. per lb.

HIDES.

There has been no further change in the price of hides. Trade is rather quiet. We quote: No. 1 beef hides, 8 to 9; No. 2, 7 to 8c; No. 3, 6 to 7c. No. 1 buff sheepskins, 75 to 77c. Lambskins, 11c; No. 2, 9c.

RAW FURS.

Trade continues very quiet this week. A variety of prices are quoted for good furs. An advance of \$1 in large Labrador and choice Eastern, Territory Rocky Mountains beaver, and \$2 advance for large, strictly prime, being noted. Otter shows strong advance, large North-Eastern being quoted at \$20, and small at \$12, an advance of \$10 and \$5 over last week's quotations. We quote:

TINPLATES

"DOMINION CROWN"—Best Best Charcoal, issued.

"ALLWAYS"—Best Charcoal.

"CANADA CROWN"—Charcoal.

"LYDBROOK"—Best Coke.

"TRYM"

All standard brands. Accept no substitute.

A. C. LESLIE & CO.

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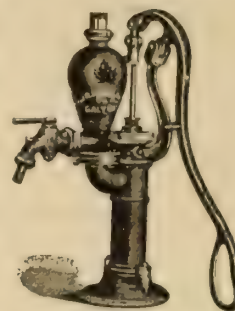
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McDougall Pumps
to the man who wants
to buy.

Our guarantee is at
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You can sell
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knowing they are all
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they will either be re-
placed, or the money
refunded.



Catalogue free for the asking

The R. McDougall Co., Limited
GALT, ONT.

Pig Tin

BOUSTEAD & CO.'S PENANG.
INGOT COPPER

LAKE AND CASTING.

PIG LEAD
SPELTER
ANTIMONY
PIG IRON

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Hamilton, Ont.

NOVA SCOTIA STEEL
& COAL Co., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

OPEN HEARTH STEEL

DEVELOPMENTS of the week in the planing mill hands and the mill difficulty between the factory and owners have been rather startling to trade, especially in building circles. The

26;

striking hands are all skilled woodworkers, and being members of the carpenters' unions, found no difficulty in getting work at going wages, the scale for carpenters being considerably higher than the factory hands were getting, and the day being eight hours instead of ten. The factory hands now demand a nine-hour day, which the mills say they can not give. The allegation made by the mill owners, which does not seem to be borne out by observation of the general condition of the trade, is that they can not compete in the lumber trade in the Northwest and Manitoba if they give a nine-hour day instead of ten hours. They claim that the mills of the Rat Portage country and those of the United States, which compete in the northwest market, would have an advantage thereby.

The action taken by the mill men, which has caused such disturbance in trade circles was to shut down on all delivery of lumber within the city of Vancouver. They claim they take this action because the men are being given work as carpenters, and being supported by the carpenters who have been kept employed by the delivery of lumber from the mills, whom the strikers and their friends are opposing. It is, of course, the aim of the mills to shut down all building operations, and thus throw out of employment all the different building trades, until the factory hands give in and return to work. As a result, all classes of trade are disturbed, and particularly so the dealers in builders' hardware, who have been doing a heavy trade so far and have stocked up with the expectation of a continuance. That this was justified can be gathered from the returns of the building inspector's office. Up to date this year there have been permits issued for buildings to the aggregate value of over \$600,000, all of which are either completed now, or under construction. These figures do not include two large public buildings, the new General Hospital and the High School building, both of which are practically under contract for construction this year. It is the intention to rush work on each to as early a completion as possible. The hospital is to cost \$100,000, and the High School is planned for \$70,000, but it may be necessary to add to this, as a suitable building can hardly be erected at the price set in the loan.

There is a second action, the outcome of the boycott of the city by the mills, which will have the effect of bringing the first into active force, and that is the orders issued for a general cessation of work. The men are being laid off as fast as material is used up, for new stocks cannot be obtained. It was also said that the mills had in contemplation a general shutdown, closing the mills entirely and stopping export and shipments to the Northwest. This is, however, entirely discredited by those who are in touch with the situation. The trade with the Northwest, which has been growing in importance every year would not allow of such a stoppage, even if the mills were willing to take the chance of losing such valuable trade. The only ray of hope is the firm belief every one has that the matter will be settled with very little delay. Were it not for this confidence, there would be many uneasy people in Vancouver, as the results of a

long siege would simply spell ruin to many.

The lumber mills are in trouble on the other side of their industry. The loggers are complaining that the prices have been cut until \$1 per thousand is offering for logs. At this price they cannot exist. The prices early in the season, and at which some loggers closed contracts, ran from \$8 to \$10. To make matters worse, there has been a heavy over production of logs. The mills have not been able to cut all the logs offering, despite the fact that they are running full time. The recently enforced regulation preventing the export of logs out from Government lands, cuts off one market, for independent loggers formerly sold to mills on Puget Sound. When it is recalled that logging camps have been put in very extensively, until the number in operation is almost doubled, there is no trouble in accounting for the surplus of logs. The mills are now dictating terms to the loggers, and the latter are petitioning the Government to remove the export embargo to relieve the situation. In order to prevent matters getting worse, The Lumbermen's Association, which is the organization of the loggers, as distinct from The British Columbia Lumber Manufacturers' Association, has decided to close down all logging camps controlled by them for six weeks, beginning August 1.

The various machine works in coast cities will feel the curtailment of expansion of the logging industry, as they have been supplying logging outfits to the limit of their capacity to turn them out. Many shops have not been able to manufacture all the donkey engines ordered during the past ten months. The other machinery and equipment of logging camps has furnished much trade for the machine shops also.

There is no change in the shingle situation. The partial closing down of the shingle mills is still in effect, as the market has a large surplus stock to absorb. A deal affecting the largest shingle mills in the world, those of the Hastings Shingle Mfg. Co., is on option until July 20. The Rat Portage Lumber Co., which recently entered the field here by purchasing the mills of W. L. Tait & Son for \$95,000, has made an offer, understood to be \$100,000, for a controlling interest in the two mills of The Hastings Shingle Mfg. Co. This would include an interest in valuable and extensive timber limits controlled by the latter company. It is understood that the Rat Portage people hold their offer open until July 20, on the understanding that they have first option at the price they have offered.

The big blue funnel steamer Telemachus from Liverpool, with cargo for Victoria and Vancouver, arrived at the former port last Saturday and at Vancouver on Friday, July 9. She discharges 1,600 tons of cargo here. She has manifested for delivery here another large consignment of firebrick and arches for the Crow's Nest Pass Coke Ovens. The Ajax brought in the first lot received some weeks ago, and a third shipment is to arrive by the next steamer of the direct freight service established by The Ocean Steamship Co., to which the Telemachus belongs, and the China Mutual Line, working in conjunction. Her manifest

OAKEY'S 'WELLINGTON' KNIFE POLISH

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Harness Snaps, Chain, Rope and Web
Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICE



PRIEST'S CLIPPERS

Largest Variety.

Toilet, Hand, Electric Power

ARE THE BEST.

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Sheep-Shearing Machines.

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The Best Door Closer is . . .

NEWMAN'S INVINCIBLE FLOOR SPRING

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

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You will be asked
for Dundas Axes
next fall. Are you
preparing to meet
the inquiry by be-
ing able to show
the goods?



Dundas Axe Works, Dundas, Ont.

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The Broadest Curriculum of Studies - The Highest Standard
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MALCOLM MACCORMICK, B.A. Principal, GUELPH, ONT.

To Meet the Increasing Demand for

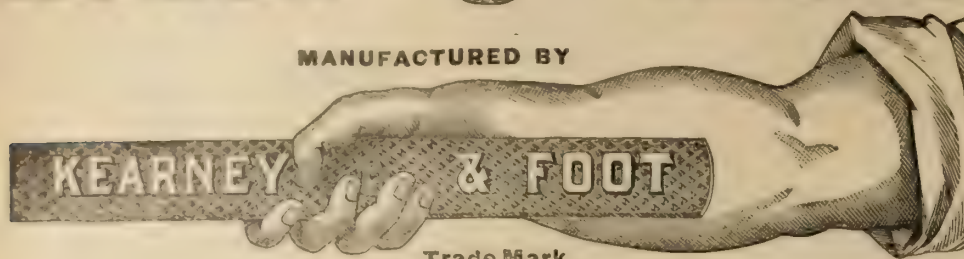
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KEARNEY & FOOT,



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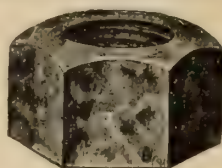


The FAIRGRIEVE GAS TOASTER

Retails at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.

THE FAIRGRIEVE MAN'FG. CO.,
295 COLLEGE ST., TORONTO.

U. S. Branch: 289 Jefferson Ave., DETROIT.



THE JOHN MORROW MACHINE
SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs,
Etc. Cold Punched Nuts of every variety of finish.
INGERSOLL, ONT.

NEW

RAILS

Sessenwein Bros.,

103 Shannon St.

.. MONTREAL.

12, 14, 16, 18, 20, 24, 30, 35 and 56 lbs. to
the Yard—carried in STOCK for prompt ship-
ment. TRACK REQUISITES.

shows the following metal and hardware shipments: 1,000 steel rails, 150 bbls. fish plates, 72 fish plates, 27 cases, 3 casks, 71 pkgs. machinery, 11 cases Scotch granite, 24 coils wire cable, 2 chains for marine railway purposes, 12, 750 steel angle bars, 8 cases naphthaline, 50 zinc plates, 5 cases zinc plates, 23 cases steel sheets, 272 bbls. hoop iron, 10 cases black steel sheets, 105 black steel sheets, 500 tons hematite pig iron, 58 bbls. bar iron, 644 bars iron, 5 cases shellac, 70 drums Jeyes fluid.

ONTARIO MARKETS.

Toronto, July 17, 1903.

HAR. MARK.

WHILE the volume of business is undoubtedly smaller, there is an excellent tone about the market, a feeling that the business retailers are doing must be larger than usual at this season. Orders for many lines have fallen away materially, yet wire nails, screws, bolts and nuts, building paper, screen doors, harvest tools, plumbers' brass goods, etc., are selling well. The feature regarding prices is the decision of manufacturers to make an extra price for small lots of nuts and washers. The new extra prices are:

NUTS	
Packages under 100 lb. per lb. extra per	5
" " 50 " " " " "	6
" " 25 " " " " "	7

WASHERS	
Packages under 50 lb. per lb. extra per	10
" " 25 " " " " "	12

The discounts of standard and quick-opening valves and square head cocks has been reduced 5 per cent., equivalent to a net advance of over 10 per cent.

Manufacturers of shot and lead pipe

have followed the example of the makers of nails, screws, etc., in shortening their terms of sales to 60 days net, or 2 per cent. off at 30 days. Word has not yet been received as to what decision the representatives of wholesale houses, who met at Gananoque this week, reached regarding terms. An advance in poultry netting is anticipated by some houses.

BARB WIRE.—There is not much doing. Prices are unchanged, the base being \$2.55 from Cleveland and 10c less in carlots. From stock, Toronto, \$2.80.

GALVANIZED WIRE.—Trade keeps up fairly well. We quote as follows: No. 6, 7 and 8, \$3.15 to \$3.35 per 100 lb.; No. 9, \$2.50; No. 10, \$3.20 to \$3.40; No. 11, \$3.25 to \$3.45; No. 12, \$2.65; No. 13, \$2.75; No. 14, \$3.75 to \$3.95; No. 15, \$4.30; No. 16, \$4.55. Nos. 6 to 9 base from Cleveland are quoted at \$2.27½ in less than carlots and at \$2.15 in carlots.

SMOOTH STEEL WIRE.—A moderate movement is recorded at steady prices. We quote: Base price \$2.50 per 100 lb. Oiling, 10c.; coppering, 60c.; and tinning, \$2 per 100 lb. extra. Shipping points, Toronto, Hamilton, London, and Montreal, with freights equalized on those points.

COIL SPRING WIRE.—Business is keeping fairly active. Prices are unchanged. We quote: No. 9, \$2.75; No. 11, \$3.10; No. 12, \$2.95. Freight up to 25c per 100 lb. allowed on 500 lb. or over. Carlots of 15 tons, 5c. less, with freight up to 20c. allowed.

WIRE NAILS.—A good demand continues at steady prices. Our quotations are as follows: Carlots, \$2.40, and small lots, \$2.45 per keg f.o.b. Gananoque, Montreal, London, Hamil-

We have added such modern machinery to our already extensive plant as only brains and money can produce, which enables us to give our customers a superior RASP, which has a sharp elastic tooth and perfect temper.

Horseshoers the world over will appreciate this tool.

For sale by all prominent Blacksmith Supply Houses and Hardware Merchants throughout the Dominion.

ton, Toronto, Brantford, Windsor, Ont., and St. John.

CUT NAILS.—A fair sorting business keeps up at \$2.50 per keg f.o.b. Toronto.

HORSE NAILS.—A fair trade is doing at steady prices. We quote: "C" brand, oval head, 40 and 10 and 7½ per cent.; on "Monarch," 60 per cent., and "Countersunk" head, 55 per cent.; on "Peerless," 45 and 7½ per cent.

HORSESHOES.—Business is fair. Our quotations are: f.o.b. Toronto; Iron shoes, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05. Steel, new light shoes, No. 2 and larger, \$3.95; No. 1 and smaller, \$4.20. Snow shoes, No. 2 and larger, \$4.05; No. 1 and lighter, \$4.30. If shipped from factory, 10 to 15c. less.

SCREWS.—The shortage is about relieved and a good trade is doing. We quote as follows: Flat head bright, 87½ per cent. discount; round head bright, 82½ per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze, 75 per cent.

RIVETS AND BURS.—The demand continues active; prices steady. Quotations are as follows: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.

BOLTS AND NUTS.—The difficulty in getting supplies is still curtailing sales. Our quotations are as follows: Carriage bolts, common (\$1 list), 50 and 10 per cent.; carriage bolts, full square (\$2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron (\$3 list), 55 and 10 per cent.; machine bolts, all sizes, 50, 5 and 10 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.

BINDER TWINE.—Orders are well in and the market is reported firm.

We quote as follows: 650 ft., 13c.; 600 ft., 12c.; 550 ft., 11½c.; 500 ft., 10½c.

CORDAGE.—A fair movement is recorded. We quote as follows: Pure manila, 14½c.; British pure manila, 12c.; sisal, 11½c.; double lath yarn, 11½c.; single lath yarn, 11c.; double shingle yarn, 11½c.; single shingle yarn, 11c.; sash cord, 25 to 30c.

LAWN MOWERS. Business is practically ended. Prices unchanged. We quote: Woodyatt, 12-in., \$7.50; 14-in., \$8; 16-in., \$8.50; 18-in., \$9; 20-in., \$10; Star, 12-in., \$5.50; 14-in., \$5.75; 16-in., \$6; Daisy, 12-in., \$4.90; 14-in., \$5.10; 16-in., \$5.30; Ontario, 12-in., \$11.25; 14-in., \$15.80; 16-in., \$16.80; 18-in., \$18.90; 20-in., \$20.50; Philadelphia, 12-in., \$6.50; 14-in., \$7; 16-in., \$7.50. Discount, 40 and 10 to 50 per cent.

SOIL PIPE AND FITTINGS. Attention is directed to the schedule of weights and sizes on another page. There is a good business at steady prices. Discounts are as follows: Light soil pipe, 45 and 5 per cent.; light soil pipe fittings, 50 and 5 per cent.; medium and extra heavy pipe and fittings, 55 and 5 per cent.; 7 and 8-in. pipe, 40 and 5 per cent.

BRASS GOODS.—The discount on standard valves has been reduced from 65 per cent. to 60 per cent.; on patent quick opening valves from 70 to 65 per cent.; on square-head brass cocks from 60 to 55 per cent.; and on square-head iron cocks from 60 to 50 per cent. There is an excellent demand for all lines.

BUILDING PAPER.—A big trade is noted. Dry fibre quotations are corrected to 55c this week, instead of 50c, formerly given in error. We quote as follows: Tarred felt, \$1.85 per 100 lb.; 2-ply ready roofing, 95c. per roll; 3-ply, \$1.20 per roll; carpet felt, \$2.30 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre 55c. per roll; tarred fibre, 65c. per roll, O K and I X L, 70c. per roll, heavy straw and sheathing, \$35 per ton; slaters' felt, 65c. per roll.

POULTRY NETTING.—A moderate sale reported. An advance is predicted by some dealers. Prices are nominally at 60 per cent. for 2-in. mesh, 19 w.g.; and 50 per cent. for 2-in. mesh, 16 w.g.

SCREEN DOORS.—Business has been more active. Prices are steady. We quote: Screen doors, common, 2 or 3 panel, walnut stained, 4-in. style, \$6.80; stained, yellow or green, \$7; in natural colors, oil finish, \$8.15; 3-in. style, 20c. per dozen less.

PLUMBING FIXTURES.—A fairly good demand continues at unchanged prices.

RUBBER HOSE.—A fair trade is reported. Lawn standard is now quoted at 5½c. per ft. for ½-in. and 6½c. per ft. for ¾-in.

FORK HANDLES.—There is an active business at the new discount, 50 per cent.

PRESSED SPIKES.—The demand is less active. We quote per cwt. as follows: ¼-in. x 4, 4½-in., \$4.75; 5-16 in. x 5, 6-in., \$1.50; ¾-in. x 6, 7, 8 in., \$1.25; 7-16 in. x 7, 8 in., \$1.10; ½-in. x 9, 10, 12-in., \$3.90. The discount is 20 per cent.

TINWARE AND ENAMELWARE.—The demand has been active, especially for such lines as are used for preserving purposes. Prices are unchanged.

WOODENWARE.—There is still a good business doing. Prices are steady as follows: Washboards—Victor, \$1.25;

Newest Artistic Ideas

Are embodied in the decorations
found in our

METALLIC CEILINGS AND WALLS

They make a most beautiful interior finish, and in addition are so practically durable and sanitary that it is easy to understand their immense popularity.

You can't afford to miss the big business assured by handling these lines, can you?

Metallic Roofing Co., Limited

TORONTO

MONTREAL

WINNIPEG

Crown, \$1.30; Improved Globe, \$1.15; Standard Globe, \$1.55; Original Solid Globe, \$1.70; Superior, solid back, \$1.85; Jubilee, \$1.85; Pony, \$1.05. Tubs—No. 0, \$10; No. 1, \$8; No. 2, \$7; No. 3, \$6.

CEMENT.—Prices are unchanged throughout, a good trade being done. We quote in carlots, Toronto, as follows: Canadian Portland \$2.50; German, \$2.40 to \$2.50; English, \$2.30 to \$2.50; hydraulic, \$1.50. Small quantities are 15 to 25c. higher.

METALS.

The market is, as it has been for some time, in a state of indecision, at least as far as buyers are concerned. Canadian pig iron producers, realizing that to "go after" business under the present conditions would entail granting concessions which they argue are unjustified in view of the fact that they have as many orders as they can fill during the next two or three months, are not seeking orders and accepting only such as are given at ruling prices. Other metals have at last followed on this market the reductions made on the primary markets during the past few weeks. Tin, terne and bright tinplates, tinned sheets, black sheets, Canada plates, and copper are all materially lower. The demand has improved over last week, the activity being well distributed over all lines.

PIG IRON.—Holders and buyers seem to be about as wide apart as ever. The moulders' strike has undoubtedly reduced the consumption in many foundries throughout Ontario while others are buying steadily. The outlook is difficult to analyze. Buyers are holding off, the great majority only taking what is needed immediately. Producers are not forcing matters, however, as they have orders well ahead and are content to wait the developments of the next few months. Summerlee is now reported at \$23.50 for No. 2, Toronto, otherwise there is no change. We quote f.o.b. Toronto, Hamilton and Midland, No. 1, \$22; Sydney, No. 1, \$20; No. 1, Jarrow, \$21; No. 2, Summerlee, \$25.

BAR IRON. There is a fairly good demand, with prices well maintained. The base price is now \$2. For extras, cut to length while rolling: 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft., by special agreement, according to length and size.

STEEL BOILER PLATES.—Prices are 6c. lower. There is a fair demand. The base price is \$1.96 f.o.b. Toronto.

TOOL STEEL. A good trade continues in this. We quote as follows: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 11c.; Jonas & Colver's, 10 to 20c.; ditto, "Air Hardening," 70c. per lb.; Chas. Leonard's, 8 to 9c.; Park's "Silver," 12 to 14c.; Park's "Special," 15 to 20c.

MACHINERY STEEL.—The activity continues, with prices firm at \$2 to \$2.05 f.o.b. Toronto.

COKE.—In good demand. Quotations range from \$6.75 to \$7.15 for 72-hr., and \$5.50 for 48-hr. furnace coke, f.o.b. Toronto.

BLACK SHEETS. There is a good movement. Prices have fallen 15 to 25c. throughout. We quote: 10 to 16 gauge, \$2.25; 18 to 20 gauge, \$2.70; 22 to 24 gauge, \$2.90; 30 gauge, \$3.

CANADA PLATES.—There is an improvement in the demand, yet the movement is still light. Prices are 20 to 25c. lower. We quote: All dull, \$2.70; half polished, \$2.85; and all-bright, \$3.60.

GALVANIZED SHEETS.—The demand continues excellent. Prices are fairly steady. We quote: Queen's Head, \$4.50 for 28 gauge; American, \$4.40 for 24 gauge; Bell brand, \$4.30 for 28 gauge; Gordon Crown, \$4.50 for 28 gauge.

TIN. A reduction of 50c is noted on the local market. Outside markets are weak. The demand is for small lots. We quote: \$32.50 to \$33.

TINPLATES.—Both coke and charcoal plates are 15 to 25c. lower. The demand is improving. We quote: Coke plates, bright, 14x20, \$3.85; charcoal plates, terne, 20x28, 112 sheets, \$8.

COPPER.—Ingot is still in good de-

metal. Stocks are more active and out-put is better. We quote: Lead, 8 1/2 per 100 lb.; sheet copper, \$21 to \$22 per 100 lb.

BRASS. As changed in price and in demand. Dealers, 10 per cent.

LEAD. A fair trade and a fairly steady market. We quote: \$8.50 per 100 lb. for pig lead and \$2.75 for bar lead.

IRON PIPE. An excellent trade continues. Prices steady. We quote: Per 100 ft. 12 in. pipe, 4 in., \$3.15; 1 1/2 in., \$2.40; 2 in., \$2.65; 3 in., \$2.85; 4 in., \$3.05; 5 in., \$3.25; 6 in., \$3.35; 8 in., \$3.95; 10 in., \$4.25; 12 in., \$4.50; 14 in., \$4.70; 16 in., \$4.90.

IRON SHEET. There is a fair demand for small lots at 6 1/2 to 6 3/4 per lb.

ZINC SHEETS. A fair business is doing in a small way. We quote base price as follows: Cask lots, \$6.75 to \$7, and part casks, \$7 to \$7.25.

SOLDER. In good demand. Prices are unchanged. Guaranteed half and half is quoted at 18 to 19c., and wiping 17 to 18.

OLD MATERIAL.

There is a fair movement in practically all lines. Prices are steady. Dealers quote: Heavy copper and wire, 11 1/2c. per lb.; light copper, 10c. per lb.; heavy red brass, 10 1/2c. per lb.; heavy yellow brass, 8 1/2c. per lb.; light brass, 6c.; lead, 2 1/2c.; scrap zinc, 3 1/2c.; iron, No. 1 wrought, \$11 per net ton; No. 2 wrought, \$5; machinery cast scrap, \$16; stove plate, \$11; malleable and steel, \$7; old rubbers, 6 1/2c. per lb., and country mixed rags, 50c. per 100 lb.

CONDITIONS IN THE GREAT WEST.

MR Taylor Webb, the representative in the Great West of the Thomas Davidson Mfg. Co., Limited, has been spending a few days in the East, visiting Montreal and Toronto. In reply to a question of "HARDWARE AND METAL" in regard to the transportation problem Mr. Webb said: "There is one thing I noticed in the newspapers the other day, and that was a statement of Mr. McNichol of the C. P. R. to the effect that they had now sufficient equipment to handle the crop in the Great Northwest. It would be welcome news indeed if this were true, but I know that the jobbing trade find it next to impossible to get delivery of goods in anything like reasonable time, and this state of affairs is general throughout the Northwest. It is not now a matter of the cost of freight rates that most concerns the people. It is what transportation facilities they can get."

"What about the crop outlook when you left Winnipeg?"

"The crops looked well. The time when a general failure of the crops might take place is I think now past in the Great West. What I mean is that the acreage is now so large and the wheat growing area of the country so much wider that

while in one part of the country there may be damage in others the crops will be uninjured. We have recently had excellent rains and a good crop is now assured for the present year."

"What is the feeling with regard to the Grand Trunk Pacific?"

"Little or no concern appears to be manifested in regard to the eastern portion of the proposed line. What we are principally concerned about in the West is the construction of the line in the Great West in order that the transportation facilities of the country may be increased. The business men are anticipating good results when the road is in operation. It is the general opinion that even with the three roads each will have all the freight it can handle."

"What is the condition of trade?"

"Trade is very good in Vancouver, but it is rather quiet in Victoria and on the northern portion of Vancouver Island on account of the lock out in the mines. Trade in the Kootenays is still quiet on account of the recent strikes. No doubt, however, with the bounty on silver lead ore there will be some revival in trade. The lumber trade in British Columbia is simply wonderful on account of the demand from the Territories. All parts of British Columbia where lumber is an industry, benefit is being derived from this demand. From Kootenay Landing to Fernie, quite a number of new saw-mills are being operated and they are kept going night and day. The shingle trade in British Columbia is however rather quiet on account of over-production. The outlook for Alberta is most promising, in fact I think Alberta has the most promising outlook of any of the provinces in the West. The land is admirably suited for mixed farming and the coal supply is unlimited. It is true that most of the coal is of the lignite variety, but deposits of anthracite have been found in parts of the country running from Anthracite to Red Deer."

Mr. Webb, who resides in Winnipeg, left for home this week.

HARDWARE JOBBERS CONVEENE.

The Wholesale Hardware Dealers' Association held a session in Gananoque, Ont., on Tuesday and Wednesday. Several important matters were considered, but no decisions reached are yet ready for publication. All the members of the association speak in high terms of the reception and entertainment provided them by the manufacturers of Gananoque.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

SITUATIONS VACANT.

BOILERMAKER—First-class boilermaker wanted at once; highest wages paid. Box 110 HARDWARE AND METAL, Toronto. f

HARDWARE clerk with brains and who is not afraid to use them, also his hands. State experience, salary and send references. Box 44 HARDWARE AND METAL, Toronto. (29-1)

HARNESSMAKER at once. Apply Box 109 HARDWARE AND METAL, Toronto. f

WANTED—Three or four good sawmill hands. Box 111 HARDWARE AND METAL, Toronto. f

MACHINIST wanted, lathe hand. Reply, stating wages, experience, etc., Box 101 HARDWARE AND METAL, Toronto. f

MOULDERS, stove plate, room for a few good men. Box 102 HARDWARE AND METAL. f

SALESMEN wanted for "Auto-Spray"; best automatic, compressed air hand sprayer made; big demand; liberal terms; sample machine free. Box 106, HARDWARE AND METAL, Toronto. f

WANTED—First-class brass moulder, accustomed to light work. Box 103 HARDWARE AND METAL, Toronto. f

WANTED—As clerk in hardware store—young man; two or three years' experience; references and salary required, Box 104 HARDWARE AND METAL, Toronto. f

WANTED—Tinsmith—good steady employment; wages \$2.50. Box 105 HARDWARE AND METAL, Toronto. f

WANTED—A handy man, accustomed to drilling and general stove work; steady employment. Box 107, HARDWARE AND METAL, Toronto. f

WANTED—For wholesale hardware specialties—thorough, practical, experienced man to look after stock, orders, buying, etc. Good opportunity. Write, giving outline of experience, to Merrick, Anderson & Co., Winnipeg. 28-2

WANTED—Canadian Meter Co.—Gas meter makers and tinsmiths. Address Box 172 Windsor, Ont. (29-3)

Hardware and Metal

has inquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of inquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

HARDWARE AND METAL
Montreal and Toronto

Window and Interior Displays

Timely Hints and Suggestions.

ALTHOUGH in a hardware, unlike in a dry goods store, there is not a very great necessity for the expenditure of much money in the window trimming, a merchant should not conclude that all expense is unnecessary. There are various seasons of the year when a special display is advisable, such as Christmas, Thanksgiving, Easter, and possibly, Victoria Day and July 1st. The first three occasions should be celebrated in every store, and, as the public are always watchful at those seasons for extra display, no window that is worthy of notice will be passed.

For these trims money should be expended, as a mere arrangement of the goods, no matter how careful or how striking, will not be conspicuous enough to stop the pedestrians on the sidewalk. Special backgrounds or fixtures will have to be made use of, and, although a very good display can be made with very little money and an inventive mind, the money is a part of it that cannot be overlooked.

However, it is not only for such annual events as these that some little expense is a good investment. Merchants can ordinarily use their window space satisfactorily by using only the goods themselves as adjuncts to the display. But, at various times through the year, whether taking advantage of any historical or local event or not, an extra trim should be indulged in, and something out of the ordinary done to show that there is still a living and interested influence in the store; otherwise the passers-by will think that the merchant is perfectly satisfied with his business, and considers any extra effort to attract trade as a useless expense of money or labor.

Such an impression is one of the most disastrous to a business, and no matter how large a trade may have been done, its influence will soon be felt. If people see a store has no interest in them, they soon cease to interest themselves in the store. Constant and substantial effort must be employed in the best business to retain its position, and in the poorest, to obtain a position; and it is just as necessary to the former as the latter.

It is through his window that the merchant who realizes this necessity impresses the public with the idea that he is after its trade, and to get it is willing to exert himself. Not only does the window reach his customers, but, more than that, all who pass. A regular customer

can be retained by personal attention, by well-kept stock, by good business methods, in addition to the influence of the window; but it is only in the latter way, combined with advertising, that those who do not enter the store, can be reached, and, more effectually in some ways than advertising, it attracts attention.

Mr. A. may have dealt for years with the store across the way, but a carefully arranged window may draw to his at-

To such men as these a special display is the only thing that serves, and if a half dozen like him can be induced to buy once, surely the money expended on the extra effort has been well spent. A couple of dollars put in a window may return fifty to the till, even directly, and when the indirect moral benefit is considered, the returns are far greater. Even where direct returns are not noticeable, the indirect, if they could be computed, would show a large profit to the merchant.

A Window Display Competition.

HARDWARE AND METAL, for the encouragement of tasty window displays, has decided to open a competition for its subscribers. Prizes will be awarded for photos or drawings of window displays and accompanying descriptions of the same. The prizes will consist of:

First Prize	-	-	-	\$10
Second Prize	-	-	-	\$7
Third Prize	-	-	-	\$5

and \$2 for every picture and description which is considered worthy of publication.

The competition, which closes on Sept. 1, will admit of photographs, pen and ink or wash drawings, with good ideas counting more than the picture itself, although, of course, all pictures in order to receive a prize, must be of sufficient distinctness and good workmanship to admit of their publication.

There is no progressive merchant but has at least one window a month that is worthy of entering this competition, and the prizes are so arranged that, even if a window does not win the \$10, \$7 or \$5 prize, it may be awarded a \$2 prize, provided only that it is of sufficient merit to publish in the columns of this paper. This award will cover the cost of the photograph and there is no reason why any merchant should not obtain it. The number of photographs or drawings submitted by each store is not limited, nor is the number of \$2 prizes; a merchant may win a dozen if his pictures merit them.

Should any intending competitor not know how to take a window picture, this paper will be glad to furnish him with instructions. In general terms, it may be stated that the early morning, when the light is clear, when few people are abroad and when there is the least reflection, is the best time to photograph the display. A good photograph can also be taken at night by the aid of an electric or flash light.

tention an article, which is either a specialty of the store displaying it, or, which has never before received his consideration. If he decides he requires, or wants it, the chances are that he will buy it where he saw it displayed, rather than across the street, and a beginning has then been made in the obtaining of his trade. He may buy only that article at the time, but he will never forget that Blank supplied his wants at one time, and the chances are exceedingly good that Blank will do so again.

Corner Windows.

A corner window is one of the most valuable assets a merchant can have, and there are few who do not appreciate its importance. He is fully alive to the fact that it opens great opportunities for window display and has the immense advantage of catching the eye of a passer-by long before he has reached the store. In this way the man outside is not compelled to stop and look at the display, but can see it as he walks along, and without turning his head.

Such a window well arranged is sure to attract people who would not bother to look at or would carelessly pass a straight front, and yet there is not one merchant in many who understands the knack of turning all its opportunities to advantage.

In a vague way he knows that the side elevation is important, but in some way he cannot get rid of the idea that the front elevation of the same window requires a more elaborate trim. Such is not the case. It is the side window that first attracts the eye, and it is that part of the window that gives a corner window its value. Accordingly it stands to reason that it should receive the most attention.

The best plan to adopt is to place the central figure a little to the side and far enough back to be seen from the side, without being interrupted by the corner. Then the part seen from the side should be the most carefully arranged, with the front aspect more as a good support than as the display that is intended to count. The observer will stop on his way up and naturally look at the side next him; when he reaches the front, the window across the entrance should be elaborate enough to give value to the front view, so that no matter from what position he looks at the window, he sees an effective display.

STOVES AND TINWARE

REMEDIES FOR SOME STOVE TROUBLES.

BUT in a position where all complaints relating to hot air heating and circulating boilers in connection with kitchen ranges, which come to our notice are referred to me," writes H. E. B. in *The Metal Worker*, "I notice that there are rarely two cases affected by the same cause. I also notice that there are few cases caused by large troubles. They are generally the case of small oversights, which the ordinary dealer is unable to locate, all of which troubles the average dealer is able to rectify when the cause has been pointed out to him.

"A dealer, to remedy a trouble, no matter how slight, which has once been established in the mind of the operator of either a furnace or a range, must use a certain amount of diplomacy in connection with his mechanical skill in order to effect a complete and lasting cure. For example, to simply tell a cook she does not know how to build a fire or operate a range means to ruffle her temper, and to thereby heap real trouble upon the imaginary trouble, and possibly call forth from her a rebuke, such as, 'Young man, I made fires before you were born,' or, 'I have done just as you are doing,' &c. I find the best and most practical way is to bank the fire and open all the covers, so as to cool down the fire as much as possible while you are making your examination. And then when you are satisfied in your own mind that everything is as it should be, call attention to the low condition of the fire. After replacing the covers open up all the drafts and carefully raise the body of the fire with a straight roker, so as to admit plenty of air. Then, while the fire is burning up, ask the cook to make a few biscuits, as you would like to try an experiment. When the bottom oven plate becomes hot enough to sizzle at the touch of a wet finger, put in your biscuits, and they will be done in from 15 to 18 minutes. Taking them out you can, by this practical demonstration, convince the cook that everything is all right, and the remedy is sure to be complete.

"Quite recently I had a peculiar case brought to my notice. A customer bought a new range to replace an old one, which had outlived its usefulness as a baker, yet which could not be excelled for making plenty of hot water, it having a good sized water back, which was connected to a 30 gallon upright boiler. The plumber disconnected the circulating pipes from the old water back and connected up the new water back in the new

range, just as the old one had been, using the same old circulating pipes, which were of lead, the lower one having a draw cock to enable the sediment to be drawn off when necessary. Some hours after they had started the fire we were sent for to explain what had been done to cause hot water to come out of the cold water spigot the water was even hot in the hopper of the water closet in the bathroom. As there had been no change made, other than as stated above, the plumber was naturally mystified and had to conjure a good deal before locating the trouble. The lower circulating pipe from the water back being made of lead, the original plumber had cut a hole in it to put in the draw cock and the end of the draw cock, slightly obstructing the passage, prevented a small ball of mud which had formed in the bottom

Heating and Tinware Issue.

In next week's issue of *HARDWARE AND METAL* special attention will be devoted to heating and tinware matters. Any information re these subjects would be appreciated.

Advertisers are requested to send in copy of advertisements by Monday, at the latest.

of the boiler from passing through the pipe. This formed a trap, preventing the water from circulating as it should have done and thereby producing a reverse circulation. When the ball of mud was removed, allowing the circulation to take place, everything was restored to its natural condition.

FURNACE PRICES TO THE STATES

BUT little investigation is needed to discover that during several years there has been less fluctuation in the prices of hot air furnaces than in almost anything else that is made in the four dry. Apparently this branch of trade has been free from combinations, and various efforts to secure some sort of an association among furnace manufacturers have met with little success, notwithstanding that some conditions existed that could be improved with advantage to all concerned. Whatever beneficial influence the stove manufacturers' associations have exerted on that branch of trade has doubtless had some good effects on the furnace trade owing to the close alliance of interests between them. Some manufacturers state that they are satisfied with the returns secured for their enterprise; others, who realize the difficulty of effecting a change in the condi-

tions, if not satisfied, are enduring with patience the lack of disposition that seems to prevail to secure improvement. Among the furnace manufacturers there are not wanting successful men of business sagacity and sound judgment, who complain that the returns in this branch of trade are by no means commensurate with the expenditures, and that many reforms are needed in prices secured and in methods of marketing. They claim that there are many constructions on the market which are simply a menace to the best interests of the furnace trade and which should be eliminated, and they realize that this can only be accomplished gradually through association.

Notwithstanding these conditions the furnace trade has not been without its compensations. Close observers are aware that the low prices at which excellent furnace systems could be secured for several years past have caused the demand for the best class of hot air furnaces to keep steadily increasing. The fact that these furnaces are profit producing has induced manufacturers and salesmen to push their sale, and this has resulted in inciting many of the smaller furnace contractors to learn how to do first-class furnace work.—*The Metal Worker*.

A NEW METAL POLISH.

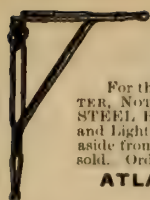
Geo. W. Grant & Co., Esplanade east, Toronto, oil dealers, are making a metal polish which they believe to be the best on the market. It is put up in half pint, pints, quarts, half gallons and gallons, and can be put in barrels if desired. The makers inform us that almost every big boat entering the port of Toronto uses this polish for their brass work. In Toronto offices, banks and warehouses have also proved excellent customers.

NOTES OF THE TRADE.

Campbell Bros. and A. J. McArthur, tinsmiths and stove dealers, Perth, Ont., are having their stores repainted.

G. Lund, Victoria, has taken out patents for a gas-stove, the object of which is to provide a new and improved heater attachment for gas heating and cooking stoves arranged to carry all obnoxious gases out of a room, and at the same time utilize the heat to the fullest advantage for heating water and air in the room.

E. Campbell, Rossland, B.C., has patented an apparatus for a smelting-furnace the improvement in which relates particularly to the water-jacketing construction of the furnace and to the novel construction of the receiver, including the tapping-jacket and slag-spout. The inventor aims to construct the furnace of wrought-iron, replacing all cast-iron water-jackets, rings, etc., with flanged, wrought-iron jackets and to avoid seams and rivets where molten metal comes in direct contact therewith.



Will Hold Up a Shelf!

That's what a shelf bracket is for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.

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WRIGHT'S No. 4 COLD BLAST LANTERN is THE Lantern
See it and be convinced.

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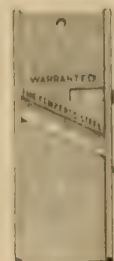
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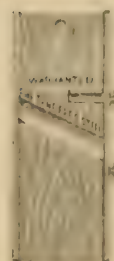
This is in your line of business, and it will pay you.

The Batty Stove & Hardware Co.
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Saw Cutter.



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A
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Edwin H. Grenfell & Co., London, Ont.,
CANADIAN AGENTS.

DIAMOND STOVE PIPE DAMPER.

U.S. Patent June 25th, 1895

Canadian Patent December 14th, 1893



Nickel
Handle.

Made by

THE ADAMS COMPANY, Dubuque, Iowa, U.S.A. TAYLOR-FORBES CO., Limited, Guelph, Ont

Imperial Standard Scales.

Scales of all capacities for all purposes,
for use in any business.

For fine workmanship,
accurate adjustment,
strength and durability,
there are no Scales
quite equal to the

IMPERIAL
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Everything from a Letter Scale, weighing 1 ounce,
to a great Railway Track Scale, weighing 100 tons.

Our Name on any Scale is a guarantee of High Quality.

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Have you seen our new illustrated catalogue (100 pages)? If not, write for it.



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MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES.

MANUFACTURERS AND IMPORTERS OF . . .

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Prepared Paints, Window
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For the GENUINE
Imperial French Green

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And CELEBRATED
English Varnishes

of CHAS. TURNER & SON,
LONDON.

Please mention HARDWARE AND METAL when writing.

LINSEED OIL

Raw and Boiled

"GUARANTEED PURE"

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Canada Linseed Oil Mills

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BARRELS WANTED!!

We are open to buy good sound, oak
Linseed Oil, Turpentine, Varnish, and
Machine Oil Barrels.



Boeckh's Flexible Bridled Brushes

win the admiration of every practical painter be-
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BECAUSE

The bridle can easily be removed and replaced.
The bridle is not affected by water, oil or paint.
The bridle works on a pivot and thus keeps the bristles elastic.

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PAINT, OIL AND BRUSH TRADES

THE VARIED USES OF ROSINS.

ROSIN is like petroleum: it is a thousand things a Proteus under many different aspects. The Germans and French mask it under the peculiar name of sound glue; the word "sound" is here used in its acoustic sense, not in its antiputrid one. In other words they call it colophony. It is, however, far more easy to get the tongue round "rosin," and it is a pity pedantic writers on technology do not mend their manners, and call a spade a spade, instead of an agricultural implement. This word colophony is derived from the use to which it is put by fiddlers, whom, again borrowing from the French, we must nowadays, forsooth, term violinists. But even "colophony" is altogether preferable to "resin." Rosin, though derived from a resin, is not a resin: if anything, it is a "pitch." In fact the term, "pitch," is applied to a resinous substance with less claim to it than common rosin, viz., to Burgundy pitch. Another and very ancient use of rosin is in the making of cobblers' wax. But leaving the fiddler and cobbler alone for the moment to practice their arts in peace, we come to its use in the factory. The belt has just come off a pair of differential pulleys going at differential speed, and round and round without repose, round and round the fly-wheel goes, until it is hurriedly stopped in its wild career by the engineman, who comes out of the engine-room: to see what has happened this time, with a scared face and hair on end, while some half dozen or more laborers shouted simultaneously. "The strap is off!" A little rosin sprinkled on the belt would have saved this from happening.

The use of rosin by the plumber in soldering is well known. But it is, perhaps, not so widely known that the yellow color of good common yellow house hold soap is due to rosin, and also its rather pleasant smell.

During the American Civil War the soap makers were very hard pushed for rosin, and it was then actually dearer than tallow. The French rosin made the smell of bad fat made into soap worse than the first.

Again, a great deal of lampblack is made by burning rosin in a confined atmosphere, and we are indebted to rosin for our cheap halfpenny newspapers, because rosin not only supplies the black pigment, but also the oil vehicle by

means of which it is applied as printers' ink to the paper. Moreover, the same rosin oil is used as a vehicle to print colors more pleasant to the eye than common lampblack.

Rosin oil, made by distilling common rosin, has many uses besides that of a printing ink. The great Tesla, for instance, found it to be the greatest electric insulator in existence. Mixed with blue keel and red keel, it makes the fancy sheep marking brands which are so extensively used in New Zealand and Australia.

Again, mixed with one or two per cent. of quicklime in the form of lime water, it forms the rosin grease, of which hundreds of tons used to be exported before the war to Delagoa Bay for use in the Transvaal, not before, be it well understood, the grease had been reduced to the extent of from one third to one half by means of gypsum. Rosin, again, either in its original condition or as rosin oil, is one of the chief ingredients of sheep dips and sanitary fluids. A soap made from rosin and soda alone is extensively used in bleaching linen and calico, and also in paper making, in which industry it is known as rosin size.

Rosin dissolves easily in most varnish solvents, such as turps, methylated spirit, coal tar, naphtha, and petroleum naphtha, and these solutions, when colored with an aniline dye are used to adorn the toys of generation to generation of children. A petroleum naphtha solution of rosin is used as a vehicle for suitably tinted barytes, as a paint for ships, iron drums, kegs, etc.

If rosin be heated with a metallic oxide, such as lime, litharge, or the black oxide of manganese, it dissolves these metallic oxides, combining with them to form the so-called metallic resins. The combination of rosin with the oxides just named, or mixtures of these, are sold as driers for varnishes and boiled linseed oil. They are grossly abused in the oil trade, it paying well to load a boiled oil with these "resins" but the oil boiler would be grossly insulted if you were even to hint that his boiled oil contained rosin, and that he had added a "rosinate" and not a "resinate."

These resins may also be made in the hydrated condition by precipitating a solution of rosin in caustic soda by the corresponding metallic salt. Copper sulphate, for instance, gives a fine green

rosinate much used in anti-fouling composition. By adding aniline dye to the solution of rosin in caustic soda, and then precipitating with a magnesium, calcium, barium, zinc, or aluminium salt, a dyed rosinate is produced, which can be dissolved in linseed oil, imparting its color thereto.

The use and abuse of rosin in spirit varnish and oil varnish manufacture is too well known to require description.

Linseed oil can be converted into a metallic linoleate; there is, therefore, no excuse for introducing a metallic rosinate into boiled linseed oil.

It will be seen that the substance has virtues of its own: it is a pity, therefore, that it should be used for purposes for which it is not adapted.

These are but a few of the many uses of rosin, which tends more and more every day to become the "barytes" of the varnish maker. As to rosin oil, it is par excellence the animal and vegetable oil adulterant of an age in which adulteration has become a fine art. Let us, however, not forget to mention the rosin spirit produced simultaneously with the rosin oil, and so much used as an adulterant of, and substitute for spirits of turpentine. Oil and Colourman's Journal.

PAINT AND OIL MARKETS.

MONTREAL.

THOUGH the demand for linseed oil keeps up the supply is very large, and a drop of 3c. is noted this week. Orders for round lots are being shaded from this price and a further decline is likely. Turpentine is 1c. higher than last week, and is firm. Shellac gum is very firm and considerably higher. The price of shellac may be advanced 10 to 15c. per gallon. The general makes of varnish are steady with an undercurrent of strength, due to the firm feeling in turpentine. There seems to be no let-up to the inquiry for Paris green, particularly in the West, though a few lots are also being shipped to the eastern provinces, where, apparently, the potato bug has been later in arriving. The midsummer dullness has not as yet overtaken the paint and oil trade, and the inquiry for white lead, mixed paints and painting materials generally remains unabated. Some cutting is reported in white lead in Montreal, which, according to a well-known paint man, is entirely unnecessary, as there is a keen demand for all the lead that can be turned out. "This dog-in-the-manger policy," he says, "whereby the maker can't get the profit on the lead himself and hinders others from doing it also, is one that I can't understand." We quote:

GROUND WHITE LEAD.—Best brands, Government standard, \$5 to \$5.25; No. 1, \$1.27½ to \$1.57½; No. 2, \$1.10 to \$1.50; No. 3, \$1.02½ to \$1.12½; No. 4, \$1.05 to \$1.75, all f.o.b. Montreal. Terms, 30 days, or 3 per cent off for cash in 30 days.

DRY WHITE LEAD.—\$1.75 in casks and 50 kegs, \$5.

DRY WHITE ZINC.—Pure dry, in casks, 60 lb., in 100 lb. kegs, 60 lb.; No. 1, zinc, in casks, 50 lb., in 100 lb. kegs, 50 lb.

WHITE ZINC (ground in oil).—Pure, 25 lb. tins, \$1.00; No. 1, 70 lb.; No. 2, 60 lb.

PUTTY. W. quote. Bulk, in barrels, \$1.00; 100 lb. kegs, \$1.85; 50 lb. kegs, \$1.90.

ORANGE MINERAL. Casks, 70 lb., 100 lb. kegs, 70 lb.; smaller quantities, \$1.00.

RED LEAD.—Genuine red lead, in casks, \$1.50; in 100 lb. kegs, \$1.75; in less quantities, \$5.75 per 100 lb. No. 1 red lead, casks, \$1.25; kegs, \$1.50 and smaller quantities, \$5.50.

LITHARGE. Ground, casks, 50 lb.; in less quantities, 50 lb.; flake litharge, casks, \$5.25; smaller, \$5.75 per 100 lb.

LINSEED OIL.—Raw, 1 to 4 bbls., 54c.; boiled, 57c.; raw, 5 to 9 bbls., 53c.; boiled, 56c. Terms, net cash in 30 days. Delivered in Ontario, between Montreal and Oshawa, at 2c. per gallon advance.

TURPENTINE. Single bbls., 71c.; 2 to 4 bbls., 73c. Terms, net cash in 30 days.

BENZINE. 25 to 26c.

SHELLAC VARNISH.—Pure white, \$2.20 to \$2.35; orange, \$2.10 to \$2.25.

MIXED PAINTS. \$1.20 to \$1.40 per gallon.

CASTOR OIL.—\$3 to 9½c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PURE CANADIAN PARIS GREEN.—Petroleum barrels, 15½c. per lb.; arsenic kegs, 15½c.; 50 and 100 lb. drums, 16c.; 25 lb. drums, 16½c.; 1-lb. packages, 17c.; ½ lb. packages, 19c.; 1 lb. tins, 18c.; ½ lb. tins, 20c.

PURE ENGLISH PARIS GREEN.—Petroleum barrels, 14½c.; arsenic kegs, 14½c.; 50 and 100 lb. drums, 15c.; 25 lb. drums, 15½c.; 1-lb. paper boxes, 16c.; 1 lb. tins, 17c.

TORONTO.

Generally speaking business is more active than usual at this season. Sundries are in good request, but the inquiry for white lead, linseed oil and turpentine is reported to be moderate. Prices show uneasiness, severe cutting still being reported in all staples. Gum shellac is 2 to 3c. dearer. Other prices are, however, nominally unchanged. We quote:

WHITE LEAD.—Ex-Toronto, pure white lead, \$5.10 to \$5.25; No. 1, \$4.62½ to \$1.87½; No. 2, \$1.25 to \$1.50; No. 3, \$1.87½ to \$1.12½; No. 4, \$3.50 to \$3.75 in packages of 25 lb. and upwards; ½c. per lb. extra will be charged for 12½ lb. packages; genuine dry white lead, in casks, \$5.02½.

RED LEAD.—Genuine, in casks of 50 lb., \$4.75 to \$5; ditto, in kegs of 100 lb., \$5.25 to \$5.50; No. 1, in casks of 50 lb., \$1.25 to \$1.25; ditto, in kegs of 100 lb., \$1.25 to \$1.50.

LITHARGE.—Genuine, 6 to 6½c.

WHITE ZINC.—Genuine, French V. M., in casks, \$6 to \$6.25; Lehigh, in casks, \$6 to \$6.25.

SHINGLE STAIN.—In five gallon lots, 60 to 85c. per gallon.

PARIS WHITE.—90c. to \$1 per 100 lb.

WHITING.—65c. per 100 lb.; Gilders' whiting, 80c.

GUM SHELLAC.—In cases, 38 to 40c.; in less than cases, 42 to 45c. per lb.

LIQUID SHELLAC.—Pure orange, in bbls., \$2.30 to \$2.40; white, \$2.35 to \$2.45 per gallon; in less quantities, 10c. extra.

GLUES.—Broken sheet, in 200-lb. bbls., 8 to 8½c. per lb.; cabinet glue, in bbls., 11½ to 12c.; emery glue, in bbls., 17c.; bookbinders', ground, 10½c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

PUTTY.—Bladders, in bbls., \$2.10; bladders, in 100-lb. kegs, \$2.25; bulk, in bbls., \$1.80; bulk, less than bbls. and up to 100 lb., \$2.05; bladders, bulk or tins, less than 100 lb., \$2.75.

PARIS GREEN.—Petroleum bbls., 13 to 15½c. per lb.; arsenic kegs, 13½ to 15½c.; 50 and 100-lb. drums, 14 to 16c.; 25 lb. drums, 14½ to 16½c.; 1-lb. packages, 15½ to 17c.; ½-lb. packages, 17 to 18c.; 1-lb. tins, 16 to 18c.; ½-lb. tins, 17 to 19c.

PLASTER PARIS.—New Brunswick, \$2 per barrel.

PUMICE STONE.—Powdered, \$2.50 per cwt. in bbls. and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots and 8c. in bbls.

LIQUID PAINTS.—Pure, \$1.20 to \$1.40 per gallon; No. 1, \$1.10 per gallon.

BARN PAINTS.—65 to 70c. per gallon.

CASTOR OIL.—English, in cases, 8 to 9c. per lb.; and 9 to 10c. for single tins.

LINSEED OIL.—Raw, 1 to 2 bbls., 58c.; boiled, 61c.; 3 to 5 bbls., raw, 60c.; boiled, 61c. delivered. To Toronto, Hamilton and London, 2c. less. All quantities of 10 bbls. and over of linseed oil sold

only f.o.b. Toronto, Hamilton, London and Guelph.

TURPENTINE. Single bbls., 75c.; 2 to 3 bbls., 71c. delivered. Toronto, Hamilton and London, 2c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5 gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

WINDOW GLASS.

MONTREAL.

The market for glass is fairly active at present and several good orders have been received this week. There is no change in price, which is steady as follows: First break, 50 ft., \$2; second break, \$2.10 for 50 ft., first break, 100 ft., \$3.80; second break, \$4; third break, \$1.50; fourth break, \$4.75.

TORONTO.

A moderate business is doing at unchanged prices. We quote: Star, under 26 in., \$3.80; 26 to 40 in., \$4; 41 to 50 in., \$4.50; 51 to 60 in., \$4.75; 61 to 70 in., \$5; 71 to 80 in., \$5.50. Toronto, Hamilton and London. Terms, four months.

CANADA PAINT CO.'S COLORS.

The colors of The Canada Paint Co. are noted for strength and fineness. That they are appreciated abroad as well as at home is shown from the fact that The Canada Paint Co. are shipping this week to the Old Country 45 tons of painting material, and weekly shipments are made to the United States. For bridge, girder, elevator and railroad work the manufactures of The Canada Paint Co. are particularly recommended. Books of samples will be mailed free upon request.

THE REAL TEST

of a **FIRST-CLASS PAINT** is how it wears and how it keeps its color.

"ANCHOR" LIQUID PAINT.

has been wearing well, looking well and giving satisfaction for the past thirty years.

The mere fact that **BRANDRAM'S B. B. GENUINE WHITE LEAD** is the only one used in its manufacture is sufficient argument of superiority.



HENDERSON & POTTS

ESTABLISHED
1874,

Halifax and
Montreal.



THE LATE JAMES COOPER.

Mr. James Cooper, one of the best known merchants in Montreal, died on Saturday, July 11, after an illness of some three weeks. Mr. Cooper is known to all hardwaremen, having been first with Rice Lewis & Co., of Toronto, and later with Frothingham & Workman, as a traveller, on which duties his genial disposition made friends for him throughout the trade in a large section of the country.

It was in 1872 that Mr. Cooper started in business for himself, and afterwards, when Mr. Fred. Cooper entered the firm, it became known as Cooper, Fairman & Co. Heavy hardware was the chief line, but the firm became afterwards the pioneers in the manufacture of barb wire in this country. This part of the business developed to such an extent that it became a separate corporation under the name of The Dominion Wire Co., of which Mr. Cooper became president. The firm taking up a patent for wire rope also made a success of it and founded what is now The Dominion Wire Rope Co. Mr. Cooper became president of that company also. In The Dominion Bridge Co. the firm of Cooper, Fairman & Co. held the controlling interest up to 1889, when the firm dissolved, though the senior partner remained a director of the bridge company.

A great deal of sympathy is expressed for Mrs. Cooper, who was in England at the time of his illness and only arrived by the steamship Cedric at New York on the day of his death.

The funeral took place on Tuesday, July 11, and was one of the most largely attended that has been seen for some time in Montreal.

CONSOLIDATED LAKE SUPERIOR CO.

A Philadelphia despatch says: "Directors of The Consolidated Lake Superior Co. are said to have assurances that the proposed \$15,000,000 bond issue will be successful, and that such bonds as the stockholders do not take will be taken by financial interests in this city and New York friendly to the company. They are confident they will be able to redeem the securities which have been deposited with the Speyer syndicate, and to thus avoid a receivership and the loss of the control of the property.

"The real import of the statement that the bonds not subscribed will be otherwise disposed of by the directors was not understood until to-day's early raid on the stocks of the company, during which they touched the lowest price on record. After the statement had been digested the feeling got abroad that the company had provided for all contingencies and had been assured that any part of the bond issue declined by the stockholders would be taken up by friendly hands. This belief strengthened the situation and the day closed with the belief that the property would yet be saved to the Philadelphia investors."

Mill factory hands, of Vancouver, have gone back after their strike.

Nobles & Hoare.

CORNWALL ROAD STAMFORD STREET.
LONDON, ENG.

Manufacturers of

HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works
or from the principal Color Dealers in Canada.



Manufacturers of FINE READY-MIXED PAINTS, FLOOR PAINTS and VARNISHES, and WHITE LEAD. Full line of best DRY COLORS, OILS, and all PAINTER REQUISITES always in stock. Send for prices.

The Globe Paint Co.,

Limited

422-424 Adelaide St. W., Toronto.

SPECIALTIES

THE CANADA PAINT CO. LIMITED



SOLE MAKERS

THE
CANADA
PAINT
COMPANY
LTD

HEATING AND PLUMBING

FREQUENT CONFERENCES ARE DESIRABLE.

WHAT would be one of the greatest benefits derivable from the conventions held from time to time by the Master Plumbers' Association is the meeting between the manufacturers and supply men and the association.

Even in this age of enlightenment there seems to be a woeful state of misunderstanding between the two parties. The manufacturers imagine on the one hand that the chief aim and object of the association is to try and get the best of them; on the other hand, members of the association are under the impression that the manufacturer and supply man live to take advantage of him. This state of affairs is not in the interest of either party. That a great deal of good has been done on behalf of the craftsmen since the organization of associations there can be no question. There never was a time when better work was turned out than is turned out to day. This, of course, is due to some extent to the fact that municipalities have passed by-laws regulating plumbing. It must be remembered in this reform the master plumbers took the initiative; they it was who urged the passage of such by-laws. Not only did they assist in having the very best by laws adopted, but it has always been their desire to carry out the principles of the law. No law is better adhered to than this. Individually, the master plumber could have done very little along this line. It was only as an organization that force could be added to the request. While this and other reforms have been enacted, there is no doubt that much of the good that could, and that should, have been derived from banding together has not been accomplished. A great factor in this state of affairs is the lack of unity between the supply and demand. Each other's motives are not understood. One of the main reasons for this is that the parties do not come together often enough. While they may meet individually they only come together as a body when there is some grievance, some complaint to discuss. Meeting at all times under these conditions, is it any wonder that the reception is, "Well, what is your trouble now; what charge have you got to lay?"

What should be of great benefit to both parties is stated meetings. The two parties should come together under favor-

able circumstances as well as unfavorable. Let each other see that while you are not in business for your health nor are you looking solely after your own interest, you have the welfare of each other at heart. The manufacturers, even from a selfish motive, would be benefitted by assisting the interests of the plumber. Indirectly he is helping himself. On the other hand it is to the plumber's interest to aid the manufacturer. The time has come when the association has become a power and can very materially assist the manufacturer and supply man who is looking after his interest, and the time has come when it is to the interest of the manufacturer to assist in cementing the master plumbers together.

In speaking before the recent convention at Montreal, representatives of the manufacturers stated that they and the Montreal association had not come together since the former convention held in that city three years ago. They (the manufacturers) inferred from that, that there was no further good to be accomplished, that perfection had been reached; nothing had been done that was wrong. The Montreal association certainly not only want to interest themselves, but also the manufacturers in trade benefits.

Looking at the situation from an impartial point of view one is forced to admit that the state of affairs does not bear out the inference. The association have scarcely got a look at the promised land, let alone taken possession. Formerly the meetings between the manufacturers and supply men and the association at convention times was a sort of "jolly" time. Everybody was a "jolly good fellow;" the association had nothing but "jolly" for the manufacturer and the manufacturer on his side had to return the compliment and "jolly" the association. In fact it was a "jolly" hour spent together. Any little errors that had been made on either side were, of course, of the head and not the heart and an "all is forgiven-but-never-let-it-occur-again" sort of a feeling prevailed. All very nice, but scarcely business-like.

However, the recent conference showed that the matter had resolved itself into a business proposition. If wrongs exist let us get together in a business way and adjust them. It is up to the association to take advantage of this condition of affairs and meet these gentlemen on a

business basis. Suggest frequent joint meetings, not to right wrongs, but to prevent wrongs. "Prevention is better than cure," "A wound may be healed but the scar remains," "Lock the stable before the horse is stolen." Meeting with this feeling uppermost, how much more benefit will be derived. The manufacturers and supply men are coming together, which will make it possible to have these conferences, which ought to result in good to all parties.

LOWER DISCOUNTS ON BRASS VALVES.

A reduction of 5 per cent. in the discount of standard and patent quick-opening valves and in square head cocks, has advanced the net price of these goods more than 10 per cent. to the trade. The reason given for this substantial advance by the manufacturers is the increase in the cost of raw materials and of labor. This demand has, too, been so heavy that it seems likely purchasers will not hesitate to pay the advance. The discounts now are: Standard valves, 60 per cent.; patent quick-opening valves, 65 per cent.; square head brass cocks, 55 per cent.; square head iron cocks, 50 per cent.

TORONTO DELEGATES' REPORT.

The delegates representing the Toronto Master Plumbers' Association, who had attended the recent convention in Montreal, gave a report of the proceedings at the regular meeting of the association on Monday night. The report met with the approval of the members. President Ross received the congratulations of all on his elevation to the position of National vice-president. The association are determined to give the National a good reception next year. Jno. R. Bolam, of Parliament street, was initiated.

A GOOD GAME OF BASEBALL.

Teams representing the Master Plumbers and the Journeymen's Association met at the Woodbine Park, Toronto, on Saturday afternoon last when a very interesting game was played. As a glance at the score will show, the victorious journeymen had no walkover. Every innings was played by contract and not by the hour, the consequence being that all spare time was utilized. The

VARNISH REMOVER PAINT REMOVER

A Painter Will Pay

a price for what will save him time—don't you think so? He buys a gallon of Varn-Off for \$3.00 and that gives you a nice profit; with it he will take off more varnish from any surface in two hours than he could rub off or scrape off by the old way in two days—that's business isn't it?

Send for sample

VARN-OFF

and try it yourself.

A. RAMSAY & SON
MONTREAL

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1842

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MAKERS

The New Century Ball-Bearing Washing Machine.

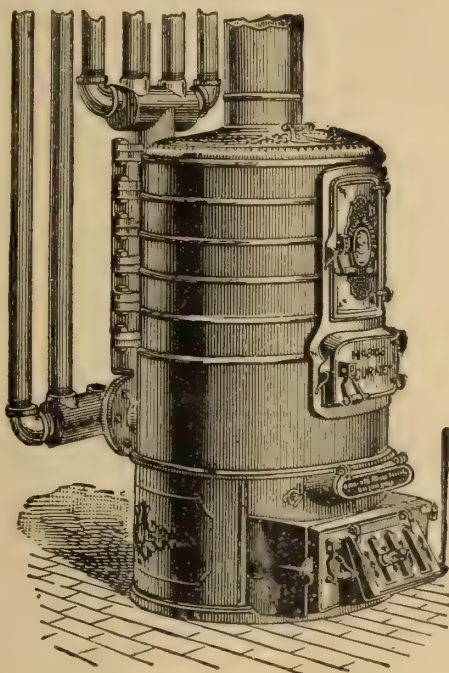


Not the cheapest but decidedly the best Washing Machine made.

Five to seven minutes only required for a tubful. The operator need not stand when using it, and there is practically no wear on garments.

Full information given on application.

THE DOWSWELL MANUFACTURING CO.,
Hamilton, Ont. Limited.
W. L. HALDIMAND & SON, Montreal, - Eastern Agents.



The Man who Pays for the Coal

is the man who buys the furnace. He wants a house-warmer, not a coal-eater; so he is going to study the matter very thoroughly before he decides. When he comes to investigate the merits of the

Oxford Hot Water Heater

we give him every assistance. Newspapers and magazines keep telling him the different points in which the Oxford excels all other heaters on the market. Our profusely illustrated booklets complete the sale. So the sale is really made when the prospective customer comes to you—that is, if you can supply him with the Oxford Hot Water Heater.

THE GURNEY FOUNDRY CO., Limited

WINNIPEG, TORONTO, CANADA, VANCOUVER.
THE GURNEY-MASSEY CO., Limited, - - - - - MONTREAL.

Thomas Smith, of Willoughby avenue, Toronto Junction, has commenced the erection of a large brick house at the corner of Humberside and Western avenues.

A new \$11,000 brick church is to be

	LIGHT.						MEDIUM.						EXTRA HEAVY.					
	in.	in.	in.	in.	in.	in.	in.	in.	in.	in.	in.	in.	in.	in.	in.	in.	in.	in.
Size inches.....	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19
Length of pipe, feet.....	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5
Wt. of pipe, lb., per ft.....	3½	4½	5½	6½	8½	10½	12½	14½	16½	18½	20½	22½	24½	26½	28½	30½	32½	34½
¾ Bends, lb., each.....	4	5½	8	10	14½	19	23½	28	32½	37	41½	46	50½	55	59½	64	68½	73
¼ " " " " " " " "	3	4½	6	8	11	15	19	23½	28	32½	37	41½	46	50½	55	59½	64	68½
⅓ " " " " " " " "	3	4½	6	8	11	15	19	23½	28	32½	37	41½	46	50½	55	59½	64	68½
1 Branch " " " " " " " "	4	8	10	15	20	25	30	35	40	45	50	55	60	65	70	75	80	85
Crosses " " " " " " " "	5	10	12	16	24	32	40	48	56	64	72	80	88	96	104	112	120	128
Y Branch, " " " " " " " "	5	9	13	18	25	32	40	48	56	64	72	80	88	96	104	112	120	128
¾ Y " " " " " " " "	4½	6½	10	14	16	20	24	28	32	36	40	44	48	52	56	60	64	68
Dbl.Y " " " " " " " "	8	11	18	26	37	50	63	76	89	102	115	128	141	154	167	180	193	206
Dbl.hubs, lb. " " " " " " " "	3	4	6	8	10	13	16	19	22	25	28	31	34	37	40	43	46	49
St.Sleeves, " " " " " " " "	2½	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20
Traps, " " " " " " " "	5½	10	19	26	35	45	55	65	75	85	95	105	115	125	135	145	155	165
Reducers, " " " " " " " "	3	4	6	8	10	13	16	19	22	25	28	31	34	37	40	43	46	49
Light offsets.....	2 x 8 in.	3 x 8 in.	4 x 8 in.	5 x 8 in.	6 x 8 in.	8 x 8 in.	10 x 8 in.	12 x 8 in.	14 x 8 in.	16 x 8 in.	18 x 8 in.	20 x 8 in.	22 x 8 in.	24 x 8 in.	26 x 8 in.	28 x 8 in.	30 x 8 in.	32 x 8 in.
Medium offsets.....	2 x 8 in.	3 x 8 in.	4 x 8 in.	5 x 8 in.	6 x 8 in.	8 x 8 in.	10 x 8 in.	12 x 8 in.	14 x 8 in.	16 x 8 in.	18 x 8 in.	20 x 8 in.	22 x 8 in.	24 x 8 in.	26 x 8 in.	28 x 8 in.	30 x 8 in.	32 x 8 in.
Extra heavy offsets.....	2 x 8 in.	3 x 8 in.	4 x 8 in.	5 x 8 in.	6 x 8 in.	8 x 8 in.	10 x 8 in.	12 x 8 in.	14 x 8 in.	16 x 8 in.	18 x 8 in.	20 x 8 in.	22 x 8 in.	24 x 8 in.	26 x 8 in.	28 x 8 in.	30 x 8 in.	32 x 8 in.

40

Portland Cements

BEST

German, Belgian and English Brands.

Fire Bricks,
Fire Clay,
Flue Linings,
Drain Pipes,
Hard Wall Plaster.
Calcined Plaster,
Wheelbarrows,
Mortar Stains.

A FULL STOCK OF

BUILDERS' and CONTRACTORS' SUPPLIES.

W. McNALLY & CO.

40 to 52 McGill Street,
Corner Wellington St.,

MONTREAL.

Write for our quotations.

Any Firm in Canada

Installing a plant in which

**COPPER and
BRASS**

enter to any extent should
certainly confer with us.

THE BOOTH COPPER CO.,

119-123 Queen St., East

TORONTO.

Limited



"BUILD TO-DAY THEN,
STRONG AND SURE
WITH A FIRM AND
AMPLE BASE."
— Longfellow.

DO YOU?

WISH THUS TO BUILD
an
advertisement
in the
**CONTRACT-
RECORD,**
TORONTO
will bring you
tenders from the
best contractors



BUILDERS' SUPPLIES

Fire Bricks, Fire Clay, etc.

ALEX. BREMNER, 50
Bleury Street, Montreal, Que.



STEVENS Firearms

DEPENDABLE,
ACCURATE,
DURABLE.

ASK YOUR JOBBER.

SEND FOR CATALOGUE.



A constant
demand for them
makes the
"STEVENS" a
profitable line to
handle.

J. Stevens Arms & Tool Co., P.O. Box 217 Chicopee Falls, Mass., U.S.A.

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Gauge.
Steel and Twist Barrels
Superior in Design, Workmanship
and Finish, and the most popular
Gun on the Market.

Simplest
"Take Down"
Gun Made



HARRINGTON & RICHARDSON ARMS CO.

Also makers of H. & R. Revolvers.

Catalog on request. Worcester, Mass., U.S.A.

**DURING
THE
HOT
MONTHS**

Hardware dealers and plumbers will find that quite a little business can be created by handling the

ACME HOT WATER HEATER.

This heater operates by gas, works almost instantaneously with small gas consumption, allows an excellent profit and gives great satisfaction to the user.

We've a little booklet describing the several styles of these heaters and we shall be glad to send it to you.

The JAMES MORRISON BRASS MFG. CO., Limited, TORONTO

TRADE IN COUNTRIES OTHER THAN OUR OWN.

PORTLAND CEMENT IN GERMANY.

UNITED STATES Consul General F. H. Mason, Berlin, has given a valuable report regarding the Portland cement industry in Germany. In it he states that the production of cement in the years from 1890 to 1900 was phenomenally active, with the result that in 1901 there was a surplus of over 10,000,000 barrels, of which only 506,652 were exported, the result being a crisis from which the industry has not yet recovered. The cement factories of the country are divided into several syndicates, which fight each other with great keenness. It was expected that the Midland Canal through Germany would be authorized and the cement factories made preparations to meet the additional demand, so the failure and postponement of this project were among the contributing causes to the overproduction of that period. An attempt was made to unite the syndicates and restrict the outputs, but this attempt ended in failure.

The year 1902 brought no substantial relief. The supply of cement everywhere exceeded the demand. Building operations slackened under the general industrial and financial depression, while labor and fuel—two of the principal factors in cement production—maintained practically undiminished values since the prosperous years preceding 1900. The only outlet for the surplus was through exports, and these slowly increased from 497,780 metric tons in 1898 to 528,676 tons in 1899, 543,991 tons in 1900, and 641,520 tons in 1902. Of this large export the United States takes a larger share than any other nation, the shipments to that country aggregating 197,174 tons in 1900, 108,596 tons in 1901, and 246,726 tons in 1902. Next in order of importance in this respect comes the Netherlands, which last year took 66,837 tons of German cement; British South Africa, 36,720 tons; Great Britain, 33,534 tons; and Brazil, 18,209 tons.

Under the present tariff, cement is free of duty when imported into Germany, and there was a small influx of 51,947 tons in 1902, which came across the border at points in Belgium, Denmark, France, Austria, and Switzerland, where factories near the frontier were geographically tributary to German territory. To shut out this slight competition the new German tariff imposes a duty of 50 pfennigs (about 12 cents) per kilogram (\$1.20 per metric ton) on cement, as against \$4.04 per ton duty assessed by

Russia, \$2.38 in Austria and Switzerland, \$1.42 in Sweden, and \$1.76 in the United States.

The sum of all recent information is that only the oldest and largest factories in Germany, which enjoy every advantage of location for obtaining raw material and handling their product, are able under present conditions to earn any substantial profit; many of the newer and smaller establishments are working at a loss. Early in the present year there was a meeting in Berlin of cement manufacturers from all parts of the Empire, which, after a long, secret session, appointed a commission to consider and report in April upon a plan for the organization of the entire industry under a cartel, or syndicate, which should control output and manage the market. Thus far it would appear that the commission has not reported, and its continued silence is construed as an indication that the differences between local syndicates and individual factories have again been found irreconcilable, and that no general basis of combination can be reached.

THE WIRE OUTLOOK IN THE UNITED STATES.

It will be remembered that it was during the third quarter of 1902 that the severe cutting of various independent manufacturers of wire and wire products began to have an effect in diverting tonnage to the independents, to the extent that in October the leading interest made drastic cuts all along the line. First there was a cut of 5c. a keg on nails, then another sweeping reduction of 15c. on nails, 20c. on plain wire, and 30c. on galvanized wire products. This at once threw business to the leading interest, and meanwhile the Union Sharon purchase was made. Then on January 2 a straight advance of 5c. a hundred all around was made, followed on February 23 by a further advance all around of 10c. a hundred, since when there has been no change.

This makes the present market, as compared with official prices of a year ago 5c. a hundred less on plain wire and wire nails, and 15c. a hundred less on galvanized products.

There is now some expectation that the market may move in the same direction this Fall as it did last Fall, and we review the price movements of the past year to show what bearing they have. With plain wire and nails only 5c. below prices of a year ago, it is not so improb-

able that prices may come down, but in the case of galvanized it does not seem so probable, since prices on such lines are already 15c. less than a year ago.

The present state of the market is that there is not a great deal of new business going, although there is a large volume under season contract. Mills are holding very strictly to prices, but are able to make shipments on new business very promptly, which seems to point to their holding prices mainly in order to protect the business now on their books. There have been some reports of shading on the part of large jobbers. American Metal Market, July 14.

THE PITTSBURG IRON MARKET.

A special correspondent of The New York Journal of Commerce writes from Pittsburg: A careful review of the actual conditions existing in the iron trade to day shows that the outlook for the last six months of the year are of a decidedly encouraging nature. This country is producing pig iron at the present time at the rate of 1,750,000 tons a month, or 19,000,000 tons a year, a much larger output than England and Germany combined. While more iron was made in this country in May than ever before in any one month (about 1,750,000 tons) yet unsold stocks were less than 100,000 tons, or about a two-days' supply. This shows conclusively that our present enormous output of pig iron is going into active consumption and is not being piled up in the furnace yards. In addition, the big consumers of pig iron have been buying regularly in the open market and in some cases have recently paid slight premiums in prices in order to get early deliveries.

It is a fact that prices of Bessemer forge and foundry iron have declined about \$3 a ton, but this has really put the pig iron market on a sounder basis than when prices were abnormally high.

At the present time Bessemer pig iron is selling at \$18 to \$18.50 at the maker's furnace, and at these figures the furnaceman has a profit of two to three dollars a ton, with which he ought to be well satisfied. The Southern furnace owners have reduced prices of both forge and foundry iron several times, but it was done to meet new conditions which came when the furnace owners could run their furnaces steadily and consumers were no longer held up and made to pay exorbitant prices for the iron they so badly needed.

The pig iron market is quiet at the present time, but this is invariably the condition in July and comes largely from the fact that many rolling mills and foundries are closed for repairs and to take stock and absolutely refuse to buy pig iron or anything else until repairs and stock taking have been finished.

At the same time there is no pressure on the part of the furnaces to sell and the market will move along quietly until well into August, when consumers will begin again to place their contracts. To the knowledge of the writer not a single blast furnace in the Central West, where more than 75 per cent. of the entire pig iron output of the whole country is made, has been shut down because it has no orders on its books. On the other hand many furnaces have their entire output of pig iron under contract to October and some for a longer period.

Hammocks



A post card will bring you our prices on Croquet Sets, Hammocks, Baseball, Tennis Goods, Toy Garden Tools, Paper Lanterns, Flags, etc.

Nerlich & Co.

6-84 FRONT ST. WEST, (Opposite Union Station) **Toronto.**

LUXFER PRISMS...

The secret of selling goods is to KNOW what a man wants.

You WANT a GOOD, LIGHT STORE

We KNOW it and can make it so for you.

Do Not be Misled by Cheap Imitations.

We can give you cheap glass.
We will give you big value
for every dollar invested in..

LUXFER PRISMS.

DISCOUNT TO TRADE.

LUXFER PRISM CO.

100 King St. West, **TORONTO.**
Montreal Agency: F. T. Blennerhassett, 783 Craig St.

"Hay-Time" with us.

Busy? Well, rather. Yet we are just as keen as ever to have your business. When the race is swift, it would never do for us to drop behind.

Why shouldn't we make Wringers a little better than others? Wringer making is our peculiar business. We are getting magnificent encouragement from the trade, and it would be the height of folly to tamper with our good name. And, best of all, we have the expert knowledge, a love for our work, an ambition. Indeed, it would be hard work to make a poor Wringer. Far easier to make them good.

For unique patents, for sound workmanship, for Wringers that satisfy, your business should be with us.



Send for Catalogue.

CANADIAN WRINGER and SPECIALTY CO.,
TORONTO. Limited

GLASS

FOR

STORE FRONTS

We make a specialty of all glass materials for the latest, most up-to-date

STORE FRONTS AND
INTERIOR DECORATION

WILL SEND DESIGNS.

DISCOUNT TO TRADE.

LUXFER PRISM CO., LIMITED

100 King Street West, **TORONTO**
Montreal Agency: F. T. Blennerhassett, 783 Craig St.

THE OFFICE

DEVOTED TO THE
OFFICE STAFF OF
BUSINESS ESTABLISHMENTS.

Is it Necessary to Send Receipts?

By J. H. Seales

THE question of "the discontinuing of sending receipts in acknowledgment of all forms of remittances, upon which the endorsement of the receiver would be a legal receipt," seems to be one upon which little can be said, certainly little that may be termed new.

This question was taken up by the house I have the honor to represent nearly two years ago. It had been our custom for some time previous to print on our remittance forms: "No acknowledgment necessary." Having experienced no inconvenience from the practice, we concluded it could be extended to our customers, and so decided to try it.

I believe we were the pioneers in this move, and now, after 21 months of actual experience we are convinced that it was a move in the right direction. So successfully has it worked that I have yet to see the first complication to arise from it, and you can get an idea of the great saving of labor and postage to us thereby when I tell you that we acknowledge the receipt of less than 10 per cent. of the remittances that come to us.

However, it is impossible to eliminate altogether the formal receipt, for it must be given in some instances, such as formal vouchers required by corporations, settlements with administrators, receivers, etc. It is also our custom to acknowledge receipt of currency when the amount exceeds \$1, and, if a customer insists upon it, we send him receipts regularly. In other words, if the question of business or no business hangs upon a receipt, we send the receipt.

As another proposition, the present era in commercial life demands the introduction of the most modern methods and the discarding of all practices which are unnecessary or cumbersome, so long as it does not interfere with or retard the progress of business; in other words, that we take the shortest cut to reach a given point, and this principle applies to the credit man as well as to any department, for he must see to it that the machinery of his department works with the least possible friction and that the expense does not compare unfavorably with that of others, and, as we have already shown, the abolition of the sending of receipts, though comparatively small, is one feature that counts.

At this point I will digress to say I think it would be well to incorporate

some other features which are of a kindred nature, viz.:

First.—Insist upon the customer remitting for specific charges.

Second.—Urge him to use a regular remittance form or make an intelligent statement of the remittance in his letter, and then let him specify on his cheque the invoice it is intended to pay.

The third feature will require some explanation.

When this subject came up for discussion at The National Association of Credit Men of the United States, there was an objection offered on the ground that the discontinuing of the sending of receipts would induce a customer to send his individual cheque instead of exchange.

When paid and cancelled, the customer's cheque goes into his possession and can be kept as a record, but the cashier's cheque, of course, remains with the bank; therefore, if he has not the receipt, it is only natural that he should want his own cheque properly endorsed.

This can be overcome by suggesting that the customer buy exchange in his own name, and then endorse it over to the firm he intends to pay, specifying, if he chooses, in the endorsement, the bills to be paid. Then, should any question or dispute arise, which is exceedingly doubtful, it is a matter of little trouble to obtain a complete history of the transaction by going to the records of the local bank.

Personal Interviews in Granting Credits.

By Geo. H. Sheble, St. Louis, Mo.

THE position of credit man in a large concern is not a sinecure, and at times is most unpleasant; in fact, I have had gentlemen in other positions not nearly so prominent tell me that they would not have the place with many times their present salary attached; and I assure you that I recently had two experiences when I wished I was almost anywhere else in the world but at the credit desk. I was informed that a young lady, daughter of one of our customers, was in the house purchasing goods. Now, this customer was considerably behind in his account with us, and, supposing that the young lady had been given instructions, I sent for her and upon questioning her found out that she kept her father's books and was well acquainted with his affairs, but was not inclined to tell me anything about them,

till I so positively insisted that she became offended and would say nothing.

The other case was somewhat similar, the lady being the wife of a customer, and upon being questioned felt so much offended that she set up a good "cry," and then, being somewhat relieved, said that her husband, though his account was so far behind, was well able to pay, but that he gave the business very little attention, leaving it almost entirely to her. She, between her sobs, instructed me not to ship the goods she had just purchased—she did not need them, anyhow, and could get them somewhere else when she got ready for them.

Now, such cases as these, I say, are anything but pleasant, and I hope none of you may be called upon to go through them.

The credit man's duties are multifarious, he having many things to do besides pass upon the fact that a prospective purchaser is good to sell upon credit or not. You know, it is often deemed necessary for you to go out of your office to meet a customer, accidentally, as it were, to "jolly" him—pat him on the back—make him feel at home—take him to a department and call some particularly good salesman to handle him, because you know he likes this special attention, or is "cranky" in some way—and in many other ways depart from your legitimate line of work.

One of my most unpleasant duties is to decline an order, or "turn down" a buyer; for this, in most cases, "puts you in bad" with the salesman who would get credit for the sale, as he, nine times out of ten, thinks you are wrong—that you have made a mistake—though this is more on account of a prejudice he always has in favor of the customer, as he looks at the transaction from one side only—a salesman's standpoint.

You must not harbor the idea, however, that the credit man is never in error, for he, being human, is naturally liable to mistakes and often makes them, for if he did not, his services would be invaluable to his employer; in fact, he would be so much sought after that he could not take care of the many positions that would be offered him.

There are so many conditions to be considered in the granting of credit, more than I have time to take up here, that I will present but a few cases that have come under my personal observation or attention, some of which were

St. Margaret's College

TORONTO.

A Boarding and Day School for Girls.

Thorough courses in every department.

Only teachers of the highest academic and professional standing employed.

GEORGE DICKSON, M.A.,

Director.

MRS. GEORGE DICKSON,

Lady Principal

**Mr. G. W. Weese,**

Promises to give personal attention to all work given to our firm, and see that every Customer is pleased and satisfied.

It is no trouble to quote prices.

WEESE & CO., Printers

54 YONGE ST. TORONTO.

WHEN YOU STOP TO THINK

how much the success of your business and the comfort of your household depend on communication with others you will appreciate the fact that telephone service is worth a great deal more than it costs.

Metallic Circuit Service—efficient, rapid, constant

The Bell Telephone Co. of Canada**Hallwood Cash Registers**

INDICATE

Correctly

AND

Exactly

EVERY DETAIL OF

Each Transaction.

No other Registers will do this.

WRITE FOR PARTICULARS

OFFICE AND WORKS:

78 and 80 King Street East,

Toronto, Ont., = Canada.**FIRE AND BURGLAR-PROOF SAFES.**

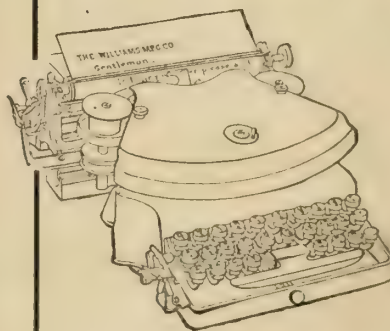
Great fires often cause ruin. Protect against what may come by buying a

CARY Fireproof Safe.

We are the only Importers and Dealers in Canada of the celebrated world famous **Cary** Safes. The only safe sold in Canada where the filling is warranted not to depreciate; being a dry filling, will last a life time. No refilling required when you buy a **Cary** safe. See our seven-flanged, double underlocking, tongue and grooved door with asbestos packing, making them water and air tight. See our latest improved up-to-date Safes before buying. Catalogues and prices sent on application. Money saved by consulting

Ford & Featherstone,

IMPORTERS AND DEALERS,

10 John St., North, - HAMILTON, ONT.**THE EMPIRE TYPEWRITER****Price,****ONLY****\$60.⁰⁰**

Equal to any in every way, superior to all of them in some respects.

Permanent Alignment,**Powerful Manifold,****Hardened Steel Type,****Visible Writing.****SEE THE EMPIRE**

at 61 St. Francois Xavier Street,

OR WRITE TO

THE WILLIAMS MFG. CO., Limited,

P.O. Box 2424,

MONTREAL.

correctly and some incorrectly diagnosed by me.

From discussions in which I was correct were made in personal interviews with the customer; and the contrary, where I passed upon the credit from information obtained through various channels usual to the credit department, and from this fact it is my opinion that to decide upon credit it can be done much more intelligently from personal contact with the parties than in any other way, and where it is possible I always insist upon it.

A few years ago a party by the name of John Smith came into our house, and the salesman for his territory being called, he learned that Mr. Smith wanted to purchase a small bill of goods, between \$200 and \$300, payable in 60 days, also informing the salesman that Mr. So and So, a salesman for another house, had sent him there. Mr. Smith, being a stranger, was requested to step in and interview the credit man, which he readily consented to do, and on being introduced, was requested to make a showing of his affairs, and to this made no objection, though, at the same time, saying that his purchase would be small, as he needed but few goods just then. Taking down my blank form, I asked the usual questions, and these are the figures he gave:

Stock in hand (insured for \$2,000).....	\$2,500 00
Notes and accts., all good.....	500 00
Cash on hand.....	300 00
Cattle, horse, etc.....	500 00
Total assets.....	\$3,800 00
And total indebtedness, all for Mdse. (none due).....	1,198 00
Giving him a net worth of.....	\$2,632 00

Now, from these figures, this man, if honest, was unquestionably good for the quantity of goods he desired of us, but here is where the personal interview was

the thing. for, upon quite a long talk with him, after obtaining these figures, I informed him we could not sell him the goods, except upon a spot cash basis.

The salesman was very much dissatisfied, and after considerable talk, and representing that his friend's house had shipped him a much larger bill of goods, he succeeded in getting the goods shipped by an order from a higher authority than myself. I told this gentleman that if he talked to the man he would not have shipped him, and to show that my judgment was correct, the party failed in less than 60 days, and we succeeded in getting 25 per cent. of our claim, less attorney's fees.

A few seasons ago the head of our Arkansas department informed me that Thos. Jones was in the house and told him that he had decided to transfer his dry goods purchases all to St. Louis, and would give our house his business if we would make prices right and we wanted to sell him. He was told that we did, and he started in to make his purchases. After a day or two our department man informed me that the party was buying a very liberal bill and I said I would see him. When he had finished buying he was brought to me and introduced. He was a clean cut intelligent man, "full of ginger," as it were, seeming to have his business well in hand, with figures at his tongue's end, and was very particular as to details, not overlooking the smallest items. He stated his competitor was a large advertiser and took full time on his purchases; but he (my prospective customer) discounted his bills and took advantage of this advertising, being able to sell the people brought into town by this means, at lower prices, thus getting the benefit of the business without the expense. These are his figures:

Stock, \$12,000 to.....	\$13,000 00
Insurance, \$7,500.....	
Book accts.....	5,000 00
Cash on hand.....	700 00
Store bldg.....	1,500 00
Bank stocks, etc.....	1,600 00

Total assets.....	\$21,800 00
Liabilities:	
Mdse., none due.....	\$5,000 00
Borrowed money.....	4,500 00
Miscellaneous debts.....	1,000 00
	10,500 00

Net worth.....	\$11,300 00
Annual business, \$76,000 00.	

Now, here was a hustler, as you will observe from his sales; he turned his stock nearly six times per year, and was bound to succeed. His bill, with us, was about \$4,000, and promptly discounted, as he said it would be, and he is to-day one of our most valued customers. In the making of this credit you will readily see that the personal interview is again of great advantage, because without the many little points and conditions brought out by conversation, I would hardly have cared to ship his bill of goods, even had other information borne out his figures given.

The cases to which I have especially called your attention are ones in which a personal interview took place, and I repeat that in my opinion a "credit" can be passed upon much more intelligently in this manner than in any other. The agency information or bank reference may be prejudiced or given with a view of obtaining credit for the party, when, if the true conditions were known, and a chance to study the man were given, you would not take it on, though on the information you have you "take a chance."

First striker: What are we on strike for anyway—more pay or less work?

Second striker: Naw. De boss didn't take his hat off or take his seegar outar his mouth when talking to the walking delegate.



Oh! Dear me, Messenger, here you are again. Will I ever get those bills made out. Here it is the 20th of the month and I have a draft to meet to-morrow, and my bills are not all rendered yet.

Yes, Mr. Jones, but why don't you get the "Briggs Ledger System"—the same as your neighbor Smith uses. I never have to wait for his bills.

PHONES MAIN 130 and 135.

Business Men

stop and consider the number of hours you waste every month in making out your bills, and the number of dollars you lose by not having your bills made out. Those who use the

Briggs Ledger System

post every day from the sales book directly to the **ITEMIZED BILLS**, having them **ALWAYS** ready to render, leaving a **COPY** of all the items in the journal sheet and ledger stub on the side with pages and number of the sales book showing original charge.

The Briggs Ledger System is the only System manufactured for the retail trade in the world that consists of a ledger, journal, index, itemized bills, and merchandise account under one perpetual binding.

WRITE FOR CATALOGUE.



You see, Messenger! I use the "Briggs Ledger System," and my bills are always made out, and you know I render over 350 accounts the 30th of every month.

Yes, Sir! But you could not have them ready and do as your neighbor groceryman Jones does, for he uses the old system of book-keeping, and I never can get his bills to render before the 20th of the next month.

The BRIGGS LEDGER SYSTEM CO, Limited, 75 York St., TORONTO

Next Week's Number

will be specially devoted to
"Heating and Tinware."

We will be glad to hear
from any of our readers who
have suggestions to offer, or
ideas to discuss.

Advertisers who wish extra
space will kindly send in
copy early.

Hardware and Metal.

THE "SUN" BRAND PORTLAND CEMENT.

We make only one quality and that the best.
Ask us for quotations.

The Sun Portland Cement Co., Limited
OWEN SOUND

JAS. A. CLINE, Managing Director.

SILVER PLATED WARE

HOLLOWWARE and FLATWARE

Prices Right and Quality Guaranteed.

Red, White, Blue, Pink and Green Glass, fancy hand decorated and plain, Mounted
into Berry and Fruit Dishes, Sugar Bowls, Cream Jugs, Butter Dishes, Spoon Holders, etc.

IT WILL PAY YOU TO PLACE YOUR FALL ORDER WITH US
FOR ALL KINDS OF SILVERWARE.

E. W. GILMORE & BRO.,

Importers of Silverware.

86 BAY STREET, TORONTO.

AMERICAN, or Flat Link

NIAGARA. WIRE LINK



Oneida
Community

**Cow
Ties**

Manufactured at
Niagara Falls, Ont.



SMOOTH AND EASY

STRONGEST TIE MADE

BOWN'S "NEWMARKET" Clipper.

PATENTED 1874.

The King of
Centre-Adjustment
Clippers
still remains
unsurpassed
after a run of nearly

THIRTY YEARS



The Improved
B. PATTERN
"NEWMARKET"

may now be obtained
from all jobbers.

Detachable Plates.
Improved Cap with
Long Bearing.
Rigidity and Easy
Running.

Accurately Machined
and Perfectly Fitted.

All Parts Interchangeable.

MANUFACTURED SOLELY BY

BURMAN & SONS, LIMITED
BIRMINGHAM, ENGLAND.

J. Nicklin & Co.

Great Charles Street, Birmingham, Eng.

REGISTERED
SAJONIC
TRADE MARK

MAKERS OF

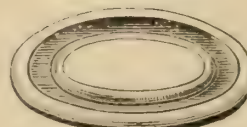
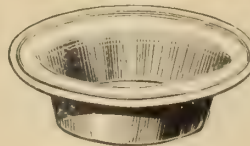
Curtain Rings, Tinned Blind Rings
Brass Rimmed Tablets,

Also the following:

Mill Brand Fastener.



Brass Sail Eyelet and Ring



Brass Candle Save-all.



"Lion" Mill Band Fastener.



Brass Stamped Label.



"Utile" Curtain Hook.



Agent: F. P. Roger, Carlaw Building, 30 Wellington Street W., Toronto.

INDUSTRIAL GOSSIP

It is understood that work on the first section of the Nipigon Railway is to be commenced at once. The road is to be put through this Summer and Fall from Nipigon Station, on the C.P.R., a point on Lake Superior fifty miles west of Port Arthur, to the south end of Lake Nipigon, a distance of forty miles. The new transcontinental line is expected to pass 30 or 40 miles north of it.

Franklin Grobb who has acted for several years as superintendent of the Brantford works of The Massey Harris Co., is now to be general-manager.

Supplementary letters patent have been issued confirming a by-law of the Anchor Knitting Co., of Almonte, Ont., Ltd., providing for an increase of the capital stock from \$50,000 to \$150,000.

The large mill belonging to Murray & Gregory of St. John, N. B., has been totally destroyed by fire. Fortunately the fire department was able to save the lumber piles. The mill will probably be rebuilt.

The Ottawa East Water Co., Ltd., of Ottawa East, have been incorporated with a capital of \$10,000, to supply the village of East Ottawa with water. The directors are: James Ballantyne, Bernard Slattery, C. F. Winter and W. A. D. Lees, all of Ottawa East.

The Provincial Grocers, Ltd., of Toronto, Ont., have been incorporated with a capital of \$250,000 to carry on a general grocery business. The directors are: M. M. Clancy, J. L. Davidson, W. B. Rogers, William Scott and John Medland, all of the city of Toronto.

Work has commenced on the C.P.R. terminal at Winnipeg. Extensive cattle yards are to be added to the local equipment and new round-houses, car, and locomotive shops will be erected. Work on the buildings will all be done by contract, but as yet only the contract for the round house has been let.

The F. Hamilton Co., Ltd., of Hamilton, Ont., have been incorporated with a capital of \$40,000, to manufacture, buy, sell and deal in all classes of hardware, house-fittings and furnishings and to carry on the general business of a hardware merchant. The directors are: Ferdinand Hamilton, Norman Slater and John Adam, all of Hamilton.

The Church Mfg. Co., Ltd., of Fenelon Falls, Ont., have been incorporated with a capital of \$40,000, to manufacture, buy, sell and otherwise deal in furniture, wire screens and any other articles which may be manufactured either wholly or partly from wood. The directors are: W. H. Church, D. G. Martin and George Martin, all of Fenelon Falls, Ont.

It is probable that the new cement industry to be established in Kingston will be much larger than was at first proposed. Having an unlimited supply of marl and good railway facilities the company want the advantage of large production. A proposition will likely be submitted to Kingston electors regarding

grant of free site and exemption from taxes.

The Stratford Wholesale Grocery Co., Ltd., of Stratford, Ont., have been incorporated with a capital of \$100,000, to buy, sell, deal and trade in groceries, provisions, fruits and other articles of commerce. The directors are: George Ballantyne, A. H. King, J. C. Monteith and John Corrie, all of Stratford, Ont.; and D. A. Dempsey of township of Ellice, county of Perth.

The Industrial Packing Co., Ltd., of Palmerston, Ont., have been incorporated with a capital of \$300,000, to carry on a general packing-house and canning business, and to generate power for the use of the company and dispose of any surplus thereof. The directors are: W. J. Falconer, John Burns, and John Oliver, of Palmerston, Ont.; and Hugh Cunningham of Ethel, Ontario.

The Robert Greig Co., Ltd., of Toronto, Ont., have been incorporated with a capital of \$65,000, to acquire the business of Robert Greig & Co., and to carry on a general importing and manufacturing business in cereals, spices, baking-powders, grocers', druggists' and confectioners' supplies, etc. The directors are: William Cooke, Robert Greig, Ella M. Greig, W. H. B. Aikins, and S. T. Bastedo.

The Central Telephone Co., Ltd., of Belleisle Creek, N.B., have been incorporated with a capital of \$10,000, to carry on a general telephone business in all its branches and maintain a system of telephonic communication from St. John to Fredericton, via Rothesay, Perry Point, Kingston, Belleisle and White's Cove.

The directors are: Geo. G. G. Scovil, Belleisle Creek; E. G. Evans, Hampton; J. M. Scovil, St. John; L. P. Farris, White Cove; William Pugsley, Rothesay; and James Donville, Rothesay, N.B.

The Cooper-Hopkins Supply Co., Ltd., Montreal, have been incorporated, with a capital of \$100,000, to carry on the business of merchants, manufacturers and dealers in all kinds of metals and all materials and supplies relating thereto; to carry on a general business of manufacturing and dealing in mining, contracting and railway supplies; and to acquire the business of James Cooper, Montreal. The directors are: James Cooper, J. M. Ward, J. J. Rosevear, Garvin Milroy and F. H. Hopkins, all of Montreal.

The Canada Transit Co., Ltd., of Ottawa, Ont., have been incorporated with a capital of \$1,000,000, to carry on a general transportation business; to acquire, manufacture, and use sail vessels, steamers and barges; to construct and use basins, docks, elevators, piers, etc., at any point where the company's vessel may call; and to carry on the business of a warehouseman, wharfinger and carrier of passengers and goods of every description. The directors are: Robert Bickerdike, Alphonse C. N. Blakeley, Rodolphe Lemieux, all of Montreal; and C. B. K. Carpenter, London, England.

The Electric Purifying Co., of Canada, Ltd., Montreal, Que., have been incorporated with a capital of \$20,000 to acquire and continue as a going concern the business of The Electric Purifying Co. of Canada; to acquire the right of J. C. V. Beaudry, W. B. Roberts and A. L. J. Desnoyers to certain new inventions in process and apparatus for purifying fluids, electrodes and filtering apparatus; to heat and purify fluids by electricity, according to this patented process, and to sell purifying apparatus manufactured in conformity with the said patent. The directors are: J. C. V. Beaudry, W. B. Roberts, A. L. J. Desnoyers, Joseph Beaudry and M. C. Desnoyers, all of Montreal.

APOLLO

galvanized iron pays in proportion to work expended on it.

Good metal is cheaper than labor.

Quick service.

Return a whole sheet for an inch of fault.

American Sheet Steel Company
Battery Park New York

H. BOKER & CO.'S "TREE" BRAND

Pen and Pocket Knives.



Extensive variety of pattern and finish.

Also **SCISSORS, SHEARS** and **RAZORS.**

Retailers can readily double the cost on Boker's Cutlery.

For sale by all Leading Wholesale Hardware Houses.

CURRENT MARKET QUOTATIONS.

July 17, 1903.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. \$33 00 \$34 00

TINPLATES.

Charcoal Plates—Bright.

M.L.S., equal to Bradley— Per box.
I C, usual sizes..... \$6 75
I X..... 8 25
I X X..... 9 75

Famous, equal to Bradley—

I C..... 6 75
I X..... 8 25
I X X..... 9 75

Raven and Vulture Grades—

I C, usual sizes..... 5 00
I X..... 6 00
I X X..... 7 00
I X X X..... 8 00
D X 12½x17..... 4 50
D X..... 5 25
D X X..... 6 00

Coke Plates—Bright.

Bessemer Steel—
I C, usual size, 14x20..... 4 00
I C, special sizes, base..... 4 50
20x28..... 9 00

Charcoal Plates—Terne.

Dean or J. G. Grade—
I C, 20x28, 112 sheets..... 8 50
I X, Terne Tin..... 10 50

Charcoal Tin Boiler Plates.

Cookley Grade—
X X, 14x56, 50 sheet bxs. }
" 14x60, " }
" 14x65, " } 7 00

Tinned Sheets.

72x30 up to 24 gauge..... 8
26..... 8 50

IRON AND STEEL.

Common bar, per 100 lb..... 2 05
Refined..... 2 45
Horseshoe Iron..... 2 40
Hoop steel, 13 to 3-in. base..... 2 90
Sleigh shoe steel..... 2 10
Tire steel..... 2 30
Reeled machinery..... 3 00
Toe calk steel..... 2 85
T. Firth & Co.'s tool steel, per lb 0 12½
Jessop's tool steel..... 0 13
Black Diamond and "B.C." tool steel..... 0 10
Chas. Leonard's tool steel..... 0 08
Park's "Silver" tool steel..... 0 12
" "Special"..... 0 15
Jonas & Colver's tool steel..... 0 10
" "Air Hardening"..... 0 70
Drill steel, per lb..... 0 08

BOILER TUBES.

Per foot.
1 in..... 0 09
2 in..... 0 10
2½ in..... 0 13
3 in..... 0 14
3½ in..... 0 17
4 in..... 0 34

STEEL BOILER PLATE.

1 in..... 2 50
3-16 in..... 2 60
½ in. and thicker..... 2 50

BLACK SHEETS.

Com. D. Fl.
10 and 12 gauge..... 2 55
18 gauge..... 2 85
20..... 2 85
22 to 24 gauge..... 3 05
28..... 3 15

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

All dull, 52 sheets..... 2 90
Half-polished..... 3 00
All bright..... 3 75

IRON PIPE.

Black pipe— Per 100 feet.
1 inch..... 3 00
1½..... 2 30
2..... 2 65
2½..... 2 85
3..... 3 65
3½..... 5 20
4..... 8 95
5..... 12 55
6..... 21 00
7..... 25 00
8..... 32 00
9..... 38 50
10..... 45 00
11..... 48 00
12..... 63 00

Galvanized pipe—

1 inch..... 3 20
1½..... 3 45
2..... 3 85
2½..... 5 00
3..... 7 20
3½..... 10 05
4..... 12 20
5..... 16 85

Malleable Fittings—Discount 15 p.c.

Cast Iron Fittings—
On unions, 55 per cent.; on nipples, 60 per cent.; on all others, 50 per cent.

GALVANIZED SHEETS.

G.C. Comet Bell. Head
16 gauge..... 4 05
18 to 24 gauge..... 4 05
26..... 4 25
28..... 4 50

CHAIN.

oof coil, 3-16 in., per 100 lb.
" 5-16..... 7 85
" 7-16..... 4 50
" 9-16..... 4 25
" 11-16..... 4 00
" 13-16..... 4 00

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties..... 40 p.c.
Tie out chains..... 65 p.c.
Stall fixtures..... 35 p.c.
Trace chain..... 45 p.c.
Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

COPPER.

Ingot. Per 100 lb.
Casting..... 15 50
Lake Superior..... 15 50

Bars.
Cut lengths, round, 1 to 2 in. 23 00
" round and square, 1 to 2 inches..... 23 00

Sheet
Plain, 14 oz., and light, 16 oz., 14x48 and 14x60..... 22 00
Plain, 14 oz., and light, 16 oz., irregular sizes..... 22 50
Tinned copper sheet..... 23 00
Planished..... 32 00

Braziers' (in sheets).
4x6 ft., 25 to 30 lb. each, per lb. 0 23
35 to 45 "..... 0 22
30-lb. and above "..... 0 21

BOILER AND T.K. PITTS.

Plain tinned, per lb..... 0 28
Spun, per lb..... 0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent.
Sheets, hard-rolled, 24x..... 0 23
Tubing, base, per lb..... 0 23½

ZINC SPELTER.

Foreign, per 100 lb..... 6 25
Domestic "..... 6 50

ZINC SHEET.

5-cwt. casks..... 6 25
Part casks..... 6 75

LEAD.

Imported Pig, per 100 lb..... 3 50
Bar, per lb..... 0 05
Sheets, 2½ lb. sq. ft., by roll..... 0 06½
Sheets, 3 to 6 lb..... 0 06

NOTE: Cut sheets 1c per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb. and 30 p.c. 1½ f.o.b. Toronto.

NOTE: Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

SHOT.

Common, \$6.50 per 100 lb.; chilled, \$7.00 per 100 lb.; buck, seal and ball, \$7.50. Discount, 15 p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS.

Light soil pipe, discount, 45 and 5 per cent. fittings, discount 50 and 5 per cent. Med. and Extra heavy pipe and fittings, dis 55 and 5 per cent.
7 and 8-in. pipe, discount 40 and 5 per cent.

SOLDER.

Bar, half-and-half, guaranteed..... 0 20
Bar, half-and-half, commercial..... 0 19
Refined..... 0 19
Wiping..... 0 17

ANTIMONY.

Cookson's..... per lb. 9 00

WHITE LEAD.

Pure..... 5 00
No. 1..... 4 62½
No. 2..... 4 25
No. 3..... 3 87½
No. 4..... 3 50
Munro's Select Flake White..... 5 75
Elephant and Decorators Pure..... 5 25
Brandram's Genuine..... 6 50
Decorative..... 6 00
" "No. 1..... 5 50
" "Monarch" brand..... 6 12½
Decorators' Pure..... 5 50
Essex Genuine..... 5 25

RED LEAD.

Genuine, 560 lb. casks, per cwt. \$1 75
Genuine, 100 lb. kegs, " 5 25
No. 1, 560 lb. casks, per cwt. 4 00
No. 1, 100 lb. kegs, per cwt. 4 25

WHITE ZINC.

Extra Red Seal..... 0 06
No. 1..... 0 05½
No. 2..... 0 05

DRY WHITE LEAD.

Pure, casks..... 5 25
Pure, kegs..... 5 75
No. 1, casks..... 5 00
No. 1, kegs..... 5 25

PREPARED PAINTS.

In 1, ½ and 1-gallon tins.
Pure, per gallon..... 1 20
Second qualities, per gallon..... 1 00
Barn (in bbls.)..... 0 60
The Sherwin-Williams paints..... 1 40
Canada Paint Co.'s pure..... 1 25
Toronto Lead & Color Co.'s pure..... 1 25
Sanderson Peasey's pure..... 1 20
Standard Paint Co.'s "New Era"..... 1 30
"Globe"..... 1 30
"barn"..... 60
The "Francis Frost Co.'s..... 1 20
The "Ark Brand" Co.'s..... 1 50
British Navy deck..... 1 40
Hollywood paste paint..... 1 25
"liquid paint..... 1 25
"floor paint..... 1 25
Henderson & Potts's "Anchor Brand"..... 1 35
Globe Paint Co.'s mixed..... 1 30
Globe Paint Co.'s barn and bridge..... 0 75

COLORS IN OIL.

25-lb. tins, Standard Quality.
Venetian red, per lb..... 0 03½
Chrome yellow..... 0 12
Golden ochre..... 0 07
French..... 0 06
Marine black..... 0 04
Chrome green..... 0 10
French Imperial green..... 0 14
Signwriters' black..... 0 16
Umber..... 0 04
Sienna..... 0 04

COLORS, DRY.

Common ochre, bbls..... 1 15
Yellow ochre (J.F.L.S.), bbls..... 2 00
Brussels ochre..... 2 00
Venetian red, bbls..... 1 50
English oxides, per cwt..... 3 00
American oxides, bbls..... 1 25
Canadian oxides, bbls..... 1 25
Super magnetic oxides, 93 p.c. 2 00
Burnt sienna, pure, per lb..... 0 10
Umber..... 0 08
Raw umber..... 0 08
Drop black, pure..... 0 10
Chrome yellow, pure..... 0 18
Chrome greens, pure per lb..... 0 09
Golden ochre..... 0 03
Ultramarine blue, in 28-lb. boxes, per lb..... 0 06
Fine proof mineral, per 100 lb..... 1 00
Genuine Eng. Litharge, per lb..... 0 07
Mottar color, per 100 lb..... 1 25
Pure Indian red, No. 45, lb..... 0 08
Whiting (common), bbls..... 0 35
English vermillion in 30-lb. bgs..... 0 85

BLUESTONE.

Casks, for spraying..... 5 50
100-lb. lcts do per lb..... 0 08

THOS. GOLDSWORTHY & SONS

MANCHESTER, ENGLAND.

EMERY

Cloth Corn Flour

We carry all numbers of Corn and Flour Emery in 10-pound packages, from 8 to 140, in stock. Emery Cloth, Nos. OO., O., F., FF., 1 to 3.

JAMES HUTTON & CO., Wholesale Agents for Canada, **Montreal.**

PUTTY.	
Beds in tubs	1 70
Beds in less quantity	1 95
Brushes in tubs	2 00
Brushes in kegs, boxes or loose	2 25
25 lb. tins	2 25
12 lb. tins	2 50
Bladders in bulk or tins less than 100 lb.	2 50

VARNISHES.		
In 5 gal. lots.	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" " rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elasto-oak	1 30	1 30
Furniture, extra	1 10	1 25
No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
No. 1	0 85	0 90
Elastolite varnish, 1 gal. can, each	2 00	2 10
Granite floor finish, per gal.	2 75	
Maple leaf coach enamels: size 1, \$1.20; size 2, 70c; size 3, 40c each		
Sherwin-Williams kopal varnish, assorted case, from 1 pts. to 1 gal., \$2.50.		

CASTOR OIL.		
British, 1st qual. in cases, per lb.	0 08 1/2	0 09 1/2
" " small lots	0 10	0 10 1/2

COD OIL, ETC.		
Cod oil, per gal.	0 50	0 55
Pure olive		1 40
" " neatfoot		0 90

GLUE.		
Common	0 08	0 09
French medal	0 10	0 14
White, extra	0 18	0 22
Gelatin		
Strip	0 18	0 20
Coppers	0 19	0 20
Hunter		
Ground	0 12	0 16
Cologne, genuine		

HARDWARE.

AMMUNITION.

Cartridges.

R. R. Caps Dominion, 50 and 5 per cent.	
Rim Fire Pistol, discount 40 p.c., American.	
Rim Fire Cartridges, Dominion, 50 and 5 p.c.	
Central Fire Pistol and Rifle, 10 p.c., Amer.	
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.	
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent.	
Central Fire Military and Sporting, American, add 5 per cent. to list. R. R. Caps, discount 40 per cent., American.	
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 per cent. advance on list.	
Brass Shot Shells, 55 per cent.	
Primers, Dom., 30 per cent. American, \$1.90.	

Wads.	per lb.
Best thick white felt wadding, in 1 lb. bags	\$1 00
Best thick brown or grey felt wads, in 1 lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 30
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	...

Chemically prepared black edge grey cloth wads, in boxes of 250 each - Per M.		
11 and smaller gauge	0 60	
9 and 10 gauges	0 70	
7 and 8 "	0 90	
5 and 6 "	1 10	
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each		
11 and smaller gauge	1 15	
9 and 10 gauges	1 40	
7 and 8 "	1 65	
5 and 6 "	1 90	

ADZES.		
Discount 20 per cent.		
ANVILS.		
Wright's, 80-lb. and over	0 10 1/2	
Hay Budden, 80-lb. and over	0 09 1/2	
Brook's, 80-lb. and over	0 11 1/2	

AUGERS.		
Gilmour's, discount 65 and 5 per cent. off list.		
AXES.		
Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 50	10 00

AXLE GREASE.		
Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

BATH TUBS.		
Zinc		6 00
Copper, discount 15 per cent. off revised list.		

BATHS.		
Standard Enamelled.		
5 1/2-inch rolled rim, 1st quality	24 00	
5 1/2 " " 2nd "	20 00	

BARBIT METAL.		
"Tandem," A	0 27	
" " B	0 21	
" " C	0 11 1/2	
Frictionless Metal	0 23	

Syracuse Smelting Works:		
Aluminum, genuine	0 45	
Government, "	0 44	
Tough, "	0 40	
Hard, "	0 40	
Dynamo	0 30	
Special	0 25	
Harmony	0 22	
Car Box	0 20	
Extra	0 15	

The Canada Metal Co.:		
Imperial, genuine	0 40	
Metallic	0 30	
Hercules	0 20	
Star	0 15	
No. 1	0 12	
No. 2	0 10	
No. 3	0 06	
No. 4	0 05	

BELLS.		
Hand.		
Brass, 60 per cent.		
Nickel, 55 per cent.		

Cow.		
American make, discount 63 1/2 per cent.		
Canadian, discount 45 and 50 per cent.		

Door.		
Gongs, Sargent's	5 50	8 00
" Peterboro', discount 46 per cent.		

Farm.		
American, each	1 25	3 00

House.		
American, per lb.	0 35	0 40

BELLERS.		
Hand, per doz	3 35	4 75
Moulders, per doz	7 50	10 00
Blacksmiths, discount 70 per cent.		

BELTING.		
Extra, 60 per cent.		
Standard, 60 and 10 per cent.		
No. 1, not wider than 6 in., 60, 10 and 10 per cent.		
Agricultural, not wider than 4 in., 75 per cent.		

BITS.		
Auger.		
Gilmour's, discount 60 and 5 per cent.		
Rockford, discount 50 and 10 per cent.		
Jennings' Gen., net list.		

Car.		
Gilmour's, 4 1/2 to 50 per cent.		
Expansive.		
Clark's, 40 per cent.		

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz.	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND RED STAPLES.		
All sizes, per lb.	0 07 1/2	0 12

BOLTS AND NUTS. Per cent.		
Carriage Bolts, common (\$1 list)	50 and 10	
" " full sq. (\$2.40 list)	55 and 10	
" " Norway Iron (\$3 list)	55 and 10	
Machine Bolts, all sizes	50, 5 and 10	
Plough Bolts	50, 5 and 10	
Blank Bolts	50, 5 and 10	
Bolt Ends	50, 5 and 10	
Sleigh Shoe Bolts	65, 5 and 10	
Coach Screws, cone point	66 1/2 and 10	
Nuts, square, all sizes, 3/4c. per lb. off.		
Nuts, hexagon, all sizes, 4c. per lb. off.		
Stove Rods, per lb., 5 1/2 to 6c.		

BOOT CALKS.		
Small and medium, ball	per M.	4 25
Small heel	"	4 50

BRIGHT WIRE GOODS.		
Discount 62 1/2 per cent.		

BROILERS.		
Light, discount 65 to 67 1/2 per cent.		
Reversible, discount 65 to 67 1/2 per cent.		
Vegetable, per doz., discount 37 1/2 per cent.		
Hemis, No. 8	per doz.	6 00
Hemis, No. 9	"	7 00
Queen City	"	7 50

BUTCHERS' CLEAVERS.		
German	per doz.	6 00
American	"	12 00
		20 00

BUTCHER KNIVES.		
Bailey's	per doz.	0 60
		6 30

BUILDING PAPER, ETC.		
Tarred Felt, per 100 lb.		1 75
Ready roofing, 2-ply, not under 45 lb., per roll		0 90
Ready roofing, 3-ply, not under 65 lb., per roll		1 15
Carpet Felt	per ton	45 00
Heavy Straw Sheathing	per ton	25 00
Dry Sheathing	per roll, 400 sq. ft.	0 40
Tar	" 400 "	0 50
Dry Fibre	" 400 "	0 55
Tarred Fibre	" 400 "	0 60
O. K. & I. X. L.	" 400 "	0 70
Resin-sized	" 400 "	0 45
Oiled Sheathing	" 600 "	1 00
" "	" 400 "	0 70
Roof Coating, in barrels	per gal.	0 17
Roof	" small packages	0 25
Refined Tar	per barrel	5 00
Coal Tar	"	4 00
Coal Tar, less than barrels	per gal.	0 15
Roofing Pitch	per 100 lb.	1 00

BULL RINGS.		
Copper, \$2.00 for 2 1/2-inch, and \$1.90 for 2-inch.		

BUTTS.		
Wrought Brass, net revised list.		
Cast Iron.		
Loose Pin, discount 60 per cent.		

Wrought Steel.		
Fast Joint, discount 65, 10 and 2 1/2 per cent.		
Loose Pin, discount 65, 10 and 2 1/2 per cent.		
Berlin Bronzed, discount 70, 70 and 5 per cent.		
Gen. B bronzed	per pair	0 40 0 65

CARPET STITCHERS.		
American	per doz.	1 00
Bullard's	"	6 50

CASTORS.		
Bed, new list, discount 55 to 57 1/2 per cent.		
Plate, discount 52 1/2 to 57 1/2 per cent.		

CATTLE LEADERS.		
Nos. 31 and 32	per gross	8 50 9 50

CHALK.		
Carpenters' Colored, per gross	0 45	0 75
White lump	per cwt.	0 60
Red	"	0 05
Crayon	per gross	0 14 0 18

CHISELS.		
Socket, Framing and Firmer.		
Broad's, discount 60 and 10 per cent.		
Warnock's, discount 50 and 10 per cent.		
P. S. & W. Extra, discount 60 and 10 per cent.		

CHURNS.		
Revolving Churns, metal frames - No. 0, \$8		
No. 1, \$8.50; No. 2, \$9.00; No. 3, \$10.00		
No. 4, \$12.00; No. 5, \$16.00 each. Ditto		
wood frames, 20c. each less than the above		
Discounts: Factories, 53 per cent.		
delivered from stock in Montreal, 51 per cent.		
Terms 4 months or 3 per cent. cash in 30 days.		
Churn frames, including bearings, levers, etc.		
Nos. 0, 1, 2 and 3, wood, \$2.40; and 4 and 5, \$2.65. Metal frames, 25c. extra. Discount 15 per cent., net 30 days.		

CLIPS.		
Axle, discount 65 per cent.		

CLOSETS.		
		Net.
Plain York or Ontario Syphon Jet		\$9 60
Emb.		10 20
Fittings		1 00
Plain Elgin or Teut. Syphon Washout		6 00
Emb.		6 60
Fittings		1 25
Low Down Elgin or Teut. plain		6 00
Low	emb'd.	6 50
Plain Richelieu		4 25
Emb.		4 50
Connections		1 25
Low Down Ontario Syphon Jet, plain		11 70
Low	emb'd.	12 30
Closet connection		1 25
Basins, P.O., 14-in.		0 70
Basins, oval, 17 x 14-in.		1 50
Basins, " 19 x 15-in.		2 25

COMPASSES, DIVIDERS, ETC.		
American, discount 62 1/2 to 65 per cent.		

CONDUCTOR PIPE.		
		Plain or Corrugated.
2-inch	per 100 feet	3 00
3 "	"	4 00
4 "	"	5 25
5 "	"	6 75
6 "	"	9 00

CRADLES, GRAIN.		
Canadian, discount 20 to 25 per cent.		

CROSSCUT SAW HANDLES.		
S. & D., No. 3	per pair	0 17 1/2
S. & D., " 5	"	0 22 1/2
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.		
Torrey's Rod (15 p.c.), per doz.		2 00
Coil	"	0 88
English	"	2 00

DRAW KNIVES.		
Coach and Wagon, discount 50 and 10 per cent.		
Carpenters', discount 60 and 10 per cent.		

We Make the Goods You Want

because your customers want the goods we make. Send us your orders for
BUILDING PAPERS, ROOFING FELTS, WIRE, EDGED READY
ROOFING, and all parties will be satisfied.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

DRILLS.		Fork.		KETTLES.		SAIL PULLERS	
Hand and Breast.		C. & B., discount 40 per cent., revised list.		Brass spun, 7½ per cent. discount off new list.		German and American	
Miller's Falls, per doz., net list.		Hoe.		Copper per lb. 0 30 0 50		SAIL SETS	
DRILL BITS.		C. & B., discount 40 per cent., revised list.		American, 60 and 10 to 65 and 5 per cent.		Square, round and octagon,	
Morse, discount 37½ to 40 per cent.		Saw.		KEYS		per gross..... 3 38 4 00	
Standard, discount 50 and 5 to 55 per cent.		Plane.		Lock, Canadian dis. 10 to 40 and 10 per cent.		Diamond 1 00 2 00	
FAUCETS.		American per doz. 1 00 1 25		Cabinet, trunk and padlock.		POULTRY NETTING	
Common, cork-lined, discount 35 per cent.		Hammer and Hatchet.		American per gross 0 60		2-in. Mesh, 19 w.g. dia 60 per cent.	
EAVETROUGHS.		Canadian, discount 40 per cent.		KNOBES		2-in. Mesh, 16 w.g. and heavier, 50 per cent.	
10-inch per 100 ft. 3 10		Cross-Cut Saws.		Door, japanned and N.P., per		OAKUM	
ELBOWS (stovepipe.)		Canadian per pair 0 13½		doz. 1 50 2 50		U.S. Navy per 100 lb. 6 75	
and 6-inch, common per doz. 1 20		HANGERS. doz. pairs.		Bronze, Berlin per doz. 2 75 3 25		OLLERS	
Polished, 15c. per dozen extra.		Steel barn door 5 85 6 00		Bronze, Genuine 6 00 9 00		McClary Model galvanized	
ESCUTCHEONS.		" 5-inch 6 50		Shutter, porcelain, F. & L.		oil can, w/7 pump, 5 gallon,	
Discount 40 per cent.		Lane's covered—		screw per gross 1 30 4 00		per dozen 10 00	
ESCUTCHEON PINS.		No. 11, 5-foot run 8 40		White door knobs per doz. 1 00		Zinc and tin, discount 50, 50 and 10 per cent.	
Iron, discount 40 per cent.		No. 11½, 10-foot run 10 80		HAY KNIVES.		Copper per doz. 1 25 3 50	
FACTORY MILK CANS.		No. 12, 10-foot run 12 60		Discount, 60 per cent.		Brass 1 50 3 50	
Discount off revised list, 40 per cent.		No. 14, 15-foot run 21 00		LANTERNS.		Malleable, discount 25 per cent.	
FILES AND RASPS.		Lane's O.N.T. track, per foot 0 04½		Cold Blast per doz. 7 00		GALVANIZED PAILES	
Great Western 70 and 10 per cent.		HARVEST TOOLS.		No. 3, "Wright's" 8 50		Duffern pattern pails, discount 45 per cent.	
Arcade 70 " 10 "		Discount 60 per cent.		Ordinary, with O burner. 4 00		Flaring pattern, discount 45 per cent.	
Kearney & Foot 70 " 10 "		HATCHETS.		Dash-board, cold blast. 5 75		Galvanized wash tubs, discount 45 per cent.	
Disston's 70 " 10 "		Canadian, discount 40 to 42½ per cent.		No. 0 5 75		PIECED WARE	
American 70 " 10 "		HAT ENAMEL.		Japanning, 50c. per doz. extra.		Discount 40 per cent. off list, June, 1899.	
J. Barton Smith 70 " 10 "		HINGES.		LEMON SQUEEZERS.		10-qt. flaring sap buckets, discount 40 per cent.	
McClellan 70 " 10 "		Blind, Parker's, discount 16½ per cent.		Porcelain lined per doz. 2 20 5 50		6, 10 and 14-qt. flaring pails, dis. 40 per cent.	
Eagle 70 " 10 "		Heavy T and strap, 4-in., per lb. 0 06½		Galvanized 1 87 3 85		Creamer cans, discount 40 per cent.	
Nicholson, 60 and 10 to 60, 10 and 5		" 5-in. 0 06½		King, wood 2 75 2 90		PICKS.	
Royal 80		" 6-in. 0 06		King, glass 4 00 4 50		Per dozen 6 00 9 00	
Globe 70 to 75 "		" 10-in. 0 05½		All glass 0 50 0 90		PICTURE NAILS	
Black Diamond, 60 and 10 to 60, 10 and 5 per cent.		Light T and strap, discount 65 and 5 per cent.		LINES.		Porcelain head per gross 1 35 1 50	
Jowitt's, English list, 25 to 27½ per cent.		Screw hook and hinge		Fish per gross 1 05 2 50		Brass head 0 40 1 00	
Nicholson File Co.'s "Simplicity" file handle,		6 to 10-in. per 100 lb. 4 50		Chalk 1 90 7 40		PICTURE WIRE.	
per gross 85c. to \$1.50		12 in. up. 3 25		LAWN MOWERS.		Tin and gilt, discount 75 per cent.	
GLASS.		Spring per gro. pairs 10 50		Woodyatt, 12-in. wheel 7 50		PINE TAR.	
Window. Box Price.		HOES.		Star 5 50		½ pint in tin per gross 7 80	
Size United Per Per D. Diamond		Garden, Mortar, etc., discount 60 per cent.		Daisy 4 00		1 pint in tin 9 60	
Inches. 50 ft. 100 ft. 50 ft. 100 ft.		Planter per doz. 4 00 4 50		Philadelphia, 12-in. wheel 6 50		PLANES.	
Under 26 2 0 3 80 " 6 75		HOLLOW WARE.		Ontario, 14 25		Wood bench, Canadian discount 40 per cent.	
26 to 40 2 10 4 00 " 7 25		Discount 45 and 5 per cent.		Discount, 50 per cent.		American discount 50 per cent.	
41 to 50 4 50 " 8 75		HOOKS.		Canadian, 40 to 40 and 10 per cent.		Wood, fancy Canadian or American, 37½ to 40 per cent.	
51 to 60 4 75 " 10 00		Cast Iron.		Russell & Erwin per doz. 3 00 3 25		PLANE IRONS.	
61 to 70 5 00 " 11 50		Bird cage per doz. 0 50 1 10		Eagle, discount 30 per cent.		English per doz. 2 00 5 00	
71 to 80 5 50 " 14 00		Clothes line 0 27 0 63		Cabinet.		PLIERS AND NIPPERS	
81 to 85 5 50 " 14 00		Harness 0 72 0 88		English and Am. per doz. 0 50 6 0		Button's genuine, per doz. pairs, discount	
86 to 90 5 50 " 16 50		Hat and coat per gro. 1 00 3 00		Eagle, discount 20 to 25 per cent.		37½ to 40 per cent.	
91 to 95 5 50 " 18 00		Chandelier per doz. 0 50 1 00		MACHINE SCREWS.		Button's imitation per doz. 5 00 9 00	
96 to 100 5 50 " 20 00		Wrought Iron.		Iron and Brass		German 0 60 2 60	
A discount of 25 per cent. is offered on		Wrought hooks and staples, Canadian discount 47½ per cent.		Flat head, discount 20 per cent.		PLUMBERS' BRASS GOODS	
"Double Diamond."		Wire.		Round head, discount 20 per cent.		Standard Compression work, dis. 60 per cent.	
GAUGES.		Hat and coat, discount 45 per cent.		MALETS.		"J.M.T." Cushion work, discount 50 per cent.	
Marking, Mortise, Etc.		Belt per 1,000 0 60		Tinmiths' per doz. 1 25 1 50		Fuller work, discount 65 per cent.	
Stanley's, discount 50 to 55 per cent.		Screw, bright, discount 55 per cent.		Carpenters' hickory, 1 25 3 75		6 dozen lots and over of the above, extra discount 10 per cent.	
Wire Gauges.		HORSE NAILS.		Lignum Vitae 3 85 5 00		Lever handle Stops and Waste, discount 60 per cent.	
Winn's, Nos. 26 to 33 each 1 65 2 40		"C" brand, 40, 10 and 7½ per cent. off list.		Caulking, each 0 60 2 00		With, in lots of 2 dozen and over, an extra discount of 10 per cent.	
HALTERS.		"M" brand, 50, 10 and 5 per cent. (head		MATTOCKS.		"J.M.T." Globe, Angle and Check Valves,	
Rope, ¾-inch per gross 9 00		Countersunk, 57½ per cent.		Canadian per doz. 5 50 6 50		discount 35 per cent.	
Rope, ¾ to 1-inch " 14 00		"Monarch," 60 per cent.		MEAT CUTTERS.		Standard Globe, Angle and Check Valves,	
Rope, 1-inch per doz. 3 87½ 4 00		"Peerless" 50 per cent. dis.		American, discount 33½ per cent.		discount 65 per cent.	
Leather, 1-inch 5 15 5 20		HORSESHOES.		German, 15 per cent.		"J.M.T." Radiator Valves, discount 55 per cent.	
Leather, 1½ 5 15 5 20		F.O.B. Montreal		Gem each 1 15		Standard Radiator Valves, discount 65 per cent.	
Web 1 87 2 45		No. 2 No. 1 and larger, smaller.		MILK CAN TRIMMINGS.		Patent Quick-Opening Valves, discount 70 per cent.	
HAMMERS.		Iron Shoes.		2d and 3d 3 45 3 45		No. 1 compression bath cock net 2 00	
Nail.		Light, medium and heavy 3 35 3 60		3d 3 10 3 12		No. 4 " 2 00	
Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.		Snow shoes 3 60 3 85		4 and 5d 2 85 2 95		No. 7 Fuller's " 2 20	
Tack.		Steel Shoes.		6 and 7d 2 75 2 80		No. 4½ " 2 35	
Magnetic per doz. 1 10 1 20		Light 3 45 3 70		8 and 9d 2 60 2 60		Patent Compression Cushion, basin	
SI ge.		Featherweight (all sizes) 4 83 4 85		10 and 12d 2 55 2 55		cock, hot and cold per doz 15 00	
Canadian per lb. 0 07½ 0 08½		F.O.B. Toronto, Hamilton, London and		16 and 20d 2 50 2 50		Patent Compression Cushion, bath	
Ball Peen.		Guelph, 10c. per keg additional.		30, 40, 50 and 60d (base) 2 45 2 45		cock No. 2288 2 25	
English and Canadian, per lb. 0 22 0 25		Toe weight steel shoes 6 70		JAPANNED WARE.		Square head brass cocks, discount 60 per cent.	
HANDLES.		Discount 45 and 5 per cent. off list, June 1899		Wire nails in carlots are \$2.40.		Competition Globe, Angle and Check Valve	
Axe, 2nd growth, per doz, net		ICE PICKS.		Steel cut nails 10c. extra		discount 70 per cent.	
tore door per doz. 1 00 1 50		Star per doz. 00 3 25		Miscellaneous wire nails, discount 75 per cent.		Hompson Smoke-test Machine \$25.00	
				Coopers' nails, discount 30 per			

Roofing Pitch

"Gauntlet Brand."

JUST TO HAND A LARGE CONSIGNMENT OF THIS
CELEBRATED PITCH; FOR IMMEDIATE SHIPMENT.

Lockerby & McComb, 65 Shannon St., Montreal

Bell Telephone Main 1989.

PRESSED SPIKES.		
Discount 20 per cent.		
PULLEYS.		
Hothouse	per doz	0 55 1 00
Arch	"	0 22 0 33
Screw	"	0 27 1 01
Awning	"	0 35 2 30
PUMPS.		
Canadian eastern	"	1 80 3 60
Canadian pitcher spout	"	1 40 2 10
PUNCHES.		
Saddlers	per doz	1 00 1 85
Conductors	"	9 00 15 00
Pinners, solid	per set	0 72
" hollow	per inch	1 00
RANGE BOILERS.		
Dominion, 30 gallon	net	6 00
" 35 "	"	7 00
" 40 "	"	8 00
Ronalds Galvanized, 30 gallon,	"	7 40
" 35 "	"	8 40
" 40 "	"	9 60
Copper, 30 gallon	"	22 00
" 35 "	"	24 00
" 40 "	"	28 00
Discount off copper boilers 15 per cent.		
RAKES.		
Wood	per doz. net	1 20 up.
RAZORS.		
Elliot	per doz.	4 00 18 00
Goss Butlers & Co	"	4 00 18 00
Bakers	"	7 50 11 00
" King Cutter	"	12 50 15 00
Wade & Butchers	"	3 60 10 00
Thiele & Quicks	"	7 00 12 00
Bailey	"	6 00 12 00
Bailey & Brantford	"	10 00 11 00
Carbo Magnetic	"	15 00
Griffin Barber's Favorite	"	10 75
Griffin No 65	"	13 00
Griffin Safety Razors	"	13 50
Griffin Strapping Machines	"	13 50
Lewis Bros & Klean Cutter	"	8 50 10 50
REGISTERS.		
Discount 40 per cent.		
RIVETS AND BURS.		
Iron Rivets, black and tinned, discount 60 and 40 per cent.		
Iron Burs, discount 55 per cent.		
Extras on Iron Rivets in 1-lb. cartons, 1c. per lb.		
Extras on Iron Rivets in 1/2-lb cartons, 1c. per lb.		
Copper Rivets, with usual proportion burs, 45 per cent. discount		
Cartons, 1c. per lb. extra, net		
Copper Burs only, discount 30 and 10 per cent.		
Extras on Tinned or Coppered Rivets, 1/2-lb. cartons, 1c. per lb.		
RIVET SETS.		
Canadian, discount 35 to 37 1/2 per cent.		
ROPE, ETC.		
Sisal	"	0 11 1/2
Pure Manila	"	0 14 1/2
"British" Manila	"	0 12 1/2
Cotton, 3/16 inch and larger	"	0 16 1/2
" 3/32 inch	"	0 21 1/2
" 1/4 inch	"	0 22 1/2
Russia Deep Sea	"	0 15 1/2
Jute	"	0 08 1/2
Lath Yarn, single	"	0 11 1/2
" double	"	0 11 1/2
Sisal bed cord, 45 feet	per doz	0 65
" 60 feet	"	0 80
" 72 feet	"	0 95
RULES.		
Boxwood, discount 55 per cent.		
Ivory, discount 37 1/2 to 40 per cent.		
SAD IRONS.		
Mrs. Potts, No 55, polished	per set	0 70
" No 50, nickel-plated,	"	9 80
SAND AND EMERY PAPER.		
B & A sand, discount, 40 and 5 per cent.		
Emery, discount 40 per cent.		
Garnet (Ruston's) 5 to 10 per cent. advance on list.		

SAP SPOUTS.		
Bronzed iron with hooks	per 1,000	9 50
SAWS.		
Hand, Disston's, discount 12½ per cent.		
S & D., discount 40 per cent.		
Crosscut, Disston's, per foot	0 35	0 55
S & D., discount 35 per cent. on Nos. 2 and 3.		
Hack, complete, each	0 75	2 75
frame only		0 75
SASH WEIGHTS.		
Sectional, per 100 lb.	2 50	2 75
Solid	1 75	2 00
SASH CORD.		
Per lb.	0 25	0 30
SAW SETS.		
		per doz.
Lincoln and Whiting		4 75
Hand Sets, No. 1 Woodyatt (Morrill)		4 25
X Cut Sets, No. 3 Woodyatt (Morrill)		9 50
SCALES.		
Gurney Standard, 40 per cent.		
Gurney Champion, 50 per cent.		
Burrow, Stewart & Milne—		
Imperial Standard, discount 40 per cent.		
Weight Beams, discount 35 per cent.		
Champion Scales, discount 50 per cent.		
Fairbanks standard, discount 35 per cent.		
Dominion, discount 55 per cent.		
Richelieu, discount 55 per cent.		
Warren's new Standard, discount 40 per cent.		
Champion, discount 50 per cent.		
Weightbeams, discount 35 per cent.		
SCREW DRIVERS.		
Sargent's	per doz.	0 65 1 00
SCREEN DOORS.		
Common doors, 2 or 3 panel, walnut stained, 4-in. style,		per doz.
		6 80
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style,		per doz.
		7 00
Common doors, 2 or 3 panel, in natural colors, oil finish		per doz.
		8 15
3-in. style 20c. per dozen less.		
SCREWS.		
Wood, F. H., bright and steel, discount 87½ per cent.		
Wood, R. H., bright, dis. 82½ per cent.		
F. H., brass, dis. 80 per cent.		
R. H., dis. 75 per cent.		
F. H., bronze, dis. 75 per cent.		
R. H., dis. 70 per cent.		
Drive Screws, dis. 87½ per cent.		
Bench, wood	per doz.	3 25 4 00
iron	4 25	5 00
Set, case hardened, dis. 60 per cent.		
Square Cap, dis. 50 and 5 per cent.		
Hexagon Cap, dis. 45 per cent.		
SCYTHES.		
Per doz. net	6 00	9 00
SCYTHE SNATHS.		
Canadian, discount 40 per cent.		
SHEARS.		
Bailey Cutlery Co., full nicked, discount 2½ per cent.		
Bailey Cutlery, Japan Handles, discount 67½ per cent.		
Seymour's, discount 50 and 10 per cent.		
SHOVELS AND SPADES.		
Canadian, discount 45 per cent.		
SINKS.		
Cast iron, 16 x 24		0 85
18 x 30		1 00
18 x 36		1 40
SNAPS.		
Harness, German, discount 25 per cent.		
Lock, Andrews	discount 4 50	11 50
SOLDERING IRONS.		
1 ½ lb.	per lb.	37
2 ½ lb. or over		0 34
SQUARES.		
Iron, No. 493	per doz.	2 40 2 55
No. 494	3 25	3 40
Steel, discount 60 to 60 and 5 per cent.		
Try and Bevel, discount 50 to 52½ per cent.		
STAMPED WARE.		
Plain, discount 75 and 12½ per cent. off revised list.		
Retinned, discount 75 per cent. off revised list.		

STAPLES.		
Galvanized	3 25	3 50
Plain	2 90	3 15
Coopers', discount 45 per cent.		
Poultry netting staples, discount 40 per cent.		
American discount 25 per cent.		
STOCKS AND DIES.		
STONE.		
Washita	per lb.	0 28 0 60
Hindostan	"	0 06 0 07
" slip	"	0 09 0 09
Labrador	"	0 13
" Axe	"	0 15
Turkey	"	0 50
Arkansas	"	1 50
Water-of-Ayr	"	0 10
Scythe	per gross	3 50 5 00
Grind, 2-in. 40 to 200 lb.	per ton	25 00
" under 40 lb.	"	28 00
" under 2 in. thick.	"	29 00
STOVEPIPES.		
5 and 6 inch, per 100 lengths	....	7 00
7 inch	....	7 50
ENAMELLED STOVE POLISH.		
No. 4, 3 doz. in case, net cash	....	4 80
No. 6, 3 doz. in ase.	....	8 40
TACKS, BRADS, ETC.		
Carpet tacks, blue	....	80 and 15
" tinned	....	80 and 20
" (in kegs)	....	40
Cut tacks, blue, in dozens only	....	80
" weights	....	60
Swedes cut tacks, blue and tinned	....	80 and 10
In bulk	....	75
In dozens	....	85, 12 1/2 and 12 1/2
Swedes, upholsterers', bulk	....	70
" brush, blue and tinned	....	75 and 12 1/2
Swedes, gimp, blue, tinned and japanned	....	35
Zinc tacks	....	55
Leather carpet tacks	....	50
Copper tacks	....	50
Copper nails	....	52 1/2
Trunk nails, black	....	65 and 5
Trunk nails, tinned	....	65 and 10
Clout nails, blue	....	65 and 5
Chair nails	....	35
Patent brads	....	40
Fine finishing	....	40
Lining tacks, in papers	....	10
" in bulk	....	15
" solid heads, in bulk	....	75
Saddle nails, in papers	....	10
" in bulk	....	15
Tufting buttons, 22 line, in dozens only	....	60
Zinc glaziers' points	....	5
Double pointed tacks, papers	....	90 and 10
" bulk	....	40
Clinch and duck rivets	....	45
TAPE LINES.		
English, ass skin	per doz.	2 75 5 00
English, Patent Leather	"	5 50 9 75
Chesterman's	each	0 90 2 85
" steel	each	0 80 8 00
TINNERS' SNIPS.		
Bailey's, discount 25 per cent.		
THERMOMETERS.		
Tin case and dairy, discount 75 to 75 and 10 per cent.		
TRAPS (steel.)		
Game, Newhouse, discount 25 per cent.		
Game, H. & N. P. S. & W., 65 per cent.		
Game, steel, 72 1/2, 75 & 76.		
TROWELS.		
Disston's, discount 10 per cent.	....
German	per doz.	4 75 6 00
S. & D., discount 35 per cent.	....
TWINES.		
Bag, Russian	per lb.	0 27
Wrapping, cotton, 3-ply	....	0 19
" 4-ply	....	0 23
Mattress	per lb.	0 33 0 45
Staging	....	0 27 0 35
VISES.		
Wright's	....	0 131
Brook's	....	0 123
Pipe Vise, Hinge, No. 1	....	3 50
" No. 2	....	5 50
Saw Vise	....	4 50 9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White
discount 50 per cent.

Diamond, Famous, Premier, discount 50 and
10 per cent.

Granite or Pearl, Imperial, Crescent, discount
50, 10 and 10 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge	"	\$2 50
10 "	"	6c. extra.
11 "	"	12c. "
12 "	"	20c. "
13 "	"	30c. "
14 "	"	40c. "
15 "	"	55c. "
16 "	"	70c. "

Add 60c. for coppering and \$2 for tinning.

Extra net per 100 lb. Oiled wire 10c.,
spring wire \$1.25, special hay baling wire 30c.,
best steel wire 75c., bright soft drawn 15c.,
charcoal (extra quality) \$1.25, packed in casks
or cases 15c., bagging and papering 10c., 50
and 100-lb. bundles 10c., in 25-lb. bundles
15c., in 5 and 10-lb. bundles 25c., in 1-lb.
hanks, 50c., in 1-lb. hanks 75c., in 1-lb.
hanks \$1.

Fine Steel Wire, discount 25 per cent.

List of extras: In 100-lb. lots: No. 17,
\$5 No. 18, \$5.50 No. 19, \$6 No. 20, \$6.65
No. 21, \$7 No. 22, \$7.30 No. 23, \$7.65 No.
24, \$8 No. 25, \$9 No. 26, \$9.50 No. 27,
\$10 No. 28, \$11 No. 29, \$12 No. 30, \$13
No. 31, \$14 No. 32, \$15 No. 33, \$16 No. 34,
\$17. Extras net—tinned wire, Nos. 17-25,
\$2 Nos. 26-31, \$4 Nos. 32-34, \$6 Coppered,
5c. oiling, 10c.—in 25-lb. bundles, 15c. in 5
and 10-lb. bundles, 25c. in 1-lb. hanks, 25c.
in 1-lb. hanks, 38c.—in 1-lb. hanks, 50c.—
packed in casks or cases, 15c.—bagging or
papering, 10c.

Brass wire, discount 62 1/2 per cent. off the list.

Copper wire, discount 62 1/2 per cent. net cash
30 days, f.o.b. factory.

Galvanized wire, per 100 lb.—Nos. 4 and 5,
\$3.70 to \$3.90 Nos. 6, 7, 8, \$3.15 to \$3.35
—No. 9, \$2.50 No. 10, \$3.20 to \$3.40
—No. 11, \$3.25 to \$3.45 —No. 12, \$2.65
—No. 13, \$2.75 —No. 14, \$3.75 to \$3.95—No.
15, \$4.30—No. 16, \$4.30. Base sizes, Nos.
6 to 9, \$2.27 1/2 f.o.b. Cleveland. In carlots
12 1/2c. less.

Clothes Line Wire, regular 7 strand, No. 17,
\$4.65; No. 18, \$2.90; No. 19, \$2.60. Hollow
6 strand, No. 17, \$4.30; No. 18, \$2.70; No.
19, \$2.35; No. 20, \$2.30, f.o.b. Hamilton,
Toronto, Montreal.

WIRE FENCING.

Galvanized barb	"	2 80
Galvanized, plain twist	"	2 90
Galvanized barb, f.o.b. Cleveland, \$2 55 1/2 in less than carlots, and \$2 45 in carlots.		

COILED SPRING WIRE.

High Carbon, No. 9	"	\$2 75
" No. 11	"	3 40
" No. 12	"	2 95

WIRE CLOTH.

Painted Screen, per 100sq. ft., net	1 50
Terms, 3 per cent. off 30 days.	

WASTE COTTON.

Colored	per lb.	0
White	"	0 08

WRENCHES.

Acme, discount 35 to 37 1/2 per cent.

Agricultural, discount 60 per cent.

Cox's Genuine, discount 20 to 25 per cent.

Towers' Engineer	each	2 00	7 00
" S	per doz.	5 80	6 00
G. & K's Pipe	"	3 40	
Burrell's Pipe	each	3 00	
Pocket	per doz.	0 25	2 90

WRINGERS.

Leader	per doz.	30 00	33 00
Royal Canadian	"	24 00	
Royal American	"	24 00	
Sanborn	"	27 00	
Lightning	"	27 00	

Terms, 4 months, or 3 per cent. 30 days.

WROUGHT IRON WASHERS.

Canadian make, discount 40 per cent.

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THE CANADIAN RUBBER CO.

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FREEZERS



An illustration of a wooden barrel-shaped 'Gem Freezer'. The barrel has a hand crank on the right side and a metal handle on the left. A label on the front reads 'The Gem Freezer' in a stylized font, with 'The Best in the World' written below it. The top of the barrel has a circular lid with a handle and a small label that says 'GEM'. The entire device is shown in a perspective view, resting on a surface.

Easy Running.
Quick Freezing.
Economy.
Convenience.
Practical Results.

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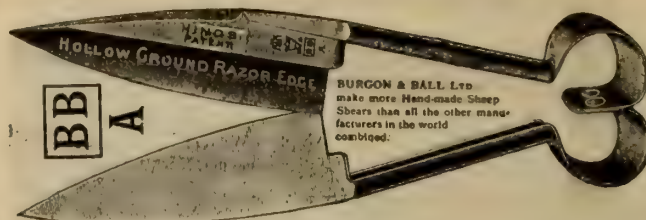
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The New Century Ball-Bearing Washing Machine.



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MR. PRINTER,

print the name "GEM"
in great big letters. This
is the best selling and
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and food chopper we've
ever handled and we want
you to give it lots of
prominence.

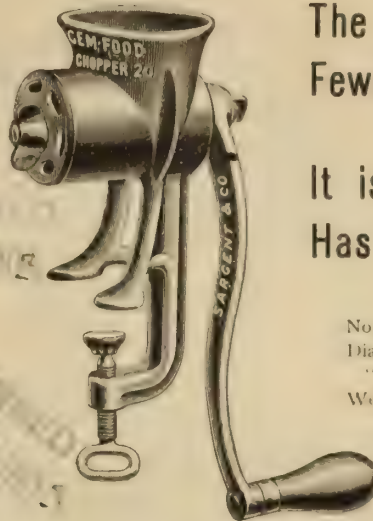
More Meat Choppers are sold in Fall than any other season.
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Meat and Food CHOPPER

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**SELLS AT SIGHT
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The most Satisfactory
Fewest Parts. Easily Cleaned

It is Heavily Tinned
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Stuffing attachment for Gem Choppers.
No. 22 and 24, Sold Extra.

No.	20	22	24
Diam. of hopper, inches..	3 1/4	4	4 1/2
" " barrel ..	2 1/2	2 1/4	2 1/2
Weight lbs.	4 1/4	5	7 1/4

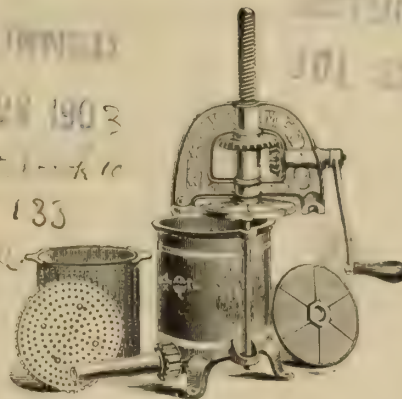
Four steel cutters of different size
holes accompany each machine.
One in a box.

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SENSIBLE.

No. 1, two quart. No. 2, four quart.
Has split nut cross beam, allowing instant
removal of pressure plate without turning
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ENTERPRISE.

No. 25, four quart, Japanned.
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No. 40, " " Tinned
Including all parts shown.



ENTERPRISE.

No. 34, capacity one quart.
Extracts the juice and ejects the skins and
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"RED THREAD" Transmission Rope from the finest quality Manila hemp obtainable, laid in tallow.

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CANADIAN CORDAGE & MFG. CO., Limited

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SISAL ROPE,
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BINDER TWINE:

SISAL,
STANDARD,
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All qualities and lengths, 500 ft., 550 ft., 600 ft., 650 ft. to the pound.

We guarantee our goods to be absolutely Pure and free from all substances calculated to increase weight. Consumers will find on careful test that our goods are the Most Economical Highest quality, Low prices.

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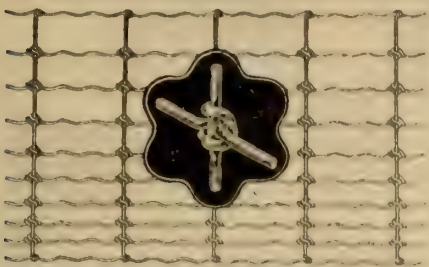
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Manufacturers of Wire Window Guards, Wire Cloth,
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Railings, Ornamental Iron Fencing, Window Fix-
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Work.

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WOVEN WIRE FENCING

Made from No. 9 hard
steel wire throughout.

Made to sell, to last,
and to give satisfaction.

That is why the IDEAL is

THE BEST SELLER.

If not represented there, write for catalogue and
prices.

Coiled Spring Wire.

Unexcelled in quality.

Prompt shipment.

THE
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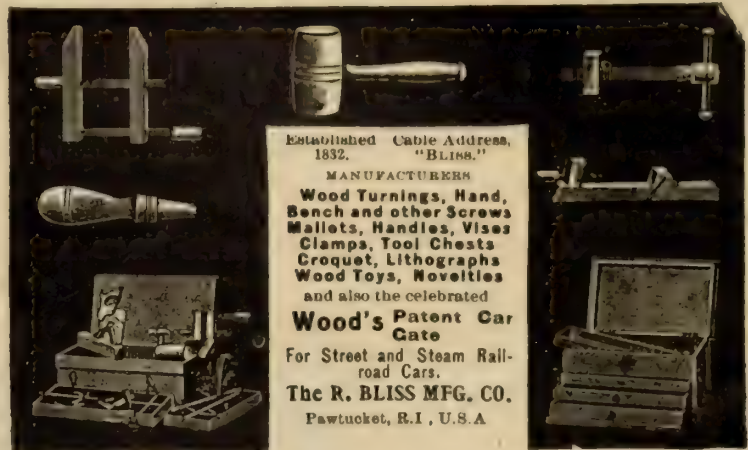
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Steel Rod Picket Fences



stand up erectly, preserve their alignment, are most attractive in
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**Parks, Cemeteries, Schools, Churches, Lawns and Public and Private
Enclosures.** Three sizes, five styles and seven heights of picket with or-
namental posts and gates meet all requirements. Free catalogue and price
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Wood Turnings, Hand,
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Mallets, Handles, Vises
Clamps, Tool Chests
Croquet, Lithographs
Wood Toys, Novelties
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Wood's Patent Car Gate

For Street and Steam Rail-
road Cars.

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BARBED WIRE CALVANIZED PLAIN WIRE PLAIN TWIST CABLE FENCING

**Telegraph and Telephone Wire; Mattress, Broom, Weaving Wires of
every description; Rail Bonds, Bale Ties, Special Wires for all
purposes, Springs, Horse Shoes, Wire Rope, Cold-drawn Steel
Shafting.**

The Saw That Sells Itself.

When placed in the hands of the intelligent mechanic the **ATKINS** High Grade Silver
Steel Hand Saw sells itself. You simply show it and the saw does the rest.

ATKINS Silver Steel Hand Saws with Perfection Handles are warranted
the **FINEST** Saws on earth in material, temper, grinding and finish.

Write for Catalogue and Prices.

E. C. ATKINS & CO.

H. P. HUBBARD, Sales Agent for Canada.

Toronto Office: 30 Front St. East. Tel. Main 1896



**ATKINS
ALWAYS AHEAD**

Leading Saw and Tool Manufacturers
Factories: **INDIANAPOLIS, IND.**
Northwestern Branch: **Minneapolis, Minn.**

SEE THOSE
CRIPPS



Kemp's

STOVE and FURNACE Supplies

One Piece Stove Pipe
Elbows 3 Sizes.
The Strongest Made.

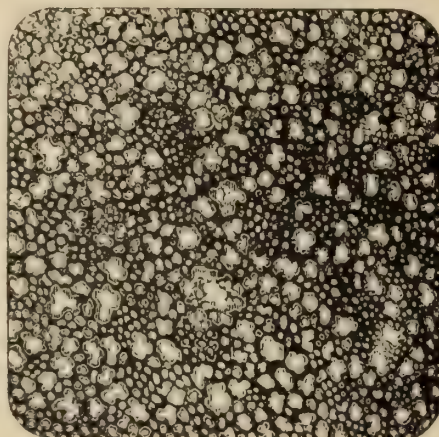
are unexcelled in quality and
workmanship.

STOVE BOARDS

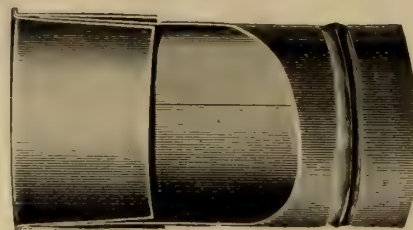
Onyx or Embossed Patterns.

Furnace Elbows

in
Tin, Galvanized
and
Black Sheet Steel,
Coal Hods.



Thimble



Thimble with Pipe Inserted.

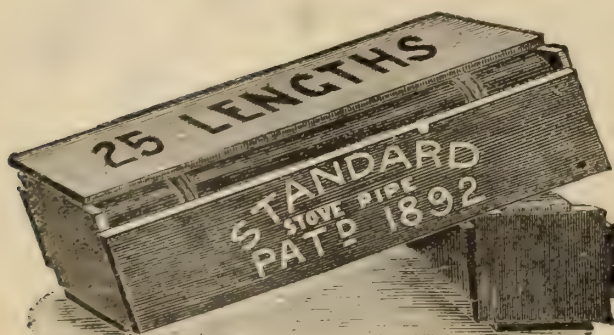
**Kemp's Patent Chimney
Collar and Stove Pipe Holder.**

No wiring required.
No pushing stove pipe too far in flue.
No danger of fire from soot around stove pipe.
A perfect draft through stove is acquired by this
airtight thimble.

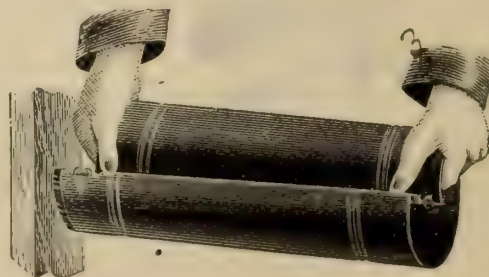
Stove Shovels,
Coal Sieves,
Flue Stoppers
Stove Pipe Collars,
Stove Pipe Dampers,
Stove Pipe Thimbles.

KEMP'S STANDARD STOVE PIPE (Nestable).

Easily put together, requiring neither Rivets nor Tools.
Uniform in size, securing a perfect fit.



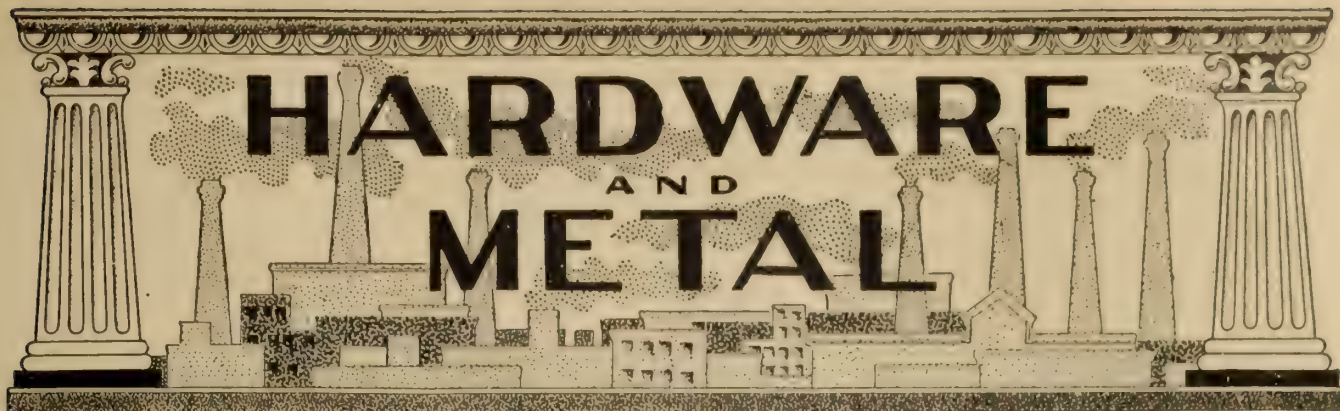
*all returned
new boxes
page 4 &*



We carry in stock a full line of Metals, comprising Canada Plate, Galvanized Iron and Black Sheets, also Tinplate, etc.,
which we are at all times prepared to supply at lowest market prices.

Kemp Manufacturing Co.,

TORONTO, ————— CANADA.



Subjects Being Discussed at Ottawa

Written for Hardware and Metal by a Member of Parliament

House of Commons.

Ottawa, July 20, 1903.

IN an earlier issue we noted an endeavor on the part of the member for North Norfolk (Mr. John Charlton) to improve the existing election laws. Mr. Charlton is ever to be found on the side of morality, and whether he be engaged in "raising the age of consent," in what is known as "The Charlton Act," or one of its amendments, in assisting anti-cigarette legislation, in hastening the death of "The Commons Bar," now for some years defunct, or even as to-day, in an attempt to purify election contests, one thing is certain, the object of improvement is ever in his mind. He is, perhaps, better entitled to the old party name of "Reformer" than is any other man on the Liberal side of the House to-day, and one would never imagine in listening to his full voice, as he exercises it in the use of strong and telling Anglo-Saxon language, that he has passed the age of three score years and ten, by four.

* * *

To many of the purists throughout the length and breadth of the land, to whose immaculateness politics is "too dirty a game" in which to take a hand, the average public man appears as one who is not only willing, but even anxious, to evade the election law, and to promote the return of himself or his party by the means of bribery and corruption. Now if these gentlemen who stand afar off, with the pharasaical expression "I am holier than thou" stamped upon their faces, would only mingle in the fray, arraying themselves on the side of purity in the actual contest going on, an immense advantage to all would accrue. The average member of Parliament, for example, detests bribery as truly and as thoroughly as does the man who takes

no part in politics whatever. He knows it to be the one thing which can, and often does, cost him the loss of his seat in spite of work well done, and public service of marked merit. There is no use closing our eyes to the fact that under manhood suffrage (for which so much was claimed and by which so little has been realized) there is in eighty per cent. of the constituencies, a purchasable vote of sufficient magnitude to turn the tide of the war. Parties in Canada are pretty evenly divided after all, in the various ridings, and the capture of one hundred corrupt votes, in a total of five thousand cast, is very likely to give the seat to the successful manipulator. Many things enter into a political contest which make it well nigh impossible for a candidate, however honest he may be in intention, to come through it absolutely without breach of the law, as to bribery, corruption, or undue influence.

* * *

A contest in a constituency is a great number of small skirmishes all over the field of battle. The riding is divided into a number of polling divisions, in each of which some few men stand out as rival leaders. Frequently then there is a trial of strength between these local giants. Bill Jones, who prides himself that he has never cast anything but a Grit vote in his life, has had a row over a line fence with Jim Smith who thanks Heaven that he and his father and grandfather before him have been true to the good old Tory cause. Personal animosity is added to political enthusiasm; the ward is about evenly divided between the parties. It is reported to Bill Jones by some cunning politician that Jim Smith has said that he intends at this election to show him just how little ice he cuts in old division 3, and, at the same time, some equally zealous party man on the

other side, desiring to heighten the zeal of Jim Smith, tells him that Jones says that whatever influence he ever did have is reduced to the polling of his own and his hired man's vote. Then the struggle, heightened by the family pride of the women, begins, and Jim and Bill forget all about the election law in a wild endeavor to demonstrate to the expectant neighborhood how little the other fellow amounts to, and how big he himself looms in the public eye.

Take another case. A man has made up his mind that a public office is the thing for him. He knows that to procure the necessary sanction of his party he must show good work done in his particular locality. By "good" work is meant a big vote, not "good" in the sense of election morality, by any means, and once more sinister influences are set at work to produce the desired result. Thus it happens that a candidate who has been elected, as he thinks, in a fairly pure election, learns to his horror that an election petition has been filed against his return, and that he had better throw up the sponge after all his hard work, as the case will surely go against him any way, and disastrously large costs will be added if he fights it through.

On the other hand, let us suppose that the candidate, not too squeamish himself, has the abiding fear, constantly fanned by his over-anxious friends, that his opponent is out with the stuff, as it is elegantly expressed. He heaves a big sigh, thinks of the depletion of his meagre treasury, and ends by saying, "Well boys, I'm out to win, and if the other chap is after the loose fish, why go ahead and see that we get our share." No, it will not stand analysis, the man who has the most to gain by the absolute and complete banishment of bribery is the candidate himself, and if anyone

would invent a process by which it could indeed be done away with, he would have something for which members, irrespective of party, would throw up both hands

* * *

It is curious to note that in some places elections are quite honest in the selling of their franchise, regarding it as a battle of which they have every right to dispute, but which once sold must be delivered as surely as a bag of flour or a barrel of pickers. A member of the present House tells a story of a man who called at his house after an election contest and throwing a ten dollar bill on the desk said, "That is yours, sir." The member did not even know him, and remarked that he thought that there must be some mistake, as he did not know of any debt between them. The stranger replied, "One of your friends gave me that to vote for you, but on election day I was sick and could not get out, so I have no right at all to it." It is strange indeed how little stringent election laws have done to check the evil. The fact seems to be that the average man does not look upon the taking or giving of money at election time as a sin, but merely as a risk, which party loyalty, devotion to a friend, or even one of the ulterior objects above mentioned, in large measure justifies or even glorifies. Men who are most estimable citizens, regular church members, and strictly honest business operators will, under the excitement of an election contest, do things which, if proved in court, would mean imprisonment and disgrace which it would take years to live down, and which could never be utterly effaced.

* * *

And so we say, "Good luck, John Charlton and the eight who are laboring with you on the purity committee, as it has been nicknamed in this land of nicknames. May you and your friends discover paragraphs, clauses, and sub-sections that will not only threaten dire and dreadful things, but which will, in the working out thereof, be such a real terror to evil-doers that this disgrace will be wiped off the face of our land." Yes indeed, we wish you well, but with past experience of similar effort, and with knowledge of present conditions, we wish rather than hope.

* * *

By the time this appears in print the dailies will have succeeded in pretty well exhausting the interest aroused by the resignation of the Hon. A. G. Blair, and it is no part of our purpose to give a synopsis of his reasons for going out, or of the reasons of the Prime Minister for allowing him to do so. On the other hand, it is impossible to write of the doing of the week without reference to

this, the most dramatic occurrence, not of the seven days, but probably since the Liberals have come back to power.

In the case of Mr. Tarte, the retirement took place long before the session began, and when the time arrived for ministerial explanation the whole thing had, to a large extent, been discounted, and only a rather languid interest was aroused. Not so with Mr. Blair, he had just completed the passage of his Railway Committee Bill, a stupendous piece of work, and from his labors, he had undoubtedly emerged with a great reputation still further enhanced. Let unfriendly comment now or later take what form it will, the fact remains that Andrew G. Blair is not only great in his province of New Brunswick, but great in all Canada, one of the foremost men in Canadian public life to-day.

* * *

The issue between him and his late colleagues is clear-cut, it lies in the Government policy with regard to the building of the transcontinental railroad. On one point all are agreed; another trunk line is necessary. But with the manner of the building, and the conditions in general surrounding it, the difference begins. Mr. Blair states that so great is his conviction as to the unsoundness of the Government proposals, that he could not honorably swallow his own opinions in deference to those of his colleagues. If a man has even a strong suspicion that a certain line of policy is inadvisable, he may, in good conscience, bow to the opinion of a number of strong colleagues in whose judgment he has confidence, but when that suspicion becomes conviction there is but one thing for an honorable man to do, and that is what Mr. Blair has done, to resign. With the question of who is right, and who is wrong, we shall not attempt to deal. That will be under discussion for months to come in every paper great and small in Canada, and it will no doubt be the paramount issue, too, in the general election, be that interesting event far or near. But even his opponents must admit that Mr. Blair is not only justified, but even to be praised for having done what other great men before him—the Hon. William Gladstone among others—have done, resigned for the sake of his convictions.

Never in years have the galleries been so crowded as when the Premier arose to make his explanation of the rupture between himself and his late colleague. Peculiar sympathy was felt for Sir Wilfrid because of his state of health. While infinitely better than at the beginning of the session he is still not robust, and it was felt that an incident so painful as this must necessarily be, could not but

tell upon him. Mr. Blair himself referred to this aspect of the case in a way at once courteous and sympathetic. The Premier, however, seemed less affected than did his ex-minister, and carried off the strain of the occasion in a way which delighted his loyal supporters.

Throughout the proceedings were marked by a dignity that did credit to a House of Commons that, young as it is, is not without great traditions, and, as the members, after the sitting, broke up into little animated groups, discussing the events of the afternoon, the opinion was unanimous that, however painful the incident, the pain was minimized by the excellent way in which the main participants, Sir Wilfrid, Mr. Blair, and Mr. Borden, had borne themselves.

One little incident did somewhat mar the general effect. The way in which the irrepressible Mr. Tarte, and that adjective we fancy, will qualify him to the day of his death, injected his personal grievances into the debate. He took occasion to present himself with a few fine bouquets, to disclose some Cabinet secrets, and to take a shy at several of his late colleagues, quoting from The Toronto News an article far from complimentary to Mr. Blair and himself, responsibility for which he tried in a fishing expedition to fix on some one or more of the members of the Cabinet, but without success.

A BUSY ROOFING FIRM.

W. T. Stewart & Co., Toronto, roofers, report an unusually heavy year's work, and this in the face of numerous strikes. They have been compelled to turn away a good many contracts from inability to assume them. Some of their work this season has been on roofs they did 20 years ago, a tribute both to the quality of work done and to the contractors. Stewart & Co. for years past have done considerable work for the C.P.R. Many buildings and factories of national reputation have had their roofs put on by Stewart & Co. "Hardware and Metal" finds pleasure in mentioning the successes of any firm doing worthy work.

WIRE NAILS TACKS WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

FOREST CITY GOSSIP.

Office of HARDWARE AND METAL.

365 Richmond St., London, Ont.

July 21, 1903.

THE looked-for quietness in the hardware trade has arrived; both the retail and jobbing men are likely to find but light orders and few sales till September. After that a revival sets in, and builders are calling for such supplies as are needed to complete houses that have been in course of erection during the summer months.

* * *

Ten of the Old Country machinists, who, it is understood, were brought here to break the strike at E. Leonard & Sons, left the city last night. Four went to Winnipeg, two to Belleville, and four to Toronto.

* * *

R. S. Hannah, who has retired from the hardware business which he carried on in London East, will remove on August 1 to Duluth, Minn., and engage in parochial mission work in connection with the American Episcopal Church. Mr. Hannah's departure from London will be much regretted by his many friends.

* * *

The new factories recently started in this city, and the large additions which have been made to those already established, have brought a large number of a good class of employes within the corporation. This has caused an unusual demand for dwelling houses, which greatly exceeds the supply, and rents for some time are likely to keep advancing.

* * *

Harry Culver, who was employed at the Globe Casket Works, died suddenly on Monday at his residence on Adelaide St. Deceased, who was 46 years of age, leaves a widow to lament his loss.

* * *

John A. Campbell, of John Campbell & Son, carriage builders, has gone on a business trip to the Northwest Territories.

* * *

William Trafford, of this city, was elected chairman of the Executive Committee of the Retail Furniture Dealers' Association at the convention held in Toronto last week.

* * *

The remains of the late Isaac Waterman were yesterday interred in the family burial plot at Woodland. The funeral was one of the largest ever held in this city, and was an unmistakable evidence of the respect in which Mr. Waterman was held in the community in which he had spent the

Name

Address

THE SHERWIN-WILLIAMS CO.,
21 St. Antoine St., Montreal

Please send information regarding prices, quality and advertising of The S-W Aluminum Paint.



**THE
SHERWIN-
WILLIAMS**

ALUMINUM PAINT

**A SPECIALTY
FOR FALL TRADE**

One of three specialties into which we will put extra push during the fall season.

Its adaptability for so many uses makes it a ready seller—a household paint necessity. Place it in your stock and push it for use on heating stoves, gas stoves, hot water boilers, gas pipes, steam pipes, radiators, etc.; a big output found in creameries, factories and office buildings. It's a metallic paint that stands extremes of heat and cold. It spreads easily and positively has no bad odor. It sells well and wears well.

We have a special plan for working up big business on Aluminum Paint this fall.

Use coupon today in writing for prices and information.



THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS.

CLEVELAND, NEW YORK, NEWARK, SAN FRANCISCO, MONTREAL, TORONTO, WINN. PEG.
CHICAGO, KANSAS CITY, BOSTON, LOS ANGELES, SAN DIEGO, MINNEAPOLIS, LONDON, ENG.

CANADIAN DIVISION

Headquarters and Paint Factory, 21 St. Antoine St., Montreal; Varnish Factory, St. Patrick St., Montreal; Toronto Depot, 86 York St.; Winnipeg Depot, 147 Bannatyne St., East.

1910

greater part of his very active life.. The manufacturers were represented, merchants and professional men were included, and there were not a few from the workshops. The members of the City Council attended in a body, as did also the hospital trust. The pall-bearers were Geo. A. Somerville, T. H. Smallman, T. H. Purdom, K.C., Mayor Beck, Major Beattie, Thos. Alexander, M. G. Bremner and M. D. Fraser. In his position of organizer and president of The Imperial Oil Co. of Canada the deceased was well known to very many of the general and hardware merchants of the Dominion. His brother, Herman, died very suddenly at Buffalo Station last week when about taking a train to visit his brother at London.

W. H. L.

NEW MARLIN SHOT GUN.

The Marlin Fire Arms Co., New Haven Conn., are placing upon the market a new

repeating 16-gauge shot gun of superior design and finish. They state that it is the smallest and lightest weight repeating shot gun ever manufactured by them. It should, therefore, receive the favorable attention of all up-to-date sportsmen, to whom it will open up many new possibilities. It is a well-balanced, properly proportioned gun, which, with modern smokeless powder, enables a shooter to use a powerful load in a small shell, and reduce materially the weight of shell and gun to be carried. The gun is made in three different grades. Grade A is made with 26 or 28-in. barrel, six shots, weight about 6¼ lb. Its list price is \$25. Grade B weighs from 6½ to 6¾ lb.; list price \$32.75. Grade C weighs from 6¾ to 6¼ lb.; list price \$44.50. A complete catalogue will be mailed by the makers, on receipt of three stamps for postage, to anyone mentioning HARDWARE AND METAL.

Business Changes

W. H. McDonald, general merchant, Port Lacombe, has sold out to Mrs. Jas. Carr.

J. D. Mudge & Son, general merchants, Schreiber, have assigned to Alex. J. McCann.

The assets of the general business of McCrimmon & Co., Williamstown, have been sold.

E. E. Weston, dealer in furniture, stoves and tinware, Tillsonburg, has compromised.

Tucker & Vansicker, galvanized iron and roofers, Toronto, have dissolved partnership.

The Smith's Falls Malleable Casting Co., Limited, Smith's Falls, have obtained a charter.

The stock of the estate of J. D. McRae, general merchant, Eganville, is advertised for sale.

F. D. McNaughton, general merchant, Copper Cliff, has assigned to C. S. Scott; meeting of the creditors was held on July 23.

W. J. Keyes, agent for agricultural implements, Arnprior, has assigned, and a meeting of the creditors will be held on July 25.

QUEBEC.

Francis O. Ranger, general merchant, Montreal, has been registered.

A. Joly & Co., painters, Montreal, have closed down.

The American Axe & Tool Co., Montreal, have been registered.

Francois Cote & Fils, masons, etc., St. Henri, have been registered.

Laurence & Benoit, contractors, Montreal, have dissolved partnership.

The Royal Portland Cement Co., Limited, Montreal, have been incorporated.

A demand of assignment has been made on Phileas Dagenais, carriage maker, Montreal.

P. Blanchette, general merchant, Ste. Louise, has sold his stock at 55¢ on the dollar.

The assets of the general business of Arthur & Cote, South Durham, have been sold.

Bill & Co., manufacturers of boilers, steam generators, etc., Montreal, have been registered.

Onesime Audet, general merchant, Grondines, has sold his stock at 51¢ on the dollar.

The assets of the general business of E. F. Roy, Windsor Mills, are to be sold on August 4.

Wm. McColme, general merchant, New Richmond, has assigned; Lefere & Taschereau, provisional guardians.

The Iver Johnson Revolvers Have Shot Their Way To The Front.

Absolutely Safe.

Accidental discharge is impossible.

Absolutely safe, always reliable, ever accurate and true to aim, are sharp-shooting qualities of a revolver that no fortress of competition can resist. It's by employing these tactics of skill that



Iver Johnson Revolvers Have Shot Their Way To The Front.

Send for Catalog.

Iver Johnson's Arms & Cycle Works,

New York Office: 99 Chambers St.

FITCHBURG, MASS.

NEW BRUNSWICK.

F. Ferguson & Co., general merchants, Richibucto, have dissolved partnership.

Mellor & Halfpenny, paints, etc., Victoria, have been succeeded by F. W. Mellor & Co.

BRITISH COLUMBIA.

C. F. Diamond, general merchant, Goldfields, has removed to Camborne.

MANITOBA AND NORTHWEST TERRITORIES.

Thomas Stait, general merchant, Oakville, has sold out to D. A. Moore.

John White, general merchant, Reston, is advertising his business for sale.

Ephraim Rogers, general merchant, Methven, has sold out to Henry Collins.

Wm. Stobart & Co., general merchants, Duck Lake, have been succeeded by H. Mitchel.

The creditors of J. W. Lannin, general merchant, Bradwardine, are requested to file claims with A. E. Davey, Winnipeg.

Wm. Henry, sr., of the firm of Wm. Henry & Son, general merchants, Tyn-dall, is dead.

A. McLean will retire from The Wolseley Trading Co., Limited, Wolseley, on August 1.

FIFTY YEARS' SERVICE.

FIFTY years ago Messrs. William Carson and John Moore entered the employ of the firm now known as Warden King & Son, Limited, Montreal, and with that firm they have remained ever since. The half-century jubilee was celebrated by the other employes of the firm on Monday night, July 20, when some fifty men called first at Mr. Carson's residence on City Councillors street and afterwards at Mr. Moore's, corner of Cham-

plain and Dorchester streets, presenting each with a life-sized portrait and a gold-mounted meerschaum pipe. Needless to say, they were entertained hospitably at both places, and a very enjoyable evening was spent.

Mr. Carson and Mr. Moore left this week for Trembling Mountain for their holidays.

When these two men commenced their apprenticeship fifty years ago, the foundry was near Papineau Square. Here the late George Rogers, formerly senior partner of the present firm, was foreman, and Warden King, father of W. J. C. King, served his time. Since that time the foundry has continually expanded until it has reached its present great proportions. During all this time Messrs. Carson and Moore have been steady, industrious employes, virtues which did not go unappreciated by the late proprietor, who gave them tangible evidence of his regard.

THE AUSTRALIAN CUSTOMS REGULATIONS.

U. S. Consul-General J. P. Bray writes from Melbourne that the following order has been issued by the Australian Comptroller of Customs:

In view of the number of cases which have occurred in which advertising matter is discovered in packages, though no mention of it is made in the invoice, the acting minister directs that action be taken in regard to all advertising matter not shown in invoices and the goods forfeited by the department. Importers should be careful to see that all advertising matter is shown in the invoice.

The forfeiture applies to the advertising matter in the packet only. Canadian exporters should note this.

H. S. HOWLAND, SONS & CO.,

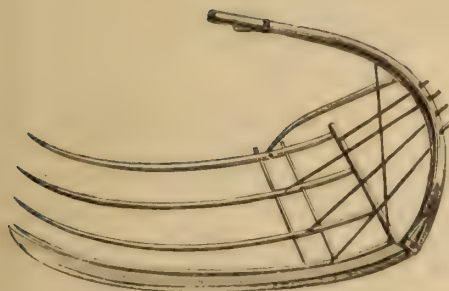
WHOLESALE
ONLY

37-39 West Front Street, **Toronto.**

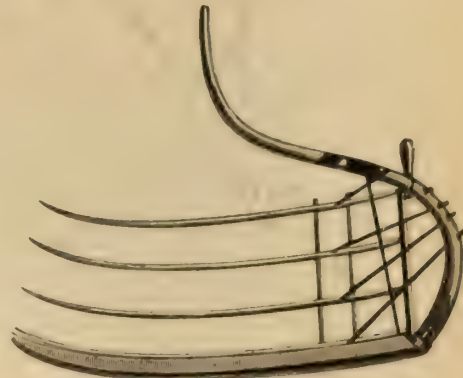
LIMITED
ONLY
WHOLESALE

Grain Cradles

complete
With Scythes
and
Ready for use.

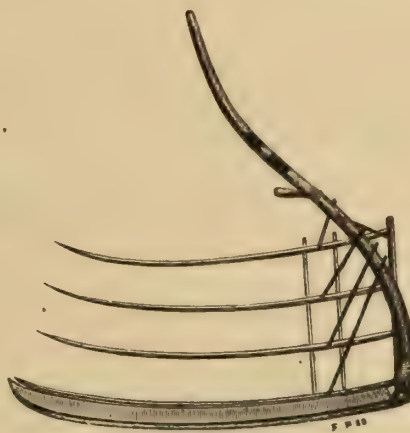


OTTAWA OR FRENCH MULAY.
Wood Braces or
Iron Braces.



HALF MULAY.
Wood Braces or
Iron Braces.

Hay Rakes,
Scythe Stones,
Grindstones,
and
Fixtures.



TURKEY WING.
Wood Braces.

Scythes,
Snaths,
Cradle Fingers,
Hoes,
Manure Forks,
etc., etc.



IMPROVED MULAY.
Wood Braces.

Also
Hay-Fork Pulleys,
Hay Forks,
Rope, etc.



MORGAN.
Wood Braces.

See our **HARDWARE** Catalogue for a full line of **HARVESTING** Tools.

H. S. HOWLAND, SONS & CO. LIMITED, Toronto.

OUR PRICES
ARE THE BEST.

Graham Nails are the Best.

WE SHIP
PROMPTLY.

Factory: Dufferin Street, Toronto

“Good Cheer”



Square or with Reservoir. Just the thing for "New Comers."

WE ALSO MAKE A FULL LINE OF

Steel Ranges and Cooks.

Cast Ranges and Cooks.

Oak Stoves.

Box Stoves.

Cylinder Stoves.

Air Tights.

Base Burners.

Farmers' Boilers.

Write us for Catalogue.



THREE SIZES.

The only stove of its kind made with grate operated from the outside, thus preventing escape of DUST when shaking. Also provided with large ash pan.

The James Stewart Mfg. Co., Limited
Temporary Warehouse foot of James St.,
WINNIPEG, MAN. Woodstock, Ont.

Temporary Warehouse foot of James St.,

WINNIPEG, MAN.

Woodstock, Ont.

STOVES AND RANGES

HOW TO PUSH STOVE SALES.

By F. R. Munro, Montreal.

THE problem of increasing stove sales is an important one, for upon the quality of stove which a merchant sells and the extent of his stove sales will depend to a considerable extent the volume of his other business. A stove should last a customer for years, and hence a stove which gives good satisfaction should be a lasting and valuable advertisement for the merchant.

It is of the utmost importance that the stove salesman should be a practical man with a thorough knowledge of his wares, as well as an intelligent understanding of the various atmospheric and climatic conditions with which his stoves must combat. A stove is often condemned because of a defective chimney. The stove man should be able to detect the cause of the trouble and save the reputation of his stove.

It is the general experience of stove men that it is the best policy to specialize upon one or two particular makes. These should be kept prominently and persistently before the public eye. Your store should be well known as the headquarters for these particular lines.

Most retailers find that the local paper is the most effective advertising medium. The advertisement should be brief, catchy and to the point. Tell plainly and in as few words as possible the special merit of your stoves and ranges. Be definite and truthful. Make no extravagant claims, but be prepared to make good all that you claim.

Such advertising is sure to attract prospective buyers. They will not purchase elsewhere before seeing the lines which you have been advertising so persistently. But an advertisement can do little more than bring prospective purchasers to your store. All depends now upon the salesman and upon the impression which your store makes.

Hence every attention should be paid to your customers. People like to see a good assortment. Few people want to buy when there is only a small assortment to be seen. It gives them a poor impression of the stock.

Of course the bulk of the stove trade is done in the Fall and Winter months, but do not delay too long in preparing for your stove campaign. Have a good assortment on hand by the end of July, and from that time continue to "talk

stove" to your customers and to emphasize in your advertisements the merits of your stoves and ranges.

Whenever a customer shows any interest in your stoves, it is good policy to follow up the campaign by sending stove literature to his home. Have the stove trade on your mind and boom it on all possible occasions.

Abandon the idea that stoves can be sold only in certain months. A range may be sold when a heater can not. Watch for new buildings and make it a point to sell a stove for the new house. When a couple are starting housekeeping remind them that the first thing required is one of your superior ranges or heaters.

The secret of success in the stove trade as in all others is well directed and persistent energy.

STOVE TRADE OF BRITISH COLUMBIA.

By G. S. B. Perry

LESS than two decades ago when the population of British Columbia began to increase rapidly by immigration, caused by the expected arrival of the Canadian transcontinental line from the east, the newcomers fancied that the semi-tropical climate of the coast sections of the province was of such a mild nature that there was no need to pay great attention to the problem of heating. At that time many of the buildings erected were of a very light construction, and the heating appliances installed were of the most meagre description.

Nowadays that condition has been materially changed. The houses and business blocks erected are of the best construction, adapted to being easily warmed in Winter, and the heating systems put in are of the most approved type.

Owing to the damp climate, the Winter being particularly so, and with little or no dry frost, the favorite heating for residences in the cities of the coast district of British Columbia is by hot air, and the many types of furnaces built by eastern Canadian manufacturers are in common use. The objection to the dry heat of the hot air furnace, which has been the drawback in colder portions of Canada, especially in Manitoba and the Northwest, where the frost prevents any moisture in Winter, does not obtain here. In fact, the dry heat of the hot air

radiator overcomes the tendency to damp getting into the houses.

For large blocks, the hot water system is the favorite. No block of any size is now built without the heating being put in, and, in nearly every case, it is by hot water radiators. The use of steam is not extending, according to experience in Vancouver, where there have been a large number of business blocks erected. Of course there are some blocks in which low pressure steam is installed, but the majority have the hot water system.

A feature of the heating arrangements, especially in private residences in this province, is the large number of fireplaces built in the houses. It is a general thing to see from one to three or more fireplaces in residences of any dimensions at all. Even in offices, and in suites of rooms in upper flats of blocks, fireplaces are almost invariably put in. The reason of this very general use of the old fashioned fireplace is partly to be found in long established custom.

Modern fireplaces, such as are generally built in the houses of the coast cities, have polished oak mantels, with plate glass mirrors, embossed bronze fronts, and tiled floors and sides, forming an attractive piece of furnishing for a room. The majority of the grates and mantels used here are imported from the United States by the carload.

Mantels are also brought in in the same way. As every architect includes at least one mantel in the specifications for every set of plans he draws, the trade is an extensive one, and in the past three or four years has grown considerably.

In ordinary heaters, the air tight wood burner, and the upright coal burner, of the Burlington type, seem to have the preference in the province. The fuel used is entirely fir and cedar in wood, and soft coal from the bituminous mines of the island. In the interior there is some of the anthracite coal from the mines near Banff used, but bituminous, or soft coal, is the general article where wood is not used.

The firewood, in the shape of cordwood and in mill cuttings, and the cedar in blocks from the shingle mills, is almost as dear as coal now, owing to cost of cutting and the high prices paid for it; a criterion of the latter being obtained from the fact that \$6 and \$6.50 per day is the regular rate paid a man and team for services in the city.

Vancouver, July 18, 1903.



"Pandora" Range

**Entirely
New**

Every part of the "Pandora" is made from entirely new designs.

Body and leg base are extra heavy.

Has rich, tasty nickel dress.

Carving is of a bold, strong design with plenty of plain surfaces.

High shelf and closet are made of sheet steel.

Has oven-door thermometer, ventilated oven, etc.

Triple Triangular Grates

The grates have three bars and each bar is triangular in shape.

The teeth are heavier and stronger than in two-bar grates—work better and last longer.

Grates are fitted in a frame which slide on cast-iron rests, as shown in illustration—makes them easy to remove.

Enamel Reservoir

Reservoir is stamped in one piece from best grades of sheet steel.

Is enamelled pure white and has a finish like marble.

Can be used for almost any purpose from heating water to preserving fruit.

The "Pandora" is the only cast-iron range on the market fitted with enamel reservoir and triple triangular grates.



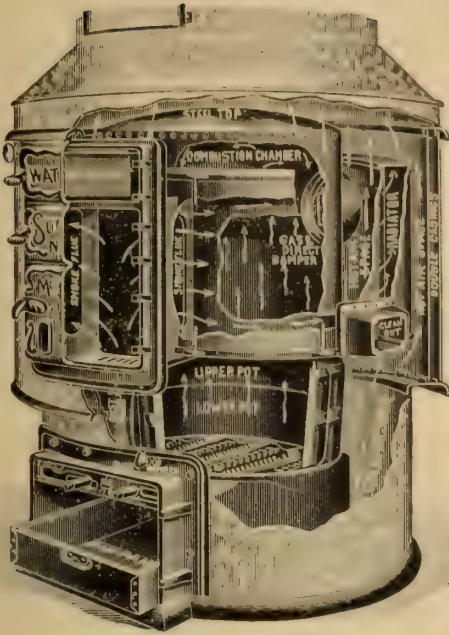
THE McCLARY MANUFACTURING

Head Offices and Works : London, Canada.

Tinware Factories :

Branch Warehouses : London, Toronto, Montreal,

"Sunshine" Furnace



Burns coal, coke or wood.

Extremely low setting allows the "Sunshine" to be set in low cellars, and also gives good elevation to warm air pipes.

Radiators and dome are made from best grades of sheet steel.

All parts exposed to wear are made extra heavy.

Is easy to set up and always gives perfect satisfaction to your customer.

"Famous Magnet" Furnace

Burns wood only.

Has large feed-door—will admit rough chunks.

Has capacious ash-pit. Easy to clean.

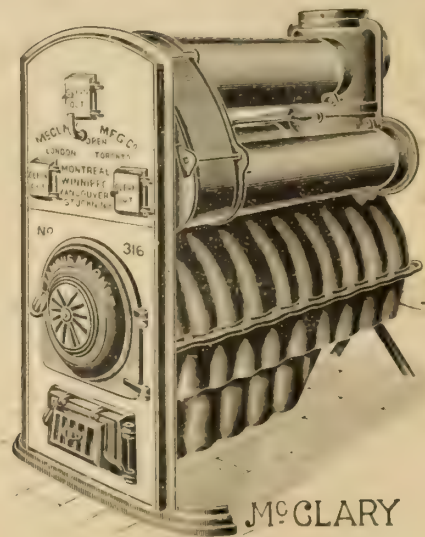
Is extra heavy and very durable.

Its low setting makes it specially adapted for low cellars.

Dampers control fire perfectly.

Built in sizes to suit any building.

The most successful wood furnace in Canada.



FACTURING COMPANY

London and Montreal. Foundries: London and Hamilton.
Winnipeg, Vancouver, St. John, N.B.

THE MAKING OF A STOVE

The Various Processes Described.

NO article comes into closer touch with our daily life than the cooking stove or range, yet the processes by which these are produced, though comparatively simple, are understood by a very small

which they take to the sand moulds they have spent a large part of the day in preparing.

The art of moulding is perhaps the least understood of any of the processes of stove-making; so that, in addition to the illustrations, we shall endeavor to briefly describe the process. Modern science has produced the moulding machine, but the hand-moulding process is still in general use and is, therefore, described.

First, the pattern is laid face down on a mould-board inside a wooden box or flask. The moulder then sifts through a riddle some fine moist sand, covering the pattern perhaps half an inch deep. Next he fills in the balance of the space with unsifted sand (Fig. 2) and packs it down with his rammer. The box is then covered and turned upside down, when, on removing the mould-board, the pattern is seen lying on the

closely-packed sand.

A small quantity of dry parting sand is

sprinkled on the top surface of the mould, and another section of the flask, called the cope, is added, and in turn filled with closely rammed sand, the pattern, of course, being entirely buried in the middle of the two sections. One half of the box is then removed, exposing the pattern, which is rapped lightly with a mallet and carefully lifted or drawn (Fig. 3) from its own impression in the sand.

To ensure a nicely-finished, smooth surface to the casting a facing of fine powdered lead is shaken over the mould. The two parts of the box, or flask, are then clamped firmly together, leaving in the sand a

hollow space the exact size and shape of the pattern, ready for the molten iron to be poured in through inlets made for the purpose.

After the hot iron has had time to cool the castings are removed and piled up ready to be milled.

Milling consists of carefully stowing the castings into heavy revolving cylinders, which removes the sand and thoroughly cleanses each piece. When the castings are removed from the mills all defective pieces are rejected and the perfect ones taken to the grinding-room, where the edges are thoroughly ground. They are then carefully piled away on shelves, a place being provided for each part of every stove.

By this time everything is ready for the moulder, who takes the castings (Fig. 4) and fits and bolts each piece carefully into its proper place, thus forming the completed stove ready for the inspector. An inspector examines each part to see that it is perfect in workmanship, fit and finish before it is allowed to pass his critical eye. If any detail is not as it should be, it is rejected until made so, when it is again inspected, and when finally passed, the stove is numbered and labelled with the guarantee of the company, and is ready for the final process of polishing and removal to the warehouse until required for shipment.

Perhaps one of the most interesting departments is that of nickel-plating. Here, at the head of this branch, surrounded by competent assistants and amid the whirr of wheels for cleaning, grinding, polishing and buffing, and tanks for the various processes of washing and plating, the plater takes the plain black castings in hand, and, after many immersions in the different baths and

3

Fig. 1.—Tapping the Hot Iron.

portion of the community. One of the most interesting booklets which **HARDWARE AND METAL** has ever received was issued some time ago by The Enterprise Foundry Co., Sackville, N.B., describing the various operations by which stoves and ranges are made.

The chief raw material required by the stove-founder is, of course, pig iron. Accurate knowledge of the relative values of various brands of pig iron and careful attention to detail in its use are vital essentials to success in any foundry operation. Frequent tests are made by analysis, etc., to ensure the castings turned out being smooth and tough, which in the finished stove means increased beauty and durability.

The process of manufacture starts at the cupola, or furnace, into which the pig iron is put and from which it comes forth in molten condition. The first illustration shows several of the men waiting their turn to receive their share of the molten iron,



Fig. 2.—Filling up the Mould.

Established 1860.

Incorporated 1895.

"APOLLO"



Kitchen Range Boilers

GALVANIZED

Made of "Apollo" Open-Hearth Steel.

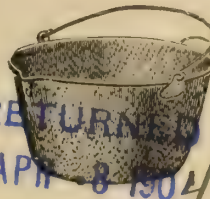
Severely tested at 200 lbs. before galvanizing (making tightness doubly sure) and are perfectly galvanized inside and out.



"HERCULES"

"Hercules" Dairy Pails are made of XX Charcoal Tin, with heavy bails, malleable ears, and XXXX retinned bottoms.

Enamelled Ware



OUR BRANDS:

"CRESCENT,"
"COLONIAL,"
"PREMIER,"
"STAR"

Decorated and White.



DAVIDSON'S

Standard Flat Telescope Pleated Elbow.

It has a continuous "Telescope Pleat," giving it all the strength of "Corrugated Iron" without the raised obstructions.

It has **TWENTY PLEATS**, making it as **SMOOTH** inside and out as a length of stove pipe.

It is especially adapted for air tight.

It will not leak creosote.

It is "long in the throat," making easy work putting up.

Packed in special crates, ensuring delivery in perfect condition.

The Thos. Davidson Mfg. Co., Limited, Montreal

tanks necessary, produces that brilliant plated work which is so much appreciated by the buying public.

Another interesting department is the pattern shop, where much labor is expended in the preparation of patterns (Fig. 5) before they are ready to be taken in hand by the moulders.!

FOUNDRY MANAGEMENT.

No operation can be depended upon to be a success unless it is carried on under the direction of an experienced and capable man. One writer expresses himself thus: "I think that the best results are obtained where the foundry foreman is at the head and everyone in or about the shop is under his control. This is due to the fact that there should be only one person to look to for orders. When the responsibility is divided it is always the other fellow who is to blame whenever anything goes wrong. Again, a set of shop employes are more apt to lose their respect for the foreman when they find out that someone else has anything to say about the management of the works when they are inclined to look for authority from the quarter that promises them the most privileges. No body of workmen can be governed by two persons any more than an army can be successful if it is commanded by several generals, each having the same power. No two men can think alike in all things, and for these reasons I claim that a foundry foreman should have full control of the foundry and be given full power to manage it as he deems best, and to him should be given the credit for its success or censure for its failure."

An authority quoted a few weeks ago said: "The successful manager will watch

the little things and guard against waste as much as possible. A few years ago I took hold of a foundry where I found 30 tons of iron in the form of scrap buried in the ground. I at once had this dug up and



Fig. 3.—Drawing the Pattern.

dried and put through the rattler, when I used a few hundred pounds a day until it was all used up. Whenever owners of a foundry have a good foreman they should treat him right and give him to understand that they have confidence in him. When they furnish him what he requires to work with in the way of material and equipment, then, and not until then, have they got a right to look to him for results.

There are to-day too many men acting in the capacity of superintendents of plants who should be flask men, and I have seen many a foreman who was more competent to be superintendent than the one who was placed over him. The young men of ability should be promoted and encouraged in every way, as it is to them we must look for foundry managers in the future."

THE PIECE RATE SYSTEM.

In a comprehensive paper on the above subject read before the American Society of Mechanical Engineers, F. W. Taylor treated on a subject essential to successful foundry practice. His chief aim was expressly "to advocate the accurate study of 'how long it takes to do work,' or scientific time study as the foundation of the best management. The other important object in its preparation was the advocacy of coupling high wages for the workman with low labor cost for the employer. The losses in manufacturing growing out of lack of the best system are due to two causes chiefly. First and by far the most important is the profound ignorance of employers and their foremen as to the time in which various kinds of work should be done—an ignorance largely shared by the workmen. Second, indifference of employers and ignorance of the proper system to adopt and the method of applying it, and as to the individual character, worth and welfare of their men."

*All the Iron Inc. Krumm
see our book at page 41*

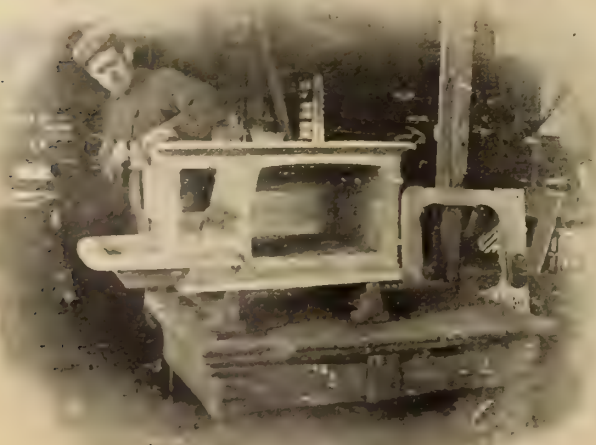


Fig. 4.—A Corner of the Mounting Shop.



Fig. 5.—Preparing a Pattern.

"Telephone City" Air-Tight, Top-Draft Wood Stoves

Many new and valuable features.



Workmanship, material and working qualities guaranteed.

WRITE FOR CIRCULAR AND PRICES.

Telephone City Stoves, Limited
BRANTFORD, CANADA.



Stove Bricks, Asbestos, Furnace and Stove Cement.

Nothing better made in this country. We use only the best Imported Fire Clay. So good have been the Bricks made by us that we enjoy the favors of stove dealers everywhere. Over 300 styles of Bricks to choose from. When in trouble communicate with us.

Have you inquiries from teachers of china painting for **MUFFLE KILNS**? If so, you can procure same from us. Also Assaying Crucibles, as good as any imported and cheaper. Fire Clay in packages or bulk.

CATALOGUE AND PRICES ON APPLICATION.

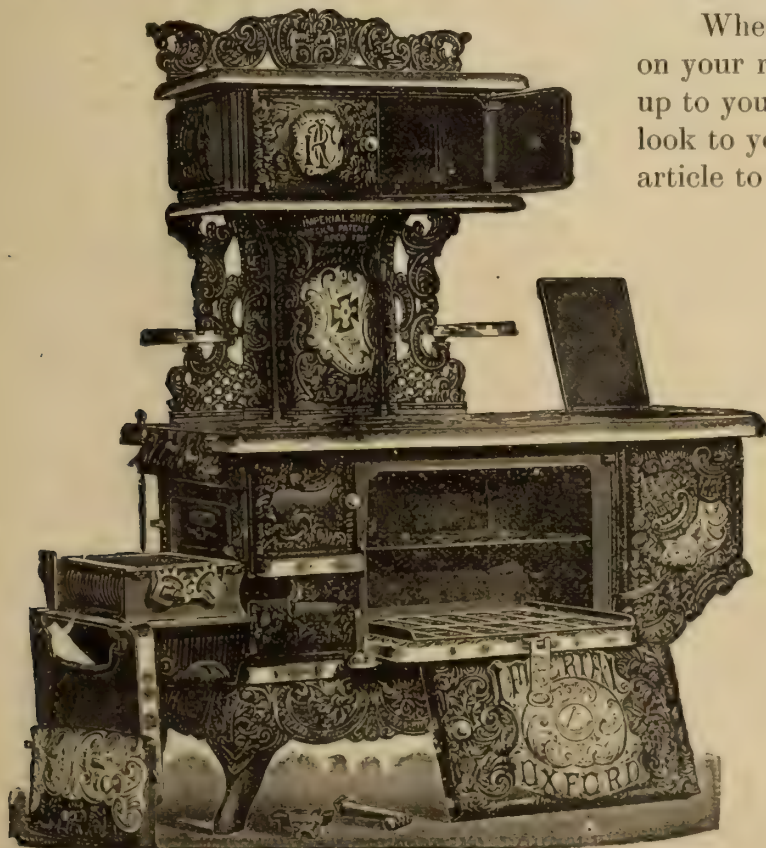
JONES BROS., BRACONDALE P.O.
ONTARIO.

A Good Reputation is a Merchant's Greatest Asset.

When you sell an article, the purchaser takes it on your recommendation. If that article doesn't live up to your promises, it is you the public blames—they look to you for redress. When you sell them a good article to you belongs the praise—and the profit. The

Imperial Oxford Range

is an easy stove to sell. Our advertising is strong and convincing, and the range lives up to every claim we make. Everyone who has used an Imperial Oxford Range is drumming up business for you amongst their friends. That is why it is an easy range to sell—because it has so many good talking points, and so many know by experience how good it is.



THE GURNEY FOUNDRY CO., Limited

WINNIPEG. TORONTO. VANCOUVER.

THE GURNEY-MASSEY CO., Limited, - MONTREAL.

A PROGRESSIVE STOVE FOUNDRY

FEW concerns which have started during the last few years have greater reason to congratulate themselves on the results than have The Western Foundry Co., Ltd., Wingham, Ont. This firm started business last September with one line of ranges, the "Crown Huron," the reputation of which is already national. The company have since added to their line the "Royal Huron" wood cook, "Huron" steel plate range, "Huron Chief" heavy steel plate French hotel range and "New Ontario" steel camp stove. All of these ranges are modern and up-to-date, embracing everything of the most approved and unique designs in stove construction. Their property comprises 3½ acres of ground situated on both the Grand Trunk and C.P.R., with sidings into the premises. The buildings are as follows: Mount-

miles north of London, is situated in one of the richest and most fertile farming districts in Ontario, and is the site of several enterprising furniture manufacturing concerns.

"GOOD CHEER" STOVES AND RANGES.

The Jas. Stewart Mfg. Co., of Woodstock, Ont., know a good thing when they see it, and for many years have used "Hardware and Metal" as a medium to let other people know what good things are turned out from the Woodstock Stove Works. In this issue they show two stoves specially adapted to the requirements of the trade of the Great Northwest, a trade to which they have catered for over thirty years, J. H. Ashdown, Winnipeg, having been their representative for that length of time. Now, however, the demands created in

known as "Stewart." If "Good Cheer" stoves are not handled in your town it will pay you to write for a catalogue and secure necessary information to start an agency.

ANOTHER NEW HEATING COMPANY.

A rising industry of great importance is the manufacture of stoves, furnaces, radiators, etc., to be carried on extensively by The Canadian Heating and Ventilating Co., Ltd. The officers are as follows: President, V. A. Harshaw; vice-president and manager, W. J. Christie; sec.-treasurer, W. S. Middlebro'; directors, J. H. McLauchlan, J. H. Christie, J. A. Ellis. Thus we see that the executive is largely composed of Owen Sound business men, which fact is sufficient to convince anyone that it will prove a profitable investment. This company, with an authorized capital of



View of The Western Foundry Company, Limited.

ing shop, 50x100 ft.; boiler and engine house, 25x10 ft., fitted with 50 horse power Corliss engine; molding shop, 60x120 ft.; storehouse, 60x150 ft., together with coal, coke, sand and facing sheds. The entire plant is lighted with both acetylene gas and electric light.

In some quarters the impression has got about that this company were associated with a departmental store. "Hardware and Metal" is authorized to deny this: to state that the firm are entirely independent; that their success has not been due to the good will of any firm, but rather of the trade throughout Canada, whose good will has been secured through the appearance, quality and finish of their productions.

The accompanying view of the works gives a good impression to the reader. Wingham, the town in which they are situated, is a bright, progressive town of about 3,500 inhabitants, about 70

the western provinces by the unprecedented rush of new settlers from all civilized countries, have attained such proportions that The James Stewart Co. have found it necessary to open a branch in Winnipeg in order the better to meet the wants of this great western market, and they now carry a full line of stoves and ranges in their temporary warehouse which is located on the line of the Canadian Northern Ry., at the foot of James street, under the care of Mr. H. G. Bailey who will hereafter represent them in the west and promptly fill all orders intrusted to him.

Some years ago the Stewart company adopted and registered the name "Good Cheer" as a distinguishing mark for their line of stoves and ranges, and since then all their new cook stoves, ranges and heaters have been marketed under this name. The older patterns, which however they are gradually dropping, are still

\$200,000 and a subscribed capital of \$75,000, has secured a desirable site of three acres north of The Imperial Cement Works and the preparations for the huge buildings were begun some time ago. The manufacture of stoves, furnaces and radiators will constitute the principal function of the plant, and the ventilating, though by no means unimportant, is a secondary consideration. The concern will be a truly up-to-date establishment. The numerous buildings will be constructed to fulfil the requirements of the machinery, which will be of a scientific and thoroughly modern type. The factory will be even more remote from the centre of business than The Imperial Cement Works, (but in close proximity to the C.P.R. tracks, from which will extend a siding to the works.) A dock will be constructed, thus enabling the company to convey their coal, coke and pig-iron directly from the boat to their furnaces by the latest labor-saving devices.—Owen Sound Times.

CHARCOAL

For Tinsmiths--Profitable.

- (1) For your own use in soldering.
- (2) To sell for heating. For summer fires, for campers' use, for a quick lighter for coal.

For Hardware Dealers--Profitable.

To sell for heating. For summer fires, for campers' use, for a quick lighter for coal.

Good every month in the year, therefore is staple.

PAYS A GOOD PROFIT.

Shipped in carload lots in bulk, in less than carloads in jute sacks, holding about 2½ bushels each, and **20 pounds to the bushel.**

Shipped from . . .
TORONTO, MONTREAL, LONGFORD MILLS, ONT., FENELON FALLS, ONT., and COOKSHIRE, QUE.

For Quotations and Freight Rates Address Head Office.

The Standard Chemical Co.

OF TORONTO, LIMITED.

Our charcoal is made from the best hardwood only Canada can grow—Canadian all the way through.

Gooderham Building,
TORONTO.

The Rochester Lamp Co.

The leading Lamp House of Canada in

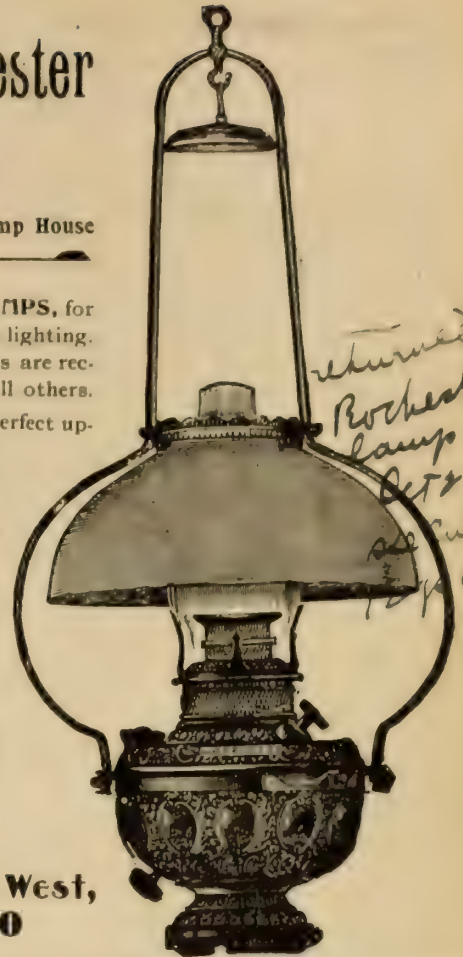
OIL and GAS LAMPS, for Store, Hall and House lighting. Our large Store Lamps are recognized superior to all others.

We have the most perfect up-to-date oil-heating Parlor stove on the market, a delight to have when the cool evenings begin.

All information freely furnished on application.

The Rochester Lamp Co.

24 Front St. West,
TORONTO



Time-Tried and Fire-Tested.

Quality and Class

count for more in a STOVE or RANGE than in any other article of domestic use.

BUT
One
Quality
AND THAT
THE
BEST



A
Guarantee
Bond
WITH EVERY
STOVE
OR
RANGE.

The "Treasure"

Trade Mark

IS AN

Absolute Guarantee

OF BOTH

Quality and High Class.



ART TREASURE.



TREASURE DOUBLE-HEATER.

THE D. MOORE COMPANY, Limited, HAMILTON, ONT.

MANITOBA DEPOT:

117 Bannatyne St. East, WINNIPEG,
MERRICK, ANDERSON & CO.

BRITISH COLUMBIA AGENCY:
JOHN BURNS, JR.,
VANCOUVER.

THE "PANDORA" RANGE.

THIS already famous range makes its bow to the trade elsewhere in this issue of "Hardware and Metal". The novel plan adopted by The McClary Mfg. Co. in securing a name for their new range created a great deal of interest among the ladies throughout the country and gave the Pandora more publicity than months of advertising in the ordinary way would have done. As has already been stated in these columns, over 21,000 names were suggested by ladies from Halifax to Vancouver. After the decision was made and the prizes awarded the McClary company sent letters to every lady who had sent in a name. In this letter they gave the names and addresses of the winners of the six prizes offered, thanked the ladies for their efforts in the matter, gave some interesting information as to the number of names offered, the difficulty of making a choice, and promised to send them an illustrated descriptive booklet on the range as soon as it should be gotten out. The result has been that the ladies have developed an interest almost akin to curiosity in the "Pandora," and the McClary company have received innumerable inquiries about the range and requests for catalogues from all parts of the country. A very complete booklet is now being printed and a copy will be mailed to every lady who sent in a name. In addition to this the "Pandora" will be extensively advertised in all Canadian newspapers and magazines from August until Christmas, by which time it should be one of the best-known ranges on the market.

When viewing the "Pandora," the writer was specially impressed with the solidity and handsome appearance of the range. The body and leg base are very heavy, while the carving is of a bold, strong style with plenty of plain surfaces, which give a harmonious effect to the heavy parts. The nickeling is very lavish, but is placed with good taste, and makes a rich contrast with the highly polished body and sheet-steel high shelf and warming closet. Asked if the oven is ventilated and fitted with thermometer, etc., the McClary stove expert replied that it had all such features as these and a few which are entirely new and are found on no other range. One new feature upon which he laid particular stress and which he claims is entirely new, is the enamel reservoir. It is stamped in one piece from sheet steel, and is enameled pure white. The makers claim that this reservoir is so clean and free from taint that it can be used for almost any purpose from heating water up to boiling fruit, and its smooth and clean finish would seem to give ample justice to the claim. Another strong point in the

"Pandora," to which he particularly referred, is the grate arrangement. The grates are composed of three triangular shaped bars with short strong teeth. The bars are held in a frame which rests on cast-iron slides, which enable the grates to be easily withdrawn. The frame is held in place by a cap which can be removed by partly unscrewing one bolt. The "Pandora" has many other strong points, and from the description given to the writer, should prove to be one of the most popular and best selling ranges on the market.

THE "TELEPHONE CITY" STOVE.

WE are pleased to give our readers some information regarding the new air-tight top-draft wood stove patented recently by J. B. Turner, of Brantford, Ont. It is called the



"Telephone City" Stove.

"Telephone City" and will be made and sold by Telephone City Stoves Limited, of Brantford, with Henry Yeigh president and managing-director and J. B. Turner, vice-president.

The illustration shows the general features of this new claimant for approval. Prominent among these features are: The outer top-draft tube, which cannot be burned because it does not come in contact with the fire and cannot be broken when putting fuel into the stove. The top is removable, making it easy to replace the lining at the home. The

steel lining is four gauges heavier than ordinary and extends from top to bottom of the stove. The condenser and check-draft are combined in one and effectively prevent condensation. The patent covers the use of a detachable oven which will prove of great convenience in many homes. The oven is sold as an extra. A steel lid with a handle is furnished with each stove and with its use sad irons can be heated and ordinary cooking done. The stove is well made and handsome in appearance and should prove a fast seller.

FIRE BRICK.

Jones Bros., Bracondale, Ont., manufacture 300 different styles of stove linings, and supply fire brick for practically every make of stoves sold in Canada. Stock is always carried and orders can be promptly filled. The business of Jones Bros. has grown steadily, due to the excellence of their brick. They use an imported clay specially adapted to this business. They also make muffle or furnace kilns for china painters' use. Another line is assaying crucibles. This article is generally imported, but when it becomes known that a crucible of first-class quality is produced in Canada, Jones Bros. are likely to develop a good trade in a new direction.

FUEL ECONOMIZERS.

Housekeepers are always interested in anything that reduces fuel bills. The Fairgrieve Mnfgr. Co., Limited, have worked to good purpose in devising kitchen stove furniture whose chief function is to economize fuel. Their "Quick Meal" saucepans in three pieces, when assembled, are so compact that they all fit over one stove lid or hot plate. Gas ovens constitute another line. These are asbestos-lined and double-walled to prevent heat waste through radiation. Charcoal stoves for quick cooking and for campers' use have been popular. The Fairgrieve gas toaster has had an immense sale. A recent English order called for 20 gross of this excellent article. Steam cookers, two, three and four sections, are highly esteemed by their users, both for their economy and for the thoroughly-cooked food resulting from their use. The Fairgrieve Mnfgr. Co. state they are the only Canadian makers of asbestos mats, a singular thing in this country, where asbestos has its home. One more line that may be mentioned is stoveboards, made of straw-board covered with metal. This makes a substantial, very light and very cheap stoveboard.

THE FURNACE TRADE

HEATING AND VENTILATING BY WARM AIR FURNACE.*

A Practical Treatise on the Subject.

MUCH has been written upon this subject, and many ideas have been advanced, some of which have stood the test of practical application, while others have proved to be the pet plans of mere theorists. It is therefore not our intention to enter into an extended discussion of scientific heating and ventilation. Our aim is to give only a few general laws which experience has shown to be practical, and the common sense principles of sanitary heating and ventilation employed in the erection of warm air furnaces.

FLUE ARRANGEMENTS.

The most important factor in connection with the successful working of a heating apparatus of any description is the draft in the chimney; without this everything else is a failure, and the prudent furnace man, in undertaking to

warm a building, should make a thorough examination of the chimney, and satisfy himself that there is sufficient draft in chimney to carry the apparatus he intends to connect thereto. And if he is not satisfied with draft, he should draw the proprietor's attention to it, and point out the defects and have them remedied before going further.

This will clear away all the unpleasantness that arises from a heating apparatus that is not giving satisfaction through the fault of a bad chimney.

SELECTING THE PROPER SIZE FURNACE.

Having decided that the flue arrangements are all right, the next important item in connection with a heating plant is the proper size furnace required to do the work. This depends in great measure on the good judgment of the furnace man, there being no fixed rules for him to be guided by, except the cubical contents of the building to be heated and the heating capacity of the furnace.

These cannot always be relied upon. For instance, a certain size furnace may be capable of warming a building having 20,000 cubic feet of air space in a certain location, while it would prove a failure in another building with the same cubic contents, but of different construction, and a location where it would be more exposed to the prevailing winds, also having more exposed glass and wall surface.

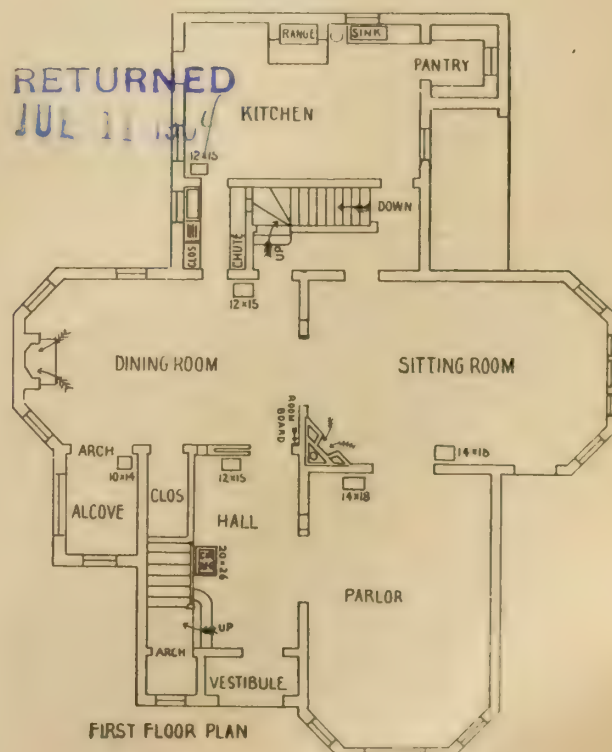
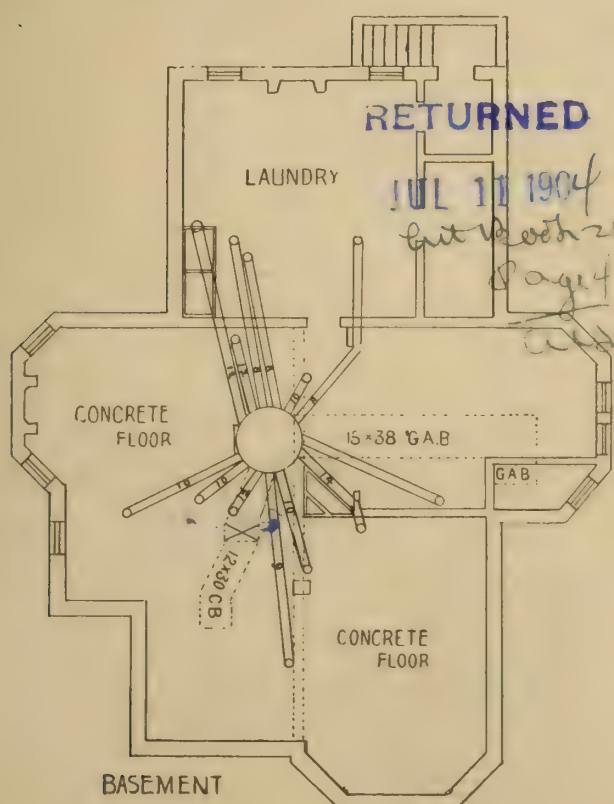
It is advisable in this regard to take into consideration the following points: (1) Material construction of building; (2) Wall and glass exposure; (3) Cubical contents; (4) Number of hot air pipes and length of same, and unless the building is well built and furnace can set in a central position, it is advisable to select a furnace having a heating capacity one-third greater than the cubical contents of building to be heated.

REGISTERS.

Would advise the placing of registers in the floor on the first storey, and as near the furnace as possible.

Whatever advantage there is in locating registers in the cold side of a room, it is more than off-set by having longer

*From a book prepared by The Gurney-Tilden Co., Hamilton.



pipes, and naturally less elevation to them.

On the first storey floor registers are preferable to side wall registers, while on the upper storeys the latter may be used to advantage.

Our table of capacities of pipes and registers, which are reproduced, may enable anyone to select registers of proper size.

CAPACITY OF PIPES AND REGISTERS

ROUND PIPES							
Diameter	Area	Diameter	Area	Diameter	Area	Diameter	Area
in.	sq. in.	in.	sq. in.	in.	sq. in.	in.	sq. in.
12	110	14	154	22	380	24	452
14	154	16	201	26	531	28	616
16	201	18	254	30	707		

ROUND REGISTERS							
Size of Open- ing	Capacity	Size of Open- ing	Capacity	Size of Open- ing	Capacity	Size of Open- ing	Capacity
in.	sq. in.	in.	sq. in.	in.	sq. in.	in.	sq. in.
12	75	14	103	20	209	24	301
14	103	16	134	26	471	30	679
16	134	18	169				

We can give no definite instruction as to size of heating pipes and registers, but usually recommend for first floor: Room 12x14, use 9 in. pipe with 9x12 register; room 14x18, use 10 in. pipe with 10x14 register; room 16x20, use 11 in. pipe with 12x15 register; ordinary halls, use 11 in. pipe with 12x15 register. Second floor: Room 10x22, use 8 in. pipe with 6x10 register; room 12x14, use 9 in. pipe with 8x12 register; room 14x20, use 10 in. pipe with 9x14 register; for large halls, use 10 in. pipe with 10x15 register.

THE CELLAR AND LOCATION OF FURNACE.

As a general rule the furnace should be set in the cellar at a point equally distant from the several registers located in the rooms on the ground floor.

Should the building be isolated or exposed to high winds set the furnace so that the pipes running to the north and

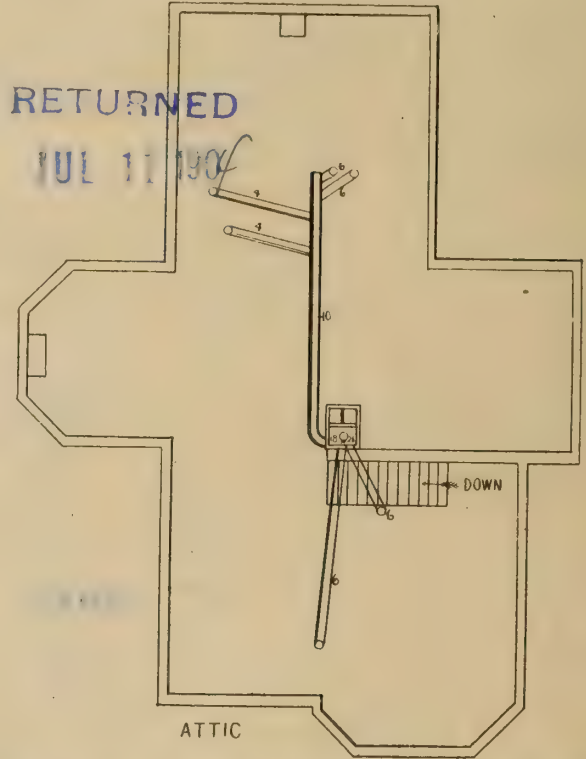
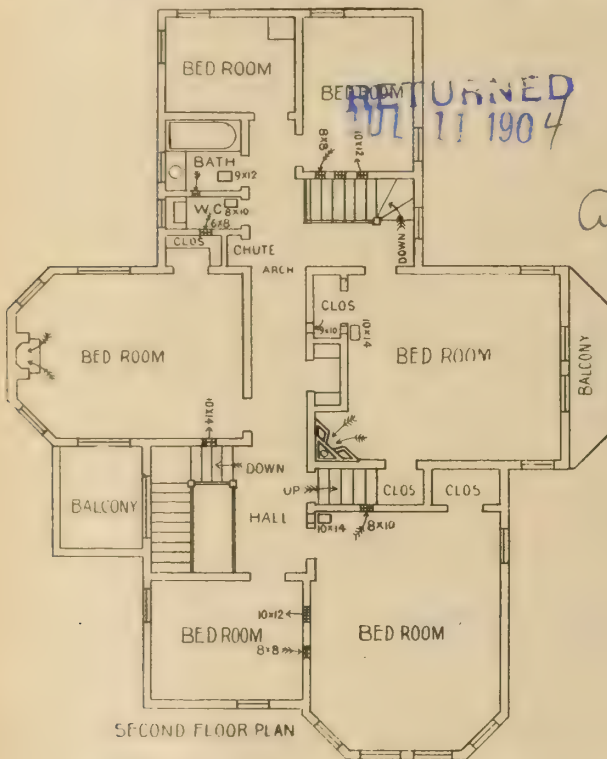
made large enough to form a tray or hearth in front of the furnace, and leave plenty of room for the opening of the ash pit door.

PIPING.

Both hot air and smoke pipes should be free from abrupt turns and elbows, and given all the elevation possible, having at least $1\frac{1}{2}$ in. rise to the foot, and as much more as height of cellar will allow.

If rooms are so located in reference to furnace that there must be considerable difference in length of heat pipes, the longer pipes should be larger than the shorter ones, provided that those of both lengths are expected to carry the same volume of hot air.

For example, take two rooms, each 15x20, one is so located that it requires a pipe eight feet long, the other a pipe 20 feet long, the short pipe should have



SQUARE REGISTERS							
Size of Open- ing	Capacity	Size of Open- ing	Capacity	Size of Open- ing	Capacity	Size of Open- ing	Capacity
in.	sq. in.	in.	sq. in.	in.	sq. in.	in.	sq. in.
6 x 10	40	10 x 14	93	20 x 20	367	24 x 24	576
8 x 10	53	10 x 16	107	20 x 24	480	26 x 26	676
8 x 12	64	12 x 15	120	21 x 29	609	28 x 28	784
8 x 15	80	12 x 19	151	21 x 27	567	28 x 30	840
9 x 12	81	14 x 22	205	27 x 27	729		
9 x 14	94	15 x 25	250	27 x 18	486		
10 x 12	90	16 x 24	256	30 x 30	900		

RATE OF AIR DISCHARGE.*

Diameter of pipe	Cubic ft. per minute	Diameter of pipe	Cubic ft. per minute
in.		in.	
1	545	16	139,625
2	2,181	17	157,625
3	4,908	18	176,713
4	8,726	19	196,895
5	13,635	20	218,166
6	19,635	21	240,528
7	26,725	22	263,981
8	34,971	23	288,525
9	44,375	24	314,165
10	54,940	25	340,895
11	66,670	26	368,700
12	79,540	27	397,600
13	92,170	28	427,605
14	106,500	29	458,695
15	122,780	30	490,875

*The velocity, 100 ft. per minute at the entrance

west rooms shall be somewhat shorter than those running to the south and east rooms.

The cellar should be at the very least six feet high, and is much better if it is seven feet. In short, just all the depth of cellar possible ever remembering that it is absolutely necessary to have a good rise or pitch to the warm air pipes to insure a rapid flow of warm air.

Remove any obstacle that may be in the cellar that would prevent the proper location of the furnace, and do not fail or neglect to dig a pit for the furnace if the cellar is not high enough, thus lowering the furnace and getting sufficient rise for the pipes.

Should it be necessary to dig a pit into which the furnace shall be set, have it

a diameter of nine inches and the long pipe of 11 inches.

The diameter of hot air pipes should be arranged in reference to the number of pipes to be taken from the furnace. If their number is large the diameter of each should be less, and their diameter larger if their number be small.

Pipes leading to perpendicular flues conducting hot air to second and third floors should be one-third smaller than those leading to rooms on the first floor.

Forcing a volume of hot air through a long pipe, where there are shorter pipes connected to the same furnace, is one of the greatest obstacles encountered by the novice in furnace work. This can be overcome, and in some instances good re-

They are the means of Selling Property and Securing Tenants.

second floor, large lot, by one hundred and forty.

\$3.495—MAITLAND ST., near Jarvis, best value in Toronto, ten rooms, Pease furnace and all modern improvements.

\$2.995—MANNING AVE., "King's Elm Villa," brand new, most rooms and bath, laundry with p... toria.

\$3.200—NORTH-EAST section, semi-detached, new, solid brick, stone and brick foundation, concrete cellar, Pease furnace, eight large rooms, square hall, laundry tubs, five hundred cash. 26 Victoria.

\$3.100—NEIGHBOURHOOD of Carlton and Berkeley, semi-detached, solid brick, 11 rooms, bath, Pease furnace. 26 Victoria.

\$2.750—155 DENISON AVENUE, a room and every

... all ... 66

... fine rooms, new open plumbing, Pease furnace, newly decorated, immediate possession. 3456

ALBANY ROAD, Junction, brick, rooms. Apply 168 St. Pe...

... Apply 55 West ...

NEW solid brick dwell- ing, Brock ave., 6 rooms, bathroom, Pease furnace, hot and cold water, guaranteed plumbing, very easy terms. 39 Confederation Life Bldg.

RUSKIN AVE., detach- ed cottage, new, 6 rooms, hot a- Vic'

... 1068; money ...

\$3.700—\$500 CASH, will buy new nine roomed residence, square hall, perfect open plumbing, w.c. and bath separate, handsome mantels, combination grates, Pease combination furnace, mostly hot water, cement cellar floor and walls, wide veraniam, bow- ling lawn, side entrance, built under the supervision of an architect, choice location, immediate possession. Willis, 1 Toronto street.

SELBY ST. \$4,800, only \$1,000 cash, will buy this detached, to- ...

frontage, near corner Avel- street. Willis, 1 Toronto street.

EXECUTORS' sale, \$3,075 will buy a nine roomed, modern, brick house, in first-class repair, Pease furnace, near Yonge street. Willis, 1 Toronto street.

WILL buy corner store and dwelling ...

... T. Reeve, 1 ...

Bay street, Toronto.

4 ST. VINCENT ST., detached brick house, nine rooms, open plumbing, Pease furnace, just now be- ing papered. 246

HOUSES WANTED.

... under 15

The above is a reproduction of **TEN SEPARATE ADVERTISEMENTS**, which appeared in one recent issue of The Toronto Evening Telegram. Advertisements of this kind have been appearing daily for years. Could any more conclusive evidence be asked as to the place which Pease Economy Heaters occupy in public opinion?

J. F. Pease Furnace Co.,

TORONTO

LIMITED

suits obtained by covering the pipe with asbestos sheeting, or by riveting a conducting shield to inside of casing around the upper half of hot air collar.

DAMPERS.

Dampers should be fitted in all hot air pipes, not to collars on casings or brick work. This enables the operator to regulate the heat through the different pipes, and also to curtail the supply of air to a certain pipe which is drawing more air than is required to heat the room it is connected with.

PIPE COVERING.

Covering pipes in cellar with asbestos sheeting, or some other non-conducting material, will prevent the loss of heat by radiation and promote economy in fuel, and is to be recommended whether pipes are long or short. Its benefits are most perceptible where pipes have very little elevation.

Perpendicular pipes in partitions, being covered with asbestos sheeting, are safer and less liable to radiation than pipes where the studdings are lined and sheeted over with tin or metallic laths.

COLD AIR BOXES.

The cold air box should be constructed of galvanized iron or wood, tongued and grooved, and planed smooth inside. Its opening should be toward the point from which the cold winds blow (generally west or south west); carry it along the ceiling to within three feet of furnace, and connect the balance with galvanized iron to bottom of brick work or casings, as the case may be.

This box should contain a damper or slide, which, in very cold weather, or when the fire is kindled, can be partially closed.

It often occurs that it is almost impossible to take the cold air box from the points as stated above, and in such cases would recommend the building of a cold air room in the cellar, say about 7x7, and take the air supply from it to the furnace. By this means the furnace will have a steady supply of air, no matter which way the winds blow, or whether travelling three or 25 miles an hour.

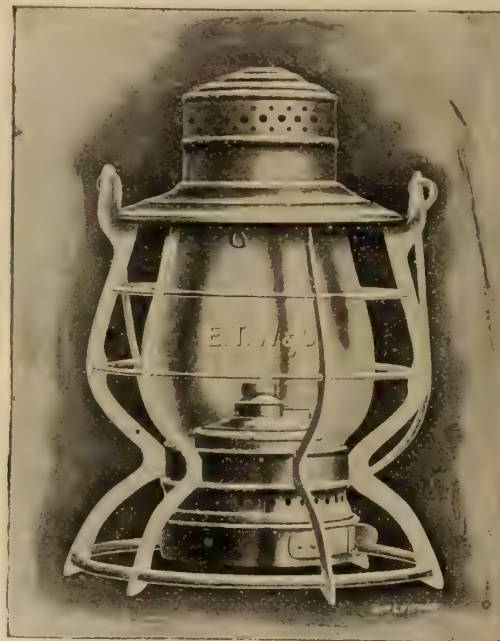
The capacity of the cold air box taken from the outside of building should be at least 75 per cent. of the combined area of hot air pipes leading from furnace.

We do not recommend taking the cold air supply to furnace from the outside of building only, excepting where the ventilation has to be rapid and is provided for in such buildings as schools and hospitals. The majority of buildings are so constructed that there are not enough vents to allow sufficient cold air to be taken out to heat the same properly, and in such cases it is necessary to have cold air ducts taken from halls and exposed

rooms that have no means of exhausting the cold air from them. Ducts from inside of building should have a capacity equal to the combined area of all the hot air pipes taken from furnace.

In private dwellings, the cold air supply to furnace should be taken from both inside and outside of building, with a damper in each for regulating the supply of air to the furnace according to the weather outside.

In stores and churches, the air supply to furnace should invariably be taken from the inside of building. The constant opening and closing of doors in stores will allow in enough fresh air to supply furnace. Churches being empty during the week, the air is pure, and having to be heated in short space of time, the only reliable means to accomplish the same is by arranging the ducts as stated above.



CATALOGUES, BOOKLETS, ETC.

STOVES, RANGES AND FURNACES.

The Enterprise Foundry Co., Sackville, N.B., have recently issued a new and handsome catalogue and price list of their extensive line of stoves, ranges and furnaces. The catalogue is an exceedingly handsome one and as it is well illustrated throughout it should be of special value to the trade. The Enterprise company offer a large assortment of new and desirable patterns which have lately been added to their stock. They call attention to several new and important improvements. Their new "Sterling" range, fitted with patent removable rails they claim should be a trade winner. The catalogue should be of value for reference. Stove dealers who mention "Hardware and Metal" may have a copy upon application.

ROOFING MATERIAL.

The Paterson Mfg. Co., Limited, Toronto and Montreal, are issuing to the trade a new price list and catalogue. The book contains many valuable hints as to roofing material and directions as to the best methods of roofing. It will be of interest and profit to all merchants who handle roofing material as the instructions contained are of a practical nature. Readers of "Hardware and Metal" should obtain a copy, which may be had from The Paterson Mfg. Co. by mentioning this paper.

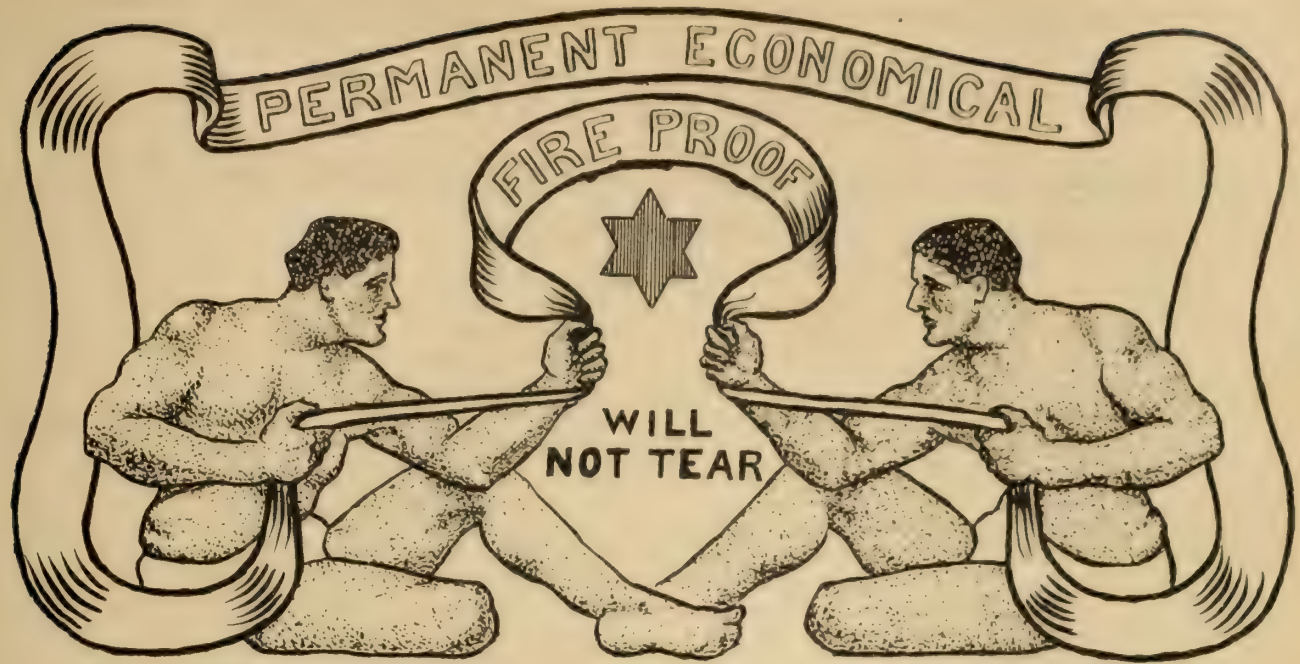
STEEL FRAME RAILWAY LANTERN.

E. T. WRIGHT & CO., Hamilton, Ont., are not only extending their capacities for production in every way, but are constantly introducing to the trade new designs which are worthy of attention. One of the newest things they have brought out is their "No. 11 Steel Frame Railway Lantern." As may be judged from the name, and as can be seen from the accompanying photograph, the frame is made of steel, 13-gauge. After the frame is put together it is dipped in tin, thus adding to its attractiveness as well as its strength. The top is drawn out in one piece of tin, as is also the oil fount, which is thus free from seams and from the danger of leaking. The good qualities of these lamps have so appealed to the judgment of the large railway companies that several large orders for them have been already received.

Another article recently introduced by E. T. Wright & Co. is a bird-cage supplied with a detachable wire netting. As the netting can be readily taken off for cleaning, the appearance of the cage can easily be kept attractive. A feature of this cage is the rivetting instead of soldering the wires throughout, an idea which originated with this firm and which has been copied extensively by United States manufacturers.

ARE MAKING EXTENSIONS.

John E. Edwards & Sons, Bracondale, Ont., manufacturers of leather goods, look forward to adding to their already extensive establishment, but on account of the high cost of building, together with the difficulty in securing labor, building operations have been deferred for the present. Edwards & Sons employ over 70 hands. They manufacture harness trimmings, leather belts and suspenders, school bags, halters, dog collars, etc., and sell only to the jobbing trade.



WIRE EDGED

Wire-Edged Ready Roofing

Takes the place of Shingles, Iron and Tin.

The roofing par excellence where a permanent, economical, fireproof material is desired.

By permanent, we mean years. No patching, no flaws, no weather wear.

By economical, we mean that it costs less. Not only less to begin with, but less all through.

By fireproof, we mean wholly and lastingly fireproof. Wire-Edge Ready Roofing has not only gone through fires, but has prevented and checked fires.

The Wire-Edge prevents tearing; the quality does the rest. Wind-proof, frost-proof, damp-proof.

The Paterson Mfg. Co., Limited

TORONTO and MONTREAL

TINWARE AND THE TINSHOP

THE EQUIPMENT OF A MODERN TINSHOP.

It is gratifying to find that more and more attention is being paid to the equipment of workshops. Upon the convenience of the arrangement, and upon the assortment of tools and materials, depends in a large degree the character and quantity of work turned out. By the increased efficiency secured, by attention paid to arrangement and assortment of tools, the employer benefits as much as the workman. A visit to a well-equipped tinsmith shop fills with wonder the uninitiated and with admiration the practical tinsmith, who knows by experience what is required and is able to recognize a good arrangement when he sees it.

The visitor is at once struck with the multiplicity of tools which are in use. The contrast with the small shop of a few years ago with its scanty equipment is very striking. The modern up-to-date shop uses gas fire-pots entirely, where gas can be secured, as they have been found to be the most economical.

It would be useless to attempt a list and description of the many tools which the modern workshop contains. For the single operation of eavetroughing quite an assortment is required. If it is necessary to remove old shingles the workman must be equipped with a spike puller. Straight and circular snips are of use here as in so many operations in the shop. A hammer and chisel with soldering irons, swabs, solder, sal ammoniac and fire-pot complete the outfit.

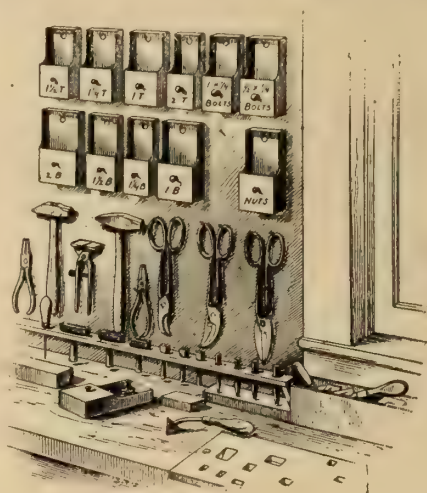
In examining the outfit for the general work of the shop the old-time tinsmith would probably be bewildered at the mere enumeration of the many implements with which the experienced workman of to-day is so well acquainted. The eye is attracted by the grooving machine and the hand groovers which are employed on the more intricate work. Burring machines, large and small, wiring machines, crimping and double seaming machines attract the attention of the visitor who is interested in machinery.

A large assortment of hand tools attracts attention. Hammers and mallets, with various kinds of snips, straight and circular, are in constant use. Tin folders, and stovepipe folders, soldering irons and fire-pots, squaring and circular shears are close to the workman's hand.

Within the limits of a short article it would be useless to attempt any enumeration or description of the many tools

found necessary in a large shop. Some would surely be omitted which the practical workman would think of great importance. But almost as much depends upon the convenient arrangement of the tools with which the workman is provided as upon the extent of the assortment which he has at his disposal. A well understood and orderly arrangement of those tools which are most constantly wanted is of great importance. The accompanying cut taken from a number of *The Metal Worker* will illustrate an arrangement which, with various modifications to suit the needs of particular shops, has been found very useful.

The windows at the back of the bench are a few inches higher than the top of the bench. The space between the win-



dows is wainscotted and is utilized for keeping tools and supplies handy to the workman.

In the upper space, but within easy reach, is hung a set of rivet boxes, which may be made in various sizes. A convenient box seen by the writer in a well-equipped Toronto shop was about 2½-in. deep, 6-in. long and 4-in. wide. Half of the front was covered to prevent the rivets from falling out when the box is hung upon the wall. At the same time a convenient opening is provided for the hand when the box is lying on its back on the bench, ready for use. On the outside of the box should be soldered a sample of the rivet contained within, or, if this is not convenient, the size and description might be marked on the outside with black paint.

Below the rivet boxes are nails or hooks holding the ever-useful hand snips of the

regular kind, a pair of hand snips with circular blades, intended for cutting round holes in sheet metal, and a pair of special snips for cutting a section of tin or sheet iron in two parts in the middle.

Here may also be hung the cutting pliers, flat nosed pliers and round nosed pliers which the tinsmith finds indispensable. Hooks might also be provided for the riveting hammer and the peen hammer.

Below these again are placed racks made of sheet iron and used for holding a set of punches, rivet sets, and hand groovers; also screw drivers, scribes, scrapers and other tools which the tinsmith finds convenient for his work.

The great advantage of some such arrangement is that the workman has ready to hand those tools which he constantly requires. Practical experience may suggest others than those mentioned, but the plan here submitted may be modified to suit the condition of any shop. The tools most constantly required should be arranged in some such manner. No time need then be lost in looking for tools, for every tool has its place. Much well-paid time is lost in this way—a minute now and a minute again amounting to a great deal in the aggregate.

It is a custom in many well-ordered shops to have every workman put away all his tools in their proper places at the conclusion of each day's work. The arrangement shown in the cut will provide for most of the tools in ordinary use, but all others should be placed in drawers, leaving the bench entirely clear. When this is done a boy can sweep it clean every morning and have everything in proper order before the day's work is begun.

CHAMBERLIN METAL WEATHER STRIP.

We give herewith extracts from a booklet descriptive of a device which has proved exceedingly popular in the United States.

The Chamberlin Metal Weather Strip is made of zinc. It has no rubber, no felt, no wood; it is invisible and indestructible. It is by far the cheapest method used to make window sashes weather-tight. The strip is applied with equal effectiveness to new or old windows. It positively excludes drafts, dust, and soot, rattling windows are an impossibility; street noises are greatly lessened.

All of which "Hardware and Metal", from past knowledge of the device, and persuaded by the testimony of known users of this weather strip, is ready to believe. Since the strip is difficult to describe intelligently without cuts we advise our readers to send to The Chamberlin Metal Weather Strip Co., Ltd., Kingsville, Ont., for their illustrated booklet.

THE KITCHEN UTENSILS OF THE FILIPINOS.

In order to realize the comforts which civilization has provided the Canadian householder of to day one need not study the past for comparisons. The illustrations below, from an issue of The American Kitchen Magazine, show the modern (?) appliances used in the ordinary Filipino household.

In the accompanying sketches Fig. 1 shows the common mode employed by the average housewife of the poorer native. A couple of stones are rolled together on the ground just outside the house, and the little ones look about for some bits of wood, while the mother mixes the dish to be cooked, which is rice, as a rule. Then a stone or home-made pottery jar is placed where the heat of the fire will reach it, and thus the cooking is done,

being cut for the purpose. Brick chimneys are not yet in vogue. This type of oven is also used in the bakeries of the Chinese in the islands, who do most of the cooking, these foreigners being more enterprising than the natives, as a rule.

I observed in many houses an arrangement like that shown in Fig. 1. Instead of using stones outside on the ground, or cutting a hole in the earth, the native builds a rack of heavy timbers in his kitchen, and on top of this rack places layers of white sand from the beaches, to protect the wood from the heat of the fire. Thus the housewife has the fire place elevated to a convenient level. The fire is made in the centre and the cooking utensils placed on the burning embers. Often there is no provision made for the

shown. Thus the weighing of articles can be done by having the proper weight on one side to balance the article on the other.

THE CARE OF TINSMITHS' TOOLS

"Are tinsmiths as careful of their tools as they should be," asked "Hardware and Metal" of a large manufacturer.

"Decidedly no," came the answer with emphasis. "If the average tinsmith kept in a convenient place an oil can and a good wrench and made proper use of them he would not have half the trouble with his tools and they would last far longer. Often when one goes into a tin shop there is no oil can to be had and there is a big hunt to get the wrench."

"What is the need for them?"

"They are needed everywhere. Take for instance the squaring shears. After each box is cut the operator should take a swab and go over the knives, top and bottom. In one shop I know of 500,000 cans were cut on a 31 in. squaring shears without having to be sharpened or repaired and without showing burring on the knife edges at the finish. The secret was simply that the shears were carefully oiled after each box was cut."

"What effect has the oil? Why should it be used?"

"If it is not used the constant cutting creates friction, drying up the blades, which are thus attracted to each other; then the action of the too dry metal against each other takes off the edge. The oil prevents this becoming dry and thus makes them work smoothly and preserves their edge. The number of shears, both foot and hand power, which come to us for repairs because of lack of attention, would surprise you."

"Do other tools suffer in the same way?"

"Possibly in equal degree, but not in the same way. Too many tinsmiths do not use spike pullers enough. Instead of them they often use the snips, or even the cutting nippers. The nippers are, by the way, the most abused article we make. Notice the construction of this one. See the great leverage, due to the short distance to the cutting edges and the great length of the arms. Wire should always be cut on one side or another, yet tinsmiths will persist in sticking the ends of the wire in at the middle of the blades. Now, as you can see, the construction of the nipper is such that when wire is stuck in here and the nippers are closed on it the end of the wire generally nests on the base of the hinge. Close examination will show you that as the nippers close the wire is pushed upwards from below and as the nippers, having gripped it, prevent it from moving upwards the result is that either the wire must be contracted, or some part of the tool breaks. It is too much to ask even such a good strong tool as this to cut even soft wire under the circumstances. The wonder is that they do not always break under such a strain."



Fig. 1—Kitchen of the Poorer Native.



Fig. 2—Another Method of Cooking.

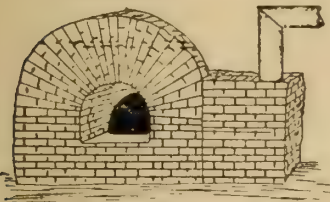


Fig. 3.—Stone or Brick Oven for Using Wood or Charcoal.

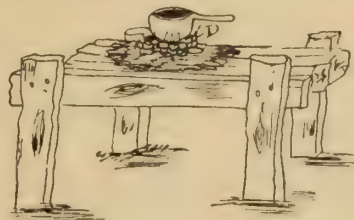


Fig. 4—Form of Cooking Apparatus Used in Some Instances.



Fig. 6—Home Made Fork



Fig. 9.—Device for Sprinkling Water.



Fig. 5—One Form of Dipper or Ladle Used by the Natives.



Fig. 7.—Cup or Bailing Device.

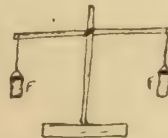


Fig. 8—Small Set of Scales.

A Few Filipino Kitchen Utensils.

In some cases the natives are supplied with metal bowls and kettles, but most of them have only the domestic kinds made from clay. Sometimes the fire is built in a hole made in the ground, as in Fig. 2, and a pole is stretched over the opening to which is swung the kettle.

In the great convent buildings which were erected by the Spaniards in their days of prosperity, and also in many of the kitchens of the rich natives, instead of iron stoves being used, brick or stone ovens were erected on the plan presented in Fig. 3. These ovens are used with good results, although they smoke and consume considerable fuel. Wood and charcoal are burned. The brick ovens are built in one end of a room and the smoke stack carries the smoke out through the side of the house, a hole

smoke and it penetrates everything before it passes out through the sides of the light bamboo structure.

Fig. 5 represents one of the dippers used by the natives. It is made of a coconut hollowed and cleaned, and fixed to the end of a stick that serves for a handle. Fig. 6 shows the kind of home-made fork or stirring tool they use. It is a piece of bamboo split at one of the ends. Fig. 7 is another cup or bailing device used to take liquids from a vessel. The natives use the bamboo to hold liquids, and this being narrow at the opening, the form of dipper in Fig. 7, which is made of bamboo with a wood handle, serves the desired purpose. Fig. 8 is a small set of scales. Two little tubes of wood are suspended to the lever, and the lever is balanced on the upright stick, which is set into a baseboard, as

Window and Interior Displays

Timely Hints and Suggestions.

FOR the display of stoves in a window, a specially constructed window is necessary. For this reason there are few hardware stores that make an attempt to have them as part of a window display. Many consider the effect of a stove window as rather coarse, and injurious to the appearance of the other trim. In this there is much of truth, but whether the injury to the other window or the benefit of a good stove window is the greater is a debatable question.

There is a decided difficulty in arranging a stove window so that it will attract the eye and please it, when the eye is drawn. In the first place, stoves are such staple articles that a passer-by is apt to pay no attention to them, and in the second place the window must of necessity be built so low that it appears as a part of the store interior, rather than as a window display. For this reason an especially attractive stove must hold the central position, one that has much nickel work on it, and a great deal of fancy designing. This may not be the stove that sells, but it is the stove that will attract attention to the window and thus to the other stoves or articles in the window.

Staple lines of stoves are of no interest as even a part of the trim, because the public is well aware that they are in stock. Such lines as parlor stoves, gas ranges, coal oil lamps and small office heaters are the kinds that set people thinking, as these are the lines that are apt to be forgotten by a householder, or are lines in which he is not thoroughly versed.

A very fine window can be filled with gas ranges and heaters of different kinds, with perhaps some reference on a window card to their usefulness in hot weather, or for rapid cooking. There are various styles of these which are new to any observer, and their very novelty will catch the eye.

Another window that takes is one made up of coal oil burners of different sizes and makes, with price tickets as a part of the display. There are hundreds of people who never think of the advantages of these small cheap heaters unless they are made to, by an exhibit of this kind.

When a conspicuous stove is used there should not be much else in the window, a coal oil stove or two and some cooking utensils making up sufficient display. A very good window that is easily made up and will prove a seller is one where a bright stove holds the centre, while over it from side to side extends a wooden arch, to which are attached various cooking uten-

sils such as pots, granite kettles and pans, frying pans, etc., or a collection of tinware.

In the construction of a window suitable for stoves the particular requirements to observe are the height, the strength and the substantial, plain appearance. In height it should only be a few inches, for convenience and for appearance, as a stove up in a high window looks rather ridiculous. Many stores adopt a plan which is, perhaps, the

A Window Display Competition.

HARDWARE AND METAL, for the encouragement of tasty window displays, has decided to open a competition for its subscribers. Prizes will be awarded for photos or drawings of window displays and accompanying descriptions of the same. The prizes will consist of:

First Prize	- - -	\$10
Second Prize	- - -	\$7
Third Prize	- - -	\$5

and \$2 for every picture and description which is considered worthy of publication.

The competition, which closes on Sept. 1, will admit of photographs, pen and ink or wash drawings, with good ideas counting more than the picture itself, although, of course, all pictures in order to receive a prize, must be of sufficient distinctness and good workmanship to admit of their publication.

There is no progressive merchant but has at least one window a month that is worthy of entering this competition, and the prizes are so arranged that, even if a window does not win the \$10, \$7 or \$5 prize, it may be awarded a \$2 prize, provided only that it is of sufficient merit to publish in the columns of this paper. This award will cover the cost of the photograph and there is no reason why any merchant should not obtain it. The number of photographs or drawings submitted by each store is not limited, nor is the number of \$2 prizes; a merchant may win a dozen if his pictures merit them.

Should any intending competitor not know how to take a window picture, this paper will be glad to furnish him with instructions. In general terms, it may be stated that the early morning, when the light is clear, when few people are abroad and when there is the least reflection, is the best time to photograph the display. A good photograph can also be taken at night by the aid of an electric or flash light.

Mark all manuscripts and photographs intended for this department with the words "Window Dressing Competition."

best: the floor of the interior is the floor of the window, either without any dividing line or with a mere moulding. The use of moulding allows the use of the window for the display of any heavy goods in addition to stoves, as it marks off the necessary division from the interior.

No trimmings of any kind should form part of the window for stoves. Plain walls, glass frames and floors should be used, as the utilitarian idea embodied in such wares

does not allow of any decorative ideas in connection with it. A plain, oiled hardwood floor of narrow boards is preferable to any other kind, and has the advantage of not showing scratches.

In the interior very many stores show stoves only at the back or in a separate room. This is often rendered necessary by the amount of stock which a hardware merchant is forced to carry and which fills up all the front of the store. A separate room is a good plan if it is permissible, otherwise a section of the back of the store where there is a window will prove a desirable location for the stove stock or at least for a sample line. If the front of a store admits of it, however, the best position for stoves is in a row down one side of the store, with the window devoted to their display or that of other heavy goods in front of it and level with the store floor. Behind the row on shelves can then be placed the cooking utensils and tinware, and the other side of the building devoted to the other lines of a hardware stock.

This prominent display of the stove stock will be found many times to sell a stove. A customer while being waited upon will naturally look around a store, and there is always something interesting in a stove for the man or woman who has a house. If the stoves are kept clean and the floor and shelves in good condition regarding paint and dust, this side of the store can be made a valuable addition to the interior appearance.

Fly Time and the Show Window.

Pretty soon the fly will be putting in his appearance in droves and figure in the window man's troubles. We know of nothing more aggravating than putting in a nice window and on going out on the sidewalk finding a lot of blue-bottles ornamenting the space called the extreme front. It can be avoided. After you get your window thoroughly cleared out and ready for the trim, heat a large saucer over a lamp; place it in the centre of the window and pour on it a few drops of strong ammonia. Leave your door open and in ten minutes there will not be a fly left in the window. Furthermore, they will not return for some time. Another way to get rid of these beauty destroyers is to paint all around the outside of your door with coal oil or kerosene. Either way is a considerable improvement over sheets of fly paper strewn about.

3

3

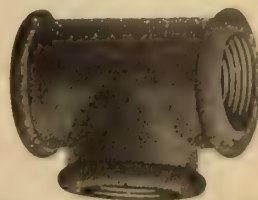


MALLEABLE
CROSSES

Short
Nipples



Long
Nipples



MALLEABLE
TEES



COUPLINGS



JENKINS
96
PACKING.

We keep
VALVES
and
FITTINGS.



JENKINS
DISCS.



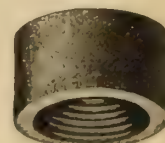
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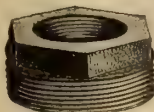
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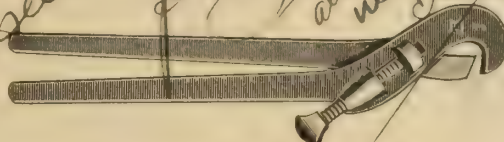
STEAMFITTERS'
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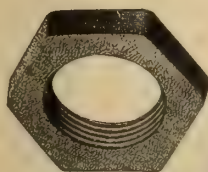
BUSHINGS



BROWN'S PIPE TONGS

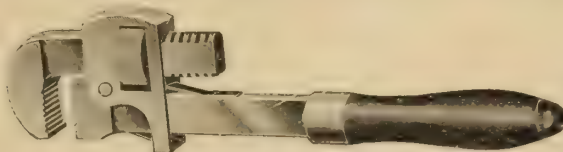


PLUGS



LOCK NUTS

MILL AND RAILWAY SUPPLIES



STILLSON'S PIPE WRENCHES



REDUCERS

WRITE FOR
QUOTATIONS.

"QUICK ACTION"
MAIL ORDER
DEPARTMENT.

Caverhill, Learmont & Co.

SALESROOMS:
ST. PETER ST.

WAREHOUSE:
COLBORNE & ANN STS.

MONTREAL

FARM BELLS



The test of value of an article of this kind is not its first cost, but satisfactory tone and durability. The metal we use in the manufacture of our Farm Bells will give you a richer, sweeter and further-reaching tone than any other make will do. They are cheaper than any other, because a better quality at equal price, and our style of finish and the way we pack them is also to your advantage. Don't fail to order our make.

Manufactured by _____

TAYLOR-FORBES CO., Limited, GUELPH

AT THE LARGEST AND BEST EQUIPPED HARDWARE FACTORY IN CANADA.

SOLD ONLY THROUGH THE JOBBING TRADE.



ARE YOU ONE OF THEM ?

Hardware Dealers All Over the Dominion
Are Making Money Handling Our Lines.

If you are not you are neglecting a fruitful source of income which can easily be yours.

DODGE WOOD SPLIT PULLEYS offer an excellent profit. The flexibility of the line allows a small stock to meet many requirements.

Then there is our line of shafting—no better made anywhere—and there is a continual call for this class of goods once you let the manufacturing plants in your neighborhood know about them.

Write to us to-day and we'll tell you how little you will have to invest to carry both these stocks and make the money that is rightfully yours.

The Dodge Mfg. Co. of Toronto, Limited,
TORONTO, ONT.

cut back
p. 56

HARDWARE AND METAL

President:

JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co. Limited

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THE ALIEN LABOR BILL ADOPTED.

SENATOR LOUGHEED'S bill to prevent the interference of foreign labor agitators in Canadian labor affairs, received its final reading in the Senate on Wednesday. It was carried by a large majority of votes.

The measure is a drastic one, but it must be remembered that a drastic remedy is needed. Many of the strikes which have taken place in Canada during the last few years have been directly traceable to labor agitators from the United States.

It is alleged, and with more than a mere semblance of truth, that in some instances the strikes have been brought about more with the desire to injure Canadian industries than to benefit the strikers. All the allegations in regard to this point have not emanated from employers of labor. We have concurrent evidence from some of the organized labor bodies. We refer to the circular which the labor unions which seceded from the International Trades and Labor Congress issued, in which it was asserted that they were induced to take the step they did because of the interference of foreign labor agitators

to the obvious injury of Canadian industries.

Senator Lougheed's bill has, of course, yet to come before the House of Commons. Whether it will pass that body or not remains to be seen. Judging from the experience of the past, it is improbable that it will, but whether it does or not, the bill which has just passed the Senate has no doubt done good in that it has called the attention of the public in a forceful manner to what is obviously an evil.

Against organized labor no one can justly take a stand. In every phase of industrial life organizations have become more or less a necessity, but when organized labor or organized bodies of any kind are being used by foreigners to cripple industrial life in this country, it is time that steps were taken, even if they are sometimes drastic, toward controlling their actions.

CANADA AND PREFERENTIAL TRADE.

DESPATCHES from London on Thursday refer to two important statements regarding the preferential trade campaign now being fought out in Great Britain. One of them states that in reply to a question in the House of Commons, Hon. Joseph Chamberlain stated that "no member of the Government had suggested a tax on raw materials." The despatch adds: "This narrows the possible operation of a preference to food products, and to that extent lessens the importance of the proposals from the standpoint of Australia, New Zealand and South Africa, who send Great Britain a comparatively small proportion of food supplies, but a good proportion of wool and other raw materials."

The other despatch reports an interview with Mr. J. F. Ellis, president of the Toronto Board of Trade, in The London Daily Chronicle, who expressed himself as follows:

Canada is just looking on. The Dominion does not want the Mother Country to place herself at a disadvantage for the sake of Canada. It looks too much like begging to meet with the approval of Canadians generally. Canadians can stand upon

their own feet, but would naturally welcome any advantageous scheme of commercial or fiscal union.

For the British manufacturer there is no possible hope that the Dominion will ever admit English goods free, owing to the necessities of revenue, as well as to the determination of Canadians to build up a great industrial country.

Mr. Ellis expresses tersely what is a steadily growing sentiment in this country, a sentiment which will be emphasized by the announcement that Australian raw materials would not receive the preference proposed for food products.

Canadian business men are too independent to expect, and too shrewd to expect, that Great Britain will give Canada an advantage in her markets, to her own disadvantage, for the mere reason that such action would tend to build up the Empire over seas - in Canada.

A compensating advantage will naturally be sought in the Canadian market. Undoubtedly there are classes in Canada who would like to see the tariff on British goods reduced to a lower level than at present, if not wipe it out altogether. But a large proportion of the Canadian people take an entirely different view of the situation. With the business men of Canada - as with the business men of Great Britain - consideration of the matter will not be guided by sentiment. A cold, hard-headed adjustment of the matter on a business basis will be insisted upon. When Canadian manufacturers are asked to forego the present protection on goods made by them in order to give the British manufacturer an advantage over other countries, Imperial sentimentalities will not carry much weight.

The Canadian Minister of Finance, Hon. Mr. Fielding, recognized this fact in his speech on the budget, when he declared that any preference in the Canadian market to Great Britain would not be at the expense of Canadian manufacturers but rather of foreign competitors, and had so notified the Imperial authorities.

Canada does not want any favor for nothing from Great Britain, but, as Mr. Ellis said, this country has determined "to build up a great industrial country" and is not likely to drop the bone of present prosperity to grasp for the shadow of Imperial greatness.

THE CRUX OF MUNICIPAL REFORM.

IN interesting themselves in the movement for municipal reform the Canadian Manufacturers' Association have taken a wise course. Aside altogether from the public welfare which good municipal government entails, there are their own interests to protect.

Where inefficiency exists the manufacturing interests of the community must necessarily suffer, either directly or indirectly. Consequently, self-interest alone should be a sufficiently strong incentive to induce not only manufacturers, but business men in general, either organized or unorganized, to lend their active aid to the movement for better municipal government.

The government of a city, town or village is something more than the distribution of perquisites and public funds among the friends of aldermen and councillors, notwithstanding that the facts sometimes appear to successfully dispute this theory. The government of a municipality of any kind is really a business matter, and in its conduct should be characterized by the same executive ability that is peculiar to the management of a factory, warehouse or store. Because this quality is more marked by its absence than by its presence, the principle is none the less true. We have not the desideratum, because the influence of the business men of the community, and particularly in the large cities, has no potent force. Secret society and party influences are the factors most potent. And one can no more breed business administrations from elements of this kind than one can make pumpkins from potatoes. Like begets like.

At the banquet of the Canadian Manufacturers' Association in Toronto the other night, Professor Goldwin Smith asserted that reform lay in the direction of separating the administrative and legislative branches of the municipal system of government. We are confident that the venerable professor struck the right key. The owners of large commercial enterprises appoint experts to the management of their several departments. This is what should be done in regard to municipal

affairs, and this is what we shall eventually be compelled to do.

The system under which we work to-day in large cities like Montreal and Toronto is more adapted to the village system of self-government which obtained several centuries ago in Great Britain than to the conditions as they exist to-day. Consequently, our necessities and our system of municipal government have become as far separated as the poles. The result is the present inefficiency and maladministration. And now, when business men are required most in the administration of municipal affairs, they are the more difficult to obtain, simply because their business, demanding increasingly closer attention, does not permit them to give their time to the details of civic administration. As a result, our affairs have fallen into inefficient and, only too often, into evil hands.

When the duties of civic administration are delegated to experts, the chief obstacle to the participation of business men in legislative affairs of the municipality will be removed and the results will no doubt be soon apparent in the personnel of our civic bodies.

The members of the Canadian Manufacturers' Association have set themselves to the task of bringing these desired reforms about. They are to be commended, and it is to be hoped they will enlist the sympathetic and practical co-operation of business men, organized as well as unorganized, throughout the country.

MAKING INVESTIGATIONS.

A NUMBER of the representatives of English Chambers of Commerce, who are to attend the convention in Montreal next month, have arrived a couple of weeks beforehand in order to study trade conditions and business methods in Canada. They have paid visits to some of the wholesale hardware houses, and exhibited much interest in the methods of packing goods, particularly where the American goods were concerned. The neat, tasteful manner in which the latter were put up attracted their very favorable comment, and a change will likely follow in the packing of goods in several English

houses whose representatives thus made observations on some things American.

All this was with a view to improve trade relations between Great Britain and Canada. The visitors are bound not to give the American manufacturers the slightest advantage over them in this market, and the more attractive American packages have long been a source of benefit to United States exporters and of disadvantage to exporters from the Old Country. This difference between English and American packages is not so pronounced either in the hardware trade as in groceries and other lines, where superior packing and labelling have greatly increased the sales of American goods in Canada. But even in the hardware there is a difference in favor of the Americans, and it is gratifying to find some English exporters of hardware lines preparing to give our southern neighbors a "run for their money." It is only in the packages that the English exporters need to make improvements; the contents of their packages compare most favorably with anything we import.

RECORD DEMAND FOR HEATING GOODS.

AN examination of the conditions affecting the stove, range and furnace trade of Canada serves to emphasize in a striking manner the buoyant condition of affairs throughout the Dominion.

No industry responds more readily to conditions of depression or of prosperity. The past three or four years has witnessed an expansion in the demand for heating goods that would have been deemed impossible a few years ago. The result has been the erection of new foundries and the material enlargement of foundries in every part of the country. Yet the demand seems to keep full pace with the increased supply. Many foundries report an inability to fill their orders and prophesy that such conditions must exist to the end of the season just about to open.

Retailers throughout the country would do well to make a note of these facts early in the season. Prices of heating goods now in stock should be well maintained and when the new season's goods start to move care should be taken in every case to get full prices for them.

ANDREW CARNEGIE'S OPINION OF CANADA.

IT is not probable that the opinion of Canada held by many people will be affected by any utterances by Andrew Carnegie regarding this country. Yet when *The Ironmonger* published on May 9 an interview with him, in which he spoke in contemptuous terms of Canada's future, the criticisms were so general and bitter that Mr. Carnegie wrote to *The Toronto Globe*, stating that when he was so reported the interviewer had distorted his views and so published them, despite a pledge to show the manuscript to him before publication.

The inference given in the letter and accepted by all readers, in Canada at least, was that Mr. Carnegie referred to *The Ironmonger* interview in his denial. In last week's issue was published a summary of the interview, Mr. Carnegie's denial and the reply thereto by *The Ironmonger* in the issue of June 4.

Now there is to hand the June 11 issue of *The Ironmonger*, in which is a letter from Mr. Carnegie to that paper in which is the following :

"A friend wires me that from remarks in *The Ironmonger* you must have thought yourself the party referred to in my note to *The Toronto Globe*. I can scarcely believe this, since the circumstances were so entirely different. You were not that man. Nothing you did was otherwise than pleasing. *

* * Very sorry if any ambiguity on my part caused you to believe you were the guilty party when, on the contrary, you were entirely innocent of any cause for dissatisfaction."

Mr. Carnegie does not, however, enlighten us as to who the "guilty party" is. So the matter rests where it was before the publication of the *Globe* letter. We must sorrowfully accept *The Ironmonger* interview as Mr. Carnegie's opinion of Canada—much as it hurts our national vanity.

We must confess, however, that we are not dismayed because the iron magnate has expressed the opinion that Canada's steel industry is "a figment" and Cape Breton is "a mirage," and that, consequently, "Canada has no future except as part of the United States."

Andrew Carnegie seems to be a small man, despite his acquisitive abilities. His life has been so identified with iron and steel that he has become permeated with the idea that lack of a great steel indus-

try is a vital hindrance to national advancement, not realizing that Canada has, notwithstanding her lack of billion-dollar steel trusts, grown in the past five years as no other country in the world has.

Canada's internal trade has developed in a manner that has surprised even the most optimistic of her merchants and manufacturers. In ten years her foreign trade has grown from \$247,638,000 to \$467,637,000, or practically doubled, now being almost 50 per cent. greater than was that of the United States in 1850, when that country had a population of almost 25,000,000. Other comparisons could be made, but we desist for fear our friend, Mr. Carnegie, may feel that "comparisons are odious."

PROFIT-SHARING EXPERIMENT.

MR. R. A. BARTLEY, a wholesale merchant of Toledo, Ohio, has decided to take his employes into partnership on a profit-sharing basis. The employes will in addition to their regular salary receive a share of the profits of the business so long as they remain with the firm.

The profit-sharing system, as a remedy for the admitted defects of the wages system, has received considerable attention of late and no end of comment pro and con. The most conspicuous example of successful profit-sharing was that of Leclair, the celebrated Parisian decorator, who in the middle of last century conceived and carried out the scheme of sharing the profits of his business with his workmen. In a short time through the improved care and workmanship of his men, who were now financially interested beyond their day's pay, he secured complete control of the Parisian trade. Although the master mind has long since passed away the firm is still in existence and successful operation.

In the wake of Leclair's enterprise, various profit-sharing plans have been spasmodically adopted, but the success which has followed these experiments has not been such as to warrant any general rules being laid down. The cases of failure are about as numerous as those of success.

On the other hand, from an examina-

tion of recorded experiments in profit-sharing, it will be found that where the workmen are of the average degree of intelligence, where they are thrown largely upon their own responsibility and where the nature of the work is such as to admit of an appreciable degree of saving or waste on the part of an employe, that the adoption of a scheme of profit-sharing has usually been successful. In the United States it has been found to work well in soap factories, and in Canada *The Wm. Davies Pork Packing Co.* have for some years had a scheme of profit-sharing which has been found to work very satisfactorily.

THE AGAMOMERIS CULICIS.

HAIL to the *Agamomeris Culicis*! At last he has been discovered, and promises to relieve a sweltering world from the noisome pest which fattens on our luscious red corpuscles, and, in grate! injects in return the deadly malaria microbe.

The *Agamomeris Culicis*, as everyone knows, is not a new claimant for the Serbian throne, but an able-bodied, hard-working parasite which preys upon the ubiquitous and enterprising scourge of these Summer evenings, the Jersey mosquito.

Science has devised various schemes for circumventing the wily mosquito and compassing his death. A year or two ago petroleum spread over their breeding places was announced as a sovereign remedy. But the ingenious insects used the stuff to lubricate their wings, and the century biting record was lowered in no time. It has even been hinted that *The Standard Oil Co.* launched the oil remedy in order to unload an overstocked market.

But as to the *Agamomeris Culicis* there can be no reasonable doubt. Dr. Charles Wardell Stiles, of the U. S. Public Health and Marine Hospital Service, is his sponsor, and warrants his protege to be of unimpeachable lineage. He comes of a fighting race, moreover, and can be counted upon to kill millions of mosquitos each year.

It is proposed to encourage the *Agamomeris Culicis* by means of artificial propagation for a few years, at the end of which time it is hoped he will be able to hold against all competitors. For indeed even a parasite has to meet non-union competition. As sung by the poet :

Big bugs have little bugs
Upon their backs to bite 'em,
Little bugs have lesser bugs,
And so ad infinitum.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, July 21, 1903.

HARDWARE.

THE RE has been but slight change in hardware markets since our report of conditions prevailing in the of last week. Trade is still active among manufacturers and jobbers, though the latter find business in Eastern Canada much less satisfactory than that with the West. The movement in Fall goods is commencing, and such lines as lanterns, sleighbells, skates, saws and axes are in fair demand. An advance has been made in the price of Hamilton rifles; No. 15 is now quoted at \$1.50, and No. 19, at \$1.85, net prices. Sales of arms and ammunition are ahead of those last year, and some dealers are quoting lower prices on double-barreled guns. Shot is lower, the discount being now $17\frac{1}{2}$ per cent., instead of 15 per cent. The discount on lead pipe is also changed, and is now 35 per cent. All the manufacturers are now selling to jobbers under the new terms of 60 days net, or 30 days less 2 per cent.

BARB WIRE.—This has improved somewhat this week, but the movement is still slow. The price is \$2.80 per 100 lb. f.o.b. Montreal, and \$2.55 f.o.b. Cleveland. Carlots of 15 tons, \$2.45 f.o.b. Cleveland.

GALVANIZED WIRE.—There is little doing, and no change whatever is reported in prices. We quote as follows: No. 5, \$3.70; No. 6, 7 and 8, \$3.15; No. 9, \$2.55; No. 10, \$3.20; No. 11, \$3.25; No. 12, \$2.65; No. 13, \$2.75; No. 14, \$3.75. In carlots, f.o.b. Cleveland: No. 5, \$2.20; Nos. 6, 7, 8 and 9, \$2.15; No. 10, \$2.20; No. 11, \$2.25; No. 12, \$2.30; No. 13, \$2.40; No. 14, \$2.50. In less than carlots, $12\frac{1}{2}$ c. per 100 lb. extra is charged.

GALVANIZED WIRE.—There is little doing, and no change whatever is reported in prices. We quote as follows: No. 5, \$3.70; No. 6, 7 and 8, \$3.15; No. 9, \$2.55; No. 10, \$3.20; No. 11, \$3.25; No. 12, \$2.65; No. 13, \$2.75; No. 14, \$3.75. In carlots, f.o.b. Cleveland: No. 5, \$2.20; Nos. 6, 7, 8 and 9, \$2.15; No. 10, \$2.20; No. 11, \$2.25; No. 12, \$2.30; No. 13, \$2.40; No. 14, \$2.50. In less than carlots, $12\frac{1}{2}$ c. per 100 lb. extra is charged.

SMOOTH STEEL WIRE.—The market for this wire remains quiet. A small business is doing on the following basis: Bright and annealed, \$2.50 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c; tinned wire, \$2; oiling, 10c; spring wire, \$1.25; best steel wire, 75c; bright soft drawn, 15c; special hay-baling wire, 30c.

FINE STEEL WIRE.—The demand for fine steel wire has not improved, and trade continues quiet. The discount is 25 per cent., with net extras as follows: 1 and 2 lb. hanks, 25c. per 100 lb.; $\frac{1}{2}$ lb. hanks, 37 $\frac{1}{2}$ c. and $\frac{1}{4}$ lb. hanks, 50c.

BRASS WIRE.—Some business has been done this week, at a discount of 60 per cent.

PRESSED SPIKES.—Trade in this line is no more than fair. The discount is unchanged from 20 per cent.

FENCE STAPLES.—The demand is very light. The price is \$3 per 100-lb. keg, for galvanized, and \$2.80 per 100-lb. keg for bright, with an extra of 25c., for 25 and 50-lb. packages.

CUT NAILS.—These remain at \$2.15 f.o.b. Montreal, with a fairly good trade doing.

WIRE NAILS.—There is no change. The demand is satisfactory for this season of the year, and orders are filled at \$2.40 per keg in carlots, and \$2.45 per keg in small lots, f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

HORSENAILS.—There is some demand for horsenails this week. No change in the discounts has been made, and they remain as follows: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Countersunk" heads, 55 per cent.; "C" brand, 40, 10 and $7\frac{1}{2}$ per cent. off; "Monarch," 50 and $7\frac{1}{2}$ per cent., and "Peerless," 50 per cent.

HORSESHOES.—Business in horseshoes continues rather quiet. Prices are unchanged, and we quote: Iron shoes, light and medium pattern, No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; X.L. steel shoes, new, light pattern, sizes 1 to 5, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05; featherweight, all sizes, 0 to 1, \$5.35, toe weight, all sizes, 1 to 4, \$6.60. Shoes, more than one size in a keg, 10c. per keg extra f.o.b. Montreal only.

RIVETS AND BURRS.—An improvement in the demand is reported this week, though the movement is still light. The discounts are as follows: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off, and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS AND NUTS.—The market is quite active for the season. We quote the discounts as follows: Common carriage bolts, 50 per cent.; full square carriage, 55; machine, 50 and 5; coach screws, 66 2-3; sleighshoe bolts; 65 and 5; blank bolts, 50 and 5; bolt ends, 50 and 5; plough bolts, 50 and 5; tire bolts, $67\frac{1}{2}$ per cent.; stove bolts, $67\frac{1}{2}$ per cent. Nuts, square, $3\frac{1}{2}$ c. per lb. off list; hexagon nuts, $3\frac{1}{2}$ c. per lb. off list.

SCREWS.—There has not been much done in screws this week, though a small business has transpired, with discounts as follows: Round head bright, $82\frac{1}{2}$ per cent.; flat head bright, $87\frac{1}{2}$ per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

CORDAGE.—Considering the season of the year, the demand for cordage is not bad. There is quite a rush in the demand for hay fork rope. Quotations are as follows: Pure manilla, $14\frac{1}{2}$ c.; British pure manilla, 12c.; sisal, $11\frac{1}{2}$ c.; double lathyrn, $11\frac{1}{2}$ c.; single lathyrn $11\frac{1}{2}$ c.; cotton rope, $16\frac{1}{2}$ c.; cotton twine, 17 and 20c for 3 and 4 ply. Cotton bed cord, 90 to \$1.35, according to length.

BINDER TWINE.—Still some small orders are being received, and quotations range from $10\frac{1}{2}$ to 13c.

BUILDING PAPER.—This continues to move out fairly well. Prices are unchanged, quotations are: Tarred felt, \$1.85 per 100 lb.; 2-ply ready roofing, 90c. per roll; 3-ply, \$1.15 per roll; carpet felt, \$2.25 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O.K. and I.X.L., 70c. per roll; heavy straw and sheathing, \$35 per ton; slaters' felt, 65c. per roll.

SHOT.—The discount has been increased $2\frac{1}{2}$ per cent. Trade is fair. We quote: Ordinary drop shot, A.A.A. to dust, \$6.50 per 100 lb.; chilled, Nos. 1 to 10, \$7 per 100 lb.; buck and seal, \$7.50 per 100 lb.; ball, \$8 per 100 lb. Trade discount $17\frac{1}{2}$ per cent. f.o.b. Montreal, Toronto, Hamilton, London, St. John, N. B., and Halifax.

FIREBRICKS.—These continue to move out well at unchanged prices. English firebricks sell at \$16 to \$22 per 1,000, and Scotch at \$17 to \$22 per 1,000, according to brand.

CEMENT.—A fair amount of business has been done this week, and prices are as follows: Canadian cement, \$1.90 to \$2.25; German, \$2.25 to \$2.40; English, \$2.15 to \$2.25; Belgian, \$1.70 to \$1.95 per bbl. ex-store, and American, \$2.20 to \$2.40 ex-cars.

SCREEN WIRE CLOTH.—This is moving out rapidly. The net price is \$1.50 per 100 square feet.

POULTRY NETTING.—In spite of the advanced stage of the season, there is still a fair business doing. The discount is 60 per cent.

METALS

Apart from the increase of 5 per cent. in the discount on lead pipe, no quotable change is reported in the local metal market. The market as a whole is not particularly active, though in some lines a fair volume of business is passing. The iron and steel markets are still active, and an improvement is reported in the demand for merchant steel and pipe. Railway requirements are also in demand.

PIG IRON.—The consumption of pig iron continues heavy, though many prospective buyers are thought to be holding off for the lowest possible prices. We quote: Carron, No. 1, \$21; do., No. 3, \$19.75; Middlesboro', No. 3, \$17.75; Ayersome, No. 1, \$20; do., No. 3, \$19.40.

BAR IRON.—Trade continues on the quiet side, though in merchants' bar, a little better business is doing. Quota-

PORTLAND CEMENT

CANADIAN, ENGLISH,
GERMAN and BELGIAN.
FIRE BRICKS, FIRE CLAY,
ENAMELLED BRICKS, all colors.
BUILDING BRICKS.
SEWER PIPES, CULVERT PIPES,
WHEELBARROWS,
FOUNDERS' and CON-
TRACTORS' SUPPLIES.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

.. FULL STOCK ..

Salt Glazed Vitrified

Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
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Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required: Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond McCall & Co.

MONTREAL, QUE

or to

Canada Iron Furnace Co.

MIDLAND, ONT. Limited

tions are: Merchants' bar, \$2; horse shoe iron, \$2.25; forged iron, \$2.30.

BLACK SHEETS. There is no change. We quote: 28 gauge, \$2.45; 26 gauge, \$2.40; 22 to 24 gauge, \$2.35; 18 to 20 gauge, \$2.30 and 8 to 10 gauge, \$2.40.

GALVANIZED IRON. Trade is only fair. Prices are as follows: 28, Queen's Head, \$4.40; Apollo, 193 oz, \$4.30; Fleur de Lis, \$4.15; Comet, \$4; Bell brand, \$4.05. In less than case lots 25c extra.

LEAD PIPE. The discount is now .35 per cent, instead of 30 per cent. Composition and waste sells at 8c, and ordinary at 7c.

IRON PIPE. The market continues active for iron pipe, though there are no quotable changes. Prices are as follows: Standard pipe, per 100 ft., in lengths under 19 ft.: Black, 1, \$2.40; 2, \$2.65; 3, \$2.85; 4, \$3.65; 1 in., \$5.20; 1 1/2, \$7.35; 2 in., \$8.95; 2 1/2, \$12.55. Galvanized, 1, \$3.20; 2, \$3.45; 3, \$3.85; 4, \$5; 1 in., \$7.20; 1 1/2, \$10.05; 2 in., \$12.20; 2 1/2, \$16.85. Extra heavy pipe, plain ends, are quoted per 100 ft. as follows: Black, 1, \$4.20; 2, \$5.25; 1 in., \$7.55; 1 1/2, \$10.55; 2 in., \$12.75; 2 1/2, \$17.60. Galvanized, 1, \$5.20; 2, \$6.65; 1 in., \$9.55; 1 1/2, \$13.25; 2 in., \$16; 2 1/2, \$21.90.

TINPLATES. There is not much doing in tinplates. Cokes are quoted at \$1 and charcoals at \$1.25.

TERNE PLATES. The market is dull and featureless. The price remains at \$7.25.

COIL CHAINS. The volume of business in chain is not large though there are still some orders being received. Quotations are as follows: No. 6, 10c; No. 5, 9c; No. 1, 8 1/2c; No. 3, 7c; 1 in., 6 1/2c; 5 16 in., \$1.90; 2 in., \$4.20; 7 16 in., \$4; 1 1/2 in., \$3.90; 9 16 in., \$3.75; 2 in., \$3.60; 2 1/2 in., \$3.50; 3 in., \$3.45; and 1 in., \$3.40, with 10c allowance on carlots.

CANADA PLATES.—There is no change in the price locally. Our quotations are: 2s, \$2.60 to \$2.70; 60s, \$2.70 to \$2.80; 75s, \$2.80 to \$2.85; full polished, \$3.75 and galvanized, \$4.25 to \$4.35; galvanized, 60s, \$4.15 to \$4.55.

STEEL.—Trade is not particularly active this week. Prices are unchanged, as follows: Mild, \$2.05; sleighshoe, \$2.10 to \$2.20; tire, \$2.15 to \$2.25; spring, \$2.85 to \$3; reeled machinery, \$2.75 to \$3; toecalk, \$2.60 to \$2.75; machinery (iron finish), \$2.10; mild steel, \$2.05; square harrow, \$2.50.

TOOL STEEL.—There is very little doing. We quote: Black Diamond, 8 to 9c; Sanderson's, 8 to 9c, according to the grade; Jessop's, 13c; Leonard's, 7 1/2c; Jonas & Colver's, 10 to 20c; "Air Hardening," 50 to 65c per lb.

INGOT COPPER.—There is no change. Little business is doing. The price is \$15.50 to \$15.75.

INGOT TIN.—The market remains quiet at \$33 to \$33.75 per 100 lb.

PIG LEAD. A small amount of business has transpired this week at \$3.15 to \$3.25.

SOLDER.—Trade continues quite active at 20c for bar and 19c for wire solder.

ZINC SPELTER.—Nothing doing. We quote \$5.75.

SHEET ZINC.—Trade is dull at \$6.50 to \$6.75.

TINPLATES

"DOMINION CROWN"—Best Best Charcoal, issued.

"ALLWAYS"—Best Charcoal.

"CANADA CROWN"—Charcoal.

"LYDBROOK"—Best Coke.

"TRYM"

All standard brands. Accept no substitute.

A. C. LESLIE & CO.

509-512 Merchants Bank Building,

MONTREAL.

**THE FIRST**

and most important thing to know about a pump is that it is good and will work properly.

McDougall Pumps are the best made in Canada to-day, and are guaranteed to work right.

Do you want our catalogue? It's free.

The R. McDougall Co., LIMITED
MADE IN CANADA. GALT, ONT.

Pig Tin

BOUSTEAD & CO.'S PENANG.
INGOT COPPER

LAKE AND CASTING.

PIG LEAD

SPELTER

ANTIMONY

PIG IRON

ADAM HOPE & CO.
Hamilton, Ont.

NOVA SCOTIA STEEL
& COAL Co., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And STEPHENS MARTIN

OPEN HEARTH STEEL

WIRE NAILS. A fair trade is doing.

HORSE SHOES.—Business is fair. Our quotations are: f.o.b. Toronto; Iron shoes, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05. Steel, new light shoes, No. 2 and larger, \$3.95; No. 1 and smaller, \$4.20. Snow shoes, No. 2 and larger, \$4.05; No. 1 and lighter, \$4.30. If shipped from factory, 10 to 15c less.

RAW FURS.

SOIL PIPE AND FITTINGS.—A fair business is doing at steady prices. Discounts are as follows: Light soil pipe, 45 and 5 per cent.; light soil pipe fittings 50 and 5 per cent.; medium and extra heavy pipe and fittings, 55 and 5 per cent.; 7 and 8-in. pipe, 40 and 5 per cent.

BUILDING PAPER.—There has been an excellent movement all season and sales are still satisfactory. We quote: Tarred felt, \$1.85 per 100 lb.; 2-ply ready roofing, 95c. per roll; 3-ply, \$1.20 per roll; carpet felt, \$2.30 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre 55c. per roll; tarred fibre, 65c. per roll, O.K. and I.X.L., 70c. per roll, heavy straw and sheathing, \$35 per ton; slaters' felt, 65c. per roll.

POULTRY NETTING.—Some jobbers are quoting an advance. Prices are nominally at 60 per cent. for 2-in. mesh, 19 w.g.; and 50 per cent. for 2-in. mesh, 16 w.g.

SCREEN DOORS.—A fairly good trade continues. We quote: Screen doors, common, 2 or 3 panel, walnut stained, 4-in. style, \$6.80; stained, yellow or green, \$7; in natural colors, oil finish, \$8.15; 3-in. style, 20c. per dozen less.

RUBBER HOSE.—A fair trade is reported. Lawn standard is now quoted at 5½c. per ft. for ½ in. and 6½c. per ft. for ¾ in.

PLUMBING FIXTURES.—There is still some trade doing at steady prices.

FORK HANDLES.—There is an active business at the new discount, 50 per cent.

TINWARE AND ENAMELWARE.—The demand has been active, especially for such lines as are used for preserving purposes. Prices are unchanged.

WOODENWARE.—There is still a good business doing. Prices are steady as follows: Washboards — Victor, \$1.25; Crown, \$1.30; Improved Globe, \$1.45; Standard Globe, \$1.55; Original Solid Globe, \$1.70; Superior, solid back, \$1.55.

BEAVER	Labrador and choice Eastern	Large \$6.00	Medium \$5.00	Small \$2.75	Kitts \$1-1.50	Fall Beaver \$2.00 to \$2.50 per pound	4 Cubs \$2.00 to \$3.25 per pound	Yearling \$3.00 to \$3.25 per pound
	Territory Rocky Mountains and Western							
	Strictly Prime, or, No. 1	6.00	4.00	2.00	.50-.75			
	Partly Prime, or, No. 2	4.00	3.00	2.00	.50			
	Upprime, or, No. 3	3.00	2.00	.75	.40			
	Flat, weak, or poor, or, No. 4	2.50	.50	.25	.25			
BEAR	Black Choice only	15.00	10.00	7.50	6.00	3.00	.50	\$2.00 to \$8.00
	Brown	12.00	7.00	5.00				1.00 to 5.00
BADGER	Of all sections	.50	.25	.10	.05			
FISHER	Eastern and far North-Eastern	6.50	5.00	5.00	3.00	1.75	.50	
	Territory and Western	6.50	5.00	3.50	2.00	1.00	.50	
FOX	Red North-Eastern and similar fine bright red kinds	4.00	2.75	1.25	.75	.20		
	Territory and Western	4.00	2.75	1.40	.50	.20		
"	Cross Value principally as to beauty, also size & richness	10.00	7.00	4.00	2.50	1.50	.50	
"	Silver Eastern and far Northern	75.00	50.00	25.00	20.00	9.00	4.50	
"	Pacific Coast, Territory and Western	50.00-60	35.00	20.00	15.00	5.00	2.50	
LYNX	Far North-Eastern	4.00-8.00	6.00 4	5.00 2	4.00	1.00	.25	
	Territory and Western	4.00-8.00	6.00 4	5.00 2	2.00	.60	.20	
MARTEN	British Columbia, Northern Pacific and similar	7.00	5.00	3.50	1.75 to 2.50	1.00	.25	
"	Territory and Western	7.00	2.25	1.50	1.00	.60	.20	
"	Quebec and Ontario	3.00-5.00	2.25-3.00	2 to 2.25	1.00	.60	.25	
MINK	Halifax, far North-Eastern and choice	4.00	3.25	2.50	2.25	1.50	.40	.25
"	Territory and Western	1.50-2.00	1.50	1.00	.75	.25	.15-25	
MUSKRAT	Eastern, best large	25-28c	10 to 13	8 to 10	2 to 5			
"	Territory and Western	20c	5 to 10	.07	2 to 4			
OTTER	Labrador and far North-Eastern	Large \$10	Small 7.00-10	2 10-12	2.50-5	2 to 4.00	\$1.00 to \$2.50	
	Territory and Western	4.00	4.50	3.50 to 5	2.25	.50	.25 to .50	
RACCOON	Black Value according to darkness, size and beauty	Large \$3-1.25	Small 2 .60-75	2 33-50	3 25	4 .15		
		2.25	2.00	1.00	.50	.25		
SKUNK		75-1.25	Brown .75	40-50	St 05-15	3	.4	
		5.00	Brown 4.00	Pale 2.50	2 1.50	.75	.25	
WOLVERINE	Value according to darkness, size and beauty	Dark	4.00	2.50	1.50			
CASTOREUM		\$5.00 to \$6.00	per pound.					

HARDWARE.

WHILE the midsummer quietness has practically arrived, and while some houses are giving their travellers holidays, there is an excellent business for this season of the year. Letter orders are numerous, but not heavy. There is a shortage in cut shingle nails, some sizes of bolts and nuts, heavy and light T and strap barn-door hinges. Poultry netting is advancing. The discount on lead pipe has been increased to 35 per cent., compared with 30 per cent., and on shot from 15 per cent. to 17½ per cent. Otherwise there is no change.

SCREWS.—Jobbers are having less difficulty in filling their orders. Quotations are: Flat head bright, 87½ per cent. discount; round head bright, 82½ per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze, 75 per cent.

RIVETS AND BURRS.—There is a particularly good demand for section rivets. Other lines are moving nicely. Quotations are as follows: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.

BOLTS AND NUTS.—There is still some difficulty in getting supplies, but it is not nearly as great as has been the case for some time. Our quotations are as follows: Carriage bolts, common (\$1 list), 50 and 10 per cent.; carriage bolts, full square (\$2.40 list), 55 and 10 per cent.

Jubilee, \$1.85; Pony, \$1.05. Tubs No. 0, \$10; No. 1, \$8; No. 2, \$7; No. 3, \$6.

METALS.

Generally speaking, the market conditions are satisfactory. There is no doubt that the continued depression on the stock market is making buyers cautious, yet demands are so strong and so insistent that the purchases to date have been much larger than usual, and are keeping up well for this time of year. The British pig iron has, during the past week, proved encouraging, showing a slight advance. In the United States, however, concessions have been made to buyers. Tin was quite depressed until Thursday when a heavy loss in values was fully regained. Copper shows no material change. Some changes are noted in tool and machinery steel. Otherwise there is no change.

PIG IRON.—Market conditions locally are unchanged, both buyers and sellers holding off. The British market shows considerable strength, but the United States market is easy, further concessions being made by southern furnaces. We quote f.o.b. Toronto, Hamilton and Midland, No. 1, \$22; Sydney, No. 1, \$20; No. 1, Jarrow, \$21.50; No. 2, Summerlee, \$23.50.

BAR IRON.—There is a fairly good demand, with prices well maintained. The base price is now \$2. For extras, cut to length while rolling: 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft., by special agreement, according to length and size.

STEEL BOILER PLATES.—A fair movement at steady prices is recorded. The base price is \$1.96 f.o.b. Toronto.

TOOL STEEL.—Park's "Silver" and "Special" are 1 to 2c. lower. Otherwise there is no change. A good trade is doing. Our quotations are as follows: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 10 to 20c.; ditto, "Air Hardening," 70c. per lb.; Chas. Leonard's, 8 to 9c.; Park's "Silver," 11 to 13c.; Park's "Special," 15 to 18c.

MACHINERY STEEL.—A brisk demand is noted. We quote: Rough finished, or iron, \$1.80 to \$2.05; smooth finish, \$2.50 to \$3.

COKE.—In good demand. Quotations range from \$6.75 to \$7.15 for 72-hr., and \$5.50 for 48-hr. furnace coke, f.o.b. Toronto.

BLACK SHEETS.—There is a steady market with a fair movement. We quote as follows: 10 to 16 gauge, \$2.25; 18 to 20 gauge, \$2.70; 22 to 24 gauge, \$2.90; 30 gauge, \$3.

CANADA PLATES.—A good demand continues. We quote: All dull, \$2.70; half-polished, \$2.85; and all-bright, \$3.60.

GALVANIZED SHEETS.—Prices are steadier. A good movement is recorded. Our quotations are: Queen's Head, \$4.50 for 28 gauge; American, \$4.40 for 24 gauge; Bell brand, \$4.30 for 28 gauge; Gordon Crown, \$4.50 for 28 gauge.

TIN.—The market has steadied since the reduction last week. Outside markets have fluctuated considerably but are now firm. The demand is for small lots. We quote: \$32.50 to \$33.

TIN PLATES.—The market is still easy. A fair trade is reported. Our quotations are as follows: Coke plates,

bright, 14x20, \$3.85; charcoal plates,terne, 20x28, 112 sheets, \$8.

COPPER.—There is no change. Stocks are light and the demand keeps up fairly well. We quote: Ingot copper, \$15, and sheet copper, \$21 per 100 lb.

BRASS.—Unchanged in price and in good demand. Discount, 10 per cent.

LEAD.—A fair trade and a fairly steady market. We quote: \$3.50 per 100 lb. for pig lead, and \$3.75 for bar lead.

IRON PIPE.—An excellent trade continues, with prices steady. We quote: Per 100 ft.: Black pipe, ½ in., \$3.15; ¾ in., \$2.40; 1 in., \$2.65; 1 ½ in., \$2.85; 2 in., \$3.65; 3 in., \$5.25; 4 in., \$7.35; 5 in., \$8.95; 6 in., \$12.55; 8 in., \$20; 10 in., \$23; 12 in., \$30; 14 in., \$36.

ZINC SPelter.—There is a fair demand for small lots at 6½ to 6¾c per lb.

ZINC SHEETS.—A fair business is doing in a small way. We quote base price as follows: Cask lots, \$6.75 to \$7, and part casks, \$7 to \$7.25.

SOLDER.—In good demand. Prices are unchanged. Guaranteed half-and-half is quoted at 18 to 19c., and wiping 17 to 18c.

HIDES, SKINS AND WOOL.

The market this week has been featureless, and no changes are reported since last writing. We quote as follows:

HIDES.—No. 1 green, 8c.; No. 2 green, 7c. per lb.; No. 1 green, steers, 8½c.; No. 2 green, steers, 7½c. per lb.; cured, per lb., 8 to 8½c.

CALFSKINS.—Veal skins, No. 1, 6 to 14 lb. inclusive, 9c.; No. 2, 7c.; No. 1, 15 to 20 lb. inclusive, 8c.; No. 2, 6c. Deacons (dairies), each, 60 to 70c. Lamb skins, each, 35c.; pelts, each, 30c.

WOOL.—Unwashed wool, per lb., 9 to 10c.; fleece wool, 16 to 17c.; pulled wools, super, per lb., 15 to 16c.; extra, 19 to 20½c.

TALLOW.—We quote 5 to 5½c. per lb.

PETROLEUM.

Orders for Fall delivery are coming in nicely. Prices are steady as follows: Canadian prime white, 16½c.; Canadian water white, 18½c.; American prime white, 17½c.; American water white, 19c.

OLD MATERIAL.

There has been a drop in prices on this market in nearly all lines. Heavy copper and copper wire have fallen ½c. per lb.; heavy red brass ½c. per lb.; light copper ¼c. per lb.; and lead ¼c. per lb. No. 1 wrought iron has dropped 50c. per ton, machinery cast scrap \$1 per ton, stove plate \$1 per ton, and steel \$1 per ton. Old rubbers are also lower by ¼c. per lb. There is a fair movement in all lines. We quote: Heavy copper and wire, 11c. per lb.; light copper, 9½c. per lb.; heavy red brass, 10c. per lb.; heavy yellow brass, 8½c. per lb.; light brass, 6c.; lead, 2½c.; scrap zinc, 3½c.; iron, No. 1 wrought, \$13.50 per net ton; No. 2 wrought, \$5; machinery cast scrap, \$15; stove plate, \$10; malleable and steel, \$6; old rubbers, 6c. per lb.; and country mixed rags, 50c. per 100 lb.

MANITOBA MARKETS.

Winnipeg, Man., June 20, 1903.

The trade continues very active, more particularly in building material and structural lines. No hardware price has

OAKEY'S 'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street
MONTREAL



COVERT MFG. CO.
West Troy, N.Y.

Auto Screw Jack

Harness Snaps Chain, Rope and Web Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICE

PRIEST'S CLIPPERS
Largest Variety.
Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.

Don't Forget the Name...
**NEWMAN'S INVINCIBLE
FLOOR SPRINGS**

Strong, Quick, Reliable, Effective.

Will close a door against any pressure of wind far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.

W. NEWMAN & SONS, Birmingham.



You will be asked for Dundas Axes next fall. Are you preparing to meet the inquiry by being able to show the goods?

Dundas Axe Works, Dundas, Ont.

W. L. Halimand Jr., Eastern Agent, Montreal.

There is no finer METAL
POLISH than

"SOLARINE"

Our special proposition will
prove this and interest you.

WRITE FOR OUR SPECIAL PROPOSITION.

"Solarine" 60 George St., TORONTO.

To Meet the Increasing Demand for

HORSE

RETURNED

APR - 7 1904

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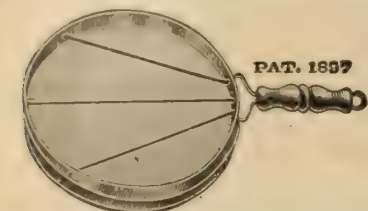
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Trade Mark

NICHOLSON FILE COMPANY, DOMINION WORKS, PORT HOPE, CANADA.



PAT. 1897

The FAIRGRIEVE GAS TOASTER

Retains at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.

THE FAIRGRIEVE MAN'FG. CO.,
295 COLLEGE ST., TORONTO.

U. S. Branch: 289 Jefferson Ave., DETROIT.

THE JOHN MORROW MACHINE
SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs,
Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

NEW

RAILS

Sessenwein Bros.,

103 Shannon St.

.. MONTREAL.

12, 14, 16, 18, 20, 24, 30, 35 and 56 lbs. to

the Yard—carried in STOCK for prompt ship-

ment. TRACK REQUISITES.

changed during the week, and neither are there any changes in paints or oils. Jobbers in the paint and oil trade express themselves as extremely well pleased with trade and the outlook.

Barbed wire, 100 lb.	\$3 25
Plain galvanized, 6 to 8	3 39
" 9	2 50
" 10	3 50
" 12	3 10
" 13	3 20
" 14	3 90
" 15	4 45
" 16	4 60
Barbed wire, 100 lb.	\$3 25
Plain twist	3 25
Staples	3 65
Oiled annealed wire	3 10
" 11	3 48
" 12	3 56
" 13	3 66
" 14	3 76
" 15	3 91
Annealed wires (uncoiled) 10c. less.	
Horsenails, 40 per cent. discount.	
Horseshoes, iron, No. 0 to No. 1	4 75
No. 2 and larger	4 45
Snow shoes, No. 0 to No. 1	4 60
No. 2 and larger	4 45
Steel, No. 0 to No. 1	4 45
No. 2 and larger	4 20

Cut Nails—	Wire Nails—
2d 1 in.	1 in.
3d 1 in.	1 1/2 in.
3d 1 1/2 in.	1 1/2 in.
4d 1 1/2 in.	1 1/2 in.
5d 1 1/2 in.	1 1/2 in.
6d 2 in.	2 in.
8d 2 1/2 in.	2 1/2 in.
10d 3 in.	3 in.
20d 4 in.	3 1/2 in.
30d 4 1/2 in.	4 in.
40d 5 in.	4 1/2 in.
50d 5 1/2 in.	5 in.
60d 6 in.	5 1/2 in.
	6 in.

Bar iron, \$2.60 basis.	
Swedish iron, \$4.75 basis	
Sleigh shoe steel	2 85
Spring steel	3 25

Machinery steel	3 50
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 16 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 gauge	3 90
26 gauge	4 00
28 gauge	4 10
Galvanized Iron, Apollo, 16 gauge	4 00
18 and 20 gauge	4 00
22 and 24 gauge	4 25
26 gauge	4 25
28 gauge	4 50
30 gauge or 10 3/4 oz	4 75
Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.	
Queen's Head, 24 gauge	4 25
26 gauge	4 50
28	4 75
Extra sheets, 36 in. wide, an advance of 25 p.c. per 100 lb.	
Genuine Russian, per lb.	11
Imitation	07 10 08
Tinned, 24 gauge, 100 lb	8 00
26 gauge	8 50
Tinplate, IC charcoal, 20 x 28, box	10 00
" IX	12 00
" IXX	14 00
Ingot tin	35
Canada plate, 18 x 24, 18 x 24 and 20 x 28	3 25
Canada plate, full polished	4 00
Sheet zinc, cask lots, 100 lb	7 50
Broken lots	8 00
Pig lead, 100 lb.	5 50
Black iron pipe, 1/2 inch	3 30
" 3/4	3 30
" 1	3 40
" 1 1/2	3 70
Black iron pipe, 3/4 inch	4 30
" 1	6 25
" 1 1/2	8 75
" 2	10 50
Rope, sisal, 7-16 and larger, basis	\$12 25
Manila, 7-16 and larger, basis	15 25
Lath yarn	11 75
Solder	20
Axes, chopping	\$ 6 75 to 12 00
" double bits	12 00 to 18 00
Bluestone	5 70
Screws, flat head, iron, bright	.85 and 10 p.c.
Round	80 p.c.

Flat " brass	.75 and 10 p.c.
Round " "	.70 and 10 p.m.
Coach	65 p.c.
Bolts, carriage	50 p.c.
Machine	50 and 5 p.c.
Tire	.60 and 5 p.c.
Sleigh shoe	65 p.c.
Plough	50 p.c.
Flat head stove	.60 and 5 p.c.
Round head	.60 and 5 p.c.
Elevator	60 p.c.
Rivets, iron	.50 and 10 p.c.
Copper, No. 8	32
No. 12	36
Coil chain, 3-16 inch	10 1/4
" 1/2 inch	8 1/2
" 5-16 inch	5 1/2
" 3/4 inch	5 1/2
" 7-16 inch	5
" 3/4 to 1 inch	4 1/2
Spades and shovels	.40 and 5 p.c.
Harvest tools	60 p.c.
Axe handles, turned, s.g. hickory, doz.	\$3 15
No. 1	1 90
No. 2	1 60
Octagon extra	2 30
No. 1	1 60
Files common	.70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	.10 p.c. advance
Loaded shells:	
Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 20
Chilled	6 60
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned	.70 and 10 p.c.
" plain	.75 and 2 1/2 p.c.
" pieced	
Japanned ware	.37 1/2 p.c.
Enamelled ware, white	45 p.c.
" Famosus	.50 and 10 p.c.
" Imperial	.50 and 10 d.c.
Green Wire Cloth	1 50

We have added such modern machinery to our already extensive plant as only brains and money can produce, which enables us to give our customers a superior RASP, which has a sharp elastic tooth and perfect temper.

Horseshoers the world over will appreciate this tool.

For sale by all prominent Blacksmith Supply Houses and Hardware Merchants throughout the Dominion.

PETROLEUM.

Water white American	26½c.
Prime white American	24½c.
Water white Canadian	24c.
Prime white Canadian	22½c.

SCRAP.

No. 1 cast iron	\$16 per ton
No. 2 "	8 "
Wrought iron scrap	5 "
Copper (heavy)	7c. per lb.
Yellow brass (heavy)	7½c. "
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c. "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	\$ 0 79
Less than barrel lots	0 84
Linseed oil, raw	0 66
Boiled	0 69
Lubricating oils, Eldorado castor	0 28½
Eldorado engine	0 29½
Atlantic red	0 33½
Renown engine	0 42
Black oil	19½ to 21½
Cylinder oil (according to grade) ..	55 to 74
Harness oil	0 56
Neatsfoot oil	1 00
Steam refined oil	0 85
Sperm oil	2 00
Pure castor oil, first pressure	0 10
Lubricating	0 10

BINDER TWINE.

Jute, per lb.	\$0 10½
Sisal, per lb.	0 11
Standard per lb.	0 11
Manila, per lb., 550 ft.	0 12
Manila, per lb., 600 ft.	0 12½
Manila (pure), per lb.	0 13½

F.O.B. Chicago; discount ¼c. on 5-ton lots and ½c. on car lots.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., July 18, 1903.

THERE has been no strike in Vancouver for the space of at least a week, and there is better news even than that; the strikes which have been in force for several months in various interests have all been called off. The last strike to be settled was that of the mill-workers, or, rather, the factory hands, in the planing mills and sash and door factories. The action of the lumber manufacturers in withdrawing from their somewhat unreasonable stand to sell no lumber in Vancouver because the carpenters who worked on it were supplying the strikers with assistance, had a good effect. Possibly it had the effect of inducing the striking factory hands to come to the conclusion to go back to work. At any rate they did call their strike off, and they are all back at their benches and machines after an absence lasting from June 1.

* * *

The immediate effect has been the brightening up of the retail hardware trade, in which there had been a noticeable dullness, owing to builders having withdrawn from active expansion. Now all work projected is to be pushed ahead, and builders' hardware is all the more in demand. The various hardware stores of the city are busy as can be with orders, and it is hard to keep stocks up to the requisite standard.

* * *

An enormous consignment of machinery, boiler plates, furnace fronts, and other metal work, consigned to the new coke company at Frank, Alberta, was unloaded from the Blue Funnel boat, Telemachus, this week. There was a sufficient quantity to make several trains.

No Other Shingles Do as Well as Eastlakes.

They prevent fires—are lightning proof—can't possibly leak, because of their patent side lock—and are the very easiest and quickest to apply of any shingle made.

These points explain their unequalled popularity—you're certain of a big satisfying trade in these splendid goods.

Metallic Roofing Co., Limited

TORONTO

MONTREAL

WINNIPEG

The shipments of firebrick and firebrick parts for these ovens, have also been very large by recent steamers, and the Telemachus had another large shipment.

* * *

Resultant on a big rush from White Horse to reported new gold diggings some 150 miles away, there have been several large orders received by local wholesale hardware men to ship tools and other hardware to supply the heavy demand created. White Horse has not been an outfitting point for miners and prospectors to any extent, and stocks carried there have, as a consequence, been small. There are two or three new creeks located, on which good prospects have been found, and the number of men who have gone to try their luck has been very large. Picks, shovels, gold pans, and other hardware have been almost all cleaned out of the White Horse hardware stores.

* * *

The settlement of troubles between mill men and employes has had no direct effect on the logging industry. Conditions among the loggers remain as they were in last report, and the shutdown of the camps on August 1 is likely to be general. Some of the camps are now closed and the men have returned to the city, having been paid off. The closing of the camps for six weeks in the best weather is bound to have a serious effect, especially upon the machine shops and foundries, which do a large business in supplying machinery and making repairs for the big outfits engaged in bringing logs to the coast. The many tugs engaged in towing booms of logs will not be so badly affected, as it happens that the salmon fishing season is on, and nearly every tug looking for it can get a paying charter for the fishing season.

* * *

Local market quotations in staple hardware have shown but little change during the past week; a decline in boiled oil may be mentioned, the price having reduced 5c., the market figure now being 80c.

Speaking of the trade in firebrick for grates here, J. Elliott, manager of the large wholesale firm of McLennan, McFeely & Co., Limited, said: "I am sorry to say, that nearly all the grates and mantels used by the trade here are imported from the States. I have found that the trade will not take the articles manufactured in the east, as they do not seem adapted, and I have failed to make any satisfactory arrangement with manufacturers of grates in the Old Country, though our firm has opened correspondence with that in view several times. I find that the Dawson grate, made in Chicago, and for which we had the exclusive agency in the West, is the most popular and the one nearly always specified. The mantels, too, most of which are of oak, with plate-glass mirrors, are imported from the States, several firms there making a specialty of getting up attractive designs."

The mantel show-rooms of this firm are well worth a visit. Every style of mantel, from a plain substantial affair for a private office to the most elaborate and ornate work suitable for a handsome drawing-room are displayed. The tile patterns are also shown by laying them temporarily about the mantels as they stand. The firm have recently received a car direct from the manufacturers.

NOVA SCOTIA MARKETS.

Halifax, July 21, 1903

BUSINESS in the hardware line has been somewhat more active during the last two weeks, and general conditions are considered very satisfactory indeed. The reports coming from all parts of the province, and, indeed, from all parts of the Maritime Provinces, are very encouraging much more so than was expected a month ago, and so much so that there will be a brisk Autumn and Winter trade. This is largely accounted for by the fact that the general outlook for crops is much better, and, on the whole, one crop with another will show

a fair average. This will put the country fairly on its feet again, and trade conditions will consequently improve. Already there is considerably more money about in the country, as the farmers are getting more prices for their butter, cheese, fruit and other farm produce, and they are in a position to demand the cash for them as the demand is more than equal to the supply.

There was still a fair demand for haying tools during the last two weeks, a few isolated or duplicate orders coming in for prompt shipment. The demand for builders' hardware is still as great as ever, and heavy building operations are going on all over the province, with others in contemplation, to be commenced as soon as the contractors can handle the work. Prices in builders' hardware remain about steady, and there is still complaint with regard to getting some lines promptly from manufacturers. This complaint, however, is not so general as it was a few months ago, and is expected to grow less before another season opens.

The warm weather has brought on a good demand for wire cloth, window screens and screen doors, which, up to last week, had hardly been needed. This demand enlivens the retail trade, as the wholesale orders had been filled earlier in the season. The retailers are also working off small lots of paints, oils, putty, glass, ice cream freezers, refrigerators, and other seasonable lines. Those handling sporting goods also report a good trade this season, and small lines are still going out. The local trade has been very good.

Dealers are already stocking up, in preparation for the Autumn trade. The steamers St. John City, from London, and The Atlanten, from Antwerp, arriving last week, brought considerable quantities of cement, glass, steel, in various forms; hemp, whiting, linseed oil, and general hardware.

Linseed oil remains steady with unchanged quotations. Turpentine is easier and the quotation is 81c. There is still a general tendency in lead products to advance. Cordage is firm at recent advances; manila is quoted at 14½c., British manila, 12c., and sisal at 11½c. R.C.H.

INQUIRIES ABOUT CANADIAN TRADE

The following were among the recent inquiries relating to Canadian trade received at the Canadian Government office in London, Eng.:

1. A London house has asked to be referred to Canadian firms who might be open to take up the agency for electric lamps and electric light accessories.
2. The manufacturer of a new patent electricity meter is desirous of bringing it to the notice of those in Canada who are interested in such goods.
3. A Zurich (Switzerland) firm asks to be placed in touch with Canadian cheese exporters.
4. Inquiry has been made for the addresses of Canadian makers of brick-making machinery.
5. A firm in Rennes (France) reports a considerable demand for apples suitable for the production of cider and asks to be placed in correspondence with Canadian shippers of apples.

6. A correspondent wishing to acquire a first-class manganese deposit would like to hear from Canadian owners of properties.

7. A Liverpool firm invites quotations from Canadian shippers for box shooks for direct shipment to South Africa in lots of from 10,000 to 20,000 boxes each shipment.

8. The selling agents for several manufacturers of railway supply lines seek the services of a first-class Canadian firm in close touch with railway, tramway and similar enterprises as their Canadian representatives.

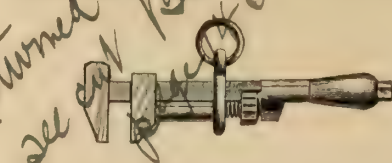
Parties interested may obtain the addresses of the inquirers by communicating with the editor of **HARDWARE AND METAL**.

METAL CEILINGS.

McFarlane & Douglas, of Ottawa, manufacturers of metal shingles, ceilings, roofings and sidings and corrugated iron, have put up a handsome factory on Slater street, equipping it throughout with the latest and most up-to-date machinery. This firm is also manufacturing a new line in the way of fire-proof metal window frames and sashes. The Deering Harvestry Manufacturing Co., of Hamilton, is using these sashes and frames extensively in their new building at Hamilton.

A Dainty Watch Charm.

The Mechanics Supply Co., Quebec, are introducing an elegant nickel-plated watch charm, same size as above cut. It



is a perfect working model of a machinist's wrench and is heavily nickel-plated. A sample will be sent to any address on receipt of 30c. in Canadian or U.S. stamps.

PERSONAL MENTION.

Mr. Robert Munro, manager of The Canada Paint Co., is at present on a tour through Great Britain and the continent in connection with the new color works which The Canada Paint Co. are erecting in Montreal.

Mr. F. D. Benjamin, of S. M. & L. Benjamin & Co., returned a few days ago from a trip to Europe. He was away about three months and, judging from his appearance, had a pleasant trip. He was accompanied by Mrs. Benjamin and family.

Mr. A. H. Hough, who for some time has represented The Montreal Rolling Mills in the Toronto district, has been appointed assistant to J. R. Kinghorne, general sales agent of the company; and Mr. Thomas Moore, who represented the firm in the Maritime Provinces, has been appointed to the agency in Toronto and Western Ontario.

Mr. Wm. McMaster, vice-president and general manager of The Montreal Rolling Mills, paid a visit to Toronto and Niagara last week.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; i.e. a word each subsequent insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

FOR SALE

FOR SALE—Electric light plant, in operation; in country town (with good-will). Address Box 112 **HARDWARE AND METAL**, Toronto.

HARDWARE, Stove and Tinsmithing business in western Ontario village; splendid opportunity for anyone who understands the trade. Apply Box 115 **HARDWARE AND METAL**, Toronto.

SITUATIONS VACANT.

A GOOD tinsmith—At once; state experience and salary desired. Box 118 **HARDWARE AND METAL**, Toronto.

A SHINGLE sawyer and two saw joiners. Apply, stating wages expected, to Box 117 **HARDWARE AND METAL**, Toronto.

A TONCE—Good dye sinker and toolmaker. Box 121 **HARDWARE AND METAL**, Toronto.

MACHINIST—Must play clarinet or cornet. Apply Box 114 **HARDWARE AND METAL**, Toronto.

ONE lath hand and two moulders; first-class; on engine and heavy machinery; state wages and experience. Box 122 **HARDWARE AND METAL**, Toronto.

PIPE-FITTER—On traction engine work. Box 119 **HARDWARE AND METAL**, Toronto.

PLUMBER and tinsmith—quick; highest wages paid. Box 116 **HARDWARE AND METAL**, Toronto.

TINSMITH—One that understands eavetroughing and furnace work; good wages and steady employment all the year round. Box 120 **HARDWARE AND METAL**, Toronto.

TINSMITH—Immediately. All-around good man for inside and outside work; also furnace work; \$2.50 per day; steady work. Write Box 113 **HARDWARE AND METAL**, Toronto.

WANTED—Canadian Meter Co.—Gas meter makers and tinsmiths. Address Box 172 Windsor, Ont. (29-3)

THE "SUN" BRAND PORTLAND CEMENT.

We make only one quality and that the best. Ask us for quotations.

The Sun Portland Cement Co., Limited

OWEN SOUND

JAR. A. CLINE, Managing Director.

To Manufacturers' Agents

HARDWARE AND METAL has inquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of inquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

HARDWARE AND METAL
Montreal and Toronto.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

W. Arthur
Lydiatt,

TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, **HARDWARE AND METAL**.

The Results You Get Out of an Ad. Depend Largely on What You Put In it.

CONTINUING the remarks on display in last week's issue; it is very hard for a man who is not thoroughly familiar with type and its practical uses, who has not studied the value of contrast, to do anything exceptional in the way of displaying his ads.

This is a very good reason why he should not try.

If you could see some of the copy the newspaper compositors get, you'd wonder how they made any kind of an ad. out of it at all. This word written large—that one heavily underscored—and many other pet ways of “emphasizing” every sentence—often almost every word—in the ad.

An advertisement may be ever so fine, may contain ever so many convincing arguments, and yet be set in so unattractive a manner as to absolutely destroy its value, because so few persons will ever get to the “meat” of it. Very few people are even tempted to give an advertisement a second glance unless it have the eye-catching qualities.

The perfect ad. will be one which has a good substantial argument for business, clothed in proper expressions, and with some sort of an appropriate display in it which will draw the eye of the person who may be reading the paper.

A great many retailers make the great mistake of leaving the display entirely to the compositors on the newspaper, and while too much “marking up” with typographical instructions is undesirable—more likely, in fact, to confuse the compositor and result in a botch job—still it is a good plan to have a clear idea of the form in which you wish to have the ad. appear—the lines you wish displayed, paragraphs, etc., plainly marked so as to convey to the compositor your desires regarding the style of the ad. in a clear and easily understandable manner.

A merchant with either a natural or acquired knowledge of what constitutes good advertising will be not only able to

write his advertisement in attractive and convincing wording, but will also have the ability to select the proper type in which to have it set, and will be able to so “lay out” his copy that the poorest compositor cannot help but set up an attractive eye-catching ad. therefrom.

It is a good idea, therefore, for each newspaper to furnish its advertisers who

A great many newspapers do this, and we generally find that those publishers who give close attention to the composition of their ads., that they may be attractively displayed and arranged, not only have the paper of the nicest appearance, but generally carry the largest amount of local and foreign advertising.

I think most merchants would rather have their ads. look nice and read poorly than to have them read well and be poorly displayed. They stand just as good a chance of getting results, anyway.

But when a merchant really takes pains to construct an attractive ad., couched in convincing language, and then finds on the appearance of the newspaper that it is poorly displayed and presents an unattractive appearance, practically all his enthusiasm is killed for the time being.

There is often a great deal of science to be used in arranging the display, as certain styles of type which are very proper for a fire sale, for instance, would not be at all proper for the announcement of an “opening.” One requires a bold, black-faced type, while the other would want something very neat and attractive, but not loud.

When an advertiser trusts entirely to the ability and taste of the compositor for the arrangement of the display in his ads. he is very apt to be disappointed in the way his advertisement looks on the appearance of the paper. The very line, perhaps, which he wished most prominent will probably be set in a small type, whereas something that he is not particular about calling attention to is shown up in big letter.

There are some advertisers, however, who either from lack of experience or lack of talent are not capable of selecting the proper type in which to set an advertisement, and these would do well to give the matter thought and attention until they have drilled themselves into a proper knowledge of the subject.

Don't Waste Food

by placing it in Refrigerators that do not prevent decay and waste, and are full of musty odors.

THE

Brantford Cleanable

REFRIGERATORS

are built so as to insure a free circulation of air thus keeping the whole refrigerator cool and preventing decay of the contents.

These refrigerators are cleanable, every corner can be reached with a brush or rag and all dirt removed.

All styles and sizes

Moore & Browne

If it's hardware we have it

Phone 32

Queen near Brock

Sault Ste Marie, Canada

are capable of using it correctly, with a type book or type card, showing the various styles and sizes of type which they can place at the disposal of their advertisers. From this type book the advertiser can select such type as may meet the requirements of his advertisements, and see that the tone of his ads. is properly brought out by the style of type which will make the best display.

Moore & Browne, whose ads. are reproduced this week, seem to have followed my ideas regarding what constitutes a good advertisement pretty closely in the preparation of the ads. they send me.

They are displayed just about the way I've been saying ads. ought to be displayed, and written accordingly, with but a few exceptions.

In commenting on these ads. I would call attention to the suggestion for a refrigerator ad. which I gave a few weeks ago, and invite a comparison with the ad. of Moore & Browne's reproduced this week,—not to show superiority so much as to illustrate an argument.

The argument is this: I think it better to make your argument in the positive, rather than in the negative, —to say "keep food healthy by putting it in a refrigerator" rather than "Don't waste food by placing it in refrigerators that do not prevent decay, etc."

When you dwell on the fact that some refrigerators do not prevent decay, and are full of musty odors, etc, you arouse a suspicion in the reader's mind that perhaps your refrigerators are the same,—notwithstanding your statement to the contrary. It is best to keep the "decay and waste and full of musty odors" argument in the background, or say in the positive that your refrigerators "do prevent decay and waste and keep the food fresh and sweet".

Notice the headlines, "Don't Waste Food"—"The Brantford Cleanable Refrigerators"—"Moore & Browne." On first glance—which is all many an ad. gets—one is liable to receive an unfavorable impression. It might occur to some readers that you were arguing "Don't waste food" in "Brantford Cleanable Refrigerators" they, perhaps unconsciously, filling in the argument in that way.

This argument is along psychological lines and may not appeal to some readers as being important, but as we study the fine points of advertising we get it on this basis of giving considerable consideration to the probable impression the arrangement of the type and the arrangement of the argument will make on the reader, altogether outside of the real point of the argument itself.

Never mind calling attention to the disagreeable points about other goods than those you handle. Rather dwell forcibly on the merits of your goods—and go into detail regarding these.

If this refrigerator ad. of Moore & Browne's was punctuated a little better it would present the argument more forcibly.

THEIR BUSINESS INCREASING.

No slackening of business is felt by The Canadian Cordage Co., Limited, Peterborough, Ont. A representative of **HARDWARE AND METAL** saw Mr. J. Muir, the eastern representative of this firm, whose eastern branch is located in Montreal. To the usual query as to the state of trade, Mr. Muir replied enthusiastically that it is exceptionally good this season. His company are kept very busy attending to a rush of orders from all parts of the Dominion. Mr. Muir is a young man full of energy, well acquainted with the trade in the east, and he is going after business with an enthusiasm which is increased by success. He attributes the successful season which his firm is enjoying partly to the fact that he is carrying a well-assorted stock. He is able to supply the trade with their exact wants in all grades of manila and sisal rope. Whatever may be the principal reason, it is certain that his business is increasing.

MANUFACTURE OF SILVERWARE.

FEW of us ever think of what is involved in the manufacture of silverware. We admire designs and forms of beauty, but rarely ask questions as to the processes of manufacture, or think of the skilled craftsmanship that wrought out shapes and patterns.

The base of silverware is Britannia metal, a composition. Some compositions are much better than others, in texture, stiffness, hardness and other workable qualities.

The metal is rolled into sheets of varying thicknesses, and cut into required sizes. These flat pieces are either "drawn" or "spun" into hollow shapes, and these shapes in turn are still further worked up to their final form. Huge hydraulic presses with a strength up to 500 lbs. to the square inch are employed in converting the flat sheets into desired forms.

An illustration of the tremendous strength that water has under pressure is found in the stamping of designs. The mould containing the design is placed on the outside of the vessel, which is filled with water and the water locked in. The enormous plunger descends and the locked-in water forces the sides of the vessel into the mould, forming perfectly and instantly the ornamentation.

Much work of an unusually difficult character must be done by hand, but machinery is being constantly evolved to do almost human work. Band ornamentations are produced in long strips, and applied by the solderer. The solderer's services are called into requisition very

largely in silverware manufacture and so clever is his work that not a trace of it remains to be seen, the effect being that of a solid casting. The processes of electroplating, burnishing and engraving are further stages in silverware manufacture. Designing new patterns, making models first in wax, then in plaster and lastly in brass are other phases of the business.

The operations of The Standard Silver Co., Limited, of Toronto, serve to illustrate the extent and variety of the demands of a silverware manufacturing concern. In the matter of moulds, this company has now over 700, and in the matter of skilled labor there are 16 distinct classes. The difficulty of obtaining skilled labor is, perhaps the most formidable the manufacturer has to contend with.

M'CLARY MFG. CO.'S NEW PLANT.

The immense new stove and furnace works of The McClary Mfg. Co., London, Ont., have at last been fully completed and occupied by the men, who have, in fact, already become accustomed to their new quarters and are realizing the advantages of working in an entirely modern factory. As the proof of a pudding lies in the eating, so the advantages of a modern factory lie in the execution of work in less time and with greater ease than could be done by the older methods. The men in all the departments express themselves as being delighted with the many arrangements which have been made for their personal comforts as well as for facilitating their work. The number of employees has been considerably increased and will be added to as fast as more men can be secured. The site occupied by the old foundry will be used for increasing the tin and enamelware factories. The changes are now under way and the buildings will be completed and the plant ready for operation early in the Fall. The McClary Co. anticipate an exceptionally heavy business in both stoves and tinware this Fall and are working their increased facilities to their full capacity with the hope of being able to fill all orders promptly.

THE "SUNSHINE" FURNACE.

The extensive building operations throughout the country and the continued satisfaction given by this heater for the past three years has resulted in a heavy business being done during the present Summer. The McClary Co. report that although their furnace department has been working full-handed right along, the demand for their "Sunshine" and other heaters has taken their complete output. The "Sunshine" has been extensively advertised all Summer and this will be continued during the present building season.

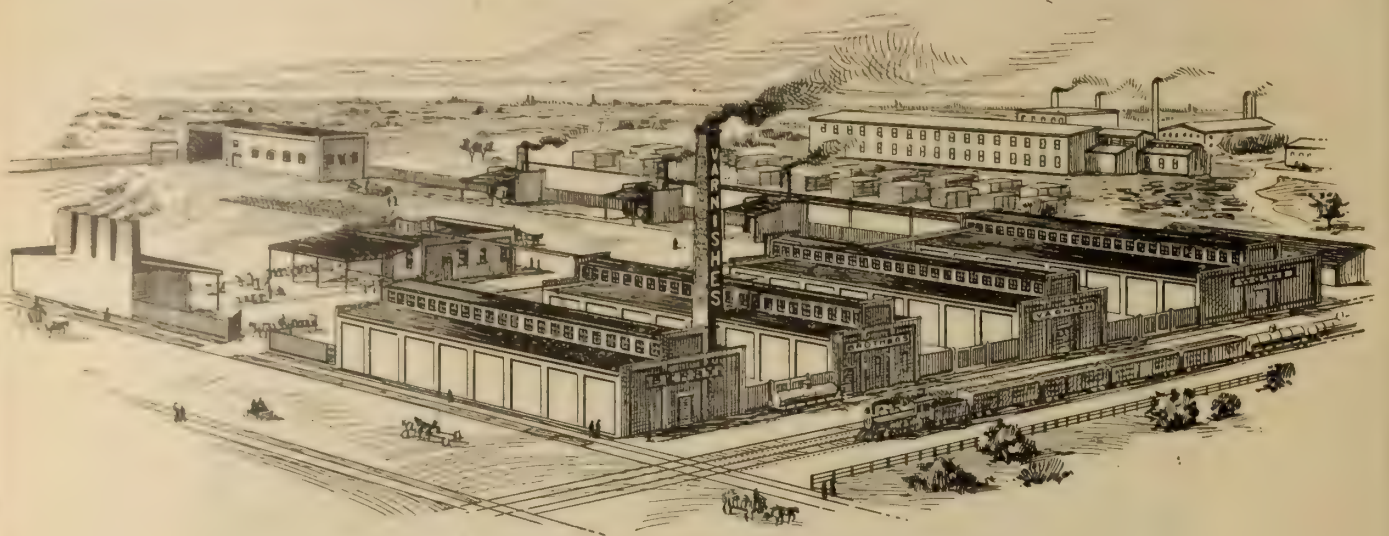
3

*Both to Standard Silver Plate
Co see our work 13 page 234*

Manufacturers
The Highest Grade Electro-Plated Silverware
A GUARANTEE  **A GUARANTEE**
That is
The Largest Silver-Plate Factory in Canada



**STANDARD SILVER
COMPANY,**
LIMITED
TORONTO, CANADA.



IT IS NEARLY
HALF A CENTURY

since we commenced to make Varnish. During this period we have acquired a knowledge not only of Varnish, but of the varied needs of varnish consumers that nothing but time can impart, and have also learned how to cater successfully to every varnish want.

Our experience belongs to those who use and sell Berry Brothers' Varnishes.

Safest goods to handle, surest and most reliable goods to use.

WRITE FOR CATALOGUE.

Berry Brothers
LIMITED
WALKERVILLE, ONT.



PAINT, OIL AND BRUSH TRADES

THE INGREDIENTS OF PUTTY.

A correspondent of The Oil and Colourman's Journal writes of putty: There are, however, a few points which have to be carefully adhered to to turn out a first-class article. East coast makers draw their supplies of whiting from vats, viz., Paris whiting, Spanish whiting, and sand. Now, the first requisite of all is that whatever quality is used, by itself, or in combination, it must be bone dry. This is generally done in kilns at high temperature. After being dried, it is ground in an edge-mill, and pressed through a coarse sieve. Paris white by itself makes the whitest putty, but it is better with one-sixth or so of sand added for general use. Spanish white is more generally used, but sand should not be added to any greater extent than one-tenth. And finally, nothing but the best linseed oil should be used, in the proportion of about one in seven by weight. West coast manufacturers get their whiting from Irish sources. It is much heavier, and therefore requires less oil per cwt., but does not make so good putty. It is improved by adding a percentage of east coast sand. Glaziers' putty should be made entirely from linseed oil, as they, being large users, soon get through quantities. On the other hand, putty for joiners, painters, and retailers should contain one gill or so of colza (or other non-drying oil) per gallon of linseed to keep it from setting too quickly. Theirs should also always be supplied in iron drums, as drums do not absorb the oil. Plumbers want their putty hard."

THE ONTARIO LINSEED OIL CO. LIMITED.

One of a trio of new industries recently started in Owen Sound is The Ontario Linseed Oil Co., Ltd., with a capital of \$100,000. President, F. G. Sanderson; vice-president and managing director, S. J. Parker; sec.-treasurer, Jno. Parker; superintendent, Aaron Read; directors, the afore-mentioned officers together with I. M. Levan, B.A., ex-principal of the O.S.C.I. The approximate expense involved in fully preparing the plant is in the neighborhood of \$60,000. Six presses have already been purchased, and if the directorate ever have occasion to enlarge the plant eighteen more presses may be installed without making any alteration whatever in the building.

These six presses are capable of consuming and converting into oil 900 bushels of linseed daily, which will amount to an output of 40 barrels each day. The immense frame bins constructed on the roof of the factory proper have a capacity of 40,000 bushels of seed. A complicated piece of machinery known as the French automatic trimmer and packer will be imported; this machine will be the sole representative of its kind in the Dominion, and practically prepares the manufactured material for shipment. The factory is the most substantial building which has yet been erected in these parts, and this massive structure, coupled with the modern machinery already purchased, will form a linseed oil factory outclassed by no other in the Dominion, and quite capable of occupying a conspicuous position among all other oil-producing concerns in America. -Owen Sound Times.

TURPENTINE FROM DRY KILNS.

George Dole Wadley, the vice-president of the Atlantic and Birmingham railroad, has a plan for securing from lumber a quantity of turpentine that is now wasted, but which he believes can be secured by a simple apparatus and at small cost. His plan is to attach a tin pipe to each of the ventilators of dry kilns to catch the vapor that arises from the drying lumber, to convey this vapor by

means of the pipes to worms and condensers and in this way secure the turpentine that now passes off in vapor and is lost.

The plan suggested itself to him while on the top of a kiln, where he noticed that the vapor that escaped from the ventilators had a strong smell of turpentine. He then conceived the idea of saving this loss, and in a short time will put this idea to a practical test by fitting two worms and the necessary piping to a dry kiln at a large saw mill at Ambrose, in Coffee county. Paint, Oil and Drug Review.

CANADA PAINT CO.'S PICNIC

The eleventh annual picnic of the officers and employees of The Canada Paint Co., Montreal, is being held to-day (Saturday), at Sherringham Park, on the Ottawa River near the Lake of Two Mountains. The Ottawa River Navigation Co.'s steamer "Duchess of York" has been specially chartered to convey the excursionists to this favorite resort. A brass band and a string orchestra has been engaged. A strong committee will look after the refreshments. A most enjoyable outing is assured.

About 500 will participate and a feature of the amusements will be a waltzing contest—Highland Scotchmen with French-Canadian partners.

LINSEED OIL

Raw and Boiled

"GUARANTEED PURE"

MANUFACTURED BY

Canada Linseed Oil Mills, Limited
MONTREAL.



BARRELS WANTED!!

WE are open to buy good sound, oak Linseed Oil, Turpentine, Varnish, and Machine Oil Barrels.

PAINT AND OIL MARKETS.

MONTREAL.

Montreal, July 21, 1903.

THERE is perhaps, on the whole, a somewhat lessened demand for painting material from the hardware and general trade. The decrease has, however, been very slight, one prominent paint man reporting that his business now is better than at the end of May. The demand is well distributed over the country. On special lines, namely, paints used for construction work, carriage and implement painting, etc., business is as brisk as ever. A slight falling off in the demand for Paris green is reported, and probably most dealers through the country are fairly well stocked. There is a steady demand for white lead, and shipments of varnishes show little, if any, abatement. Linseed oil is in excellent supply and is some what easier for round lots. Turpentine, which has never been abundant this year, still comes to a bare market, and prices are well maintained. We quote:

GROUND WHITE LEAD. Best brands, Government standard, 85 to 85.25; No. 1, \$1.27½ to \$1.87½; No. 2, \$1.10 to \$1.50; No. 3, \$1.02½ to \$1.12½; No. 4, \$3.65 to \$3.75, all f.o.b. Montreal. Terms, four months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—\$1.75 in casks and in kegs, 55.

DRY WHITE ZINC.—Pure dry, in casks, 6½c.; in 100 lb. kegs, 6¾c.; No. 1, zinc, in casks, 5½c.; in 100 lb. kegs, 5¾c.

WHITE ZINC (ground in oil)—Pure, 25-lb. irons, 9c.; No. 1, 7c.; No. 2, 6c.

PUTTY.—We quote: Bulk, in barrels, \$1.60; bulk, in 100-lb. packages, \$1.85; bladders, in barrels, \$1.90.

ORANGE MINERAL.—Casks, 7c.; 100 lb. kegs, 7½c.; smaller quantities, 8½c.

RED LEAD.—Genuine red lead, in casks, \$1.50; in 100 lb. kegs, \$1.75; in less quantities, \$5.75 per 100 lb. No. 1 red lead, casks, \$1.25; kegs, \$1.50 and smaller quantities, \$5.50.

LITHARGE.—Ground, casks, 5c.; in less quantities, 5½c.; flake litharge, casks, \$5.25; smalls, \$5.75 per 100 lb.

LINSEED OIL.—Raw, 1 to 4 bbls., 5½c.; boiled, 57c.; raw, 5 to 9 bbls., 53c.; boiled, 56c. Terms, net cash in 30 days. Delivered in Ontario, between Montreal and Oshawa, at 2c. per gallon advance.

TURPENTINE.—Single bbls., 74c.; 2 to 4 bbls., 73c. Terms, net cash in 30 days.

BENZINE. 25 to 26c.

SHELLAC VARNISH.—Pure white, \$2.20 to \$2.35; orange, \$2.10 to \$2.25.

MIXED PAINTS. \$1.20 to \$1.10 per gallon.

CASTOR OIL.—8½ to 9½c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL. 48 to 50c.

COD OIL.—35 to 37½c.

PURE CANADIAN PARIS GREEN.—Petroleum barrels, 15½c. per lb.; arsenic kegs, 15½c.; 50 and 100 lb. drums, 16c.; 25 lb. drums, 16½c.; 1 lb. packages, 17c.; ½ lb. packages, 19c.; 1 lb. tins, 18c.; ¼ lb. tins, 20c.

PURE ENGLISH PARIS GREEN.—Petroleum barrels, 14½c.; arsenic kegs, 14½c.; 50 and 100 lb. drums, 15c.; 25 lb. drums, 15½c.; 1 lb. paper boxes, 16c.; 1 lb. tins, 17c.

TORONTO.

There is a good business for this time of year, which is generally inactive. Paris green sales have been large and jobbers who bought stocks previous to the advance made some time ago by manufacturers are about sold out, consequently there is not nearly as much cutting under current quotations. Cutting is still rife in other materials. We quote:

WHITE LEAD. Ex Toronto, pure white lead, \$5.10 to \$5.25; No. 1, \$1.62½ to \$1.87½; No. 2, \$1.25 to \$1.50; No. 5, \$3.87½ to \$4.12½; No. 4, \$3.50 to \$3.75 in packages of 25 lb. and upwards; ½c. per lb. extra will be charged for 12½-lb. packages; genuine dry white lead, in casks, \$5.02½.

RED LEAD. Genuine, in casks of 560 lb., \$1.75 to \$5; ditto, in kegs of 100 lb., \$5.25 to \$5.50; No. 1, in casks of 560 lb., \$1 to \$1.25; ditto, in kegs of 100 lb., \$1.25 to \$1.50.

LITHARGE. Genuine, 6 to 6½c.

WHITE ZINC.—Genuine, French V.M., in casks, 86 to 86.25; Lehigh, in casks, 86 to 86.25.

SHINGLE STAIN.—In 5 gallon lots, 60 to 85c. per gallon.

PARIS WHITE. 90c to \$1 per 100 lb.

WHITING.—60 to 65c. per 100 lb.; Gilders' whitening, 75 to 80c.

GUM SHELLAC.—In cases, 32 to 36c.; in less than cases, 12 to 15c. per lb.

SHELLAC.—Pure orange, in bbls., \$2.10; white, \$2.25 per gallon; No. 1, 15c. less; in less quantities, 10c. extra.

GLUES.—Broken sheet, in 200-lb. bbls., 8 to 8½c. per lb.; cabinet glue, in bbls., 11½ to 12c.; emery glue, in bbls., 17c.; bookbinders', ground, 10½c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

PUTTY. Bladders, in bbls., \$2.10; bladders, in 100 lb. kegs, \$2.25; bulk, in bbls., \$1.80; bulk, less than bbls. and up to 100 lb., \$2.05; bladders, bulk or tins, less than 100 lb., \$2.75.

PARIS GREEN.—Petroleum bbls., 15½c. per lb.; arsenic kegs, 15½c.; 50 and 100-lb. drums, 16c.; 25 lb. drums, 16½c.; 1 lb. packages, 17c.; ½-lb. packages, 19c.; 1 lb. tins, 18c.

PLASTER PARIS. New Brunswick, 82 per barrel.

PUMICE STONE. Powdered, \$2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots and 8c. in bbls.

LIQUID PAINTS.—Pure, \$1.20 to \$1.40 per gallon; No. 1, \$1.10 per gallon.

BARN PAINTS. 65 to 70c. per gallon.

CASTOR OIL. English, in cases, 8 to 10c. per lb.; and 9 to 10c. for single tins.

LINSEED OIL. Raw, 1 to 2 bbls., 58c.; boiled, 61c.; 3 to 5 bbls., raw, 60c.; boiled, 61c. delivered. To Toronto, Hamilton and London, 2c. less. All quantities of 10 bbls. and over of linseed oil sold only f.o.b. Toronto, Hamilton, London and Guelph.

TURPENTINE.—Single bbls., 75c.; 2 to 3 bbls., 74c. delivered. Toronto, Hamilton and London, 2c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5 gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

WINDOW GLASS.

MONTREAL.

There is still a fair demand for window glass, and the market remains steady. We quote as follows, subject to some reduction for round lots: First break, 50 ft. \$2; second break \$2.10 for 50 ft. First break 100-ft., \$3.80; second break, \$4; third break, \$1.50; fourth break, \$1.75.

TORONTO.

There is a fair movement. Prices are steady. We quote: Star, under 26 in., \$3.80; 26 to 40 in., \$1; 41 to 50 in., \$1.50; 51 to 60 in., \$1.75; 61 to 70 in., \$5; 71 to 80 in., \$5.50. Toronto, Hamilton and London. Terms, four months.

PROFIT

on paint is largely governed by the quantity you sell. If you handle the best paint you will sell more than your competitors.

"ANCHOR" LIQUID PAINT has been on the market for 30 years. The best white lead in the world—"BRANDRAM'S B.B. GENUINE"—is used in its manufacture; this, together with our years of experience, modern factories and skilled workmen, combine to produce a paint that is unequalled.



HENDERSON & POTTS

ESTABLISHED
1874,Halifax and
Montreal.



"Pullman"
Lawn Sprinkler
IS YOUR
ORDER IN ?
Send for Folder No.14.
PULLMAN MFG. CO.
Rochester, N.Y., U.S.A.



We make every description of
ARCHITECTURAL IRON,
ORNAMENTAL METAL AND
WIRE WORK

used by the building trades. We sell through
the hardware dealers. Send for catalogue.

DENNIS WIRE & IRON CO.
LONDON, ONTARIO.

Genuine Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.
SAMUEL ROGERS, President.



WINDOW GLASS.

Our Spring Importations are now arriving, and carrying a very heavy stock, we are in a position to fill all orders promptly.

THE ONLY HOUSE IN CANADA manufacturing and stocking EVERY KIND OF GLASS required for Building purposes.

HOBBS MANUFACTURING CO., LIMITED
LONDON, CANADA



Manufacturers of FINE READY-MIXED PAINTS,
FLOOR PAINTS and VARNISHES, and WHITE
LEAD. Full line of best DRY COLORS, OILS,
and all PAINTER REQUISITES always in stock.
Send for prices.

The Globe Paint Co.,
Limited
422-424 Adelaide St. W., Toronto.

Strengthen Your Paint Business

The best way is to always carry in stock a few
genuine leaders that will eclipse anything of their
kind on the market.

Lucas Greens

will help you specialize in this way profitably. Can
we interest you in these famous colors—the ack-
nowledged standard of Greens for upwards of 50
years?

Write for Samples and Prices.

JOHN LUCAS & CO.

Paint, Varnish and Color Manufacturers

New York Philadelphia Chicago

Lucas & Co. are the largest manufacturers of Dry Colors in the world.
Originators of the famous Lucas Green—Dry and in Oil.

R. C. JAMIESON & CO.
LIMITED

Manufacturers of all kinds of

Varnishes and Paints

SUCCESSORS TO THE OLD ESTABLISHED
BUSINESSES OF

R. C. Jamieson & Co. AND The Baylis Mfg. Co.

Office : 26 Nazareth Street.

Factories : { 23 to 29 St. Thomas Street.
 { 16 to 28 Nazareth Street.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

THE PITTSBURG METAL MARKET.

THE action of the Southern Furnace Association at their meeting in Chicago last Friday, by which they again reduced the "official" prices, has caused a great deal of adverse comment in Pittsburgh, and the general expression is that the attempt to maintain official prices, and particularly reducing these prices at intervals, has not only not served to induce consumers to come into the market, but has encouraged them to stay out. It is pointed out that so far foundries have not been ready to buy at any figure, but that if the market were left to itself they would be likely to begin buying within a few weeks.

A report has been going the rounds that about a week ago the leading steel mills held a meeting at which the price of billets and sheet bars was fixed. No such meeting was held, but the fact is that for a long time the leading producers have been working in very close harmony in the matter of crude steel, and have kept each other accurately advised as to what they were doing. By this means several attempts to break the market have been averted, prospective buyers in such cases reporting to steel mills negotiations alleged to have been entered into with other producers, when the fact was that the other mill had not been approached at all. It appears it was the discovery of this harmony of action which formed the basis for the report that the mills had just come together. A report has also gained some circulation that a certain local producer sold 15,000 tons of high carbon billets for Detroit at \$26 at mill. The facts are that the sale was only of 5,000 tons, and at about \$29 at mill.

Some weakness has developed in corrugated roofing, there being offers of this material at 10c. a square below the recognized market. It cannot be learned that any producers are naming cut prices, and the supposition is that the material offered is at second hand. It is known that one or two dealers have more material coming to them than they can dispose of in the regular channels, as this is the dull season. The regular prices on carload lots, No. 28 gauge, 2½-in. corrugations, are \$2.10 per square for painted and \$3.35 for galvanized, a square being 100 square feet, and weighing, for No. 28 gauge, painted, nominally 69 lb.

There are reports of further shading on

galvanized sheets, but none on black. It appears that the leading interest has not recognized any change in the market on these lines, and it is believed that this indicates that any shading must be at second hand only, and for limited quantities.

The movement in plates, shapes and merchant bars shows a slight further improvement, and mills are all quite comfortably employed. There is no sign of any change of prices, except in bar iron, which is lower.

The machinists' scale for the Pittsburgh district was settled last Saturday, the employers giving an advance of 7½ per cent. in wages, and some other minor concessions, including two extra holidays, New Year's Day and Decoration Day, on which double time shall be paid, also increasing the pay for shop work on Sundays from time and a half to double time. There is nothing new in the molders' situation, since the secret ballot of last Friday, which was again in favor of a strike. This vote was taken for the information of the national officers now in session in Cincinnati, who will determine whether to authorize a strike in this district. There is now very little likelihood that there will be a strike of molders.—Iron Trade Review, July 16.

BRITISH TINPLATE MARKET.

A despatch from Liverpool, July 11, to The Metal Market says: The principal business doing is in squares and odds on home and continental account on a basis of 11s 9d and 11s 10½d. The enquiries for IC, 14x20, have also been more vigorous, with sales at 11s 4½d for prompt and forward lines up to the end of the year. IC, 28x20, to be had from 23s 3d to 23s 6d, with buyers over at 23s.

Charcoals are more enquired for on Canadian and Continental account. "Allaway" grade, 12s 6d to 12s 9d.

Wasters are in good demand and rather scarcer. 14x20 sold 11s 1½d, 100 pounds at 11s, 90 pounds quoted 10s 9d, 80 pounds, 10s 3d; 18¾x14, 10s 7½d, buyers 10s 6d; 10x20, at 15s 3d; 28x20, 22s 9d, buyers 22s 6d.

Nothing doing in oil sizes at present. Prices nominal, 11s 7½d to 11s 9d, and 16s 9d to 16s 10½.

Finished S.M. blackplate, £8 17s 6d to £9. S.M. bars, £4 13s to £4 15s.

The Swansea Harbor Trustees have furnished following official return of tin plates received from the works, shipped and in stock, in boxes; Week ending July 1, 1903, received 46,000; shipped 32,747; in stock 122,696. Previous week received 60,455; shipped 49,526; in stock 159,443. Corresponding week last year, received 61,434; shipped 46,318; in stock 158,186.

NEW YORK TURPENTINE MARKET.

While the demand for spirits continues rather light, yesterday's market rose in response to the advance at Savannah and was very firm on a very light yard stock. Holders were asking 52c. for machine-made barrels and 51½c. for oils, and there was no disposition to shade prices. Business to a limited extent was transacted on this basis, but dealers reported a lack of interest on the part of consumers. Savannah was quoted firm at 48½c.—Journal of Commerce, July 22.

NEW LAMP FOR CANADIAN MARKET.

Edward Miller & Co., Meriden, Conn., manufacturers of lamp goods, are probably the largest concern of the kind in the United States. They employ over 800 hands. Practically everything of the nature of brass work entering into the making of gas and oil lamps is turned out by Miller & Co. The history of the firm dates back to 1847.

T. R. Barnes has been coming to Canada for this house for many years and making annually about six visits. He succeeded in placing recently with The Rochester Lamp Co., Toronto, a new gas lamp of exceptional illuminating power, the feature of which is a 3-burner or cluster gas lamp which can be attached to any fixture; that is, the lamp is made up of three ordinary mantle burners.

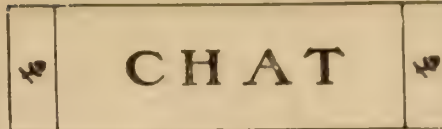
HEAVY DEMAND FOR BUILDING PAPERS.

The Paterson Mfg. Co., Ltd., Toronto and Montreal, have had an exceptionally heavy demand for their building papers. Of the many lines of these papers the outstanding one is their "Wire Edged Ready Roofing" which in many communities has practically driven out the old-time shingles. Economy, the fact that their roofing is fire and tear proof, and the ease of application, have been factors in achieving this result. On account of their roofing being absolutely frost proof, it is admirably suited to the needs of the Northwest, and with the extensive building operations that must prevail for many years to come in that section of Canada The Paterson Mfg. Co. see an ever-growing demand for their products.

The "C" Brand Horse Nails

are not the lowest priced, but they are the cheapest; that is, if you will take quality and durability into consideration. It is an old truth which has found expression in the saying, "the best are the cheapest." For us to assert that the "C" Brand Horse Nails are the best, is only to repeat the experience of the Hardware trade and the farriers who have bought and used them in the Dominion for the past thirty-eight years. They are the standard Horse Nails of Canada, because they are the best. NO OTHER HORSE NAILS MADE IN CANADA HAVE EVER BEEN SOLD AT A BETTER PRICE THAN THE "C" BRAND. WHY? Because there were none better. If you want the best article, either Horse Nails or anything else, you have to pay a price corresponding to its value. Our "C" Brand Nails cost most to make, because we do not admit anything of a cheap nature into their composition, or the process of manufacture. The best material that is known or used in the world for the manufacture of Horse Nails: Swedish Charcoal refined mild tough steel we use exclusively, and is made specially for our works in Canada. The hot-forged hammered process is the only one we use, because it alone thoroughly hammers and consolidates the Nail from the solid rod of steel. Other brands of Horse Nails which are sold at from twenty-five to seventy cents a box less than our "C" brand, only reduce the cost of the thirty-two nails used in shoeing a horse from one-third of a cent to one cent. There is no economy in using "cheap" Nails. Sell the "C" brand and you will satisfy yourselves and please your customers. All the leading wholesale firms in Canada have them on sale, or they can obtain them for you if you specially order them. If any firm cannot fill your order with "C" brand, please advise us.

Canada Horse Nail Company,
MONTREAL.



S. Taylor, hardware merchant, Yellow Grass, N.W.T., is erecting a large brick store.

The head office of The Peerless Cash Register Co., Ltd., Hamilton, has been changed to St. Catharines, Ont.

Henry Gilles, blacksmith, St. Jacob's Ont., has purchased the hardware stock of W. & A. Snyder, and will continue the business.

J. A. Wilson, Lanark, Ont., has sold his tinsmith and hardware business to J. A. McDonald-Balderson who will take possession about August 1.

Mr. S. N. Blaine is running through Ontario and Quebec for Hunt, Helm, Ferris & Co., of Harvard, Ill., carrying a full line of steel coasters and children's sleighs.

The marriage ceremonies of Robert McGowan, of the firm of McGowan Bros., hardware merchants, Unbridge, Ont., and Miss Jessie Bustin, were celebrated a few days ago.

Donald McGregor, a well-known and much respected citizen and business man of Caledonia, Ont., who in 1902 sold his extensive hardware business to his son, is dead.

The wedding of H. Duchene, of H. & J. Young's hardware establishment, Quebec, to Miss May Boudreau, was celebrated in the French Presbyterian Church, Quebec, recently.

Edwin C. S. Hunt, representing The Hoyt Metal Co., of St. Louis, Mo., is going through Ontario this month with a full line of metals and alloys. This firm's output is 35 cars of metal per day.

The customs statement for the port of Montreal shows that in eight years the business of that port has doubled. In 1894-5 the amount of duties collected at Montreal was less than \$6,000,000. In the year just closed the collections reached the large sum of \$11,803,300.

Edwin Chown & Co., of Kingston, are just completing the remodelling of their warerooms and tinshop. They are putting on a handsome pressed brick front, enlarging their sample room, and decorating it with metallic walls and ceiling, and just doubling the capacity of their workshop.

The municipal council of Palmerston, Ont., are contemplating the erection of buildings for the electric light plant and water works systems, which the corporation intend to operate.

The Canada Paint Company's
Aluminum.

Paint Proverbs

"Everything worth painting
Is worth painting well."

Try C. P. Co's Aluminum.

"A 'touch' of Paint in time
Saves nine."

Try C. P. Co's Aluminum.

"A Brush in the Hand
Is worth two in the Bush."

Try C. P. Co's Aluminum.

"Take care to use good Paint
And the House will take care of
itself."

Try C. P. Co's Aluminum.

"Midst pleasures and palaces
where'er you may roam,
There's no place on earth like a
well-painted home."

Try C. P. Co's Aluminum.

"After Breakfast walk a mile,
After Dinner Paint a while."

Try C. P. Co's Aluminum.

"The Home should be Spotless,
But not Paintless."

Try C. P. Co's Aluminum.

"You will never miss the Paint
'Till the tin runs dry."

Try C. P. Co's Aluminum.

"Don't buy a pig in a poke,
Buy Paint in a tin."

Try C. P. Co's Aluminum.

"For The Old Oaken Bucket,
The Iron-Bound Bucket."

Try C. P. Co's Aluminum.

Ready to use.

Ask for The Canada Paint Company's Aluminum.

Ask for The Canada Paint Company's Aluminum.

Ready to use.

The Canada Paint Company's
Aluminum.

HEATING AND PLUMBING

ARE INTERCEPTING TRAPS A NECESSITY?

IN a former issue of "Hardware and Metal" there appeared an article as to the unnecessary use of traps to the house drainage system, the contention being that all stack-pipes should be used as ventilators to the sewage systems of the various towns and cities.

Since this article appeared, there has, (through the kindness of J. W. Hughes, of Montreal,) come into our possession a paper prepared and read by Mr. Hughes some time ago along this line. This paper fully sustains our contention in the recent article. Those who know Mr. Hughes will readily place a very high value on his statements along sanitary lines, and will concede his claim as an authority on that subject. It has been one of his special studies. The National Association of Master Plumbers have placed a high value on Mr. Hughes' sanitary knowledge and have from time to time elected him chairman of the Sanitary Committee. The reports of his committee presented from year to year at the convention have always been considered of very great value and regret has been expressed that the suggested reforms could not be placed upon the statute books of our country and be enforced.

If his fellow craftsmen had the power it would not take them long to decide the question. Unfortunately public sentiment has been so strong against any reforms advocated by any who are engaged in the plumbing profession, that it has been a hard proposition to have enacted proper laws along sanitary lines. With the formation of local and provincial boards of health this difficulty is being overcome.

So long as the public do not imagine that the reform emanates from the plumber, but believe it to be the creation of the board of health, it is more easy to accomplish results.

Reverting back to Mr. Hughes' paper—after reporting an "increased interest in all matters relating to what may be termed practical sanitation, or the carrying out in actual work the theories and plans of advanced thinkers and experiments in sanitary science," the fear is expressed that there may be a possibility of going too far or too fast along reform lines, of "working from an extreme apathy and do-nothing policy to one of too great an elaboration and complica-

tion in the carrying out and planning of plumbing apparatus."

Those who are in a position to enact sanitary laws should always consider that their main object in putting such laws into force is for

SAFETY, EFFECTIVENESS AND SIMPLICITY.

In passing, Mr. Hughes also deals with the question of ventilation of public buildings. Coming to the main feature of the paper, that of "the intercepting trap on private sewers," Mr. Hughes quotes from a paper prepared by W. M. Watson, which has been taken from actual experiments conducted in the city of Cologne, Germany.

PRACTICAL EXPERIENCE IN GERMANY.

The city fathers of that town who were desirous of having the very latest and best sanitary laws, appointed a committee to make thorough tests and fully investigate the subject. They associated with the committee Herr Maniewski, a leading architect, and Herr Unna, a famed sanitary engineer. These gentlemen went into the question, erected a complete apparatus with glass pipes for practical demonstration. Mr. Watson's paper was prepared on the results of this investigation.

"It was shown that when a main intercepting trap was used it not only modified the speed and partly obstructed the flow of sewage, but it prevented any of the air carried down by the soil and other waste water pipes from discharging into the street sewer, where its aerating functions are so necessary to commence the purification of the sewage in the drains and assisting in the prevention of sewer gases generating in the sewers.

"It was also shown that when the main intercepting trap is omitted there is a superior and self-cleansing flow of sewage and that large volumes of air pass forward to street sewer, creating a healthy atmosphere, and circulation of air down the soil pipe through which the fluid is passing, and up other soil pipes that are at the time standing idle.

"These experiments, especially those that show that air is carried down with waste waters and that the main trap is a dangerous obstruction, fully explain the reason why those towns that do not use back air pipes, and that extend their soil pipes from the crown of the drains to the highest point of the roof, and

which makes every rain water leader and waste water pipe to pass to the street sewer without any obstructing trap or sharp angles or interceptions of any kind, are almost free from odors in the houses and streets and free from diseases that can be traced to sewer gas poisoning; while on the other hand, those cities which have adopted the principle of intercepting traps, back-air ventilation pipes, with all their intricate complications, are often quite the reverse; and of disease a great deal is found among the inhabitants who happen to live in the modern built houses, where the obstructing system has been installed, and this, in spite of the fact that the same towns often spend large sums of money in flushing drains and artificially ventilating the street sewers, a thing which is never necessary if the sewers are laid down properly and the straight, unobstructed system is adopted.

"If every house rain water leader and waste water pipe were made to form a street sewer ventilator, and the water coming down each of the pipes will bring down four times its own bulk of air, which will go a long way towards providing all the air that is needed to do the necessary work of cleaning the sewage, and in that case the public sewers will be changed from a gas generating chamber to a receptacle for the

AERATION AND PURIFICATION OF SEWAGE and in that case they would be harmless, while under obstructive plumbing by-laws and private drain arrangement of intercepting traps, no aeration of the sewers can take place; therefore purification lets up and the sewage gas is generated abundantly, which poisons the dwellings and the atmosphere of densely populated towns."

If the result of the experiment shows this to be a fact, and common reason will admit of its truth, it is up to some of the municipalities to give this system a fair trial. There is no question it could not receive a proper trial in a large city where the intercepting traps had been the rule for so long, and where the many thousands of private drain connections are made with this obstruction. True, it would not be a serious proposition to have a great many of these traps removed, but this could not be done except where cast iron pipe had been used for the drainage system. In a growing country like Canada, where cities spring up almost in a night, and a start has to be made in a sewage system, the idea

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—Rubber Springs.

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would be a more proper test. About the best the large cities now using the inter-city lines are able to compel in future the use of heavy cast-iron pipe for all house connections. This would, in time, be enough to more effectively prohibit the use of iron pipe.

A GASOLINE PORTABLE LAMP.

The Edison-Vapor Lamp Co., Toronto, are offering a gasoline portable lamp that they believe is destined to find a large sale. It is made for store, office, warehouse, lawn and street use, and has a lighting strength of from 100 c.p. to 250 c.p. The principle is an overhead tank with a special generator. In places where gas is not furnished this lamp ought to find a quick appreciation.

The company also manufacture a gasoline motor of 1½ to 2½ h.p., useful in butcher shops, for sausage making, and to printers for small presses, and for factories where motors of small size suffice.

ANNUAL RE-UNION.

What proved to be a very successful outing was the annual picnic held by the office and staff of The John Ritchie Plumbing & Heating Co., 64 Adelaide street east, Toronto, on Saturday last, to Long Branch. The afternoon was given up to sports and games. The programme includes races for the journeymen, helpers, married ladies, single ladies, married men and single men.

A feature of special interest was the baseball match between the journeymen and helpers, which was won by the latter with four runs to the good. At the conclusion of the races J. H. Wilson, president of the company, presented the prizes won by the lucky contestants. One of the pavilions was rented and handed over to the ladies who provided the good things. About 50 were in attendance and all returned to the city well pleased with the afternoon's pleasure.

PLUMBING AND HEATING NOTES.

Walter Martin, of Kingston, Ont., is now with Bennett & Son, Gananoque.

Peter & Sylvester, Stratford, Ont., have secured the contract for the plumbing of the Hospital Nurses' Home of that city.

The Belleville gas plant and franchise is about to change hands. The gas company have offered the same for sale by tender.

The water and light commissioners of Fort William, Ont., have decided to instal meters in all places using 100 candle-power or more.

The plant of The Guelph Light and

Power Co., Guelph, Ont., has now passed completely into the possession of the city. The purchase price was \$155,000.

There is a dispute between the master plumbers and journeymen of Hamilton over the Saturday afternoon holiday. It is expected that an amicable settlement will be reached.

The Journeymen Plumbers' and Steamfitters' Association of Toronto intend holding their annual excursion to Orillia on August 15. A first-class programme of games and sports is being arranged for, which will include contests on land and water. There will also be a baseball match. A good time is anticipated.

R. E. Fitzgerald, the Mill St. plumber, St. John, N. B., has been awarded the contract for plumbing and heating T. H. Estabrooks' new warehouse in Mill St. There will be two heating plants installed—one of hot water, for the office, and one of steam for the main building. The warehouse will be one of the best fitted in the province from this standpoint, and the only one in the city with two heating plants.

BUILDING NOTES.

W. Wilson, Winnipeg, Man., is building a large implement warehouse.

Baggage and express rooms are to be erected for the Intercolonial Railway at Levis, P.Q.

A new church is being erected for the Disciples of Christ on Ann street, Portage la Prairie, at a cost of \$11,000.

The T., H. & B. Railway are having a large addition built to their freight sheds on Maria street, Hamilton, Ont., at a cost of \$6,000.

Fraser Bros., contractors, of Strathcona, Alta., are erecting a large grain elevator for The Morinville Milling Co., Morinville, Alta.

R. Press & Son have taken out a permit to erect four new brick houses on Madison street, Hamilton, Ont. They will cost \$4,000.

J. B. Mathers, Vancouver, is erecting a large business block on Hastings street at a cost of \$10,000. Mr. Mathers contemplates further building.

A large factory is being erected for The Telford & Chapman Manufacturing Co., Rock Island, P.Q. The building will be four storeys and basement.

The Ogilvie Flour Mills Company will build 18 new elevators in Manitoba and

the Northwest Territories next Fall, increasing the total to 100. Construction has already been begun on several of them.

D. Pottinger, Moncton, N.B., is calling for tenders for the erection of nine stations, two water tanks and one engine-house for the P.E.I. Railway. Plans and specifications can be seen at the office of the engineer-in-charge, Charlottetown, P.E.I.; the assistant engineer's office, Murray River, P.E.I., or at the chief engineer's office, Moncton, N.B. Tenders close Saturday, August 1, 1903.

Stratford, Ont., is about to experience lively building operations. A company is being formed under the title of The Stratford Improvement Company, who propose to erect a great number of dwellings. It is said that the McLagan farm, which fronts on Downie street and which is adjacent to the G.T.R. station and shops, has been purchased, on which the proposed dwellings will be erected.

BUILDING PERMITS ISSUED.

TORONTO.

Mrs. M. Phillips, pair brick dwellings, Dupont street, to cost \$3,000.

Mrs. Margaret Clelland, dwelling, 314 Given street, to cost \$1,600; Geo. Clelland, architect.

John Schmidt, pair brick dwellings, south side Gerrard near Degrass street, to cost \$2,000.

C. S. James, alterations to dwelling, 144 St. George street, to cost \$2,000; F. R. Heaks, architect.

E. A. Drummer, pair semi-detached dwellings, 201 and 203 St. Claren's avenue, to cost \$5,000.

Thomas McIlwain, two detached dwellings, Dufferin street near Mississauga, to cost \$4,000; H. Simpson, architect.

Gunns Limited, two-storey stable north side Sydenham street near Sackville, to cost \$1,300; J. A. Harvey, architect.

J. W. Moyer, one storey church, brick and stucco, corner Arthur street and Gore Vale avenue, to cost \$3,500; J. F. Brown, architect.

Dominion Bank, alterations to bank south east corner Queen and Esther streets, to cost \$3,000; Darling & Pearson, architects.

York County Loan and Savings Co., brick and stone dwelling, north side Fernanagh avenue, to cost \$5,000; R. W. Sanderson, architect.

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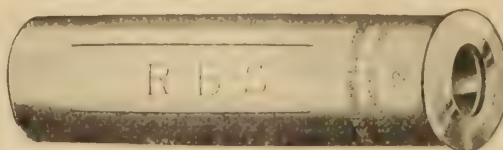
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Superior in Design, Workmanship
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"Take Down"
Gun Made



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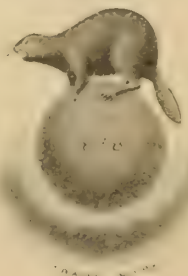
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and Eyes.

Specials of all kinds.

A NEW ILLUMINATING MATERIAL.

United States Consul James H. Wor-
man, Munich, reports: An important
German chemist, Hermann Blau, of Ba-
varia, has discovered a new illuminating
material. The professor's method is to
separate, by a process of rectification, the
methane and hydrogen from the other
constituents of oil gas, collecting the
same in a still, and subject to a pres-
sure of 40 atmospheres, whereby he con-
verts it into liquid form.

A comparison of the cost of the various
illuminating materials is shown in a table
drawn up by Fischer in his Chemical
Manual (1900):

Per 100 Heat Units.	Cost.	
With petroleum burners:	Pfennings.	Cents.
Flat.....	13.2	3.14
Round.....	7.3	1.73
With incandescent alcohol..	9.1	2.16
With coal gas.....	4.5	1.06
With electricity.....	27.3	6.49
With acetylene.....	9 to 16	2.14 to 3.81

With the liquid gas made according to
Blau's method, the cost is reduced to 6.3
pfennings (1.5 cents), including freight.

As seen from the above table, this new
illuminating material compares very fa-
vorably in cost with all others. The ease
with which it can be handled and the
beauty of its light should make it pre-
ferable where a lighting material is want-

ed as a substitute for petroleum, alcohol,
or acetylene.

As Blau's light is much more easily
turned on or off, it is certainly more con-
venient. Its low cost and its beautiful
color may give it preference even to the
electric light. It will undoubtedly open
a new field of industry and should be
promptly looked into as an enterprise
and investment for Americans.

On December 24, 1902, a test was had
for the first time to produce the liquid
gas. The trial showed how practical and
very simple the process of preparation
was. It has since been decided to erect
an oil-gas furnace and to reconstruct the
rectifying apparatus in accordance with
the practical observations obtained by
the experiments of last December.

A new test has recently been made and
shows a marked improvement and a re-
markable productive power in every re-
spect. It was also found that by the
addition of a considerable amount of
tar, which is in no wise detrimental, a
beautiful yellow color was given to the
gas.

A test tube filled with the liquid gas
needed only the warmth of the hand to
cause it to effervesce. It also effervesced
when poured upon a metallic plate and

on water. In the latter case a crust of
ice was formed.

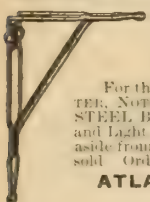
Its odor is pyroigneous aromatic. The
concentration amounted to 537 grams
instead of 550 grams per liter under a
pressure of 40 atmospheres. The specific
gravity, when in a gaseous state, was
1.26 (taking air at 1.0); absolute weight,
1.03.

The trial whose result was so satisfac-
tory was carried out in the Holshaeur-
schen (Maschinenfabrik) Machine Works of
Bavaria, built for the apparatus and
which are now backing the project.

MOTOR LAWN MOWERS.

Several United States papers have re-
cently made reference to the progressive-
ness and ingenuity of that republic, as
evidenced by the use of motor lawn
mowers at the White House, Washington,
and by Morgan and other industrial
magnates there.

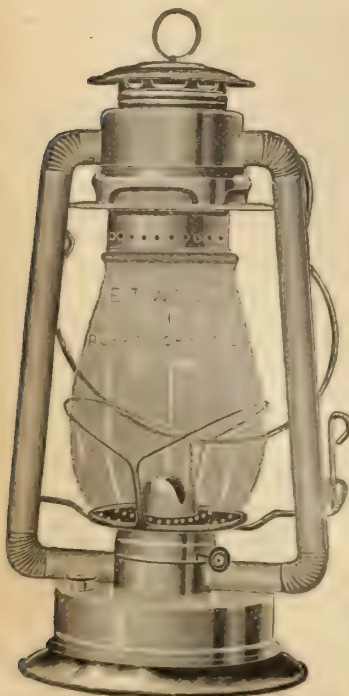
Motor lawn mowers are not by any
means unknown in Canada. The Taylor-
Forbes Co., Limited, Guelph, Ont., who
make an excellent type of this motor,
give an illustrated description of it in
their catalogue "B," issued this year.
It is so constructed that in addition to
cutting a swath 40 inches wide, travel-
ling at a rate of from 250 to 500 feet
per minute, it can be used as a portable
engine for pumping water, sawing wood,
etc. It is guaranteed to do as much
work in a day as two or three horse
mowers.



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For this purpose there can be NOTHING BET-
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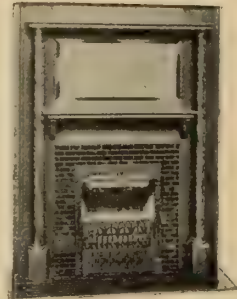


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Strongest Traps Made

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CELEBRATED PITCH; FOR IMMEDIATE SHIPMENT.

Lockerby & McComb, 65 Shannon St., Montreal

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who's listening, but the man who ought to listen to me is the man who gives out work to electro-platers. Electro-plating is my business. Used to be head plater for Whaley, Royce. Have gone into business for myself. Send me a sample of the work you want done. The rest is my business.

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Prices Right and Quality Guaranteed.

Red, White, Blue, Pink and Green Glass, fancy hand decorated and plain, Mounted into Berry and Fruit Dishes, Sugar Bowls, Cream Jugs, Butter Dishes, Spoon Holders, etc.

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Cow Ties

Manufactured at
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SMOOTH AND EASY

STRONGEST TIE MADE



THE
MOP
THAT
THE
SUN
NEVER
SETS
ON.

TO THE RETAIL TRADE

We desire to announce that we are filling many delayed orders on our "TARBOX SELF WRINGING MOP," to the jobbers at all points from St. John, N.B., to Vancouver, B.C.

And we especially desire to intimate that every Mop is fully equal to any we have ever put out. When you find our name, which appears plainly on all of our make, it is a guarantee that the Mop is fitted with a full weight Cloth, one that is sufficiently "stocky" to be of practical use. We supply an inferior Mop Cloth at \$1.50 less per gross than our regular Cloth; but we do not AND WILL NOT fit our Mops with them. When you get an inferior Mop look for the maker's name.

TARBOX BROS., Toronto, Canada.



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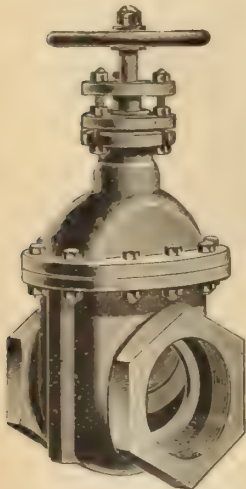
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40 x 10 ft. 8 3 in.	"
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48 x 3 ft. 4 3 in.	"
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60 x 14 ft. 3 3 in.	"
60 x 2 ft. 9 3 in.	"
8 H.P. Fire Box, New.	"
12 H.P. " " "	"
35 H.P. " " "	"
45 H.P. " " "	"
20 x 3 ft. 19 2 in. Tubes, Upright, New.	"
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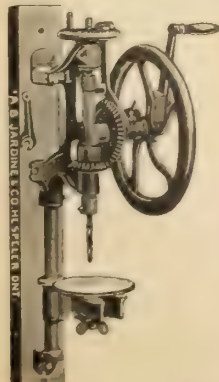
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VALVES

Write for Catalogue
It tells all about them.

The Kerr Engine Co.
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REGISTERED

Blacksmiths' Hand Drills.

The very best.

A. B. JARDINE & CO.
HESPELER, ONT.

"Say, Friend,"

your aim should be to start up for yourself.

Why Work

from morn till night for somebody else instead of pushing a business for yourself and thus reap the full profit of your labor?

We Will

start men of ability and good character in every County in the Dominion.

WRITE FOR PARTICULARS TO

The Empire Machine and Metal Stamping Co.

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1012 Yonge St.

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SOLDER that SOLDERS

Half and Half, Wiping, Refined, Strictly,
Wire, Oval, Angle.

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COLD PRESSED NUTS



of all shapes and sizes, finished, semi-finished, case hardened, plated or polished.



Canada Foundry Company, Limited,

14-16 King Street East, - - TORONTO.

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MACHINERY

HOW TIN PLATE AND SHEET STEEL ARE MADE.

ALL persons engaged or interested in the tinsmithing or tinware trades will not fail to be interested in the process of manufacture by which their various raw materials are produced. The process of making tin plate and sheet steel, as described by Camp and Plant, is worth noting.

The bars, the size of which will average about 30 feet long by 10 inches wide and varying in thickness from $\frac{1}{4}$ inch to $1\frac{1}{4}$ inches, will be shipped in railroad cars from the upper mills into the bar yard of the tin plate and sheet mill department. Here they will be unloaded from the cars and piled in the bar yard by the 10-ton electric overhead travelling crane, which covers the bar yard. Bars, selected from stock according to the orders to be rolled, are sheared on the bar shears to the required lengths. The sheared ends fall on conveyors which carry them to the sheet and pair furnaces for either the tin plate or sheet mill.

HOW TIN PLATE IS MADE.

Having passed from the bar yard we will first consider the making of tin plate only. The bars as they are received from the bar yard are placed in the pair furnaces and brought up to the required heat for rolling. When they are at rolling heat they are drawn from the furnace, two bars at a time, thus giving the furnace its name of "pair furnace," and are passed through the rolls of the hot mills and rolled into sheets or "shingles," as the rollers call them. After "roughing," as this operation is called, the shingles are "matched up" or laid one on top of the other and placed in the sheet furnace, where, after they have received the required heat, they are withdrawn and rolled into sheets of the size and "gauge" or thickness required. Sheets are rolled in "packs" of from four to eight sheets, the operation of "doubling" being too complicated to explain in detail in this article.

After leaving the hot mills the packs are sent to the squaring shears, cut to size and separated into sheets. This completes the operations in the hot mill department. The sheets are now passed on to the black pickling department, where they are "pickled"—that is, given a bath in diluted sulphuric acid, which removes all the oxide from the steel, and

afterwards are given a bath in clear water to remove the acid.

After being pickled the sheets are sent on to the annealing department for annealing. Here they are packed in air-tight wrought iron annealing boxes to a depth of about three feet and placed in the annealing furnaces, where they are allowed to remain until they are a bright red and are then withdrawn and allowed to cool before they are taken out of the boxes. By the annealing process the steel is made soft and pliable. After being annealed the sheets are given two or three passes, tandem, through the cold rolls, which gives them a smooth surface. They are then packed again in annealing boxes and annealed as described above, and when cold are sent to the white pickling department. In this department the sheets are again pickled in a bath of diluted sulphuric acid and upon being removed from the acid are placed in "water boshes" or small wooden cars about five feet long, two feet wide and three feet high, filled with clear water. The water boshes are now sent to the tin house.

The tin house department consists of twenty-one "tinning stacks" or machines. Each of these machines consists of a cast-iron pot which holds the molten metal, on top of which floats a quantity of palm oil, and an arrangement of rolls for feeding the sheets through the metal.

The sheets are taken directly from the water and put through the tinning machines, thus avoiding any oxidation of the steel before it receives the coating of tin.

After being tinned the plates—for they are now termed tin plates—are passed through the branning machines, which run the plates through a mixture of bran, lime and sawdust and remove any palm oil left on the sheets by the tinning machines. After branning the plates are passed through polishing machines, which complete the operations in the tin house department. They are then passed on to the assorting and packing department, where the plates are assorted as to quality and are then trimmed to the required size and packed in boxes ready for shipment. All tin plate is boxed before shipping.

THE MAKING OF SHEET STEEL.

Starting at the bar yard, which has already been described, we pass to the

sheet hot mill department. Here the bars are heated and rolled into sheet, the operations being identically the same as in the tin mill department. The bars pass from this department to the annealing department, unless they are to be pickled before the annealing, in which case they pass to the pickling department, where they are pickled in a bath of diluted sulphuric acid and are then washed in clear water as in the black pickling of the tin plate department. Only a small percentage of the sheets, however, pass through the pickling department.

The sheets upon being received in the annealing department are packed in air-tight wrought iron annealing boxes, placed in the annealing furnaces and annealed. After cooling they are generally given from one to three passes through the cold rolls and after cold rolling may be annealed again or not, according to the nature of the use to which the steel is to be put.

After having been sheared to the required size the sheets are ready for the market and are technically known as "black sheets." The order, however, may call for corrugating, and if so the sheets are passed through a set of corrugating rolls. Corrugated sheets are used chiefly for roofing. On the other hand the order may call for galvanized sheets, and if such is the case the black sheets are sent to the galvanizing department, where they are galvanized—i.e., coated with an alloy of spelter, in much the same manner as the tin sheets are tinned.

THE POWER ACCESSORIES CO., LIMITED.

The Power Accessories Co., Ltd., 231 King street east, Toronto, is a new enterprise. The officers and stockholders comprise some of the most widely-known men in Canada. The company will build automobiles and steam specialties, notably steam traps and oil separators. These will be made in Canada for the first time and are sure to have a prompt appreciation. Their purpose is the utilization and prevention of waste steam and oil. Stationary gasoline engines and marine engines will also be manufactured. Concrete mixers will be another line. Active operations will be begun very soon.

A ROLLER-BEARING FIFTH WHEEL.

The "circle," or "fifth wheel," on vehicles is a very important matter in wagon construction and care. A circle working hard, either from lack of lubricant or from a heavy load, is very wearing on horses, tarring and fretting them, and making backing and turning twice as hard as these operations would be if the action were free and smooth. The simplest and most satisfactory circle "Hardware and Metal" has seen, is that in which the roller-bearing principle is the feature. Lubricants are done away with and no matter how heavy the load, the action of the circle is not affected. How much this means to drivers, teamsters and horses is easy to see. C. Kloeppel, Toronto and Guelph, dealer in carriage hardware, has been selling this device for the past three years. One large concern in Toronto has 65 wagons equipped with the roller-bearing circle, and every order given for a new wagon or for the remaking of an old wagon specifies the roller-bearing circle. Such endorsement would seem to be all-sufficient.

THE USE OF METAL IN FURNITURE.

Some interesting facts regarding the extent to which metal enters into the manufacture of modern furniture were gleaned by "Hardware and Metal" during the Canadian Furniture Trade Exposition, held in Toronto a few days ago.

The notable use of metal in furniture of the present day is in iron and brass bedsteads, in wire mattresses, other forms being used in office desks, metal hall racks, hat trees, umbrella stands, chairs, etc.

Regarding the manufacture of iron and brass beds, J. D. Shaw, of H. R. Ives & Co., Montreal, furnished "Hardware and Metal" with some information of an interesting sort. The tubing from which metal beds is made, is imported from England in the rough, the manufacture of iron and brass cased tubing not being carried on in Canada, as the demands of the country do not warrant the establishment of a special tube mill. Tubing is admitted free of duty when imported by bed-makers.

The brass trimmings are imported chiefly from the United States.

The wire used in the manufacture of mattresses is of domestic production.

It is interesting to note that with the exception of some very high-priced lines, English beds are no longer imported, the Canadian makers having made this market their own. But the prospects for export are not good, since England and the United States are able to manufacture at a lower cost on the score of quantity. On the other hand the Canadian market will tax the capacity of domestic manufacturers for years to come.

The settling of the Northwest provides a sure and enlarging demand for all lines of furniture, and in the matter of beds, metal is replacing wood.

The W. Grant Morden Co., of Toronto, are makers of specialties in metal furniture, consisting of hat, hall and towel racks, costumers, umbrella stands, chairs, invalid and adjustable tables, etc. These lines are something new in Canada, but F. W. Atkinson, the manager of the company, reports that wherever shown they have been stocked.

It would seem that the furniture of the future is drifting from both choice and necessity from wood to metal.

PRACTICAL USES OF THE STEEL SQUARE

From a Chicago publishing house we have received a copy of a very useful work recently issued by them and entitled "A Practical Treatise on the Steel Square." The author is Fred T. Hodgson, of Collingwood, Ont., and, as its title implies, the work is eminently practical. It has evidently been written by a practical man for practical readers. The language is clear and concise and the solutions of problems are worked out with care. In 1879 the same author published a work on "The Use of the Carpenter's Steel Square" which was well received and widely read. The present work, which is much more comprehensive, has been prepared at the request of hundreds of students of the earlier publication. It is unnecessary to dwell upon the importance to the workman of a comprehensive knowledge of the uses of the steel square. The workman who is anxious to rise will find exactly what he requires in this new work. Various kinds of squares are described and their uses indicated. Problems ranging from the simplest to the most difficult with which the workman is confronted are solved in this work by the aid of the ever-useful square. The work is indeed encyclopaedic and will be the standard authority upon the subject. It is particularly gratifying to find that the author is a Canadian. The work is published in two cloth-bound volumes at \$2 per set, or \$1 per single volume. It may also be had in the half-leather library style for \$3 per set. Frederick J. Drake & Co., Publishers, 211-213 East Madison Street, Chicago, Ill.

MACHINERY AND ELECTRICAL NOTES.

The Smith's Falls Malleable Castings Co., Ltd., Smith's Falls, Ont., has been incorporated with \$150,000 capital, to manufacture and sell malleable-iron and other castings and to carry on the general business of an iron-founder.

John Leckie, machinist, Carberry, Man., has been succeeded by The Carberry Machine & Mfg. Co., Ltd.

The Gasoline Engine Co., of Toronto, Ont., recently shipped seven new engines to the Northwest.

A ventilating system is being erected at the plant of The Ontario Sewer Pipe Co., Mimico, by H. W. Petrie, Toronto.

A complete laundry plant has been installed in the works of The Dominion Coat & Apron Co., Toronto, by H. W. Petrie, Toronto.

H. W. Petrie, Toronto, has sold to The St. Catharines Gas Light Co., St. Catharines, Ontario, a 6x7½ Dutton vertical engine.

A 13-in. Jolliette chopper and 15-h.p. gasoline engine are being installed for J. H. Downey & Co., Whitby, by H. W. Petrie, Toronto.

The Tavistock Milling Co., Tavistock, Ont., intend installing a new 200 horse power engine to replace the present one which is of 125 horse power.

The boiler and engine have been installed in the Mooney factory, Stratford, Ont., and workmen are now engaged in setting up machines, adjusting shafting and putting in an elevator.

The Shawenegan Water & Power Co. have closed a contract to deliver electricity to the city of Sorel, Que., for the purpose of light, heat, and power. This will involve the building of a twenty mile transmission line from Joliette through the village of Laprairie to Sorel. The line is to be completed by October.

The Columbia Iron Works at St. Clair, Ont., are going to build an up-to-date dry-dock large enough to accommodate any boat on the lakes. It will be constructed of steel framework and will be 560 feet long and 20 feet wide.

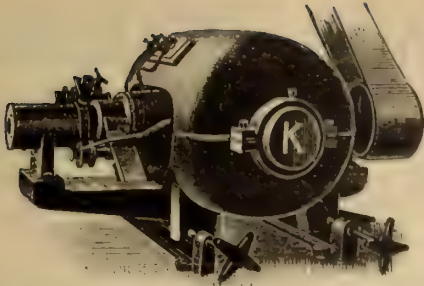
The machinery is being installed in the new saw mill of Bedford & Graham, Ironwood, Temiscaming District, Ont.

The American-Abell Engine & Thresher Co., Ltd., Toronto, recently shipped seven carloads of their famous threshing outfits to Winnipeg for the exhibition in that city.

The Ross Rifle Factory, Quebec, have brought out from Leeds, England, eighteen machines of the latest approved pattern for the manufacture of the wood-work in connection with the rifle-stocks.

The Jenckes Machine Co., Coaticook, Que., have secured a contract amounting to \$315,000 from The Ontario Power Co., for the construction of a steel conduit pipe for the works at Niagara Falls.

The high-duty pumping plant in Pictou, N.S., has been completed in a very efficient manner. The machinery was made by The Smart-Turner Machine Co., of Hamilton.



Kay Electric Dynamo and Motor Co., Limited

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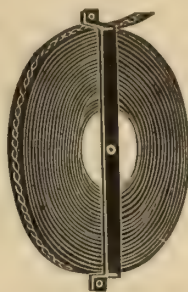
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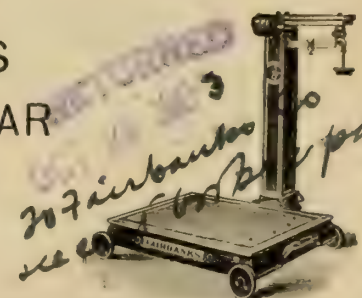
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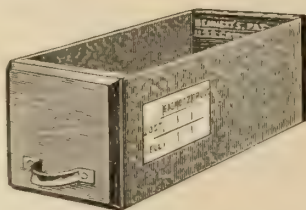
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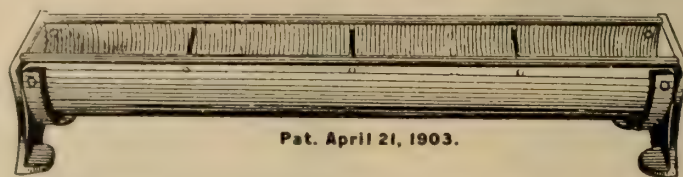
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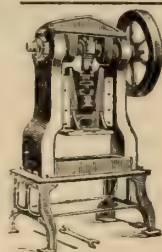
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Something new, something long wanted.
A fine line for Hardware trade.
Write for
Prices and Agency.

I am placing on the market this Steel Hog Trough, made of No. 14 Steel Boiler Plate. A trough that it is impossible for the hogs to chew or destroy. Edges finished with 3/4 wrought iron pipe, slotted and driven on. Cross bars to prevent hogs from crowding or lying in trough.

Every hog raiser wants them and is going to have them when he finds out what they are. A great seller, as they are practically indestructible.

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Manufacturers of
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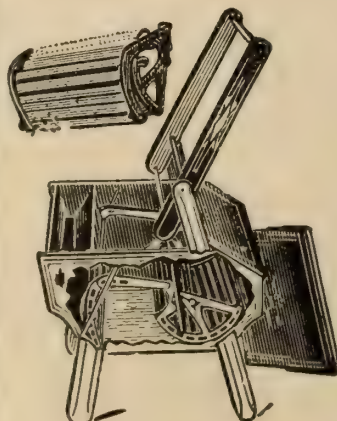
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Vollmar Improved Perfect Washer

It has a most enviable record. A perfection of its kind—will wash more clothes in less time, do it better and easier, with less wear and tear, than any other machine. Prices on application.

COLBORNE, Sept. 10th, 1902,

Messrs. WORTMAN & WARD MFG. CO., LONDON,

DEAR SIRS,—We have used the washer again and find that further use increased its value to us. The girls are simply delighted with it, as they can do the washing and be presentable for callers if need be.

MRS. R. WEEKS.

(The above is a sample of the many kind words said about the Vollmar (Use the street No. when addressing us.)

The Wortman & Ward Mfg. Co., Limited

No. 1500 William Street, London, Ont.

INDUSTRIAL GOSSIP

It is announced that the Grand Trunk have agreed to construct at once in London, Ont., a line connecting with the Canadian Pacific and to enter into negotiations with other railways for general interswitching arrangements. This will be a great convenience for Forest City manufacturers and shippers.

The Allith Manufacturing Co., track hammers, etc., are to open a branch factory in Hamilton, Ontario.

Grand Trunk officials expect to be in a position to operate a double track between Toronto and Buffalo by the end of the year.

Andrew G. Larson has resigned his position as general manager of The Rossland-Kootenay Co.'s mine in the Rossland Camp.

A bond flotation of \$2,000,000 is contemplated by the Financial Committee of the Board of the Temiskaming and Northern Ontario Railway.

The Empire Metallic Furniture Co. and The Niagara Falls Machine and Foundry Co., Welland, Ont., are both contemplating extensions of their plants.

The Brackman-Ker Milling Co., Strathcona, Alta., have decided to add a fourth storey to their oatmeal mill. New machinery is also to be installed.

The British-America Can Co., whose plant on Christina street, Sarnia, Ont., was restarted recently, will manufacture in future tin package ware and sheet metal ware.

The Grand Trunk management have awarded their contract for double tracking their line between Sarnia and Strathroy, Ont., a distance of 40 miles, to Ross and McCrea.

The Sydenham Glass Works, at Wallaceburg, Ont., have been totally destroyed by fire. The loss is partly covered by insurance and the factory is to be rebuilt as soon as possible.

The firm of Watson Jack & Co., of Montreal, have secured the contract for the supply of about 10,000 tons of steel plates and angles for a large power development work near Hamilton.

A new mill, to be known as the Kingsport planing and moulding mill, is being erected at Kingsport, N.S. It will be a large three-storey building. The 80 h.p. engine was supplied by The Burrell Johnsen Iron Co., at Yarmouth.

It is reported that Kingston, Ont., is to have an American smelter plant. A New York iron smelting company is said to have secured an option on part of the old smelter site. This land adjoins that which is held for The Frontenac Cement Co.

W. J. Lindsay, the promoter of the wire and nail factory in Collingwood, Ont., says that work on the wire mill will be commenced at once and work on the other buildings, namely, the wire mill and the warehouse, will be started as soon as possible.

It is proposed to establish two new industries in the town of Barrie, Ont., namely, a boot and shoe factory and a carriage factory. Both industries will be promoted by townsmen, and the citizens will vote on the question of loaning a certain sum to each undertaking.

Matthew Neilson, manager of The St. John Street Railway Co., has been appointed manager of The Mexico Heat, Light and Power Co., a Canadian enterprise, in which Sir Wm. Van Horne, Mr. James Ross, Senator Cox and other Canadian capitalists are interested.

A new industry, in the shape of a planing mill, has been established in Chaudiere, Que. The building, which is a solid brick structure, has been completed, and the installation of the machinery is being proceeded with. When running the mill will probably give employment to 15 or 20 men.

Owing to rapidly increasing business, The Brantford Cordage Co., Brantford, Ont., have increased their capital from \$100,000 to \$250,000, and will enlarge their works and install new machinery. Already an order has been placed for \$10,000 worth of the most modern and up-to-date machinery.

The Wire and Cable Co., Limited, Montreal, Que., have decided to enlarge their plant, adding new buildings and installing new machinery. It is intended that the new wire works will be in operation

in October and the new cable works at the beginning of next year.

The Parry Sound Dairy Co., Limited, Powassan, County of Parry Sound, Ont., have been incorporated with a share capital of \$5,000, to manufacture and sell butter and cheese. Provisional directors are J. J. Durrell, John Hogan and Owen Gough, all of the Township of Hunsworth, Parry Sound County.

The Stratford Improving Co., Stratford, Ont., are applying for a charter. They ask for an authorized capital of \$80,000. The company have purchased a large tract of land in the southern part of the city, which is to be divided into building lots. The directors are E. T. Dufton, A. J. McPherson, W. J. Mooney, Geo. McLagan and R. Burritt.

The Belleville Driving and Athletic Association, Belleville, Ont., have been incorporated with a share capital of \$2,200, divided into shares of \$200 each, to construct and maintain a driving park and to promote athletic games. Provisional directors are L. R. Terwilligar, C. C. Sulman, J. E. Ketcheson, James Brown and W. H. Bottum, all of Belleville.

The Ingersoll Canning and Preserving Co., Limited, Ingersoll, Ont., have been incorporated with a share capital of \$40,000, divided into shares of \$100 each, to manufacture and deal in canned goods, evaporated apples, pickles, jams, jellies, preserves and grocers' sundries. Provisional directors are F. G. Walley, O. E. Robinson, H. E. Robinson and W. H. Cook, all of Ingersoll.

Winnipeg has added another industry to her rapidly growing list. The new industry is that of The Cement Building Block Co., Limited, which was incorporated recently. The building material this establishment will place on the market is in the shape of hollow concrete blocks, which have come into general use in the United States, and are found to be more durable and fireproof than brick or stone.

The Glenairth Speckled Trout and Country Club, Limited, Toronto, have been incorporated with a share capital of \$45,000, to propagate and preserve fish and game for sporting and commercial purposes and to maintain a fishing, shooting and athletic club. Provisional directors are B. Jones, C. J. Leonard, E. C. Mackenzie, and Chas. Heath, all of Toronto.

The Ontario Government has granted a license to John Fisher & Son, Limited,

incorporated under the laws of the Dominion Parliament, allowing the company to acquire, construct and operate pulp, paper, cordage and yarn mills and machinery of all descriptions, and to purchase and sell pulp, paper, cordage and yarn and all kinds of machinery used in the manufacture of such articles.

The report that the United States Steel Corporation intend establishing a plant at Port Colborne, Ontario, is still being denied and confirmed with persistent regularity. Another report is to the effect that the corporation will immediately close its so-called option on the existing steel plant at Hamilton, in order to start at once as a going concern, capable of earning the Dominion bounties, which may cease in 1907. Meanwhile speculation is rife at Port Colborne and land values have increased enormously.

THE IRON AND STEEL TRADE.

James M. Swank, secretary of The American Iron and Steel Association, reports the following general summary of the results in the iron and steel trade for the calendar year 1902, in gross tons, except for coke and nails:

	1902.	1901.	1900.
Shipments of Lake Superior iron ore.....	27,571,121	20,593,537	19,059,293
Total production iron ore.....	.....	28,887,479	27,553,161
Shipments Pennsylvania anthracite coal.....	31,200,890	53,568,601	45,107,484
Total production all kinds coal.....	.....	261,873,675	240,965,917
Total production coke, net tons.....	.....	21,795,883	20,533,348
Shipments Connellsville coke, net tons.....	14,138,740	12,609,949	10,166,34
Shipments Pocahtontas flat top coke, net tons.....	1,191,436	1,279,949	.....
Production pig iron, in-cluded, spiegel and ferro	17,821,307	15,878,354	13,789,242
Production spiegelisen and ferro manganese	212,981	291,461	255,977
Production Bessemer steel ingots & cast gs.	9,138,363	8,713,302	6,684,770
Production open-hearth steel ingots & castgs.	5,687,729	4,656,309	3,398,135
Prod'n all kinds steel.	14,947,250	13,473,595	10,188,329
Production steel shapes, excluding plates	1,300,326	1,013,150	815,161
Production plates and sheets, except nail plate.....	2,665,409	2,254,425	1,794,428
Prod'n all rolled iron & steel, except rails	10,996,183	9,474,088	7,101,761
Prod'n Bessemer steel "	2,935,392	2,870,816	2,383,654
Prod'n all kinds "	2,947,933	2,874,639	2,385,682
Production iron and steel wire rods.....	1,574,293	1,365,934	846,291
Prod'n all rolled iron & steel, including rails	13,944,116	12,349,327	9,487,443
Production iron and steel cut nails, kegs.	1,633,762	1,542,240	1,573,494
Production iron and steel wire nails, kegs.	10,982,246	9,803,822	7,233,978
Imports iron ore.....	1,165,170	966,950	897,881
Exports iron ore.....	88,445	64,703	51,460
Imports iron and steel, value.....	\$41,468,826	\$20,395,015	\$20,443,908
Exports iron and steel, value.....	\$97,892,936	\$102,534,575	\$129,633,480
Miles new rail laid (estimate for 1902)...	6,000	4,906	4,157

THE NEPIGON RAILWAY.

Mr. James Connee has announced that work on the first portion of the Nepigon Railway will be commenced on Monday. On the assurance that the Government's policy would be carried through, the Nepigon directors decided to get to work at once.

The road will be put through this Summer and Fall from Nepigon Station on

the C.P.R., a point on Lake Superior 50 miles west of Port Arthur, to the south end of Lake Nepigon, a distance of 40 miles. Lake Nepigon is 75 miles long, and Mr. Connee thinks the new trans-continental line will pass perhaps 30 or 40 miles north of it. A junction with the new line will be the next objective point for the Nepigon Railway, and the extension from the foot of the lake of 100 odd miles will probably be undertaken next year.

A GERMAN VIEW OF TARIFF WARS.

MR. CHAMBERLAIN'S recent speech, as may well be imagined, has not contributed to the improvement of Anglo-German relations, since its tendency is to dislocalize the tariff dispute between Canada and Germany and drag in a third party, namely, Great Britain. Parties there are in Germany to whom a tariff war would be welcome—the aggressive Agrarians, for instance—who have avowed their readiness to engage in warfare of the kind with any number of states, that is to say, they have expressed their willingness to back measures which could not but lead to a tariff war; but Germany still possesses cool thinkers, who recognize that even a successful war is no unmixed blessing for the victor, and these men strongly deprecate the notion of a customs dispute between England and Germany. One of the best of a legion of articles dealing with the sharpened situation appears in the Berlin Vossische Zeitung, which reads thus:

"It goes without saying that Germany is ready to localize the dispute with Canada. Mr. Chamberlain clearly wishes to make it a matter for the whole British Empire. We are convinced that England appreciates the title of the German standpoint and will not take the field with the Colonial Minister in this question. As we have always regarded the idea of a war with England as an enormity and repudiated it, so, too, the notion of a tariff war between two highly developed empires standing to each other in the closest commercial relations must be characterized as too absurd for it to be earnestly entertained by any government sensible of its responsibility. The advantage would accrue only to those states who are in equal measure jealous of Germany and England, and oppose them in the international market. But the commercial circles of both empires would suffer incalculable damage, the English certainly not less than the German. Yet, however improbable a tariff war between England and Germany may seem, it cannot be at all denied that Mr. Chamberlain's speech introduces a disturbing element into the commercial relations. And the Agrarians will not fail to egg on the Government to cap it."—Kuhlow's German Trade Review.

A despatch from Sault Ste. Marie, Ont., says that the foundations underneath the big power plant have been undermined, necessitating turning the water off in the canal for a month or six weeks.

APOLLO

GALVANIZED IRON

A better job is done with Apollo.

Done in less time, the costs for labor are less.

What else do you want?

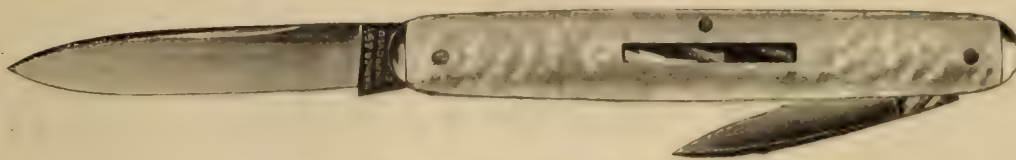
Quick service.

Return a whole sheet for an inch of fault.

American Sheet Steel Company
Battery Park New York

H. BOKER & CO.'S "TREE" BRAND

Pen and Pocket Knives.



Extensive variety of pattern and finish.

Also SCISSORS, SHEARS and RAZORS.

Retailers can readily double the cost on Boker's Cutlery.

For sale by all Leading Wholesale Hardware Houses.

CURRENT MARKET QUOTATIONS.

July 24, 1903.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. \$32 50 \$33 50

TIN PLATES.

Charcoal Plates—Bright.
M.L.S., equal to Bradley— Per box.
I C, usual sizes..... \$6 75
I X "..... 8 25
I X X "..... 9 75

Famous, equal to Bradley—

I C..... 6 75
I X..... 8 25
I X X..... 9 75

Raven and Vulture Grades—

I C, usual sizes..... 5 00
I X..... 6 00
I X X..... 7 00
I X X X..... 8 00
D C, 12x17..... 4 50
D X..... 5 25
D X X..... 6 00

Coke Plates—Bright.

Bessemer Steel—
I C, usual size, 14x20..... 3 85
I C, special sizes, base..... 4 25
20x28..... 8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—
I C, 20x28, 112 sheets..... 8 00
I X, Terne Tin..... 10 00

Charcoal Tin Boiler Plates.

Cookley Grade—
X X, 14x56, 50 sheet bxs. }
" 14x60, " } 7 00
" 14x65, " }

Tinned Sheets.

72x30 up to 24 gauge..... 7 50
" 26..... 8 00

IRON AND STEEL.

Common bar, per 100 lb..... 2 05
Refined "..... 2 45
Horseshoe Iron "..... 2 40
Hoop steel, 1 1/2 to 3-in. base..... 2 90
Sleigh shoe steel, "..... 2 10
Tire steel..... 2 30
Reeled machinery..... 3 00
Toe calk steel..... 2 85
T. Firth & Co.'s tool steel, per lb..... 0 12 1/2
Jesse's tool steel..... 0 12 1/2
Morton's tool steel..... 0 12 1/2
Black Diamond and "B.C." tool steel..... 0 10
Chas. Leonard's tool steel..... 0 08
Park's "Silver" tool steel..... 0 12
" "Special" tool steel..... 0 15
Jonas & Colver's tool steel..... 0 10
" "Air Hardening"..... 0 07
Drill steel, per lb..... 0 08

BOILER TUBES.

Per foot.
1/2 in..... 0 09
3/4 in..... 0 10
2 in..... 0 10 1/2
2 1/2 in..... 0 11
3 in..... 0 12 1/2
3 1/2 in..... 0 13 1/2
4 in..... 0 14 1/2
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WADE & BUTCHER'S

"SPECIAL" Razors

Are unequalled for quality and finish.

JAMES HUTTON & CO., - MONTREAL

Sole Agents for Canada.

PUTTY		
Rails in tubs	1 70	
Rails in less quantity	1 95	
Blockers in tubs	2 00	
Blockers in bags, boxes or loose	2 25	
25 lb. tubs	2 25	
12 lb. tubs	2 50	
Blockers in bulk or tubs less than 100 lb.	2 50	

VARNISHES.		
In 5-gal. lots.	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak	1 10	1 25
No. 1	0 90	1 00
Furniture, extra	1 10	1 25
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
black japan	1 10	1 20
Elastite varnish, 1 gal. can, each	2 00	
Granite floor finish, per gal.	2 75	
Maple Leaf coach enamels, size 1, \$1.20; size 2, 70c; size 3, 40c each		
Sherwin Williams kopal varnish, assorted case, from 1 pts. to 1 gal., \$2.50.		

CASTOR OIL.		
British, 1st qual, in cases, per lb.	0 08½	0 09½
" small lots	0 10	0 10½

COD OIL, ETC.		
Cod oil, per gal.	0 50	0 55
Pure olive		1 40
" neatfoot		0 90

GLUE.		
Common	0 08	0 09
French medal	0 10	0 14
White, extra	0 18	0 22
Gelatine		
Strip	0 18	0 20
Coopers	0 19	0 20
Hutner		
Ground	0 12	0 16
Cologne, genuine		

HARDWARE.

AMMUNITION.

Cartridges.

R. B. Caps Dominion, 50 and 5 per cent.	
Rim Fire Pistol, discount 40 p.c., American.	
Rim Fire Cartridges, Dominion, 50 and 5 p.c.	
Central Fire Pistol and Rifle, 10 p.c., Amer.	
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.	
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent.	
Central Fire, Military and Sporting, American, add 5 per cent. to list. R. B. Caps, discount 40 per cent., American.	
Loaded and empty shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 per cent. advance on list.	
Brass shot shells, 45 per cent.	
Primers, Dom., 30 per cent.; American, \$1.60.	

Wads.		
	per lb.	
Best thick white felt wadding, in 7-lb. bags	\$1 00	
Best thick brown or grey felt wads, in 7-lb. bags	0 79	
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 90	
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35	
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55	
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20	
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25	
Thin card wads, in boxes of 1,000 each, 8 gauge		

Chemically prepared black edge grey cloth wads, in boxes of 250 each	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES.

Discount 20 per cent.	
ANVILS.	
Wright's, 80-lb. and over.....	0 102
Hay Budden, 80-lb. and over.....	0 091
Brook's, 80-lb. and over.....	0 111

AUGERS.

Gilmour's, discount 65 and 5 per cent. off list.	
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AXES.

Chopping Axes	
Single bit, per doz.	7 00 10 00
Double bit	10 00 18 00
Bench Axes, 40 per cent.	
Broad Axes, 25 per cent.	
Hunters' Axes	5 50 6 00
Boys' Axes	6 25 7 00
Splitting Axes	7 00 12 00
Handled Axes	7 50 10 00

AXLE GREASE.

Ordinary, per gross	5 75 6 00
Best quality	13 00 15 00

BATH TUBS.

Zinc	6 00
Copper, discount 15 per cent. off revised list.	

BATHS.

Standard Enamelled.	
5½-inch rolled rim, 1st quality	24 00
5½ " 2nd "	20 00

BARBIT METAL.

"Tandem," A	0 27
" B	0 21
" C	0 11½
Frictionless Metal	0 23

Syracuse Smelting Works:

Aluminum, genuine	0 45
Government, "	0 44
Tough, "	0 40
Hard, "	0 40
Dynamo	0 30
Special	0 25
Harmony	0 22
Car Box	0 20
Extra	0 15

The Canada Metal Co.:

Imperial, genuine	0 40
Metallic	0 39
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 06
No. 4	0 05

BELLS.

Hand.	
Brass, 60 per cent.	
Nickel, 55 per cent.	

Cow.

American make, discount 63½ per cent.	
Canadian, discount 45 and 50 per cent.	

Door.

Gongs, Sargent's	5 50 8 00
" Peterboro "	discount 46 per cent.

Farm.

American, each	1 25 3 00
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House.

American, per lb.	0 35 0 40
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BELLOWS.

Hand, per doz.	3 35 4 75
Moulders, per doz.	7 50 10 00
Blacksmiths, discount 10 per cent.	

BELTING.

Extra, 60 per cent.	
Standard, 60 and 10 per cent.	
No. 1, not wider than 6 in., 60, 10 and 10 per cent.	
Agricultural, not wider than 4 in., 75 per cent.	

BITS.

Auger.	
Gilmour's, discount 60 and 5 per cent.	
Rockford, discount 50 and 10 per cent.	
Jennings' Gen., net list.	

Car.

Gilmour's, 47½ to 50 per cent.	
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Expansive.

Clark's, 40 per cent.	
Gimlet.	
Clark's, per doz.	0 65 0 90
Diamond, Shell, per doz.	1 00 1 50
Nail and Spike, per gross	2 25 5 20

BLIND AND RED STAPLES.

All sizes, per lb.	0 07½ 0 12
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BOLTS AND NUTS.

	Per cent.
Carriage Bolts, common (\$1 list)	50 and 10
" full sq. (\$2.40 list)	55 and 10
" Norway Iron (\$3 list)	55 and 10
Machine Bolts, all sizes	50, 5 and 10
Plough Bolts	50, 5 and 10
Blank Bolts	50, 5 and 10
Bolt Ends	50, 5 and 10
Sleigh Shoe Bolts	65, 5 and 10
Coach Screws, cone point	66½ and 10
Nuts, square, all sizes, 3½c. per lb. off.	
Nuts, hexagon, all sizes, 4c. per lb. off.	
Stove Rods, per lb., 5½ to 6c.	

BOOT CALKS.

Small and medium, ball	per M. 4 25
Small heel	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.	
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BROILERS.

Light, discount 65 to 67½ per cent.	
Reversible, discount 65 to 67½ per cent.	
Vegetable, per doz., discount 37½ per cent.	
Henis, No. 8	6 00
Henis, No. 9	7 00
Queen City	7 50

BUTCHERS' CLEAVERS.

German	per doz. 6 00 11 00
American	" 12 00 20 00

BUTCHER KNIVES.

Bailey's	per doz. 0 60 6 30
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BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	1 75
Ready roofing, 2-ply, not under 45 lb., per roll	0 70
Ready roofing, 3-ply, not under 65 lb., per roll	1 15
Carpet Felt	per ton 45 00
Heavy Straw Sheathing	per ton 35 00
Dry Sheathing	per roll, 400 sq. ft. 0 40
Tar	" 400 " 0 50
Dry Fibre	" 400 " 0 55
Tarred Fibre	" 400 " 0 60
O. K. & I. X. L.	" 400 " 0 70
Resin-sized	" 400 " 0 45
Oiled Sheathing	" 600 " 1 00
Oiled	" 400 " 0 70
Roof Coating, in barrels	per gal. 0 17
Roof " small packages	0 25
Refined Tar	per barrel 5 00
Coal Tar	" 4 00
Coal Tar, less than barrels	per gal. 0 15
Roofing Pitch	per 100 lb. 1 00

BULL RINGS.

Copper, \$2.00 for 2½-inch, and \$1.90 for 2-inch.	
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BUTTS.

Wrought Brass, net revised list.	
Cast Iron.	
Loose Pin, discount 60 per cent.	

Wrought Steel.

Fast Joint, discount 65, 10 and 2½ per cent.	
Loose Pin, discount 65, 10 and 2½ per cent.	
Berlin Bronzed, discount 70, 70 and 5 percent.	
Gen. B ronzed	per pair 0 40 0 65

CARPET STRETCHERS.

American	per doz. 1 00
Bullard's	" 6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.	
Plate, discount 52½ to 57½ per cent.	

CATTLE LEADERS.

Nos. 31 and 32	per gross 8 50 9 50
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CHALK.

Carpenters' Colored, per gross	0 45 0 75
White lump	per cwt. 0 60 0 65
Red	" 0 05 0 06
Crayon	per gross 0 14 0 18

CHISELS.

Socket, Framing and Firmer.	
Broad's, discount 60 and 10 per cent.	
Warnock's, discount 50 and 10 per cent.	
P. S. & W. Extra, discount 60 and 10 per cent.	

CHURN.

Revolving Churns, metal frames No. 0, \$8; No. 1, \$8.50; No. 2, \$9.00; No. 3, \$10.00; No. 4, \$12.00; No. 5, \$16.00 each. Ditto wood frames, 20c. each less than the above.	
Discounts: Factories, 30 and 30 per cent. f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. Terms 4 months or 3 per cent. cash in 30 days.	
Churn frames, including bearings, levers, etc. Nos. 0, 1, 2 and 3, wood, \$2.40; and 4 and 5, \$2.65. Metal frames, 25c. extra. Discount 15 per cent., net 30 days.	

CLIPS.

Axle, discount 65 per cent.	
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CLOSETS.

	Net.
Plain York or Ontario Syphon Jet	\$9 60
Emb.	10 20
Fittings	1 00
Plain Elgin or Teu. Syphon Washout	6 00
Emb.	6 60
Fittings	1 25
Low Down Elgin or Teutonic, plain	6 00
Low " emb.	6 50
Plain Richelieu	4 25
Emb.	4 50
Connections	1 25
Low Down Ontario Syphon Jet, plain	11 70
Low " emb'd	12 30
Closest connection	1 25
Basins, P.O., 14-in.	0 70
Basins, oval, 17 x 14-in.	1 50
Basins, " 19 x 15-in.	2 25

COMPASSES, DIVIDERS, ETC.

American, discount 62½ to 65 per cent.	
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CONDUCTOR PIPE.

Plain or Corrugated.		
2-inch	per 100 feet	3 00
3 "	" "	4 00
4 "	" "	5 25
5 "	" "	6 75
6 "	" "	9 00

CRADLES, GRAIN.

Canadian, discount 20 to 25 per cent.	
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CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair 0 17½
S. & D., " 5	" 0 22½
S. & D., " 6	" 0 15
Boytton pattern	" 0 20

DOOR SPRINGS.

Torrey's Rod (15 p.c.), per doz.	2 00
Coil	" 0 88 1 60
English	" 2 00 4 00

DRAW KNIVES.

Coach and Wagon, discount 50 and 10 per cent.	
Carpenters', discount 60 and 10 per cent.	



The Thompson Smoke Machine



is the best machine for testing plumbing, and every plumber uses it who is thoroughly alive to the most modern way of testing plumbing. We've a little pamphlet telling you about this machine which we will be glad to send you if you will write.

The "Acme" Instantaneous Hot Water Heater is another thing we want to talk with you about. We have a little booklet about this—send for it and we'll tell you how to make money during the hot months by handling this heater.

DRILLS.		Fork.		KETTLES.		NAIL PULLERS	
Hand and Breast.		C. & B., discount 40 per cent., revised list.		Brass spin, 7½ per cent. discount off new list		German and American	
Millar's Falls, per doz., net list.		Hoe.		Copper per lb. 0 30 9 50			
		C. & B., discount 40 per cent., revised list.		American, 60 and 10 to 65 and 5 per cent.		NAIL SETS	
DRILL BITS.		Saw.		KEYS		Square, round and octagon,	
Morse, discount 37½ to 40 per cent.		Plane		Lock, Canadian dis. 40 to 40 and 10 per cent		per gross, 3 38 4 0	
Standard, discount 50 and 5 to 55 per cent.		American per doz. 1 00 1 25		Cabinet, trunk and padlock,		Diamond 1 00 2 0	
FAUCETS.		Hammer and Hatchet.		American per gross 0 60		POULTRY NETTING	
Common, cork-lined, discount 35 per cent.		Cross-Cut Saws.		SNOBS.		2 in. Mesh, 19 w g dis 60 per cent	
EAVETROUGHS.		Canadian per pair 0 13½		Door, japped and N.P., per		2 in. Mesh, 16 w g and heavier, 50 p	
10-inch per 100 ft. 3 10		HANGERS, doz. pairs.		doz. 1 50 2 50		OAKUM	
ELBOWS (stovepipe.)		Steel barn door. 5 85 6 00		Bronze, Berlin per doz. 2 75 3 25		U. S. Navy per 100 lb. 6 75	
and 6-inch, common per doz. 1 20		Stearns, 4-inch 5 00		Bronze, Genuine 6 00 9 00		Plumbers 3 00	
7-inch 1 35		5-inch 6 50		Shutter, porcelain, F. & L.		OTHERS	
Polished, 15c. per dozen extra.		Lane's covered		screw per gross 1 30 4 00		McChery's Model, galvanized	
ESCUTCHEONS.		No. 11, 5-foot run 8 40		White door knobs per doz. 1 00		oil can, with pump, balloon,	
Discount 40 per cent.		No. 11½, 10-foot run 10 50		HAY KNIVES.		per dozen 10 00	
ESCUTCHEON PINS.		No. 12, 10-foot run 12 00		Net prices.		Zinc and tin, discount 50, 50 and 10 per cent	
Iron, discount 40 per cent.		No. 14, 15-foot run 21 00		Discount, 60 per cent.		Copper per doz. 1 25 3 50	
FACTORY MILK CANS.		Lane's O.N.T. track, per foot 0 04½		LANTERNS.		Brass 1 50 3 50	
Discount off revised list, 40 per cent.		HARVEST TOOLS.		Cold Blast per doz. 7 00		Malleable, discount 25 per cent	
FILES AND RASPS.		Canadian, discount 40 to 42½ per cent.		No. 3, "Wright's" 8 50		GALVANIZED PAIRS	
Great Western 70 and 10 per cent.		HAT ENAMEL.		Ordinary, with O burner 4 00		Duttern pattern pairs, discount 45 per cent	
Arcade 70 " 10 "		Hen derson & Potts "Anchor Brand"		Dashboard, cold blast 9 00		Flaming pattern, discount 45 per cent	
Kearney & Foot 70 " 10 "		Hinges.		No. 0 5 75		Galvanized wash tubs, discount 45 per cent	
Diston's 70 " 10 "		Blind, Parker's, discount 16½ per cent.		Japanning, 50c. per doz. extra.		PIECED WARE	
American 70 " 10 "		Heavy T and strap, 4-in., per lb. 0 06½		LEMON SQUEEZERS.		Discount 40 per cent off list, June, 1899	
J. Barton Smith 70 " 10 "		" 5-in., " 0 06½		Porcelain lined per doz. 2 20 5 60		10-qt. flaring sap buckets, discount 40 per cent	
McClellan 70 " 10 "		" 6-in., " 0 06		Galvanized " 1 87 3 85		6, 10 and 14 qt. flaring pails, dis. 40 per cent	
Eagle 70 " 10 "		" 8-in., " 0 05½		King, wood " 2 75 2 90		Creamer cans, discount 40 per cent	
Nicholson, 60 and 10 to 60, 10 and 5		" 10-in., " 0 05½		King, glass " 4 00 4 50		PICKS.	
Royal 80		Light T and strap, discount 65 and 5 per cent		All glass " 0 50 0 90		Per dozen 6 00 9 00	
Globe 70 to 75		Screw hook and hinge		LINES.		PICTURE NAILS.	
Black Diamond, 60 and 10 to 60, 10 and 5		6 to 10 in. per 100 lb. 4 50		Fish per gross 1 05 2 50		Porcelain head per gross 1 35 1 50	
per cent.		12 in. up 3 25		Chalk " 1 90 7 40		Brass head 0 40 1 00	
Jowitt's, English list, 25 to 27½ per cent.		Spring per gro. pairs 10 50		LAWN MOWERS.		PICTURE WIRE	
Nicholson File Co.'s "Simplicity" file handle,		HOES.		Woodyatt, 12-in. wheel 7 50		Tin and gilt, discount 75 per cent	
per gross 85c. to \$1.50		Garden, Mortar, etc., discount 60 per cent.		Star 5 50		FINE TAR.	
GLASS.		Plaster per doz. 4 00 4 50		Daisy 4 90		½ pint in tins per gross 7 80	
Window. Box Price.		Discount 45 and 5 per cent.		Philadelphia, 12-in. wheel 6 50		1 " 9 00	
Size United Star Per Per D. Diamond		HOOKS.		Ontario 14 25		PLANES	
Inches. 50 ft. 100 ft. 50 ft. 100 ft.		Cast Iron.		Discount, 50 per cent.		Wood bench, Canadian discount 40 per cent.	
Under 26 2 0 3 80		Bird cage per doz. 0 50 1 10		Maxwell & Sons:		American discount 50 per cent.	
26 to 40 2 10 4 00		Clothes line " 0 27 0 63		10½-in. high wheel 7 50 40 00		Wood, fancy Canadian or American, 37½ to	
41 to 50 4 50		Harness " 0 72 0 88		9-in. 5 50 6 25		40 per cent.	
51 to 60 4 75 10 00		Hat and coat per gro. 1 00 3 00		8-in. 49 0 5 50		PLANE IRONS	
61 to 70 5 60 11 51		Chandelier per doz. 0 50 1 00		Discount 50 per cent.		English per doz. 2 00 5 00	
71 to 80 5 50 12 50		Wrought Iron.		LOCKS.		PIERS AND NIPPERS	
81 to 85 14 00		Wrought hooks and staples, Canadian dis-		Canadian, 40 to 40 and 10 per cent.		Button's genuine, per doz. pairs, discount	
86 to 90 16 50		count 47½ per cent.		Russell & Erwin per doz. 3 00 3 25		37½ to 40 per cent	
91 to 95 18 00		Wire.		Eagle, discount 30 per cent.		Button's imitation per doz. 5 00 9 00	
96 to 100 20 00		Hat and coat, discount 45 per cent.		English and Am. per doz. 0 50 6 0		German " 0 60 2 00	
A discount of 25 per cent. is offered on		Belt per 1,000 0 60		Eagle, discount 20 to 25 per cent.		PLUMBERS' BRASS GOODS	
"Double Diamond."		Screw, bright, discount 55 per cent.		MACHINE SCREWS.		Standard Compression work, dis. 60 per cent	
GAUGES.		HORSE NAILS.		Iron and Brass.		J.M.T. Cushion work, discount 50 per cent	
Marking, Mortise, Etc.		"C" brand, 40, 10 and 7½ per cent. off list		Flat head, discount 25 per cent.		Fuller work, discount 45 per cent	
Stanley's, discount 50 to 55 per cent.		"M" brand, 50, 10 and 5 per cent.		Round head, discount 20 per cent		6 dozen lots and over of the above, extra dis-	
Wire Gauges.		Countersunk, 57½ per cent.		MALLEES.		count 10 per cent.	
Winn's, Nos. 26 to 33 each 1 65 2 40		"Monarch," 50 per cent.		Tinsmiths' per doz. 1 25 1 50		Lever handle Stops and Waste, discount 60	
HALTERS.		"Peerless" 50 per cent. dis.		Carpenters', hickory, " 1 25 3 75		per cent. With, in lots of 2 dozen and over,	
Rope, ¾-inch per gross 9 00		HORSESHOES.		Lignum Vitae " 3 85 5 00		an extra discount of 10 per cent.	
Rope, 1 to 1½-inch " 14 00		F.O.B. Montreal		Caulking, each 0 60 2 00		"J.M.T." Globe, Angle and Check Valves,	
Rope, 1 to 1½-inch " 14 00		No. 2 No. 1		MATTOCKS.		discount 55 per cent	
Leather, 1-inch per doz. 3 87½ 4 00		and larger, smaller.		Canadian per doz. 5 50 6 50		Standard Globe, Angle and Check Valves,	
Leather, 1½ " 5 15 5 20		Light, medium and heavy 3 35 3 60		American, discount 33½ per cent.		discount 60 per cent.	
Web 1 87 2 45		Snow shoes 3 60 3 85		German, 15 per cent.		"J.M.T." Radiator Valves, discount 55 per	
HAMMERS.		Steel Shoes.		Gent each 1 15		Standard Radiator Valves, discount 60 per	
Nail.		F.O.B. Toronto, Hamilton, London and		MILK CAN TRIMMINGS.		Patent Quick-Opening Valves, discount 60	
Maydole's, discount 5 to 10 per cent. Canadian		Guelp, 10c. per keg additional.		Discount 25 per cent.		per cent.	
discount 25 to 27½ per cent.		Toe weight steel shoes 6 70		NAILS. Cut. Wire.		No. 1 compression bath co. k. net 2 00	
Tack.		JAPANESE WARE.		2d and 3d 3 45 3 45		No. 4 " " " " " 2 00	
Magnetic per doz. 1 10 1 20		Discount 45 and 5 per cent. off list, June 1899		3d 3 10 3 12		No. 7 Fullers " 2 25	
SI ge.		ICE PICKS.		4 and 5d 2 85 2 95		No. 4½ " " " " " 2 25	
Canadian per lb. 0 07½ 0 08½		Star 00 3 25		6 and 7d 2 75 2 80		Patent Compression Cushion, basin	
Ball Pean.				8 and 8d 2 60 2 60		cock, hot and cold per doz. 15 00	
English and Canadian, per lb. 0 22 0 25				10 and 12d 2 55 2 55		Patent Compression Cushion, basin	
HANDLES.				16 and 20d 2 50 2 50		cock, No. 2208 2 25	
Axe, 2nd growth, per doz. net				30, 40, 50 and 60d (house) 2 42 2 45		Square head brass cocks, discount 75 per cent	
tore door per doz. 1 00 1 50				Cut nails in carlots 5c. less		Competition Globe, Angle and Check Valve	
				Wire nails in carlots are \$2.40.		discount 70 per cent	
				Steel cut nails 10c. extra		Thompson Smoke-test Machine \$25.00	
				Miscellaneous wire nails, discount 75 per cent.			
				Coopers' nails, discount 30 per			

WALKER'S QUICK AND EASY ICE PICKS

SEVERAL OTHER STYLES ILLUSTRATED IN OUR 1903 CATALOGUE

MADE OF CRUCIBLE STEEL, OIL TEMPERED, ANTI-RUST, NICKEL PLATED.
WILL NOT BEND, BREAK OR RUST. EACH ONE TESTED AND GUARANTEED.

ERIE SPECIALTY COMPANY, ERIE, PA.

PRESSED SPIKES.

Discount 20 per cent		
PULLEYS		
Hothouse	per doz.	0 55 1 00
Axle	"	0 22 0 33
Screw	"	0 27 1 01
Awning	"	0 35 2 50

PUMPS.		
Canadian cast iron	1 80	3 60
Canadian putcher spout	1 40	2 10

PULCHES.		
Saddlers	per doz.	1 00 1 85
Conductors	"	9 00 15 00
Pinners, solid	per set	0 72
" hollow	per inch	1 00

RANGE BOILERS.		
Dominion, 30 gallon	net	6 00
" 35 "	"	7 00
" 40 "	"	8 00
Ronald's Galvanized, 30 gallon,	"	7 40
" 35 "	"	8 40
" 40 "	"	9 60
Copper, 30 gallon	"	22 00
" 35 "	"	24 00
" 40 "	"	28 00

Discount off copper boilers 15 per cent.

RAKES.		
Wood	per doz. net	1 20 up.

RAZORS.		
Elliot's	per doz.	4 00 18 00
Geo. Butler's & Co.'s	"	4 00 18 00
Bokers	"	7 50 11 00
" King Cutter	"	12 50 15 00
Wade & Butcher's	"	3 60 10 00
Thiele & Quack's	"	7 00 12 00
Bailey's	"	6 00 12 00
Bailey's Brantford	"	10 00 15 00
Carlo Magnette	"	10 75
Griffin Barber's Favorite	"	13 00
Griffin No. 65	"	13 50
Griffin Safety Razors	"	13 50
Griffin Strapping Machines	"	8 50 10 50
Lewis Bros. "Klean Cutter"	"	8 50 10 50

REGISTERS.		
Discount 40 per cent.		

RIVETS AND BURS.		
Iron Rivets, black and tinned, discount 60 and 10 per cent.		
Iron Burs, discount 55 per cent.		
Extras on Iron Rivets in 1-lb. cartons, 1c. per lb.		
Extras on Iron Rivets in 1-lb. cartons, 1c. per lb.		
Copper Rivets, with usual proportion burs, 45 per cent. discount. Cartons, 1c. per lb. extra, net.		
Copper Burs only, discount 30 and 10 per cent.		
Extras on Tinned or Coppered Rivets, 1-lb. cartons, 1c. per lb.		

RIVET SETS.		
Canadian, discount 35 to 37 1/2 per cent.		

ROPE, ETC.		
Sisal	0 11 1/2	
Pure Manila	0 14 1/2	
Brush Manila	0 12 1/2	
Cotton, 3 1/2 inch and larger	0 16	
" 5-32 inch	0 21	
" 1 inch	0 22	
Russia Deep Sea	0 15	
Jute	0 08	
Lath Yarn, single	0 11	
" double	0 11 1/2	
Sisal bel cord, 48 feet	0 85	
" 72 feet	0 95	

RULES.		
Boxwood, discount 55 per cent.		
Ivory, discount 37 1/2 to 40 per cent.		

SAD IRONS.		
Mrs. Potts, No. 55, polished	per set	0 70
" No. 50, nickel-plated	"	0 80

SAND AND EMERY PAPER.		
B. & A. sand, discount, 40 and 5 per cent.		
Emery, discount 40 per cent.		
Garnet (Burton's) 5 to 10 per cent. advance on list		

SAP SPOUTS.

Bronzed iron with hooks	per 1,000	9 50
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SAWS.		
Hand, Disston's, discount 12 1/2 per cent.		
S. & D., discount 40 per cent.		
Crosscut, Disston's	per foot	0 35 0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.		
Hack, complete	each	0 75 2 75
" frame only	"	0 75

SASH WEIGHTS.		
Sectional	per 100 lb.	2 50 2 75
Solid	"	1 75 2 00

SASH CORD.		
Per lb.		0 25 0 30

SAW SETS.		
per doz.		

Lincoln and Whiting	4 75	
Hand Sets, No. 1 Woodyatt (Morrill)	4 25	
X-Cut Sets, No. 3 Woodyatt (Morrill)	9 50	

SCALES.		
Gurney Standard, 40 per cent.		
Gurney Champion, 50 per cent.		
Burrow, Stewart & Milne		

Imperial Standard, discount 40 per cent.		
Weight Beams, discount 35 per cent.		
Champion Scales, discount 50 per cent.		

Fairbanks standard, discount 35 per cent.		
" Dominion, discount 55 per cent.		
" Richelieu, discount 55 per cent.		

Warren's new Standard, discount 40 per cent.		
" Champion, discount 50 per cent.		
" Weightbeams, discount 35 per cent.		

SCREW DRIVERS.		
Sargent's	per doz.	0 65 1 00

SCREEN DOORS.		
Common doors, 2 or 3 panel, walnut stained, 4-in. style	per doz.	6 80
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style	per doz.	7 00
Common doors, 2 or 3 panel, in natural colors, oil finish	per doz.	8 15
3-in. style 20c. per dozen less.		

SCREWS.		
Wood, F. H., bright and steel, discount 87 1/2 per cent.		
Wood, R. H., bright, dis. 82 1/2 per cent.		
" F. H., brass, dis. 80 per cent.		
" R. H., " dis. 75 per cent.		
" F. H., bronze, dis. 75 per cent.		
" R. H., " dis. 70 per cent.		

Drive Screws, dis. 87 1/2 per cent.		
Bench, wood	per doz.	3 25 4 00
" iron	"	4 25 5 00

Set, case hardened, dis. 60 per cent.		
Square Cap, dis. 50 and 5 per cent.		
Hexagon Cap, dis. 45 per cent.		

SCYTHES.		
Per doz. net	6 00	9 00

SCYTHE SNATHS.		
Canadian, discount 40 per cent.		

SHEARS.		
Bailey Cutlery Co., full nicked, discount 2 1/2 per cent.		
Bailey Cutlery, Japan Handles, discount 67 1/2 per cent.		
Seymour's, discount 50 and 10 per cent.		

SHOVELS AND SPADES.		
Canadian, discount 45 per cent.		

SINKS.		
Cast iron, 16 x 24		0 85
" 18 x 30		1 00
" 18 x 36		1 40

SNAPS.		
Harness, German, discount 25 per cent.		
Lock, Andrews	4 50	11 50

SOLDERING IRONS.		
1, 1 1/2-lb.	per lb.	37
2-lb. or over	"	0 34

SQUARES.		
Iron, No. 493	per doz.	2 40 2 55
" No. 494	"	3 25 3 40

Steel, discount 60 to 60 and 5 per cent.		
Try and Bevel, discount 50 to 52 1/2 per cent.		

STAMPED WARE.		
Plain, discount 75 and 12 1/2 per cent. off revised list.		
Retinned, discount 75 per cent. off revised list.		

STAPLES.		
Galvanized	3 25	3 50
Plain	2 90	3 15
Coopers', discount 45 per cent.		
Poultry netting staples, discount 40 per cent.		

STOCKS AND DIES.		
American discount 25 per cent.		

STONE.		
Washita	per lb.	0 28 0 60
Hindostan	"	0 06 0 07
" slip	"	0 09 0 13
Labrador	"	0 15
" Axe	"	0 50
Turkey	"	1 30
Arkansas	"	0 10
Water-of-Ayr	"	3 30 5 00
Scythe	per gross	25 00
Grind, 2-in., 40 to 200 lb., per ton		28 00
" under 40 lb.		29 00
" under 2 in. thick		29 00

STOVEPIPES.		
5 and 6 inch, per 100 lengths		7 00
7 inch		7 50

ENAMELINE STOVE POLISH.		
No. 4, 3 doz. in case, net cash		4 80
No. 5, 3 doz. in case		8 40

TACKS, BRADS, ETC.		
Carpet tacks, blued	80 and 15	
" tinned	80 and 20	
" (in kegs)	40	
Cut tacks, blued, in dozens only	60	
" weights	60	
Swedes cut tacks, blued and tinned	80 and 10	
In bulk	75	
In dozens	85 and 12 1/2	
Swedes, upholsterers', bulk	85 and 12 1/2	
" brush, blued and tinned	70	
Swedes, gimp, blued, tinned and japanned	75 and 12 1/2	
Zinc tacks	35	
Copper tacks	55	
Leather carpet tacks	50	
Copper nails	52 1/2	
Trunk nails, black	65 and 5	
Trunk nails, tinned	65 and 10	
Clout nails, blued	65 and 5	
Chair nails	35	
Patent brads	40	
Pine finishing	40	
Lining tacks, in papers	15	
" in bulk	75	
Saddle nails, in papers	10	
" in bulk	15	
Tufting buttons, 22 line, in dozens only	60	
Zinc glaziers' points	5	
Double pointed tacks, papers	90 and 10	
bulk	40	
Clinch and duck rivets	45	

TAPE LINES.		
English, ass skin	per doz.	2 75 5 00
English, Patent Leather	"	5 50 9 75
Chesterman's	each	0 90 2 85
" steel	each	0 80 8 00

TINNERS' SNIPS.		
Bailey's, discount 25 per cent.		

THERMOMETERS.		
Tin case and dairy, discount 75 to 75 and 10 per cent.		

TRAPS (steel).		
Game, Newhouse, discount 25 per cent.		
Game, H. & N. P. S. & W., 65 per cent.		
Game, steel, 72 1/2 per cent.		

TROWELS.		
Disston's, discount 10 per cent.		
German	per doz.	4 75 6 00
S. & D., discount 35 per cent.		

TWINES.		
Bag, Russian	per lb.	0 27
Wrapping, cotton, 3-ply	"	0 19
" 4-ply	"	0 23
Mattress	per lb.	0 33 0 45
Staging	"	0 27 0 35

VISES.		
Wright's		0 13 1/2
Brooks		0 12 1/2
Pipe Vise, Hinge, No. 1		3 50
" No. 2		5 50
Saw Vise		4 50 9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White	discount 50 per cent.	
Diamond, Famous, Premier, discount 50 and 10 per cent.		
Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.		

WIRE.

Smooth Steel Wire.		
No. 9-9 gauge		\$2 50

10 "		6c. extra.
11 "		12c. "
12 "		20c. "
13 "		30c. "
14 "		40c. "
15 "		55c. "
16 "		70c. "

Add 60c. for coppering and \$2 for tinning.

Extra net per 100 lb. Oiled wire 10c., spring wire \$1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) \$1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 1-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in 1-lb. hanks 75c., in 1-lb. hanks \$1.

Fine Steel Wire, discount 25 per cent.

List of extras: In 100-lb. lots: No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.65; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$8.50; No. 26, \$9; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extras net—tinned wire, Nos. 17-25, \$2; Nos. 26-31, \$4; Nos. 32-34, \$6. Coppered, 5c.; oiled, 10c.; in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c.; in 1-lb. hanks, 50c.; in 1-lb. hanks, 35c.; in 1-lb. hanks, 50c.; packed in casks or cases, 15c.—bagging or papering, 10c.

Brass wire, discount 62 1/2 per cent. off the list.

Copper wire, discount 62 1/2 per cent. net cash 30 days, f.o.b. factory.

Galvanized wire, per 100 lb. Nos. 4 and 5, \$3.70 to \$3.90; Nos. 6, 7, 8, \$3.15 to \$3.35; No. 9, \$2.50; No. 10, \$3.20 to \$3.40; No. 11, \$3.25 to \$3.45; No. 12, \$2.65; No. 13, \$2.75; No. 14, \$3.75 to \$3.95; No. 15, \$4.30; No. 16, \$4.30. Base sizes, Nos. 6 to 9, \$2.27 1/2 f.o.b. Cleveland. In carlots 12c. less.

Clothes Line Wire, regular 7 strand, No. 17, \$4.65; No. 18, \$2.90; No. 19, \$2.60. Hollow 6 strand, No. 17, \$4.30; No. 18, \$2.70; No. 19, \$2.35; No. 20, \$2.30, f.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Copper wire, discount 52½ per cent. net cash 30 days, f.o.b. factory.	
Galvanized wire, per 100 lb. Nos. 4 and 5,	
\$2.70 to \$3.00, Nos. 6 7 8 \$3.15 to \$3.35	

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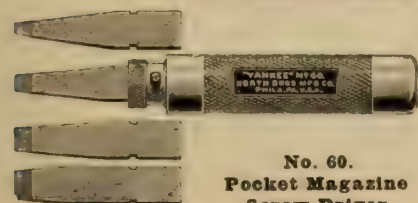
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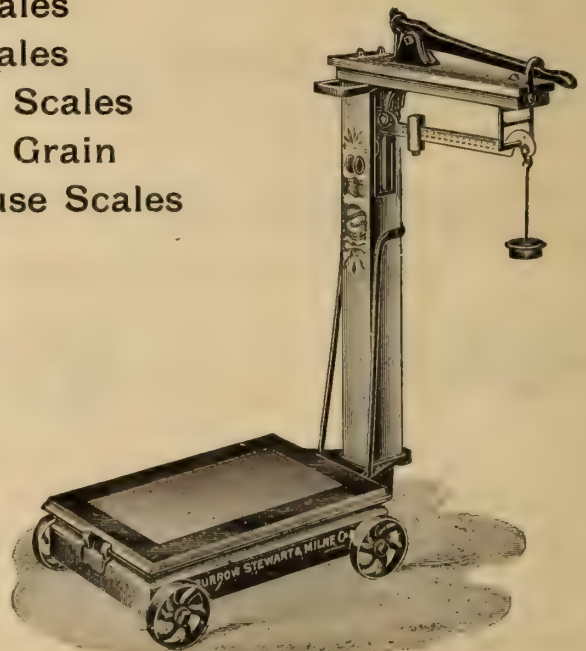
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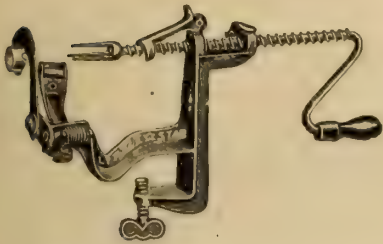
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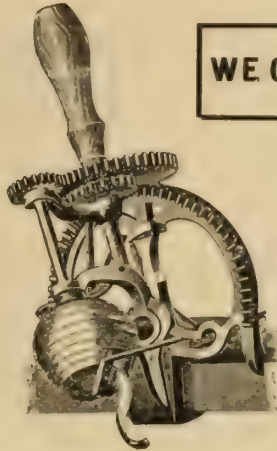
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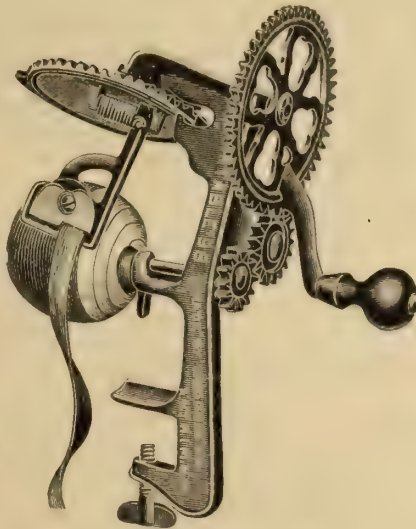
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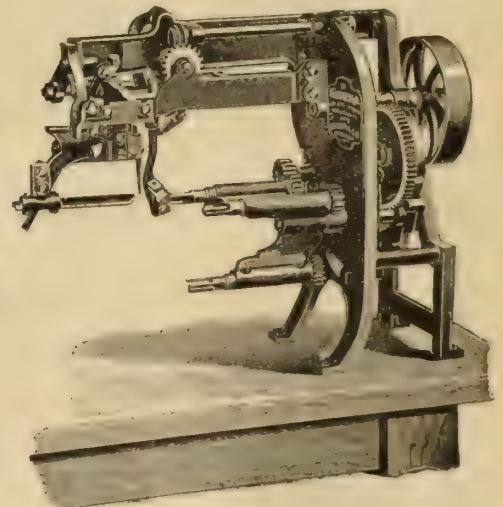
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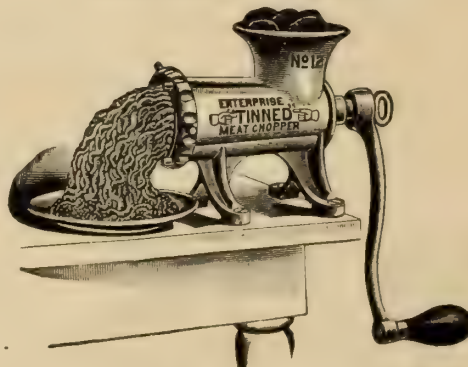
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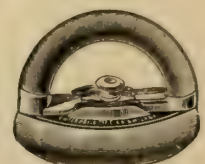
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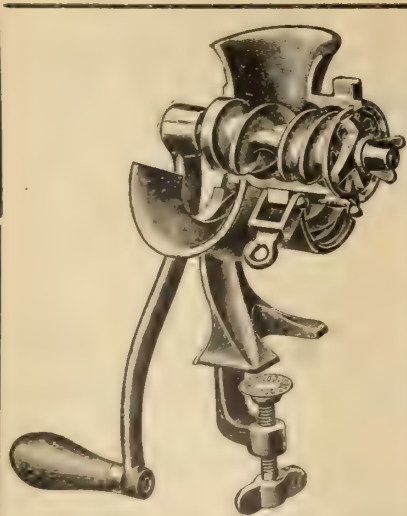
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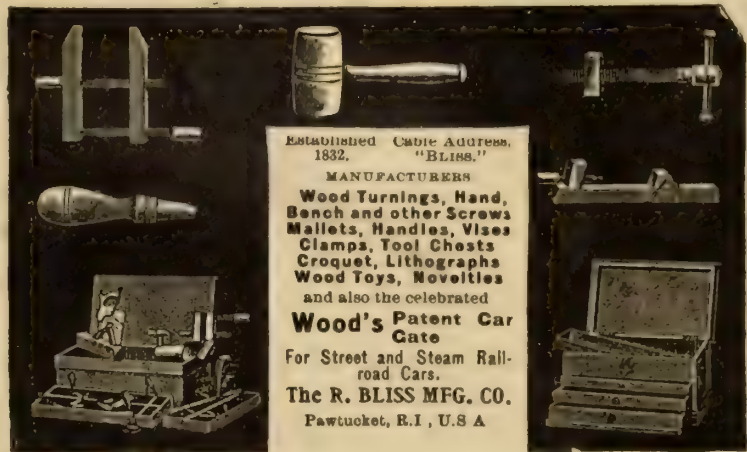
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3
all cut Book 10
page 156.



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Subjects Being Discussed at Ottawa

Written for Hardware and Metal by a Member of Parliament

IT is a strange coincidence that July 22 saw the publication of the most favorable trade returns ever recorded in the history of Canada, and, at the same time, in the Commons, a spirited debate as to the evils of speculation in stocks, or stock gambling, as it is frequently and, too often, with justice, called.

It is a strange fact that the greater the general prosperity of a country the greater seems to be the temptation to wild speculation. It has been said that the general idea of "enough," is just twice as much as one has "from time to time," and, certainly, the number of men on this continent who have a certain definite amount fixed as the sum on which they are willing to retire, and, who, having attained it, do retire, is small indeed. We say "on this continent," for it is a fact, well known to close observers, that in England the opposite of this is the case. The English merchant frequently has his idea of "enough" definitely fixed; an amount not constantly changing and increasing, and when he has been fortunate enough to secure the desired sum, he betakes himself to his favorite pursuit, and thoroughly enjoys life for the remainder of his days—be they few or many.

Probably never before have there been so many people scattered all over Canada who are getting better off from day to day, and yet, certainly never before have we had so many madly anxious to become speedily rich. Given, then, the funds for first deposits, as we might describe margins, and this intense thirst for riches, we have stock speculation run mad. To no class of the community has the fever been harmless. The widely scattered area of successful Canadian enterprises is partly answerable for the

wide-spread character of the disease. In the Maritime Provinces the inhabitants had before them the rich coal properties of The Dominion Coal Co., and the great activity and apparent prosperity of the iron and steel industries at Sydney. Stock which sold freely at 15c. on the dollar, advanced rapidly to par, and even away beyond it. Rumors of large fortunes made in a year or two on the investment of comparatively small initial amounts, set the steady accumulators wild with desire to do likewise, as they saw man after man among neighbors, who had never been looked upon as in their class in industrial circles, pass them in the race for gain. There could be but one result,—speculation, and speculation there was with a vengeance.

Striding with seven-league boots over 3,500 miles of Canadian territory, we find very similar conditions in The Crow's Nest Coal Co., of British Columbia. Once again the stores of nature, so long dormant and unknown, are being drawn upon by men whose enterprise has found them out, and once again the sight of fortunes grown big in a night has "got upon the nerves" of the "small" financier. In the middle land—the land of old Canada, Upper and Lower—the land where money, as yet, is most plentiful, the fact of no such great mineral deposits had no effect in stopping the craze or moderating the excitement, for, if the mines lay to the far east and the far west, "the miners," if we may thus describe the great capitalists who set these great operations afoot, found their homes in the great cities of the centre provinces. Agents with stock to sell for the various corporations, smooth-tongued as the walking vendor of books, spread far and wide the tale of wealth easily acquired, and the newspapers from day to day gave

items, eagerly read along the same lines. There could be but one result. The man comfortably off, with a thousand or two of spare money, was told that he might double the same in a few days by buying on a ten-point margin, and the "tip" came true just often enough to set all the intimates of the fortunate one doing likewise. So long as the stocks kept soaring, which for months upon months they did, all was well, but when the barometer began to fall, wide-spread ruin followed. The man who had made well from his "investment," had very naturally become an optimist, and was easily persuaded, the wish being father to the thought, that the drop was but a temporary flurry, to be succeeded by yet higher prices. He held serenely on then, till his profit had disappeared to the sound of the remorseless ticker; held on till his first margin had gone too, till his second and third had followed suit; till his home, from which years of patient toil and economy had cleared off the mortgage, was mortgaged once more; held on till for very lack of funds he could hold on no longer, and then, perforce, let go, to find himself well advanced on the downward slope of the hill of life, and penniless. No wonder that minds became unhinged under such circumstances; that the waters have covered the troubles of some; that the bullet has sent others to find whether there be more tolerable conditions across the great divide.

...

Yet, to some extent at least, the rapid making of wealth is justified in a country such as Canada. We possess immense natural resources, as yet but little utilized; as yet, in fact, but little known or explored. Take, for example, the coal mines we have mentioned. While hidden

away in the bowels of the earth these were no asset, discovered and worked they at once became worth millions. Nor can we fairly complain that those who have first adventured in these enterprises, which, in the initial stages, are always more or less risky, should reap a rich reward. Where they accumulate their wealth, Canada, as a whole, becomes the richer in the labor furnished to thousands of hardy miners, to hundreds of railway employees; and her revenues swell because of the increased consumption of goods by these men, on which duty, either import or excise, is paid. From these increased revenues come increased expenditures on useful public works: works not only furnishing employment to our laboring and manufacturing classes, but in their turn implementing the commerce of the country, so that the stream of prosperity flows wide and far over the land, enriching and refreshing, as does the famous Nile the lowlands of Egypt.

* * *

We would not wish to weary our readers by too great an array of figures, but we are in no fear of doing so by what we are about to quote, since they must fill every Canadian heart with honest pride, and with unbounded hope for the future.

Our fiscal year ended, of course, with June 30, since July 1 is our National birthday, and the figures given out by the Customs Department, while not final, are no doubt approximately correct. Think of little Canada, little in population if not in area, doing a foreign trade last year on the basis, of imports which actually entered into consumption and Canadian produce exported, of very nearly four hundred and fifty million dollars. When this has properly sunken into your mind, think another happy thought, to the effect that this shows an increase over the preceding year, a year that had been considered more prosperous, of nearly fifty millions of dollars. We are wont to look towards the United States as the country of great prosperity, and yet we are doing a foreign trade \$130,000,000 in excess of what that country did when its population was twenty millions, or bringing the comparison down to more recent times, we are trading with the outside world to the extent of \$81 per head, as against a per capita trade of the States of \$31 per head, in the year 1902.

* * *

It is encouraging to note that the prosperity is confined to no one or two of the main branches of Canadian industry, but that the advance is generally all along the line. In choosing a motto recently for the new commonwealth of the island continent "Advance Australia" was

decided upon. It is pleasant to reflect that Canada has advanced, is advancing, and seems likely to continue to advance for some years more to come. We are not in this article engaged in an argument as to whether or not the present Government of the Old National Policy is responsible for the present splendid conditions, as good Canadians we are satisfied that they exist, and shall leave the discussion of the causes thereof to the politicians. It seems almost incredible that in seven short years our exports of domestic produce should have increased in round numbers from \$110,000,000 to \$214,500,000, and yet such the report shows to be the case. Analyzing this we find that exports of farm products have increased over last year to the tune of about \$18,000,000, and show a total increase for the past seven years from fifty million and odd to one hundred and fourteen million and odd, and that exports of forest products have improved over last year by about four millions, and over seven years ago by nine millions. This is very large in proportion to the total exports, which this year reach \$36,356,015, and can be accounted for in part by the large development in the past few years of the pulp industry. When we realize that this great industry is still in its infancy, that countless thousands of acres have still to give up their spruce and countless water powers are still to be harnessed to grind it, that the world's consumption is constantly on the increase, and that the building of the new trans-continental road, no matter what may be its precise location, will make profitable production of this staple possible where now it is out of the question for want of transportation facilities, we can see that, not only the wheat fields of the west, but the timber fields of the older provinces will, in the next decade, see a development that will mean millions to Canadian revenues, both public and private.

* * *

Coming to the division of manufactured goods we find that here too there is satisfactory increase. Last year these totalled \$20,624,967, as against \$18,462,970 for the previous year, and as against \$9,365,384 for seven years ago.

The free list too, largely made up of raw material for manufactured goods, shows a heavy increase, amounting in 1903 to no less than \$88,000,000, or an increase of ten millions over the preceding year. Over a million tons of bituminous coal was imported in excess of the importations of seven years ago, and as this largely goes for fuel for manufacturing, it is a good evidence of the activity of this great Canadian line of industry. True, the importation of manufactured goods has also increased

largely, giving a good text to Mr. Tarte and his friends for continued lectures on increased protection.

And this brings us back for a few closing words on the debate re stock gambling inaugurated by Mr. Bourassa. He, and others who supported his contentions, point to the fact that this form of speculation leads to the crusade for special aid in certain lines of industries which are not in fairness entitled to it. He takes, for example, the Dominion Iron and Steel Corporation, which according to his views was vastly over-capitalized. The speculative mania carries the price of the shares well up towards par, and then, as must invariably be the case where there is not real worth behind it, the reaction takes place; thousands are crippled, not a few ruined. Those who have been able to hold on at once clamor for increased protection, claiming that so great a Canadian industry must not, for the sake of Canada's credit, be allowed to go down. Pressure is thus brought upon the Government which it is well nigh impossible to resist, and burdens are laid upon the people at large to make up the losses of the imprudent speculator. Mr. Tarte, speaking along the same line, openly charged that Ministers of the Crown and many members of Parliament had gone recklessly into the stock business, and that, in some cases, personal holdings influenced their legislative views.

Finally Mr. Bourassa withdrew his resolution, saying that he had wished to call public attention to the extent of the evil, rather than to get legislation upon it this session, and that he hoped that by next year something might be thought out that would limit, if not eradicate, the evil.

204 CARLOADS OF FLIES.

We are informed that upon a very conservative calculation, the quantity of Wilson's Fly Pads shipped this year will kill the immense number of flies above mentioned.

At this rate, Wilson's Fly Pads will probably be responsible for the destruction of more flies than could be loaded into four hundred freight cars before the end of the present season.

WIRE NAILS TACKS WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

CHAT

S. A. McCartney, hardware merchant, Alton, Ont., has sold his store and residence to Wm. White, and intends moving to Orangeville where he will again go into the hardware business.

The hardware business of John Sharp, Elva, Man., has been sold to T. Wright, Napinka, Man.

B. S. Wilson and H. R. Wilson, of Wilson & Co., bicycle dealers, Bank street, Ottawa, are on an extended visit to Buffalo.

In extinguishing a fire in a near-by building the hardware stock of John Gardiner, Dundalk, Ont., suffered considerable damage by removal and water on July 28.

Geo. Hyslop, senior member of the firm of Hyslop Bros., of Toronto, manufacturers of bicycles and automobiles, recently died in London, Eng., while touring for his health.

The large building belonging to Werner Bros., Dunnville, Ont., and which they occupied as a hardware store, was damaged by fire on July 28 to the extent of \$2,000, and the stock was damaged to the extent of \$2,000. The insurance on building and stock is \$3,800.

FOREST CITY GOSSIP.

Office of HARDWARE AND METAL.

London, Ont., July 30, 1903.

ALTHOUGH this is really the dull season of the year, both in the wholesale and retail branches of the hardware trade, business is not by any means entirely suspended, for orders continue to keep dropping in for goods wanted forthwith. And although the volume of these does not total heavily, it keeps the clerks from getting the blues and the machinery of the warehouse in running order. The holiday season is on, and the air is charged with picnic fever. The monster excursion of the commercial travellers on August 1 is the talk heard at every corner, hotel, shop and home. Should the weather be favorable and the events of the holiday realize even one-half as expected, the results will show an astonishing advance over anything in the line of picnic outings ever before attempted. Our readers may look for particulars of the day's outing at Port Stanley in next week's issue of this journal.

The funeral of the late H. J. Hayman, jr., took place on Saturday last. The sad accident which caused the death of Mr. Hayman took place at the new building

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 THE SHERWIN-WILLIAMS CO.
 21 St. Antoine St.,
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 Please give me an
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that is bringing satisfaction, increased trade, and larger profits to every enterprising merchant who has accepted it? That is doubling each year the trade of its strong supporting agents? That means selling the best paint made? That means handling the best advertised paint sold? That means more money for you? If so, tear off the coupon now and mail it to us.



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PAINT AND VARNISH MAKERS.

CLEVELAND, NEW YORK, KANSAS CITY, SAN FRANCISCO, MONTREAL, WINNIPEG,
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 BOSTON, SAN DIEGO,

1085

being erected for Lawson & Jones, painters, on Clarence street. While superintending the work for which his firm are contractors he fell from the top of the building, receiving such injuries that he only lived a few hours. Deceased was 33 years of age, and was well known to the building contractors of London and Western Ontario.

Joseph Campbell, general merchant, of Melbourne, Ont., died in the Victoria Hospital here on Saturday. Deceased was 48 years of age and unmarried. The remains will be taken to Melbourne for interment.

The trouble which existed a few weeks ago between the brick makers and employers at the new brick works is now settled, and business is booming along at the rate of 30,000 bricks daily. Bricks are being sold from this new factory at \$7 per 1,000. All the bricks made in this section are white, or rather cream color, and the big majority of dwelling houses in London are of that shade. Here and

there a red brick structure is going up, but nearly all the red pressed brick is manufactured at Milton, Ont.

The works of The McClary Manufacturing Co. were shut down all day on Saturday owing to the large number of employes who were anxious to join the G.T.R. excursion to Detroit.

A fire broke out this afternoon in the roof of the cooper shop at Wortman & Ward's factory on York street, this city. The blaze was started from an accumulation of fine shaving dust, which had in some way become ignited. The fire brigade was summoned as soon as the blaze was observed, and in a short time the flames were under control. The roof was almost completely destroyed, but otherwise no damage was done. The loss may reach \$200.

Monday next, August 3, will be a dry holiday for this city. Business will be suspended entirely. All stores, warehouses and factories will be locked up tight.

W.H.L.

Business Changes

ONTARIO.

J. H. HARE, of the firm of Hare, Beam & Hare, general merchants, Beamsville, has retired; W. C. Holmes has been admitted.

Julien Lalonde, general merchant, Renfrew, has assigned.

C. J. Halliday, general merchant, Chesley, has sustained a loss by fire.

C. J. Werner, stove and tinware merchant, Dunnville, sustained a loss by fire.

Geo. Wilson & Co., planing mill, St. Catharines, Ont., have sustained a loss by fire.

W. F. Johnston & Co., hardware merchants, Ottawa, have sold out, giving up possession August 15.

A meeting of the creditors of the firm of Blair & Son, general merchants, Berwick, will be held on July 30.

QUEBEC.

Calixte Beaudry, general merchant, St. Nazaire, has assigned.

The Sterling Manufacturing Co., Montreal, have been registered.

Mireau's Laundry Machine Co., Montreal, have been registered.

L. H. Bissonnette, general merchant, St. Isidore, have assigned.

Arthur Planneton, hardware merchant, Three Rivers, has been registered.

Northrop Iron Co., Valleyfield, have been granted a winding-up order.

The assets of the general business of Victor Onract, Musleyville, are to be sold.

Grandbois & Paradis, general merchants, Gentilly, have dissolved partnership.

H. Hudon & Co., general merchants, St. Angele, have sold stock at 70c. on the dollar.

E. Marineau & Frere, carriage makers, St. Adelphe de Champlain, have been registered.

Lafontaine & Thiffault, general merchants, St. Adelphe de Champlain, have been registered.

A meeting of the creditors of The Northrop Iron Co., Valleyfield, will be held on August 1.

J. M. Laganier, general merchant, La Chevrotiere, has assigned; Lefavre & Taschereau are pro. guardians.

The assets of the general business of W. R. Crepault & Co., Kamouraska, are advertised to be sold on July 31.

NOVA SCOTIA.

Prosser Bros., general merchants, Kemptville, have been registered.

The Iver Johnson Revolvers Have Shot Their Way To The Front.

Absolutely Safe.

Accidental discharge is impossible.

Absolutely safe, always reliable, ever accurate and true to aim, are sharp-shooting qualities of a revolver that no fortress of competition can resist. It's by employing these tactics of skill that

Iver Johnson Revolvers Have Shot Their Way To The Front.

Send for Catalog.

Iver Johnson's Arms & Cycle Works,

New York Office: 99 Chambers St.

FITCHBURG, MASS.



SILVER PLATED WARE

HOLLOWWARE and FLATWARE

Prices Right and Quality Guaranteed.

Red, White, Blue, Pink and Green Glass, fancy hand decorated and plain, Mounted into Berry and Fruit Dishes, Sugar Bowls, Cream Jugs, Butter Dishes, Spoon Holders, etc.

IT WILL PAY YOU TO PLACE YOUR FALL ORDER WITH US FOR ALL KINDS OF SILVERWARE.

E. W. GILMORE & BRO.,

Importers of Silverware.

86 BAY STREET, TORONTO.

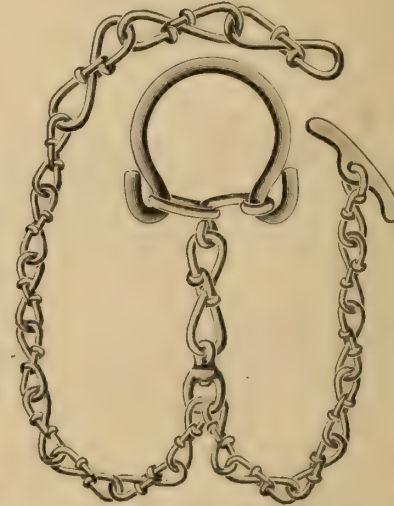
AMERICAN, or Flat Link ————— NIAGARA, WIRE LINK



Oneida Community

Cow Ties

Manufactured at Niagara Falls, Ont.



SMOOTH AND EASY ————— STRONGEST TIE MADE

BRITISH COLUMBIA.

Mary G. Vater, general merchant, Ladysmith, has gone out of business.

MANITOBA AND NORTHWEST TERRITORIES.
The Hamilton Hardware Co., Limited, Winnipeg, have been incorporated.

The Moose Mountain Hardware & Lumber Co., Limited, Alma, have been incorporated. Winnipeg, have been incorporated.

Hamilton Bros. & Co, hardware dealers, Tantallon, have been succeeded by The Hamilton Hardware Co., Limited.

HARDWARE AND METAL

H. S. HOWLAND, SONS & CO.,

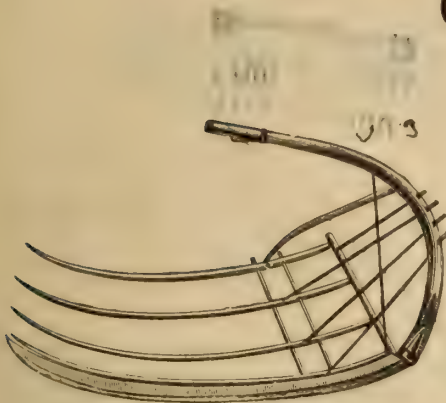
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37-39 West Front Street, **Toronto.**

LIMITED
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WHOLESALE

Grain Cradles

complete
With Scythes
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Ready for use.



OTTAWA OR FRENCH MULAY.
Wood Braces or
Iron Braces.



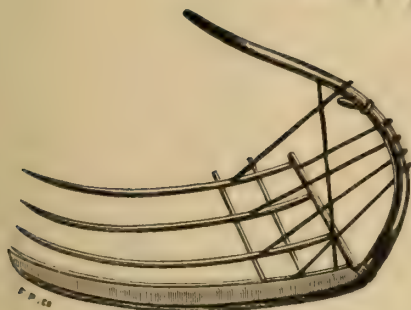
HALF MULAY.
Wood Braces or
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Hay Rakes,
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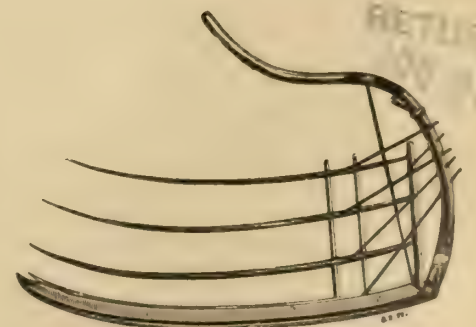
TURKEY WING.
Wood Braces.

Scythes,
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Manure Forks,
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IMPROVED MULAY.
Wood Braces.

Also
Hay-Fork Pulleys,
Hay Forks,
Rope, etc.



MORGAN.
Wood Braces.

See our **HARDWARE** Catalogue for a full line of **HARVESTING** Tools.

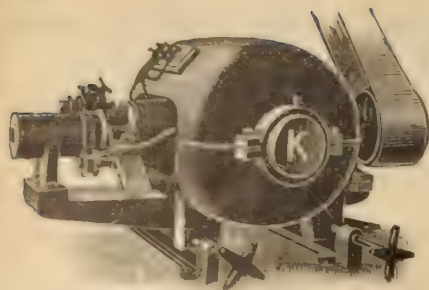
H. S. HOWLAND, SONS & CO. LIMITED, Toronto.

OUR PRICES
ARE THE BEST.

Graham Nails are the Best.

WE SHIP
PROMPTLY.

Factory: Dufferin Street, Toronto



Kay Electric Dynamo and Motor Co., Limited

Makers of Dynamos and Motors for all purposes of direct and alternating currents. Special attention given to repairs.
Official Works, 219-221 Queen St. East, Toronto.
Phone Main 1251. Estimates cheerfully given.

"THE PEERLESS"

is the best Bolster Spring ever produced. A fine line for the hardware trade. Write Us for Prices.



JAMES WARNOCK & CO., - GALT, ONT.



MADE IN FOUR WIDTHS.
1 1/2 inch, 2 inch, 2 1/2 inch and 3 inch.
PATENTED IN ALL COUNTRIES.

WE STRAP THE WORLD! Caryl's Universal Box Strap

A CONTINUOUS Metal Strap with a series of raised bosses along the edges, to strengthen same and protect nail heads. Put up in coils of 300 feet each, and packed 20 coils in a case. On each coil we put our patent metal reel frame, making it a complete reel.

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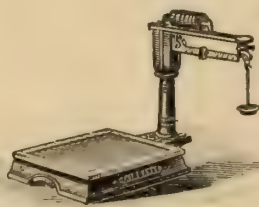
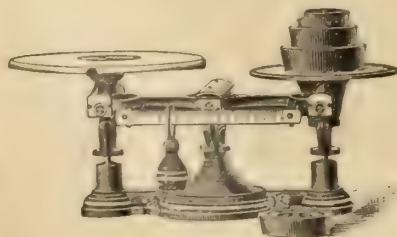
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FAIRBANKS STANDARD SCALES

Universally recognized as the "Standard of Excellence" in Scale Manufacture. They are so far superior to Scales of all other makes as to be

"IN A CLASS BY THEMSELVES."

Recognizing the demand for a cheaper line of scales than THE STANDARD, we are now selling a line of low-priced Scales which we offer at the same price as much inferior goods, and are indeed EQUAL TO THE BEST GOODS OF MANY MAKERS. Drop us a postal and we will be glad to tell you all about this new line.



SEND FOR CATALOGUE.

THE FAIRBANKS COMPANY

MONTREAL.

WINNIPEG.

VANCOUVER.

MACHINERY

THE TORONTO MOULDERS' STRIKE.

FOUNDRIES all over Canada are watching with considerable interest the difficulties between The Canada Foundry Co., Toronto Junction, and the union moulders. The company has given out a statement to the effect that they have been able to secure the number of men they need. The moulders have stated that they are confident of the company's inability to do so, and have gone to the length of soliciting funds from other union men, asking for assistance to enable them to protract their "strike."

On Tuesday Edward Gurney, president of The Gurney Foundry Co., Toronto, gave the following opinion of the situation to "Hardware and Metal:" "I was through the works of The Canada Foundry Co. this morning and was able to see for myself that the company has at work as many moulders as they could give employment to even in such large works as theirs. They have 12 more moulders at work now than they have ever had before, and these seem to be a fine body of skilled men."

"Then you believe that the striking moulders must lose?"

"I feel that from the start there has been no other prospect. The moulders' union has taken a position which is neither just nor reasonable, and, which, consequently, could not stand the test. They have a rule that in shops controlled by their union only one apprentice to eight men will be allowed; that means that each moulder may expect to work 32 years before a successor to him is taught the trade. Now, the average length of service is far short of that time. Death removes some; others go into other work; in several ways the numbers are depleted. So you see if the union were in control and such rules allowed to prevail in every office in the country there would be a steady reduction in the number of moulders in spite of the fact that the ordinary growth of business demands a steady increase in the number available."

"The result of this position taken by the moulders has been that the larger foundries have had to import men, and, in doing so, have been able to throw off entirely the yoke of union control. If it were not for the importation of moulders Canadian firms would have been unable to fill their orders, which would, as a

result, have gone to some foreign country. If the union won this strike and again secured control in this and other foundries, the result would be harmful to Canadian interests."

HOLLOW BOX STEEL MATTRESS FRAME.

REFERENCE was made in last week's issue of "Hardware and Metal" to the rapid evolution in the manufacture of furniture, the widespread substitution of metal for wood. A feature

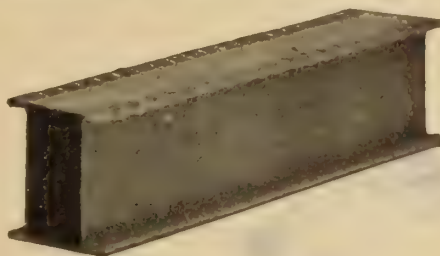


Fig. 1

of this development is the introduction of steel spring bed frames. The accompanying illustrations show accurately the design of the new frame, which is known as a patent hollow box steel spring bed frame. Figure 1 shows a short section of the hollow box side rail; figure 2 shows one corner of the wire fabric fastened to wood end piece by curved metal strip which pinches the wire fabric into grooves in the wood and holds it securely. Besides using wood ends, they make

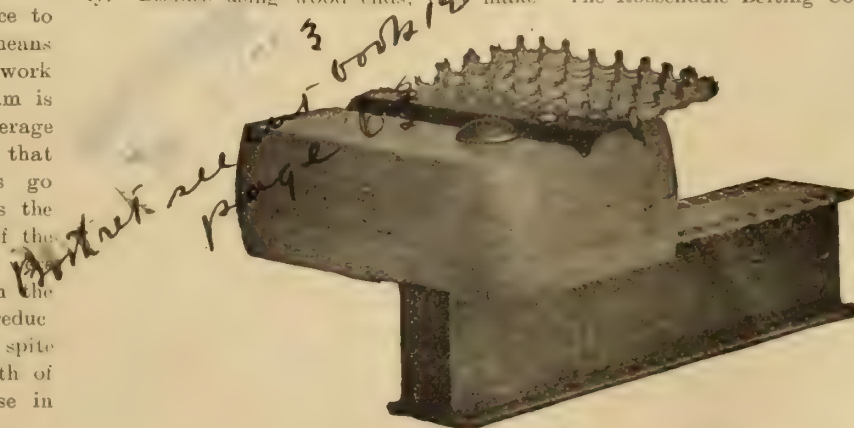


Fig. 2

hollow steel ends to which the same style of fabric can be securely fastened. The great strength of the side rail, which is hollow, and is made of No. 21 gauge sheet steel, size $1\frac{1}{2} \times 1\frac{3}{4}$ inches by 6 feet long and only weighing five pounds, has been demonstrated by the fact that three

men, weighing 531 pounds, have stood on one rail, resting on two chairs, without its breaking or even bending. This new rail is water tight and vermin proof, is claimed to occupy 50 per cent. less space in car or warehouse than the old style wooden-framed spring bed, and is shipped at a lower rate of freight.

Any of the trade desiring to get into touch with the inventors or manufacturers of this new frame can do so on application to the editor of "Hardware and Metal," Montreal and Toronto.

A BELT TEST.

Engineers and others interested in power transmission will be able to appreciate the figures of a test of a "Rossendale" belt. The belt is known as the "M.A.Y." brand, and was 5 in. wide and $\frac{1}{4}$ in. or 6 millimetres thick and stood a strain of 11,200 lb., or 2,240 lb. per inch of width, while a similar width of belt of 8 millimetres thickness, or a little over $\frac{1}{4}$ in. thickness, stood a strain of 16,000 lbs., or 3,200 lbs. per inch of width. The Rossendale belts are woven and made in every required width and thickness. They are peculiarly well suited for machinery of great power. These belts can be used in acids and water without hurt—a fact of value to many manufacturers.

By reference to the advertisement of The Rossendale Belting Co., in this issue,

it will be seen that they are sole agents in Canada for Jackson's patent belt fastener, a device in such general use that its merits need no reiteration. The Rossendale Belting Co. have a valuable catalogue which they will gladly send to all who make request for it.

BABBIT

THE name of the late Isaac Babbitt, of Massachusetts, is made familiar to machinists and metal workers by the invention which bears his name. "What is babbitt?" asks the uninitiated. It is a soft white alloy of variable composition; different manufacturers using different materials. Sometimes it is made of tin and copper, as, nine parts of tin to one of copper; it is also made of tin, antimony and copper. Its use is, of course, to diminish friction in bearings. Among the manufacturers of babbitt in Montreal are the firm of Geo. Langwell & Son, who were established in 1800, and continue to transact an expanding business. They have excellent facilities for the making of babbitt and all kinds of anti-friction metals. Not confining their energies to these lines, they also manufacture solders, zinc, linotype, monoline, stereotype, electrotpe and other white metal alloys. The whole manufacturing business is under the constant personal supervision of G. H. Langwell, who is, in every sense of the word, a thoroughly practical man, whose thorough knowledge of his business gives a guarantee that the work sent from his factory will always be of the first quality.

OPPORTUNITIES FOR HARDWARE
DEALERS.

Hardware dealers in many sections of the Dominion are making money out of "side" lines which, though not exactly akin to the hardware line, are paying good profit.

One of these specialties which offers an excellent profit is the lines of pulleys and shafting made by The Dodge Mfg. Co. of Toronto, Limited. The Dodge wood split pulley has made a wonderful reputation all over the world as being a superior pulley, and where a wood pulley can be used, cannot be excelled.

With the interchangeable system of bushings a small stock of pulleys suffices for great demands, and dealers in towns where there are a few or many manufacturing plants, can make excellent profit from a small investment in this line.

Dodge high-grade steel shafting is another line that can be handled to advantage. A small well selected stock will meet wide demands. The Dodge Mfg. Co. of Toronto will be glad to tell hardware dealers more about the profit getting lines which they handle.

AGENCY FOR FENCING TOOL.

Ironside, Sons & Co., 16 Water lane, Groat Tower street, London, Eng., are introducing to the Canadian trade an up-to-date fencing tool which combines all the advantages of a high class strainer and a powerful stake lifter. This tool

saves time and labor, dispenses with expensive straining posts and ratchets, saves money in the erection of the first 100 yards of wire fencing, and will tackle all kinds of fencing work. It can strain the bottom wires just as well as it can the top ones, and does not do any damage to the wire in the gripping. Moreover, it can always be used for lifting stakes or old roots with a minimum of delay.

Ironside, Sons & Co., whose advertisement appears in this issue of "Hardware and Metal," are determined to push this article in Canada, and invite applications for their agency. They wish to obtain an agent in Canada for the manufacture or purchase and sale under an agency or royalty agreement.

"Hardware and Metal" recognizes that Canadians are fully aware of the demand for a tool like this in this country.

ELECTRIC TRAMS WITHOUT RAILS.

It is now being urged upon local authorities in this country that in both Germany and Switzerland the experimental use of electric "trams without rails" has been found eminently satisfactory. The non-necessity for rails effects a saving, on an average, of £6,000 per mile, and the traffic of the busiest roadway is not inconvenienced, as the cars may deviate as much to the right or left as the exigencies of the moment may demand. An explanatory paper was recently read on the subject before the Lincoln Chamber of Commerce by a gentleman interested in the exploitation. In the railless electric line, it was stated that, inasmuch as there are no rails through which to return the current to the generating station, a second wire has to be provided for the purpose; in all other respects, however, the wires may be fixed in the usual way. The rods for taking the current are flexible and have a ten-feet "play," and so can be "steered" very easily. Then for narrow streets, where there is room for only one set of wires, the rods are almost automatically removable, so that the cars can pass each other. As inexpensive "feeders" to outlying districts for existing tramway systems, the new plan is well spoken of, and several important corporations are considering the advisability of its adoption.—The Hardwareman, Birmingham.

MACHINERY AND ELECTRICAL
NOTES.

The Guelph Axle Co. have just installed a triple ram and other new machinery.

The erection of a bridge over the Thames, in London, Ont., by The Chelsea Land & Building Co., will be proceeded with at once.

Louis Armand, foreman of The Montreal Bridge Co., who was injured in a recent accident, died at the Hotel Dieu Hospital, Montreal, on July 20.

The tender of \$10,000 from The Montreal Pipe Foundry Co. for the supply of cast iron pipe has been accepted by the Water Committee of the City of Montreal.

The heavy machinery is now being installed in the new buildings of The Ontario Portland Cement Co., at Blue Lake, near Paris. The gigantic engine and boilers are already in place.

A new steel bridge is to be constructed by the Government over the Winnipeg River at Rat Portage, to replace the present unsafe floating one. The estimated cost of the bridge is \$16,000.

John Inglis Co., Ltd., Toronto, the makers of Corliss engines, are building a new boiler shop. Notwithstanding the troubles and setbacks resulting from labor strikes, this firm have had a busy season.

The old moulding shop of The McClary Stove Manufacturing Co., London, Ont., has been cleared of all its moulds, the new works being in full running order, and has been refitted with new machinery for the stamping of stovepipes.

A novelty in the machinery used in the construction of railways is the new track-laying machine, which is being used at the present time in the construction of the Temiskaming Railway. It is said that this machine is capable of doing a mile of track per day.

The Victoria Wheel Works, at Galt, Ont., suffered a severe loss from fire on July 28. Raw material approximating the value of \$10,000 was either destroyed or badly damaged. The fire started in a storehouse, where hubs were being treated with tar and resin.

Some of the open-hearth furnaces of The Dominion Iron & Steel Co. have been closed down. The reason given by Mr. Baker, general manager of the company, is that while there is but a limited market for steel billets, good prices could be secured for pig iron. He says the policy of the directors is that the output of pig iron and steel billets will depend entirely upon the condition of the market.

The Electric Tramway Co. of the City of Mexico, which was promoted by Canadian and English capital, last year made 10 per cent. on its stock, and will now be able to declare a three per cent. dividend on its common stock. This is a very good showing, since the directors did not expect to be in a position to pay a dividend on the common stock for some years to come.

THE ROSSENDALE BELTING
COMPANY, Limited

The ONLY British Belting Manufacturers having a Branch in the Dominion dealing direct with the consumer.

Sole Agents for Canada for "JACKSON'S PATENT BELT FASTENERS."

SEND FOR PRICE LIST.

59 to 63 Front Street East, TORONTO.



T=I=M=E

Time is money.
Time checks save
money. Get the
best. We make all
kinds of checks—
bread, milk and
trade checks.
Everything in
stamped metal
checks and badges.

HAMILTON STAMP AND STENCIL WORKS
HAMILTON, ONT.

BARGAINS IN MACHINERY.

(Corrected every issue.)

AUTOMATIC ENGINES.

8 x 24 Wheelock.
15 x 34
11 x 24 Corliss, New.
11 x 10 Ideal.
11 x 10 Peerless.
19 x 10
70 H. P. Kelly-Osborne, Compound
8 to 65 H. P. Jewel Engines, New.

ENGINES AND BOILERS ON WHEELS

10 H. P. Cornell.
16 H. P. Russell & Co., Traction.
12 H. P. Engine and Boiler on Skids.

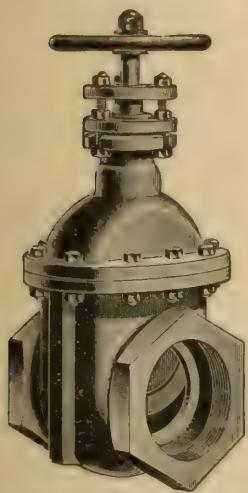
CENTRE CRANK ENGINES

5 x 7 Leonard & Son, Rebuilt.
4 x 5 C. H. Dutton & Co., New.
5 x 7
7 x 8
8 x 10
10 x 12
11 x 15
12 x 15

Catalogue, prices and descriptions cheerfully given on application.

H. W. PETRIE

131-145 Front St. West, 8-22 Station St., Toronto.



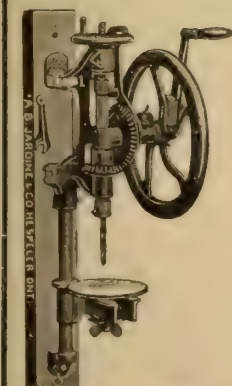
BUY KERR VALVES.

They give
satisfaction
every time.

Catalogue
on application.

The Kerr Engine Co.
LIMITED

Walkerville, Ont.



TRADE MARK
REGISTERED

Blacksmiths' Hand Drills.

The very
best.

A. B. JARDINE & CO.
HESPELER, ONT.

"Say, Friend,"

your aim should be to start up for yourself.

Why Work

from morn till night for somebody else instead of pushing a business for yourself and thus reap the full profit of your labor?

We Will

start men of ability and good character in every County in the Dominion.

WRITE FOR PARTICULARS TO

The Empire Machine and Metal Stamping Co.

Limited

1012 Yonge St.

- TORONTO,

SOLDER that SOLDERS

Half and Half, Wiping, Refined, Strictly,
Wire, Oval, Angle.

THE CANADA METAL CO., WILLIAM STREET, TORONTO.

COLD PRESSED NUTS



of all shapes and sizes, finished, semi-finished, case hardened, plated or polished.



Canada Foundry Company, Limited,
14-16 King Street East, - - TORONTO.

CELEBRATED HEINISCH SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinnern' Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 155 Chambers St.
NEWARK, N.J., U.S.A.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

NOTE: Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, **HARDWARE AND METAL**.

Edited by

W. Arthur
Lydiatt,

TORONTO.

Suggestion of a Need Oftentimes Creates It.

TWO especially interesting communications have reached me from The Best Stove Company of Peterboro', Ont. The first letter accompanied their scrap-book of ads., which was sent me in the hope that I might be able to offer some practical suggestions toward the general improvement of their newspaper ads. In this letter they remark: "We have endeavored to follow the advice given in your department of **HARDWARE AND METAL**, but fear we have not been very successful in doing so. Our ads. this year are certainly bringing better results than the 200-line ad. we ran last Spring and Fall, and we have the advertising department of your paper to thank for it."

In answer to my card asking for further particulars regarding the advertising they had done in the past, I received the following letter:

Peterboro', July 21, 1903.

W. ARTHUR LYDIATT, Toronto.

Dear Sir,—Your P.C. of 17th to hand, and we will endeavor to give you the information you desire.

We opened here on April 1, 1903. The writer was an entire stranger and the business was a new one. We put 250 line ads. in the local papers for two weeks and followed with 100 lines for two months.

Sent out 2,000 special invitations for our "Opening Day" to the best families in town. Later sent out dodgers twice.

We started our ads again in September—200 lines for a week or so, then 100 lines till January 15 last. We did not take **HARDWARE AND METAL** until last November, when the writer was in the city and called at your office and subscribed.

We think that our 60-line ads. are more effective than the larger one of last year, and it is much easier to write ads. than before we read your department.

We are quite well aware where many of our ads. might be improved, and with your assistance we hope to do better this Fall. The writer never had any previous experience as an ad. writer, as you no doubt will have perceived ere this.

Yours very truly,

Best Stove Co.

E. M. BEST.

Mr. Best has no particular reason to be ashamed of the advertising he has done so

far, as the outline of his campaign, as given in his letter, suggests a well-planned effort for business, and the ads. in the scrap book which he has sent me are far from the worst I have seen.

It is good to know that he has profited by the suggestions that have been made in this department from week to week; any reader should, who took sufficient interest in the progress of his business to give thought to the advertising end of it.

I am reproducing the matter from the card of invitation sent out by the Best stove people. This is a good idea—one

MRS. DRAKE,

The Best Stove Company

request the pleasure of your company
on their

OPENING DAY

Saturday next, March twenty-ninth.

We are anxious that you shall see our line of Buck's celebrated make of Ranges, Cook Stoves, Base Burners and Heaters.

Also our large assorted stock of Tinware, Enamelware and Kitchen Supplies.

We will show for the first time in Peterborough the new style "HAPPY THOUGHT" range, series E.

434 Hunter street Next door to the Post office

which might be profitably employed by any reader of **HARDWARE AND METAL** at a time when a goodly assortment of new goods arrive.

I notice that Mr. Best occasionally uses those syndicate cuts, about which I had something to say a few months ago. The fact that I continually advise against their use might be taken to indicate spite. Well, it is hardly that, for the only interest I have in the matter is in seeing **HARDWARE AND METAL** readers do good advertising, and trying to help them in so far as I can by way of suggestion to do better advertising, and get the greatest possible results from their expenditure.

These syndicate cuts are usually foolish things at their best. It is awfully hard to adapt them to your own ad. or work them in satisfactorily in any way. Some of them are absolutely ridiculous.

I think it better to bend your effort toward securing neat and attractive type

display, and if you occasionally run across a cut which might be used to good advantage—one that really illustrates something—why, use it.

A picture of a well-dressed gent lowering a bucket, on which is inscribed the word "Prices," down a well does not illustrate or lend emphasis to your statement that you are "lowering prices," does it?

I would suggest that The Best Stove Co. read over my remarks on display in the last two issues of **HARDWARE AND METAL** and give a little thought to this feature of their ads. Their ads. are not badly displayed, but a little effort along this line would, I am sure, help to make the ads. more attractive and improve their "eye-catching" qualities.

One hint in conclusion: If you're after the best trade in the town—which I presume from your letter you are—don't indulge in headlines such as "A Stove for \$1.50," or "Stoves to Burn," even though you do have following closely after in small type "a week" and "coal or wood," respectively.

Make your announcements dignified and conservative—though not too much that way—and make them expressive of the true spirit of your store. Slang is not appreciated by some folks—a misleading or altogether "catch" headline by few but the poorer classes. Things proper are appreciated by all—when they mean business especially.

AN ADVERTISING CRITIC.

A cynical paint man in Montreal 'phones **HARDWARE AND METAL** to make some remarks about an advertisement of lawn mowers which recently appeared in that journal. The ad. said: "Another shipment of those cheap but good lawn mowers has arrived. They won't last long." The paint man said it is undoubtedly interesting, but it was too much like, "Buy your carpets here; they can't be beat," and just as bad as, "Come to see us before buying elsewhere," and "Printed ladies' wrappers, 75c." and "Black or white kids always on hand."

The Toronto Silver Plate Co.

LIMITED

Silversmiths and Manufacturers
of Electro Silver Plate.



No 909-FRUIT BOWL.

Below we illustrate some of our Trade Marks.



Not in
the Trust
or Members
of any
Silverware
Association
or
Combine.



TORONTO SILVER PLATE CO., A.1.

On Flatware.



On Sterling Silver.

Manufactured and Guaranteed by



On Electro Silver Plate Hollow Ware.



On Knives.

TORONTO SILVER PLATE CO.,
Nickel, Silver, Silver Soldered,

On Electro Silver Plate on Nickel Silver.

TORONTO SILVER PLATE CO., Nickel B.M.,

On Electro Silver Plate
On Nickel Silver with Britannia Metal Mounts.



Wait until
our travellers
call on you,
or write
for
Catalogue
before placing
your order
elsewhere.



Factories and Salesrooms, West King St., Toronto, Canada.

E. G. Gooderham, Managing Director.

STOVES AND TINWARE

AQUARIUMS SHOULD BE POPULAR.

THERE is such a diversity of articles that the progressive tinsmith might make during the quiet weeks that there is no need of allowing days to be wasted for the lack of something profitable to do. Any tinsmith worthy of the name could construct an aquarium that would be easily sold and that would prove a source of much pleasure to the purchaser.

An aquarium of good size will afford opportunity to watch the growth of the tadpole into the bullfrog, to observe the little minnows that add life to the artificial pond by their sprightly movements, and the water plants that lend attraction by their appearance. In such surroundings a broken sugar bowl or jug of small proportions affords not merely a dark cavern for the fish to retire into, but also, with the exercise of a little imagination, a submerged castle for water sprites and nymphs. There is no occasion for the tinsmith, who finds money scarce enough, to invest in fish made of gold or other expensive pets. The ditches and streams near at hand will furnish all the inhabitants he requires for his aquarium and bread crumbs and other scraps from the table will feed his water colony. The anticipation and planning to provide a sightly aquarium for his household will keep him out of much mischief, and if he uses his best ingenuity in making it will also provide an ornament that his wife and family will take pleasure in.

The only thing in which the tinsmith may need a little help, writes I. Z. K. in *The Metal Worker*, is a suitable water-proof cement for making the glass water-tight where it connects with the wood, copper, brass, aluminum, tin plate or galvanized iron that he uses in his construction. So I give him the following recipe, which is used at the Zoological Gardens of London with equally satisfactory results for either fresh or salt water: Take litharge, fine white dry sand and plaster of Paris, three parts each, and of finely pulverized rosin, one part; mix thoroughly and make into a paste with boiled linseed oil, with a little drier added. Beat it up well and let stand for four or five hours before using. After it has stood 15 hours it will lose its strength, but as it is cheap and easily mixed, this characteristic is no drawback.

A little ingenuity will enable the provision of a small fountain to add to the

general attractiveness when friends drop in to enjoy a social chat, and this method of refilling the aquarium occasionally is a desirable one. If a fountain is used, however, the water outlet should be through a very small hole, not much larger than an ordinary sewing needle will make; otherwise, too much water will be used and it will spread over too great a surface.

GOOD BUSINESS.

The Gurney Foundry Co., Ltd., Toronto, report continuously increasing business. In spite of their greatly enlarged facilities they have been unable to keep up with their orders. The "Chancellor" range has been particularly in demand though the "Imperial Oxford" range still holds its place in the goodwill of the trade and people. Recently added machinery, of the very latest type, will soon be in full swing and the company then expect to catch up on their orders.

TESTS FOR GAS HEATERS.

FROM the appearance and character of many of the appliances marketed for the use of gas as a fuel it is clear that the imitation, or "follow the leader," plan, has been with some the incentive to enter this branch of trade and secure a share of the profits, says *The Metal Worker*. Under these conditions it is not strange that many productions have proved neither economical nor efficient in their service, and have brought the use of gas as a fuel and gas appliances into disrepute in some sections. At the same time, the dissatisfaction and detriment to the trade thus caused have led to efforts to apply a remedy. This commendable work has been taken up by the Ohio Gas Light Association, which has appointed a special committee to determine standard methods of testing fuel gas appliances. The report of this committee states that the mechanical engineers have prescribed standards for testing boilers, the Electrical Light Association for testing lamp efficiency, and the electrical engineers for testing electrical apparatus, which is sufficient precedent for the gas engineers to establish a standard for protecting manufacturers, dealers and consumers against gas appliances which seem to have been manufactured only for the purpose of barter and sale and not for beneficial service. Naturally their work

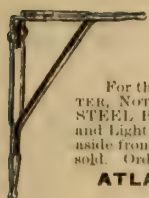
covers a wide field, and instead of elaborating on the magnitude of their task, they have made a good beginning by laying down rules for testing instantaneous water heaters, hot plates, ovens and broilers. The provisions of the test cover every condition that may arise, and it is probable that the larger buyers of apparatus using gas will be governed in the selection of their goods by those who make the best showing under the conditions laid down. This committee has done a good work, and it is to be congratulated upon having set an excellent example. When the tests of hot plates, broilers, ovens, gas heaters of various types and radiators have been completed, an excellent line of standards will have been established. If buyers require that their purchases shall come up to the standard, when tested under such conditions, the general public will secure much better apparatus and will be freed from the expense and annoyance of goods put on the market solely for purposes of sale and possessing no other merit. The example set by this association is worthy of adoption in other fields. If, for example, engineers were engaged to do a similar work in connection with hot air furnaces, there can be no doubt that the trade as a whole would be substantially benefitted, and much inferior apparatus that now exerts a demoralizing effect on the market would be eliminated from the field of competition for the good of all concerned.

THE VICTOR FLOUR SIFTER.

The "Victor" flour sifter, introduced by E. T. Wright & Co., Hamilton, has already won approval from the Canadian public. A new feature in this sifter is that the construction of the agitator is such that the use of lead is unnecessary, making a stronger and cleaner joint than in the style formerly made. This sifter has recently been patented by the company.

THE GURNEY COMPANY'S PICNIC.

The annual picnic of The Gurney Foundry Co., Limited, Toronto, is being held to-day (Saturday) to Niagara Falls. The excursion left at eight o'clock on the Garden City for Port Dalhousie, where the train was taken for Niagara Falls. Shea's orchestra accompanies the party on the entire journey and furnishes music for dancing at Victoria Park.



Will Hold Up a Shelf!

That's what a shelf bracket is for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO.,
New Haven, Conn., U.S.A.



WRIGHT'S No. 4 COLD BLAST LANTERN IS THE LANTERN
See it and be convinced.
E. T. Wright & Co., Manufacturers, Hamilton and Montreal.

Have you
tried it?

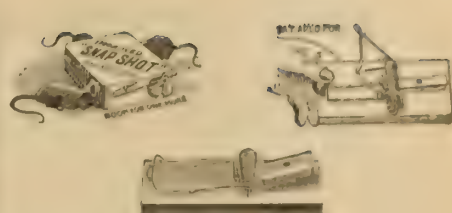
Tried what?

SELLING MANTELS.



This is in your line of business, and it will
pay you.

The Batty Stove & Hardware Co.
76 YORK ST., TORONTO.



J. M. MAST MFG. CO.'S RAT and MOUSE TRAPS

Strongest Traps Made.

Prices Exactly Right.

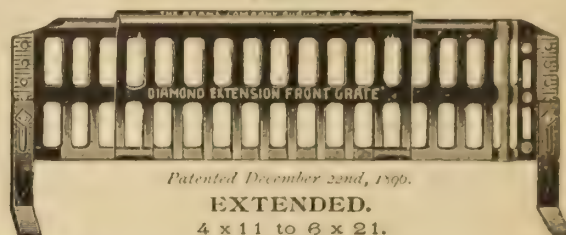
CANADIAN AGENTS
Edwin H. Grenfell & Co., London, Ont.

DIAMOND EXTENSION FRONT GRATE.

Ends Slide in Dovetails similar to
Diamond Stove Back.

Diamond Adjustable Cook Stove Damper

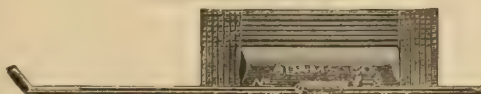
Patented March 14th, 1893.



Patented December 22nd, 1890.

EXTENDED.

4 x 11 to 6 x 21.



For Sale by Jobbers of Hardware.

Manufactured by THE ADAMS COMPANY, Dubuque, Iowa, U.S.A.
" TAYLOR-FORBES CO., Limited, Guelph, Ontario.

There is Satisfaction in Selling a Good Article.

Every article you sell should do missionary work
for you amongst the purchaser's friends. It takes a
good article to do this.

When you sell an

Imperial Oxford Range

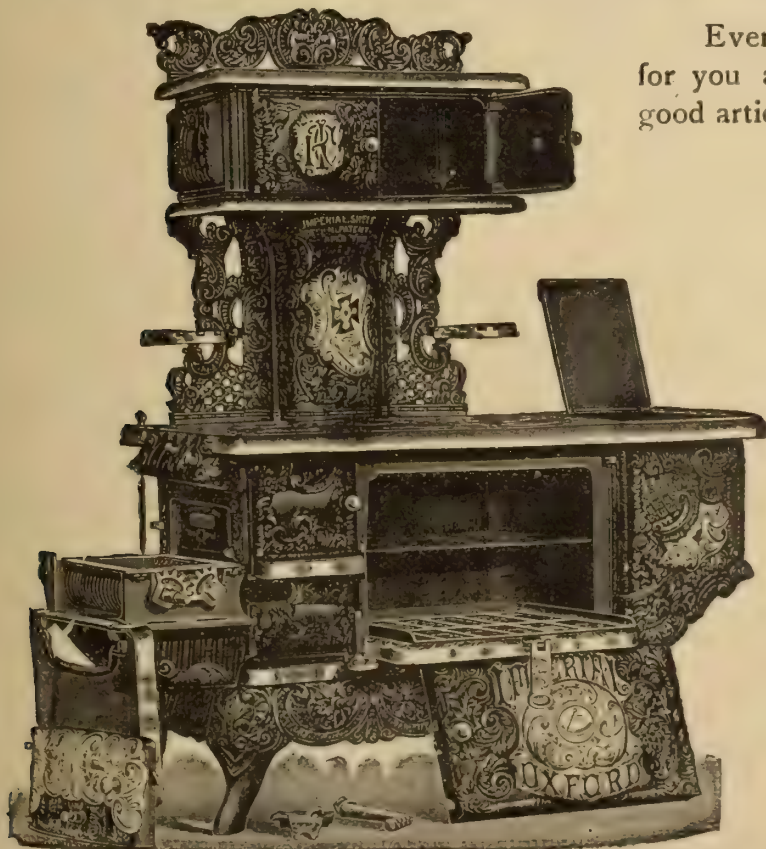
you make not only a friend for your establishment, but an enthusiastic canvasser. Purchasers of Imperial Oxford Ranges are never tired of telling their friends of its good qualities—that is the kind of stove it is. Each one sold brings its quota of buyers—and so the good work goes on.

The Imperial Oxford is not only the easiest stove to sell, but it stays satisfactorily sold afterwards—you never have to apologize or make excuses for it. Write us about it.

THE GURNEY FOUNDRY CO., Limited

TORONTO. WINNIPEG. VANCOUVER.

THE GURNEY-MASSEY CO., Limited, - MONTREAL.



Clothes Wringers.

A FEW LINES YOU OUGHT TO
BE FAMILIAR WITH:

KING—Especially adapted for Hotels, Laundries,
and large families.

QUEEN—Also adapted to heavy work; a different
model from "The King."

IMPERIAL—Tub, Stand and Wringer combined.

LIGHTNING—Without doubt the simplest and most
effective Wringer on the market.

HERCULES—For heavy work—Extra Wide Rolls—
Large Diameter Rolls. Wrings drier and
better than rolls of small diameter.

ROYAL CANADIAN—For 15 years a staple line.
Has been an unquestioned endorsement of our
thoroughness in Wringer manufacture.

JUBILEE—Has ball bearings. Fast and easy worker.

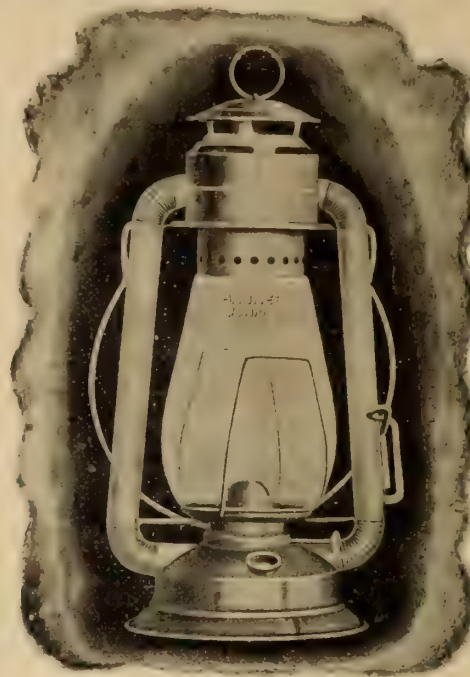
CANADIAN WRINGER and SPECIALTY CO.,

105 Adelaide W.,

TORONTO.

Limited

Standard Light Producers.



"Banner" Cold
Blast Lanterns

"Climax" Safety
Lanterns

"Banner Junior"
Brass Lanterns.

"Little Bobs"
Tin and Brass
Lanterns.

—Best Material.

—Superior Work-
manship.

—The result of
twenty years'
experience.

For sale by all prominent hardware and
lamp goods dealers.

ONTARIO LANTERN CO., - Hamilton, Ont.

WALTER GROSE, Selling Agent, MONTREAL.



Reservoir used in the "Pandora."

"PANDORA" RANGE.

The "Pandora" is the only range on the market
fitted with an

Enamelled Steel Reservoir.

This reservoir is stamped in **one piece** from the
best grades of sheet steel—has no seams, bolts or
grooves to collect dirt.

The bottom and ends are oval in shape, which
leaves no square corners to collect dirt—makes the
reservoir very easy to keep clean.

The inside of the reservoir is enamelled pure white
and has a finish like marble.

Can be kept so clean and is so free from taint of
any kind that it can be used for any purpose from heat-
ing water to cooking fruit.

The McClary Manufacturing Co.,

London,

Toronto,

Montreal,

Winnipeg,

Vancouver,

St. John, N.B.

"EVERYTHING FOR THE TINSHOP."

HARDWARE AND METAL

President:

JOHN BAYNE MACLEAN,

Montreal.

**The MacLean Publishing Co.
Limited**

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES,

MONTREAL	-	-	232 McGill Street. Telephone 1255.
TORONTO	-	-	10 Front Street East. Telephones 2701 and 2702.
LONDON, ENG.	-	-	109 Fleet Street, E.C.
MANCHESTER, ENG.	-	-	18 St. Ann Street. H. S. Ashburner.
LONDON, ONT.	-	-	Hiscox Building. Walter H. Lindsay.
ST. JOHN, N.B.	-	-	No. 3 Market Wharf. J. Hunter White.
NEW YORK	-	-	Room 1241 New York Life Bldg. W. T. Robson.
WINNIPEG, MAN.	-	-	377 Cumberland Ave. D. J. Benham.

Subscription, Canada and United States, \$2.00.
Great Britain and elsewhere - 12s

Published every Saturday.

Cable Address { Adscript, London.
Adscript, Canada.

UNIFORM VACATION DESIRABLE.

TO-DAY begins the annual fortnight's vacation of the grocery travellers of Ontario, the wholesale grocers having for some years agreed to make the holiday of their travellers uniform. In these two weeks the traveller will have a chance to get off the well-beaten path of his appointed route and see something of this great Dominion. Quebec and the Maritime Provinces offer delightful fields for the Summer tourist, and the traveller who takes a trip down among our fellow-Canadians by the sea will have an opportunity not only of "getting out of the rut," and, after all, that is the chief object of a vacation, but of coming into touch with, and observing the methods of, the Easterners.

This Canada is a country of magnificent distances. But this very fact tends to the isolation of the separate provinces. Europeans have observed in us a provincialism which we are loath to acknowledge, but which we cannot absolutely deny. The Ontarian looks at everything from the standpoint of Ontario, the Quebecer from that of Quebec and the man from the Maritime Provinces from his own particular standpoint. The same peculiarity is also apparent in the British Columbian. As we will all admit, the Canadian standpoint should be that of all.

The only way in which this can be brought about is by the dissemination of greater knowledge and the cultivation of greater intimacy among the people of the several provinces, and especially among the business men.

No more influential agents for this purpose can be found than the commercial travellers of the country. They are quick to appreciate a situation and size up a town or country, and, having received an impression, are in a position to communicate it to a very wide circle, so there are national reasons as well as personal why the traveller should enjoy a good vacation—have an opportunity to see those parts of his country which he does not cover in the course of business.

Practically all hardware travellers take an annual vacation; those representing many of the leading houses are now enjoying theirs, yet there has been no attempt to secure uniformity in the choice of time. During the past week or two representatives of several of the larger houses have suggested to **HARDWARE AND METAL** that such an arrangement would surely prove as satisfactory to the hardware trade as it has in the past to the grocery trade.

BUSINESS PROMPTITUDE.

AS true now as in the days when, as children at school, we first laboriously inscribed it in our copy books is the old maxim, "Procrastination is the thief of time." In proportion as the truth of the maxim is recognized by business men will, other things being equal, be the degree of their success. In the office of one of Canada's leading manufacturers there is above the manager's desk the little motto, "Do it now." It is not a conspicuous sign-board, but a small notice so placed as to be constantly before his eyes. How much of this man's success is due to the fact that he makes it a point to obey this little notice we are not prepared to say, but certain it is that promptitude is characteristic of the man and the firm and that their business is very rapidly increasing.

If promptitude was necessary to success in earlier ages, when the hoary maxim quoted above was framed, much more is it necessary in the busy rushing days of the

present. Time was when business was done in an easy, happy-go-lucky fashion, but that day is long since past and gone, and he who is disposed to be lax and careless in his business habits is now very soon left helplessly behind in the race. It is the distinguishing characteristic of modern business that if a thing is to be done at all it must be done quickly. "Rush" is the injunction accompanying over half the orders received by wholesale houses, and the firm or the man who is not prepared to meet his customers' demands in this respect will soon have no business left to distract attention from the other affairs of life. Habits of business promptitude must be acquired by every man who aspires to success.

Business promptitude is as necessary to the success of the retailer as to that of the jobber or manufacturer. Delays on his part in "going after" new business, or in attending to little leaks in his business, may be fatal to his chances of success. It is an easy matter for the retailer to allow his stock of some particular line of goods to run low and carelessly to delay from day to day to order a fresh supply. Suddenly he finds that he is entirely out of the very goods for which his customers are continually inquiring. A "rush" order is sent off hurriedly to his jobber who fills it as soon as he can, but, as very often happens, the railway may have more business than it can well attend to and an unavoidable delay ensues. Meanwhile the unfortunate retailer finds that the public may always be relied upon to demand the very article which is out of stock, and customers who are compelled to go to another store for their wants are apt to have a bad impression of the retailer who is unable to supply them. If this happens frequently, the chances are that they will one by one transfer their patronage to the store that is always well stocked.

It is the merchant with a well-assorted stock who gets and keeps customers, and a stock can be kept up only by well-directed, systematic effort and a habit of promptitude in attending to all the many details of a retail business. That little motto "Do it now," consciously or unconsciously obeyed, has been the secret of the success of many prosperous firms.

THE BURDENSOME TRANSPORTATION PROBLEM.

ONE can scarcely lay too much stress upon the importance of the transportation problem. It certainly transcends all other problems that are to-day demanding attention in Canada. The manufacturer, the merchant and the farmer are all concerned, and concerned vitally, in its solution.

The character of the customs tariff is of great import. But when compared with the question of freight rates its importance is of secondary importance indeed.

In Canada to-day, we are suffering from both excessive and discriminating freight rates. Probably in no country are they as pronounced. It is true that this is a country of magnificent distances. But our own railways carry freight originating in the United States at lower rates than they charge the shippers in this country for much shorter distances.

For example, lower rates of freight for export are accepted on merchandise shipped west of the Detroit river than on that which originates east of that river. Then we have the assurance of shippers in the West that it is cheaper to consign goods to Australia and from there back again to certain points in Canada than to ship them direct to point of destination.

Business men in British Columbia declare that excessive freight charges are retarding the development of that province more than any other adverse influence. We have been assured by firms concerned that freight charges on certain lines of manufactured goods are from 15 to 20 per cent. higher to the sea port from points in Ontario than from points in the United States approximately the same distance. In regard to local freight rates the condition of affairs is even worse.

Rates from points in the United States to points in Canada frequently discriminate against the Canadian manufacturer to such an extent as to more than wipe out the protection which the customs tariff accords. It will thus be seen that both in the home and on the foreign market the Canadian manufacturer is placed at a disadvantage as compared with his confrere in the

United States on account of discriminating and excessive freight rates of our own railways.

We have the power in our hands to remedy any defects there may be in the customs tariff, for the Government is the expression of the will of the people, and when it refuses to conform to public opinion it can be overthrown, but with excessive and discriminating freight rates we seem practically unable to do anything, in spite of the fact that up to June, 1902, we had aided the railways of this country to the extent of \$233,000,000.

We are hoping much from the railway commission for which the business men of this country have for many years been patiently waiting. It is to be hoped that our waiting has not been in vain. If the commission, when it comes into existence, is weak, it must be strengthened by further legislation. The inequalities under which shippers of various kinds labor in Canada must be removed no matter how many amendments are required to make the Act efficient.

The railway problem must be solved. Self preservation demands it.

THE YOUNG MAN IN CANADA.

SO many magazines and papers from the United States are in general circulation in Canada that it is natural that the youth of the country have become well acquainted with the viewpoint of writers south of the great border line.

Such phrases as "The United States is the country of the young man," and "To-day is the day of the 'young man,'" have, during the past two or three years, been so freely used by American writers that in the minds of many Canadians the question has arisen: Is there as great opportunity for business success and advancement in Canada as there is in the United States?

It has long been admitted that the proximity of such a populous and progressive country as the United States must result in the overshadowing of this country to some degree. Just as the natural tendency

seems to be toward the large cities, so it is toward the larger, more populous countries. But the question which young men in Canada should consider is, what country is making the greatest proportionate progress? The country whose industries are developing most rapidly and whose trade is increasing most remarkably is the country which offers most to the man about to enter life.

Looked at from this standpoint, Canada at present holds out to her youth as great possibilities, as large opportunities, as any country has ever presented. The past seven or eight years have been years of wonderful progress and prosperity throughout the Dominion, but we are yet on the threshold of a great forward movement. More land has been taken up in the Canadian Northwest and more industries have been started in the older provinces during the past year than ever before. This all adds to the industrial and commercial needs of the country and guarantees to the young man possibilities for development such as are seldom presented by any era of national prosperity.

The young man in Canada need not look outside his own country for opportunities; if he but adapt himself to the changing conditions of this country he will find ample scope for his energies and abilities.

THE SCOPE OF CIRCULATION.

AS a trade paper grows in strength and influence the scope of its circulation is bound to steadily widen. As it becomes recognized as the organ of the interests it represented at home it is sought by readers in other countries, who desire to keep in touch with these interests. Few of our readers realize the scope of the circulation of **HARDWARE AND METAL**. We receive subscriptions from all over the world. Besides the many new subscriptions from Canadian merchants sent in this week, we received orders from Cape Town, Port Elizabeth, Durban, Johannesburg, London, Eng., Dunedin, New Zealand. All of these were unsolicited. Our circulation outside of Canada, as well as in all the provinces of the Dominion, is rapidly increasing.

CANADA'S NEW NATIONAL RAILWAY.

ONE of the most important steps ever taken by the Canadian Parliament was started on Thursday, when the Premier, Sir Wilfrid Laurier, introduced in the House his bill for the construction by a commission of a railway from Winnipeg to Moncton, and by the Grand Trunk Pacific Company of a connecting railway from Winnipeg to the Pacific Coast.

In his speech, Sir Wilfrid pointed out that the portion of the line east of Winnipeg would be owned by the Canadian Parliament and leased to the Grand Trunk for 50 years. For the first seven years the company will pay no rental, but for the remaining 43 years the rental will be three per cent. upon the cost of construction. If during the first three years of the latter period the net earnings do not amount to three per cent. of the cost of construction, the difference between net earnings and rental will be capitalized and added to the total upon which rental must be paid. To the construction of the western division the Government will guarantee 75 per cent. of the principal of the bond issue, which is not to exceed \$13,000 per mile of prairie section, and \$30,000 per mile of mountain section. The Government will meet the interest in the mountain section bonds for seven years, and in case of the default of the company to pay the interest during the next three years, the Government will do so, and the interest will be capitalized and repaid with interest by the company. The interest outlay by the Government will not exceed \$13,000,000, and they are secured in every respect by a first mortgage upon the line.

As far as can be judged from a hasty survey of the statement by the Premier, it would appear that the interests of business men of the country are well conserved by the provisions of the agreement with The Grand Trunk Pacific Co. The company must grant, except in cases where goods are specially routed otherwise, as low rates via Canadian ports as via United States ports.

Running and haulage powers must be given to Intercolonial and other railways.

The charges or tolls to be charged by The Grand Trunk Pacific will be under

the control of the Government or the railway commission.

The company must provide \$20,000,000 rolling stock of improved type, of which \$5,000,000 will be placed on the eastern division.

All supplies and materials must be purchased in Canada, the quality, prices, terms, etc., being advantageous as elsewhere.

A feature of the speech by the Premier was the emphasis laid upon the importance of the road from a national standpoint. Apart altogether from its value in opening up great areas of land at present undeveloped, the line will serve in a large measure to make Canada commercially independent of the United States.

The construction of the short line to Canada's Winter ports through the State of Maine left exporters exposed to the danger of the abrogation of the bonding privilege by the United States, which would have interfered with Canadian commerce in a vital manner. The construction of a short line entirely through Canadian territory will make such a move by the United States ineffective and so reduce the possibility of its being taken to a minimum.

Considerable attention was paid by Sir Wilfrid to the route of the projected railway. Port Simpson is accepted as the western terminus. Extracts were read from the surveyors of 1878-79, who pointed out the excellence of that port because of its harbor, its convenient situation for Oriental trade, its low altitude and consequent easy gradients.

The route across the Rocky Mountains would be easily built by way of the Pine River or the Peace River, along which rivers are prairies of fertility similar to those along the Saskatchewan and Red Rivers. The famous Omineca gold regions would also be opened. The foothills of the Rockies will provide superb grazing land and will, consequently, give a great impetus to the cattle trade from the Northwest.

The land between Winnipeg and Lake Abitibi had been explored by engineers of the Government, who had reported the existence of the clay belt from the Quebec

boundary as far west as Abitibi, continuing over 15,680,000 acres of land excellently adapted for cultivation. A feature of the region, important from an industrial standpoint, is the existence of abundance of water-power and lumber.

The route from Quebec to Moncton would be via Edmundston and Chipman, on Canadian territory entirely, would not parallel the Intercolonial but would open up valuable land in New Brunswick, and so develops particularly the lumber trade in those regions.

CANADIAN ORDERS FOR LOCOMOTIVES.

Yes, sir, I am aware that orders were recently given to a Glasgow firm for the construction of locomotives for Canada, and I am informed that they could not have been obtained without the operation of the preferential tariff between Canada and England.

The above is the reply recently made by Colonial Secretary Chamberlain to a question in the British House of Commons as to whether an order for locomotives from Canada had been secured by a British company on account of the tariff preference given Britain. The Canadian trade statistics show that in the last ten years Canada's importation of locomotives from the United States has increased from \$64,345 to \$1,087,219. Great Britain became a factor in the trade last year for the first time, when locomotives to the value of \$38,667 were sold to Canada.

THE MONTREAL DOCKS.

A VISIT to the Montreal docks should be sufficient to convince any honest investigator that recent newspaper reports regarding the congestion of goods in the port are, to put it mildly, somewhat exaggerated. Considerable inconvenience was suffered after the strike and some little trouble may yet have to be endured, but matters are very rapidly righting themselves. It is very evident that the authors of some of these pessimistic articles have not taken the trouble to investigate the matter for themselves. Had they done so they would have found that the co-operation of Montreal merchants in rapidly removing their merchandise now arriving has done very much to relieve the congestion. Such co-operation has been particularly necessary as goods were piled up during the strike and newly-arriving goods might hinder their removal.

MARKETS AND MARKET NOTES

QUEBEC MARKETS. HARDWARE.

Montreal, July 31, 1903.

THOUGH in the heavier metals there is not the expected demand, no fault can be found with the trade in hardware. All seasonable lines are meeting with a good demand, and all jobbers report business conditions healthy. Trade in the east is somewhat quiet, though western business continues active; and wholesalers are looking for an early commencement of Fall business. American screw manufacturers are reported to be about to alter the list on screws, calling for higher prices, and there has been an impression that an advance would be made here in sympathy. Canadian manufacturers, however, assure "Hardware and Metal" that no advance in the price is at present anticipated.

BARB WIRE. No change in the price of barb wire has been made, and but little business is being done. Our quotations are as follows: \$2.50 per 100 lb. f.o.b. Montreal, and \$2.55 f.o.b. Cleveland. Carlots of 15 tons, \$2.45 f.o.b. Cleveland.

GALVANIZED WIRE.—The market is without feature. Our quotations are: No. 5, \$3.70; No. 6, 7 and 8, \$3.15; No. 9, \$2.55; No. 10, \$3.20; No. 11, \$3.25; No. 12, \$2.65; No. 13, \$2.75; No. 14, \$3.75. In carlots, f.o.b. Cleveland: No. 5, \$2.20; Nos. 6, 7, 8 and 9, \$2.15; No. 10, \$2.20; No. 11, \$2.25; No. 12, \$2.30; No. 13, \$2.40; No. 14, \$2.50. In less than carlots, 12½c. per 100 lb. extra is charged.

SMOOTH STEEL WIRE.—There has been no change in the price. Trade keeps quiet. Our quotations are as follows: Bright, and annealed, \$2.50 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c; tinned wire, \$2; oiling, 10c; spring wire, \$1.25; best steel wire, 75c; bright soft drawn, 15c; special hay-baling wire, 30c.

FINE STEEL WIRE.—A small amount of business has been done this week. The discount is 25 per cent., with net extras as follows: 1 and 2-lb. hanks, 25c. per 100-lb.; ½-lb. hanks, 37½c. and ¼-lb. hanks, 50c.

BRASS WIRE.—The discount remains at 60 per cent., with only a very light trade.

PRESSED SPIKES. A moderate demand is felt for spikes. The discount is 20 per cent.

FENCE STAPLES. There is not much doing in this line. Staples are quoted at \$3 per 100 lb. keg, for galvanized, and \$2.80 for bright. 25 and 50 lb. packages 25c. extra.

CUT NAILS.—The market is fairly active, at \$2.45 f.o.b. Montreal.

WIRE NAILS. These remain as last quoted. A fair trade is doing on a basis of \$2.10 per keg in carlots, and \$2.45 per keg in small lots, f.o.b. Gananoque,

Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

HORSE NAILS.—These are in moderate demand. The discounts are unchanged throughout, and our quotations are as follows: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Countersunk" heads, 55 per cent.; "C" brand, 40, 10 and 7½ per cent. off; "Monarch," 50 and 7½ per cent., and "Peerless," 50 per cent.

HORSESHOES.—There has not been much done in horseshoes this week. The market is quiet but steady. Our quotations are as follows: Iron shoes, light and medium pattern, No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; X.L. steel shoes, new, light pattern, sizes 1 to 5, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05; featherweight, all sizes, 0 to 4, \$5.35, toe weight, all sizes, 1 to 4, \$6.60. Shoes, more than one size in a keg, 10c. per keg extra f.o.b. Montreal only.

RIVETS AND BURRS. The market is not active, though some business has transpired this week at prices as last quoted. The discounts are: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off, and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS AND NUTS.—There is still a fairly good demand for bolts and nuts; and the market is active. Discounts are unchanged as follows: Common carriage bolts, 50 per cent.; full square carriage, 55; machine, 50 and 5; coach screws, 66 2/3; sleighshoe bolts, 65 and 5; blank bolts, 50 and 5; bolt ends, 50 and 5; plough bolts, 50 and 5; tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3½c. per lb. off list; hexagon nuts, 3¾c. per lb. off list.

SCREWS. There has been no change in the discounts. Canadian manufacturers are not intending at present to put out new lists. We quote the discounts as follows: Round head bright, 82½ per cent.; flat head bright, 87½ per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

CORDAGE.—The demand keeps up fairly well for the season. No quotable changes have been made and our quotations are as follows: Pure manilla, 14½c.; British pure manilla, 12c.; sisal, 11½c.; double lath yarn, 11½c.; single lath yarn 11c.; cotton rope, 16½c.; cotton twine, 17 and 20c for 3 and 4 ply. Cotton bed cord, 90 to \$1.35, according to length.

BINDER TWINE. There is not much doing. The binder twine is pretty well sold up, though there is some demand in this province yet. The price ranges from 10½ to 13c.

BUILDING PAPER. There is still a fair demand for building paper, and prices

are steady and unchanged. Our quotations are as follows: Tarred felt, \$1.85 per 100 lb.; 2-ply ready roofing, 90c. per roll; 3-ply, \$1.15 per roll; carpet felt, \$2.25 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O.K. and I.X.L., 70c. per roll; heavy straw and sheathing, \$35 per ton; slaters' felt, 65c. per roll.

SHOT.—Since the change in the discount last week nothing of import has occurred on this market. Business is expected to increase from now till the Fall. Our quotations are as follows: Ordinary drop shot, A.A.A. to dust, \$6.50 per 100 lb.; chilled, Nos. 1 to 10, \$7 per 100 lb.; buck and seal, \$7.50 per 100 lb.; ball, \$8 per 100 lb. Trade discount 17½ per cent. f.o.b. Montreal, Toronto, Hamilton, London, St. John, N. B., and Halifax.

FIREBRICKS. There is no change. The market continues fairly active at \$16 to \$22 per 1,000 for English firebricks and \$17 to \$22 for Scotch.

CEMENT.—In this trade is fair, and the market shows no new feature. Quotations are: Canadian cement, \$1.90 to \$2.25; German, \$2.25 to \$2.40; English, \$2.15 to \$2.25; Belgian, \$1.70 to \$1.95 per bbl. ex-store, and American, \$2.20 to \$2.40 ex-cars.

SCREEN WIRE CLOTH.—There is a good demand still and the market is active. The price is \$1.50 per 100 sq. ft.

POULTRY NETTING.—Orders have commenced to arrive fairly well for 1904 delivery. The discount is 60 per cent., though in small lots 57½ per cent. only is allowed.

METALS

The demand for most metals is fair and trade keeps up nicely. As a rule, however, a better demand for metals for Fall shipment is looked for at this time of year than is now being experienced. It is thought that prospective buyers are holding off for lower prices, but keen judges of the market think that bottom figures have about been reached. Ingot copper is quoted lower this week, but in tin and pig lead a higher tendency is visible and grey iron retains its former position and price.

PIG IRON.—There is no change in the price. The market is not particularly active. Our quotations are: Summerlee, \$21.00; Carron, No. 1, \$21; do., No. 3, \$19.75; Middlesboro', No. 3, \$17.75; Ayersome, No. 1, \$20; do., No. 3, \$19.40.

BAR IRON.—The market is still quiet. By a typographical error we were made to quote forged iron last week at \$2.30 instead of \$2.20. We quote: Merchants' bar, \$2; horseshoe iron, \$2.25; forged iron \$2.20.

BLACK SHEETS.—Prices are unchanged throughout. Trade this week has been quiet. Our quotations are as follows: 28 gauge, \$2.45; 26 gauge, \$2.40; 22 to 24 gauge, \$2.35; 18 to 20 gauge, \$2.30 and 8 to 10 gauge, \$2.40.

PORTLAND CEMENT

CANADIAN, ENGLISH,
GERMAN and BELGIAN.
FIRE BRICKS, FIRE CLAY,
ENAMELLED BRICKS, all colors.
BUILDING BRICKS.
SEWER PIPES, CULVERT PIPES,
WHEELBARROWS,
FOUNDERS' and CON-
TRACTORS' SUPPLIES.

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Salt Glazed Vitrified

Double Strength Culvert Pipe
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HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

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DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

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Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

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Write for Price to Sales Agents

Drummond McCall & Co.

MONTREAL, QUE

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Canada Iron Furnace Co.

MIDLAND, ONT. Limited

GALVANIZED IRON.—A moderate amount of business has transpired this week. It will be noticed that "Bell" brand is 5c. lower. We quote: 28, Queen's Head, \$1.40; Apollo, 10 $\frac{1}{2}$ oz., \$1.30; Fleur-de-Lis, \$1.15; Comet, \$1.00; Bell brand, \$1.00. In less than case lots 25c. extra.

LEAD PIPE. There has been no further change in the discount, which is now 35 per cent. The price of composition and waste is 8c., and of ordinary 7c.

IRON PIPE. There is a good demand and the market is active under steady and unchanged prices. We quote: Standard pipe, per 100 ft., in lengths under 19 ft.: Black, $\frac{1}{4}$, \$2.10; $\frac{1}{2}$, \$2.65; $\frac{3}{4}$, \$2.85; 1, \$3.65; 1 in., \$5.20; 1 $\frac{1}{4}$, \$7.35; 1 $\frac{1}{2}$, \$8.95; 2 in., \$12.55. Galvanized, $\frac{1}{4}$, \$3.20; $\frac{1}{2}$, \$3.45; $\frac{3}{4}$, \$3.85; 1, \$5; 1 in., \$7.20; 1 $\frac{1}{4}$, \$10.05; 1 $\frac{1}{2}$, \$12.20; 2 in., \$16.85. Extra heavy pipe, plain ends, are quoted per 100 ft. as follows: Black, $\frac{1}{4}$, \$4.20; $\frac{1}{2}$, \$5.25; 1 in., \$7.55; 1 $\frac{1}{4}$, \$10.55; 1 $\frac{1}{2}$, \$12.75; 2 in., \$17.60. Galvanized, $\frac{1}{4}$, \$5.20; $\frac{1}{2}$, \$6.65; 1 in., \$9.55; 1 $\frac{1}{4}$, \$13.25; 1 $\frac{1}{2}$, \$16; 2 in., \$21.90.

TINPLATES.—There is no change locally. On the English market the price has declined $\frac{1}{4}$ d. on carloads, and Bessemer cokes are quoted $\frac{1}{4}$ d. lower. Locally the price is \$1 for cokes and \$4.25 for charcoals.

TERNE PLATES.—The local market is very quiet, but the price remains unchanged at \$7.25. On the English market a decline of 3d. per box is reported.

COIL CHAINS. The market is quiet. Some manufacturers' agents report a difficulty in getting orders filled at the moment; but this is not likely to last many days. We quote: No. 6, 10c.; No. 5, 9c.; No. 4, 8 $\frac{1}{2}$ c.; No. 3, 7c.; $\frac{1}{4}$ -in., 6 $\frac{1}{2}$ c.; 5-16-in., \$4.90; $\frac{3}{4}$ -in., \$4.20; 7-16 in., \$4; $\frac{1}{2}$ -in., \$3.90; 9-16-in., \$3.75; $\frac{3}{4}$ -in., \$3.60; $\frac{1}{2}$ -in., \$3.50; $\frac{3}{4}$ -in., \$3.45; and 1 in., \$3.40, with 10c. allowance on carlots.

CANADA PLATES.—There is very little doing. The market is very unsatisfactory—and so is the price. We quote: 52s, \$2.60 to \$2.70; 60s, 42.70 to \$2.80; 2s, \$2.60 to \$2.70; 60s, \$2.70 to \$2.80; 75s, \$2.80 to \$2.85; full polished, \$3.75 and galvanized, \$4.25 to \$4.35; galvanized, 60s, \$4.45 to \$4.55.

STEEL.—There is a fairly good trade doing this week. Our quotations are as follows: Mild, \$2.05; sleighshoe, \$2.65; tire, \$2.15 to \$2.25; spring, \$2.85 to \$3; reeled machinery, \$2.75 to \$3; toe-calk, \$2.60 to \$2.75; machinery (iron finish), \$2.05; square harrow, \$2.05.

TOOL STEEL.—There is no quotable change to note this week. In place of Leonard's steel it will be observed we quote Conqueror brand, at 7 $\frac{1}{4}$ c. Prices are: Black Diamond, 8 to 9c.; Sanderson's, 8 to 9c., according to the grade; Jessop's 13c.; Jonas & Colver's, 10 to 20c.; "Air Hardening," 50 to 65c. per lb.; Conqueror, 7 $\frac{1}{4}$ c.

INGOT COPPER. This has weakened somewhat on the local market and is now quoted 1c. lower. Trade is dull. We quote 32 to 33c.

INGOT TIN.—There is not much doing, but the market is firmer and the price is advanced to \$31 to \$31.50.

PIG LEAD.—Pig lead is higher this week. There is some enquiry, but the market rules quiet at \$3.30 to \$3.40.

TINPLATES

"DOMINION CROWN"—Best Best Charcoal, issued.

"ALLWAYS"—Best Charcoal.

"CANADA CROWN"—Charcoal.

"LYDBROOK" } Best Coke.

"TRYM"

All standard brands. Accept no substitute.

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The best known hardwaremen in Canada handle **McDougall Pumps.**

Are you one of these well known people?

Better get in with the rest and make some money while you can.

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MADE IN CANADA.

The R. McDougall Co., Limited
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Pig Tin

BOUSTEAD & CO.'S PENANG.

INGOT COPPER

LAKE AND CASTING.

PIG LEAD

SPELTER

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PIG IRON

ADAM HOPE & CO.

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NOVA SCOTIA STEEL & COAL Co., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And STEELERS MARTIN

OPEN HEARTH STEEL

ZINC SPLITTER.—There is almost nothing doing at this time. We quote: 8 1/2.

SHEET ZINC.—The price remains at \$2.00 per 100 lb., but very little business is doing.

SOLDER.—A good, steady demand is met with for solder, and business continues to be done on a basis of 19c. for wire solder and 20c. for bar.

SCRAP METALS.

Since last week no change has been made in prices. Iron continues very quiet, though it is steady as last quoted. Copper is dull and easy. As usual at this time of year not much business is doing. Our quotations are as follows: Heavy copper and wire, 15c. per lb.; light copper, 9c.; heavy red brass, 10c.; heavy yellow, 8 1/2c.; light brass, 5c.; lead, 2 to 2 1/2c.; zinc, 2 1/2 to 2 3/4c.; iron, No. 1 wrought \$15 to \$16; No. 2, \$7.50 per ton; machinery scrap, \$16 to \$16.50; stove plate, \$13; malleable and steel, \$6; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6 to 6 1/2c. per lb.

HIDES.

There is no change in the price of hides. A fair amount of business has been transacted, and offerings are satisfactory. Owing, however, to the competition among buyers, prices are rather unsettled. Our quotations are as follows: No. 1 hides, 9c.; No. 2, 8c.; No. 3, 7c.; No. 1 calfskins, 11c.; No. 2, 9c. Lambskins, 35c.

RAW FURS.

The market, as usual at this season of the year, remains quiet and without feature. Prices have not changed, and quotations are as follows:

	Large	Med'm	Small	Kitts	Fall Beaver	Spring Beaver
BEAVER—Labrador and choice Eastern.....	\$6.00	\$5.00	\$2.75	\$1-1.50		
" Territory Rocky Mountains and Western.....						
Strictly Prime, or, No. 1.....	6.00	4.00	2.00	.50-.75		
Partly Prime, or, No. 2.....	4.00	3.00	2.00	.50		
Unprime, or, No. 3.....	3.00	2.00	.75	.40		
Flat, weak, or poor, or, No. 4.....	2.50	.50	.25	.25		
BEAR—Black—Choice only.....	15.00	10.00	7.50	6.00	3.00	.50
Brown.....	12.00	7.00	5.00			
BADGER—Of all sections.....	1	.25	3	.05		
FISHER—Eastern and far North-Eastern.....	Dark	Brown	Pale	2	3	
Territory and Western.....	6.50	5.00	3.50	2.00	1.00	.50
FOX—Red—North-Eastern and similar fine bright red kinds.....	Large	Small	2	3	4	
Territory and Western.....	4.00	2.75	1.25	.75	.20	
Cross—Value principally as to beauty, also size & richness.....	4.00	2.75	1.40	.50	.20	
Silver—Eastern and far Northern.....	75.00	50.00	25.00	20.00	9.00	4.50
Pacific Coast, Territory and Western.....	50.00-60	35.00	20.00	15.00	5.00	2.50
LYNX—Far North-Eastern.....	Large	Med'm	Small	2	3	
Territory and Western.....	4.00-8.00	6.00-4	5.00-2	4.00	1.00	.25
MARTEN—British Columbia, Northern Pacific and similar.....	Dark	Brown	Pale	2	3	
Territory and Western.....	7.00	5.00	3.50	1.75	2.50	1.00
Quebec and Ontario.....	7.00	2.25	1.50	1.00	.60	.20
MINK—Halifax, far North-Eastern and choice.....	3.00-3.50	2.25-3.00	2 to 2.25	1.00	.50	.25
Territory and Western.....	4.00	3.25	2.50	2.25	1.50	.40
MUSKRAT—Eastern, best large.....	1.50-2.00	1.50				.25
Territory and Western.....	Spring	Winter	Fall	Kitts		
OTTER—Labrador and far North-Eastern.....	25-28c.	10 to 13	8 to 10	2 to 5		
Territory and Western.....	20c.	5 to 10	.07	2 to 4		
RACCOON—Black—Value according to darkness, size and beauty.....	Large	Small	2	3	4	
SKUNK.....	810	7.00-10	10.00-12	2.50-5	2 to 4.00	\$1.00 to \$2.00
WOLVERINE—Value according to darkness, size and beauty.....	4.00	4.50	3.50	5	2.25	.50
CASTOREUM.....	Large	Small	2	3	4	
	75-1.25	.60-75	.33-50	.25	.15	.25
	2.25	2.00	1.00	.50	.25	
	Black	Shirt	St Long	St White		
	75-1.25	.75	.40-50	.05-15		
	Dark	Brown	Pale	2	3	4
	5.00	4.00	2.50	1.50	.75	.25
	\$5.00 to \$6.00 per pound.					

ONTARIO MARKETS.

Toronto, July 31, 1903.

HARDWARE.

A MAJORITY of the travellers are now taking their holidays, but letter orders are coming in fairly well, fully as well as is looked for at this

season of the year. There is still a shortage in many sizes of cut nails, bolts, nuts and hinges, while manufacturers of screws, rivets, burrs and other lines are just getting into shape to fill rush orders promptly. United States manufacturers are, it is understood, revising their list on screws, change being, as a rule, toward higher figures. Canadian screw manufacturers have not yet made any change. Wooden tubs and pails have been advanced 7 1/2 per cent. Otherwise there is no change.

FENCE WIRE.—Trade for the season is practically over, yet a few small orders continue to come in.

WIRE NAILS.—A moderate business is reported. Prices are as follows: Carlots, \$2.40, and small lots, \$2.45 per keg f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

CUT NAILS.—The demand keeps up and stocks are light. We quote the base for nails at \$2.50 per keg f.o.b. Toronto.

HORSE NAILS.—There is not much doing. Prices are steady. We quote: "C" brand, oval head, 40 and 10 and 7 1/2 per cent.; on "Monarch," 60 per cent.; "M," "Oval" and "Countersunk" head, 55 per cent.; on "Peerless," 45 and 7 1/2 per cent.

HORSE SHOES.—A quiet market with prices unchanged at: f.o.b. Toronto; Iron shoes, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05. Steel, new light shoes, No. 2 and larger, \$3.95; No. 1 and smaller, \$4.20. Snow shoes, No. 2 and larger, \$4.05; No. 1 and lighter, \$4.30. If shipped from factory, 10 to 15c less.

who use rivets and burrs are taking more than usual at this season of the year. We quote as follows: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.

BOLTS AND NUTS.—Deliveries are more liberal yet it is likely to be weeks before the makers are fully up to their orders. Our quotations are as follows: Carriage bolts, common (\$1 list), 50 and 10 per cent.; carriage bolts, full square (\$2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron (\$3 list), 55 and 10 per cent.; machine bolts, all sizes, 50, 5 and 10 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.

BINDER TWINE.—The market continues firm, no unsettling features manifesting themselves. We quote: 650 ft., 13c.; 600 ft., 12c.; 550 ft., 11 1/2c.; 500 ft., 10 1/2c.

CORDAGE.—Prices are steady. There is a fair trade. We quote as follows: Pure manilla, 14 1/2c.; British pure manilla, 12c.; sisal, 11 1/2c.; double lathyrarn, 11 1/2c.; single lathyrarn 11c.; double shingleyarn, 11 1/2c.; single shingleyarn, 11c.; sashcord, 25 to 30c.

LAWN MOWERS.—Trade is about over for the season. Our quotations are: Woodyatt, 12 in., \$7.50; 14-in., \$8; 16-in., \$8.50; 18-in., \$9; 20-in., \$10; Star, 12-in., \$5.50; 14-in., \$5.75; 16-in., \$6; Daisy, 12-in., \$4.90; 14-in., \$5.10; 16-in., \$5.30; Ontario, 12-in., \$14.25; 14-in., \$15.80; 16-in., \$16.80; 18-in., \$18.90; 20-in., \$20.50; Philadelphia, 12-in., \$6.50; 14-in., \$7; 16-in., \$7.50. Discount, 40 and 10 to 50 per cent.

LEAD PIPE AND SHOT.—There has been a fair movement since the discounts were increased to 35 per cent. for lead pipe and 17 1/2 per cent. for shot.

SOIL PIPE AND FITTINGS.—A quiet, steady trade is reported. Discounts are as follows: Light soil pipe, 45 and 5 per cent.; light soil pipe fittings 50 and 5 per cent.; medium and extra heavy pipe and fittings, 55 and 5 per cent.; 7 and 8-in. pipe, 40 and 5 per cent.

BRASS GOODS.—A good business has been done in practically all lines.

BUILDING PAPER.—Prices are unchanged. Demand good. We quote: Tarred felt, \$1.85 per 100 lb.; 2-ply ready roofing, 95c. per roll; 3-ply, \$1.20 per roll; carpet felt, \$2.30 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre 55c. per roll; tarred fibre, 65c. per roll, O.K. and I.X.L., 70c. per roll, heavy straw and sheathing, \$35 per ton; slaters' felt, 65c. per roll.

POULTRY NETTING.—Prices are steady yet at 60 per cent. for 2-in. mesh, 19 w.g.; and 50 per cent. for 2-in. mesh, 16 w.g.

SCREEN DOORS.—Not much doing. Prices steady. We quote: Screen doors, common, 2 or 3 panel, walnut stained, 4-in. style, \$6.80; stained, yellow or green, \$7; in natural colors, oil finish, \$8.15; 3-in. style, 20c. per dozen less.

RUBBER HOSE.—A fair trade is reported. Lawn standard is now quoted at 5 1/2c. per ft. for 1/2 in. and 6 1/2c. per ft. for 3/4 in.

FORK HANDLES.—There is a steady business at the new discount, 50 per cent.

TINWARE AND ENAMELWARE.—The demand has been active, especially for

such lines as are used for preserving purposes. Prices are unchanged.

WOODENWARE. There is still a good business doing. Prices on tubs and pails have been advanced $\frac{7}{8}$ per cent. We quote: Washboards — Victor, \$1.25; Crown, \$1.30; Improved Globe, \$1.45; Standard Globe, \$1.55; Original Solid Globe, \$1.70; Superior, solid back, \$1.85; Jubilee, \$1.85; Pony, \$1.95. Tubs No. 0, \$10.75; No. 1, \$8.60; No. 2, \$7.50; No. 3, \$6.45.

METALS.

Generally speaking, business, as compared with last year, has been excellent. The movement has not confined to one line, though finished material has been in particular request, buyers being somewhat shy of ingot metals. Pig iron prices manifest a downward tendency in the United States, No. 2 foundry showing a reduction of \$1 at Philadelphia, and of 50c. for Southern at Cincinnati and for local coke at Chicago, and 25c. at Pittsburgh. Copper is also weakening. Tin, on the other hand, is soaring, every day showing an advance. Lead is slightly lower. Other materials are steady on primary markets. The prices on the local market have not followed the changes on primary markets, being reported steady throughout.

PIG IRON.—Canadian furnace men are holding out in the hope of a strengthening of the market. Buyers are taking some iron for immediate deliveries, but few are buying ahead. We quote f.o.b. Toronto, Hamilton, and Midland, No. 1, \$22; Sydney, No. 1, \$20; No. 1 Jarow, \$21.50; No. 2, Summerlee, \$23.50.

BAR IRON.—A good demand is reported, with prices steady. The base price is now \$2.00. For extras cut to length while rolling: 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft., by special agreement, according to length and size.

STEEL BOILER PLATES.—A fair movement at steady prices is recorded. The base price is \$1.96 f.o.b. Toronto.

TOOL STEEL.—No change is reported. Our quotations are as follows: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 10 to 20c.; ditto, "Air Hardening," 70c. per lb.; Chas. Leonard's, 8 to 9c.; Park's "Silver," 11 to 13c.; Park's "Special," 15 to 18c.

MACHINERY STEEL.—A brisk demand is noted. We quote: Rough finished, or iron, \$1.80 to \$2.05; smooth finish, \$2.50 to \$3.

BLACK SHEETS.—A good demand is noted. Prices are steady. We quote: as follows: 10 to 16 gauge, \$2.25; 18 to 20 gauge, \$2.70; 22 to 24 gauge, \$2.90; 30 gauge, \$3.

CANADA PLATES. The demand is increasing. Prices are unchanged. We quote: All dull, \$2.70; half-polished, \$2.85; and all-bright, \$3.60.

GALVANIZED SHEETS.—Prices are unchanged, with a steady trade doing. Our quotations are: Queen's Head, \$4.50 for 28 gauge; American, \$4.40 for 24 gauge; Bell brand, \$4.30 for 28 gauge; Gordon Crown, \$4.50 for 28 gauge.

TIN.—Outside markets are stiff, a steady advance being shown. No change is

noted locally. The demand is for small lots. We quote: \$22.50 to \$33.

TIN PLATES. The demand is improving. Prices are unchanged. Coke plates, bright, 11x20, \$3.85; charcoal plates,terne, 20x28, 112 sheets, \$8.

COPPER. Outside markets are weak, but locally conditions are unchanged. We quote: Ingot copper, \$15, and sheet copper, \$21 per 100 lb.

BRASS.—Unchanged in price and in good demand. Discount, 10 per cent.

LEAD.—A fair trade and a fairly steady market. We quote: \$3.50 per 100 lb. for pig lead, and \$3.75 for bar lead.

IRON PIPE.—An excellent trade continues, with prices steady. We quote: Per 100 ft.: Black pipe, $\frac{1}{4}$ -in., \$3.15; $\frac{1}{2}$ -in., \$2.40; $\frac{3}{4}$ -in., \$2.65; 1-in., \$2.85; 1 $\frac{1}{4}$ -in., \$3.65; 1-in., \$5.25; 1 $\frac{1}{2}$ -in., \$7.35; 1 $\frac{1}{2}$ -in., \$8.95; 2-in., \$12.55; 2 $\frac{1}{2}$ -in., \$20; 3-in., \$23; 3 $\frac{1}{2}$ -in., \$30; 4-in., \$36.

ZINC SPLICER.—There is an improvement in the demand. Prices are steady at 6 $\frac{1}{2}$ to 6 $\frac{3}{4}$ per lb.

ZINC SHEETS.—A fair business is doing in a small way. We quote base price as follows: Cask lots, \$6.75 to \$7, and part casks, \$7 to \$7.25.

SOLDER.—In good demand. Prices are unchanged. Guaranteed half-and-half is quoted at 18 to 19c., and wiping 17 to 18c.

HIDES, SKINS AND WOOL.

A fair demand for hides is reported this week with prices steady. Calf skins are weak. There is not much doing in wool, although super pulled wools have advanced a cent. The views of those having wool for sale are too high for business. We quote as follows:

HIDES.—No. 1 green, 8c.; No. 2 green, 7c. per lb.; No. 1 green, steers, 8 $\frac{1}{2}$ c.; No. 2 green, steers, 7 $\frac{1}{2}$ c. per lb.; cured, per lb., 8 to 8 $\frac{1}{2}$ c.

CALFSKINS.—Veal skins, No. 1, 6 to 14 lb. inclusive, 9c.; No. 2, 7c.; No. 1, 15 to 20 lb. inclusive, 8c.; No. 2, 6c. Deacons (dairies), each, 60 to 70c. Lambskins, each, 35c.; pelts, each, 30c.

WOOL.—Unwashed wool, per lb., 9 to 10c.; fleece wool, 16 to 17c.; pulled wools, super, per lb., 15 to 16c.; extra, 19 to 20 $\frac{1}{2}$ c.

TALLOW.—We quote 5 to 5 $\frac{1}{2}$ c. per lb.

PETROLEUM.

Prices are steady at last week's quotations. The arrival of orders for Fall delivery is encouraging, and dealers look for a good Fall trade. Quotations are: Canadian prime white, 16 $\frac{1}{2}$ c.; Canadian water white, 18 $\frac{1}{2}$ c.; American prime white, 17 $\frac{1}{2}$ c.; American water white, 19c.

OLD MATERIAL.

There is no change to note in this market since last week. The demand in most lines is fairly good. We quote as follows: Heavy copper and wire, 11c. per lb.; light copper, 9 $\frac{1}{2}$ c. per lb.; heavy red brass, 10c. per lb.; heavy yellow brass, 8 $\frac{1}{2}$ c. per lb.; light brass, 6c.; lead, 2 $\frac{1}{2}$ c.; scrap zinc, 3 $\frac{1}{2}$ c.; iron, No. 1 wrought, \$13.50 per net ton; No. 2 wrought, \$5; machinery cast scrap, \$15.50; stove plate, \$10; malleable and steel, \$6; old rubbers, 6c. per lb., and country mixed rags, 50c. per 100 lb.

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street
MONTREAL



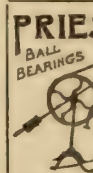
COVERT MFG. CO.

West Troy, N.Y.

Auto Screw Jack

Harness Snaps, Chain, Rope and Web Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICE



PRIEST'S CLIPPERS

BALL BEARINGS

Largest Variety.

Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and

Sheep-Shearing Machines.

WE MAKE THEM.

SEND FOR CATALOGUE TO

American Shearer Mfg. Co., Nashua, N.H., U.S.A.

NEWMAN'S PATENT INVINCIBLE FLOOR SPRINGS

Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies.

MADE SOLELY BY
W. NEWMAN & SONS, Birmingham.



You will be asked for Dundas Axes next fall. Are you preparing to meet the inquiry by being able to show the goods?



Dundas Axe Works, Dundas, Ont.

W. L. Halimand Jr., Eastern Agent, Montreal

There is no finer METAL POLISH than

"SOLARINE"

Our special proposition will prove this and interest you.

WRITE FOR OUR SPECIAL PROPOSITION.

"Solarine" 60 George St., TORONTO.



"GLOBE" BRAND FILES

Have all the merits of the best Hand-Cut Files.

WARRANTED

FAST CUTTING

SUPERIOR TEMPER

All Shapes.

All Cuts.

All Sizes.

For Sale by the following Hardware Merchants:

MANUFACTURED BY

E. C. P. & Co., Victoria, B. C.
M. J. Anderson & Co., Winnipeg.
H. S. Hardware Co., Limited, London.
D. H. Hardware Co., Toronto.
F. J. Baker & Sons, Co., Ottawa.
C. A. H. & Co., Montreal.
F. J. Baker & Sons, Co., Montreal.

Starke Hardware Co., Limited, Montreal.
L. H. Hebert, Montreal.
Letang Hdw. Co., Limited, Montreal.
N. Lemieux & Fils, Quebec.
H. J. Young, Quebec.
J. S. Mitchell & Co., Sherbrooke.
A. M. Bell & Co., Halifax.

Nicholson File Co.

Dominion Works,

Port Hope, Ont.

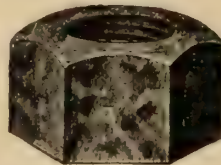


The FAIRGRIEVE GAS TOASTER

Retains at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.

THE FAIRGRIEVE MAN'G CO.,
295 COLLEGE ST., TORONTO.

U. S. Branch: 289 Jefferson Ave., DETROIT.



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs,
Etc. Cold Punched Nuts of every variety of finish.
INGERSOLL, ONT.

RAILS

Sessenwein Bros.,

103 Shannon St.

.. MONTREAL.

MANITOBA MARKETS.

Winnipeg, July 27, 1903.

THE trade in hardware continues so active that it is more like early spring than late mid-summer. The reason of this is to be found mainly in the extensive building operations throughout the entire West. All the jobbing houses had a large contingent of visitors during the fair week, and considerable trade resulted from these visits.

Jobbers are having about all they can do to keep abreast of orders and in some lines they are not able to do this.

The congestion of freight continues to be a serious drawback in all jobbing lines.

The tendency of prices is to advance rather than recede, and all prices are very firm, but no definite changes in price are reported for the week.

Barbed wire, 100 lb.	\$3 25
Plain galvanized	6 to 8
"	9
"	10
"	12
"	13
"	14
"	15
"	16
Barbed wire, 100 lb.	\$3 25
Plain twist	3 25
Staples	3 65
Oiled annealed wire	10
"	11
"	12
"	13
"	14
"	15
Annealed wires (uncoiled) 10c. less.	
Horsenails, 40 per cent. discount.	
Horseshoes, iron, No. 0 to No. 1	4 75
No. 2 and larger	4 45
Snow shoes, No. 0 to No. 1	4 60
No. 2 and larger	4 45
Steel, No. 0 to No. 1	4 45
No. 2 and larger	4 20

Cut Nails—

2d 1 in.	\$1 10
3d Fin. 1 1/2 in.	4 10
3d 1 1/2 in.	3 75
4d 1 1/2 in.	3 50
5d 1 1/2 in.	3 50
6d 2 in.	3 40
8d 2 1/2 in.	3 25
10d 3 in.	3 20
20d 4 in.	3 15
30d 4 1/2 in.	3 10
40d 5 in.	3 10
50d 5 1/2 in.	3 10
60d 6 in.	3 10

Wire Nails—

1 in.	\$4 25
1 1/2 in.	4 20
1 1/2 in.	3 80
1 1/2 in.	3 60
1 1/2 in.	3 60
2 in.	3 50
2 1/2 in.	3 35
3 in.	3 30
3 1/2 in.	3 25
4 in.	3 20
4 1/2 in.	3 20
5 in.	3 20
5 1/2 in.	3 20
6 in.	3 20

Bar iron, \$2.60 basis.

Swedish iron, \$4.75 basis.

Sleigh shoe steel

Spring steel

Machinery steel

Tool steel, Black Diamond, 100 lb.

Jessop

Sheet iron, black, 10 to 16 gauge, 100 lb.

18 to 22 gauge

24 gauge

26 gauge

28 gauge

Galvanized iron, Apollo, 16 gauge

18 and 20 gauge

22 and 24 gauge

26 gauge

28 gauge

30 gauge or 10 1/2 oz.

Extra sheets, 36 in. wide an advance

of 25 p.c. per 100 lb.

Queen's Head, 24 gauge

26 gauge

28

Extra sheets, 36 in. wide, an advance

of 25 p.c. per 100 lb.

Genuine Russian, per lb.

Imitation

Tinned, 24 gauge, 100 lb

26 gauge

Finplate, 1C charcoal, 20 x 28, box

IX

IXX

Ingot tin.

Canada plate, 18 x 21, 18 x 24 and 20 x 28.

Canada plate, full polished.

Sheet zinc, cask lots, 100 lb

Broken lots

Pig lead, 100 lb.	5 50
Black iron pipe, 1/2 inch	3 30
" 3/4 "	3 30
" 1 " "	3 40
" 1 1/2 " "	3 70
Black iron pipe, 3/4 inch	4 30
" 1 " "	6 25
" 1 1/2 " "	8 75
" 2 " "	10 50
" 2 1/2 " "	14 50
Rope, sisal, 7-16 and larger, basis.	\$12 25
Manila, 7-16 and larger, basis	15 25
Lath yarn	11 75
Solder	20
Axes, chopping	\$ 6 75 to 12 00
" double bitts	12 00 to 18 00
Bluestone	5 70
Screws, flat head, iron, bright	85 and 10 p.c.
Round "	80 p.c.
Flat " brass	75 and 10 p.c.
Round "	70 and 10 p.m.
Coach	65 p.c.
Holts, carriage	50 p.c.
Machine	50 and 5 p.c.
Tire	60 and 5 p.c.
Sleigh shoe	65 p.c.
Plough	50 p.c.
Flat head stove	60 and 5 p.c.
Round head	60 and 5 p.c.
Elevator	60 p.c.
Rivets, iron	50 and 10 p.c.
Copper, No. 8	32
" No. 12	36
Coil chain, 3-16 inch	10 1/2
" 1/2 inch	8 1/2
" 5-16 inch	5 1/2
" 3/4 inch	5 1/2
" 7-16 inch	5
" 1/2 to 3/4 inch	4 1/2
Spades and shovels	40 and 5 p.c.
Harvest tools	60 p.c.
Axe handles, turned, s. g. hickory, doz.	\$3 15
No. 1	1 90
No. 2	1 60
Octagon extra	2 30
No. 1	1 60
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.

C.F. pistol.....	5 p.c.
C.F. military.....	10 p.c. advance.
Loaded shells:	
Eley's soft, 12 gauge black.....	16 50
chilled, 12 gauge.....	18 00
soft, 10 gauge.....	21 00
chilled, 10 gauge.....	23 00
Shot, Ordinary, per 100 lb.....	6 20
Chilled.....	6 60
Powder, F.F., keg.....	4 75
F.F.G.....	5 00
Tinware, pressed, retinned.....	70 and 10 p.c.
plain.....	75 and 2½ p.c.
pieced.....	
Japanned ware.....	37½ p.c.
Enamelled ware, white.....	45 p.c.
Famous.....	50 and 10 p.c.
Imperial.....	50 and 10 d.c.
Green Wire Cloth.....	1 50.
PETROLEUM.	
Water white American.....	26½ c.
Prime white American.....	24½ c.
Water white Canadian.....	24 c.
Prime white Canadian.....	22½ c.

SCRAP.

No. 1 cast iron.....	\$16 per ton
No. 2 ".....	8 "
Wrought iron scrap.....	5 "
Copper (heavy).....	7c. per lb.
Yellow brass (heavy).....	7½ c. "
Light brass.....	5c. to 6c. "
Lead pipe, or tea lead.....	2c. to 2½ c. "
Zinc scrap.....	1c. "

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels.....	\$ 0 79
Less than barrel lots.....	0 84
Linseed oil, raw.....	0 66
Boiled.....	0 69
Lubricating oils, Eldorado castor.....	0 28½
Eldorado engine.....	0 27½
Atlantic red.....	0 33½
Renown engine.....	0 42
Black oil.....	19½ to 21½
Cylinder oil (according to grade).....	55 to 74
Harness oil.....	0 56
Neatsfoot oil.....	1 00
Steam refined oil.....	0 85
Sperm oil.....	2 00
Pure castor oil, first pressure.....	0 10

BINDER TWINE.

Jute, per lb.....	\$0 10½
Sisal, per lb.....	0 11
Standard, per lb.....	0 11
Manila, per lb., 550 ft.....	0 12
Manila, per lb., 600 ft.....	0 12½
Manila (pure), per lb.....	0 13½

F.O.B. Chicago; discount ¼c. on 5-ton lots and ½c. on car lots.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., July 25, 1903.
TO Canadians who are interested in the trade with the Canadian Yukon, it is always a matter of wonder that so great a proportion of the goods consumed in the northern mining region is shipped from United States manufacturers. One reason frequently given is that there are many United States citizens in the Klondike, and they will pay duty on the various manufactures they require for the sake of having makes they are familiar with or prefer. That explains many lines, but it is noted by those who watch the shipments of heavy machinery on the many steamers which leave Vancouver, consigned to Dawson, that there are as many boilers and engines from United States manufacturers as from Canadian shops. There is a simple explanation for this. There is not a large shop in the Dominion which is not running full capacity. It is impossible to take care of all the business offering. Many orders thus go by default.

"I was forced last season to refuse one order for thirty-four boilers," said Mr. H. B. Gilmour, M.P.P., western repre-

Both Ornamental and Practical

We make all kinds
of Architectural
Sheet Metal Work.

Fanciful designs for effective finish in any desired style, as well as every variety of fireproof metal covering, suited to old or new buildings of any and every description.

Our goods are foremost among practically popular lines for decorative finish and superior utility—their reliable merit fully proved by conclusive tests.

CONSULT OUR CATALOGUE FOR FULL DETAILS

Metallic Roofing Co., Limited

TORONTO WINNIPEG MONTREAL

representative of The Watrous Engine Works, in discussing the subject recently. "Our firm, which is doing a large business in the West as well as in Eastern Canada, cannot handle the trade they have now. To meet growing business the workshops of The Watrous Engine Co. at Brantford, Ont., are being doubled in capacity," said Mr. Gilmour, who visited Brantford when he was in the east a short time ago. "Later on we will be able to take care of all the trade that offers, and will not have to let orders go by default because we cannot fill them."

* * *

The boilers for steam thawing plants, and for the big hydraulic plants being established in so many places in the north are shipped into the Klondike and Atlin in great numbers, increasing every year; so that it is a rather attractive trade to engage in. There is every assurance that the demand will continue. The total number of boilers and steam thawing outfits now in the northern country would astonish one not posted on the shipments.

* * *

An interesting industry is likely to be established in Vancouver or its vicinity ere long. To easterners it may be somewhat unique, though there are several plants in the State of Washington engaged in the manufacture already. It is the making of wood stave water pipes for hydraulic or waterworks systems, where low pressure is all that has to be provided for. The pipes are becoming very common in use in this province, and so far all those used have been brought in from one or other of the factories on the other side of the line. The C.P.R. has been a large purchaser of them recently, using them to establish many small water systems at the various resorts in the mountains, as all of these are equipped with modern waterworks, and other conveniences, however far from cities or towns. The idea of making the pipes here is to obviate paying duty, and

the material is here in as great abundance as in Washington.

Douglas fir is the material used, and the pipes are made in all sizes, with the staves wrapped with spiral steel wire which is clamped tightly on each length. The couplings are of wood also, the ordinary sleeve joint being made. The pipes are coated on the outside with a preparation of asphaltum and tar, which renders them impervious to the air or to decay. The interior lasts as long as any pipe, the water keeping it from decay. In this province, where danger from frost is at a minimum, especially in the coast districts, the wooden stave pipe is likely to meet with a growing demand. There are a number of rural and semi-rural municipalities which will be compelled to put in waterworks systems sooner or later. To these the wooden stave pipe is an attraction, for the first cost of installation is but half that of putting in iron pipe, either cast or rivetted.

* * *

To-day it is announced that the sale of a controlling interest in the properties of The Hastings Shingle Manufacturing Co., Ltd., the largest shingle company in the world, has been made to Minneapolis lumber people. The consideration is said to have been \$125,000, for which a control passes to the hands of the new people, Mr. Jas. A. McNair retaining the management of the company's mills and business. This company, which is capitalized for \$600,000, little of which stock was ever issued to outside parties, owns the two largest shingle mills in the country, on Burrard Inlet. They also own several smaller mills in the State of Washington.

For some weeks negotiations have been under way for a sale of a portion of the company's stock, to bring in new capital, as the large interests of the concern had absorbed all the available working capital, which, being tied up, made it difficult to finance. The Rat Portage Lumber Co., which recently purchased the Tait saw mills in Vancouver,

and was said to have purchased the Harrison River Mills, also had given an option of \$100,000 for a two-thirds interest, which was to be held open until Monday. Mr. McNair had made no secret of his intention to get other capital and more of it in the business, and at the same time arrange to retain the management himself. This he evidently has accomplished.

The Harrison River Mills, situated on the main line of the C.P.R., some thirty miles from the city, were burned on Tuesday last. The loss, partly covered by insurance, was \$100,000. The Harrison River Mills were largely owned by former Manitoba residents. Among them are T. A. Cuddy, formerly a lumber merchant at Minnedosa, Man., and J. Frank Boyd, a former hardware merchant at the same place. Thos. Jackson, who was a rancher near the same town, was also interested in the mills. The original proprietors, Tretheway Bros. still retained an interest in the company when the Manitobans bought in.

THE RESULT OF LABOR TROUBLES.

An interview with Mr. Spalding, in which he states his intention to set up a factory in England for sporting goods that have hitherto been exported from America, has appeared in The New York Herald. Mr. Spalding says that he would prefer to continue exporting, but he is unable to do so in competition with British and German cheap labor. British manufacturers are less enterprising and British workmen less desirable; but American labor, in demanding double the rate of foreign wages, passes the point where it is possible to pay them, and hence loses the employment upon goods which it is compulsory to make abroad in the market where they are to be sold. Mr. Spalding adds that he has no quarrel with the unions, and no objection to the highest wages and the shortest hours it is possible to grant in an economic sense; but the workmen have passed that point, and made the employment of them impossible against competition. He expresses satisfaction with the English market, in which goods are finding a ready sale.

SHEET STEEL.

THE American Sheet Steel Company is now understood to be making a concession of 5c. per 100 on sheets, putting No. 28 gauge to 2.70c., says The Metal Market, July 28. It seems that the 2.75c. basis is still the "official" price, the present quotations simply containing a concession which can be withdrawn off hand, although there is no particular reason to suppose that it will be withdrawn.

The change was forced by the cutting of independent mills. It corresponds to the reduction from \$28 on billets, at which

The Carnegie Steel Company sold when it re-entered the market some six weeks ago, to \$27, the price fixed in the new steel agreement. On galvanized sheets it is understood that the sheet company will do 3.65c. net on 28 gauge, which corresponds to the extra 5 per cent. beyond 75 and 10, which the independents in a number of cases have quoted for some time.

The sheet market has been considerably disturbed the past two or three weeks by the quotations of an Ohio sheet concern, which has been naming prices on strictly jobbing business about the same as would be quoted on ordinary mill contracts. This has caused some trouble to jobbers, who, knowing the slow pay and inconvenience attending transactions with various small consumers, quoted prices to them involving a reasonable margin for carrying the accounts, only to find they were quoted prices by the mill in question as low as those at which a jobber could buy on regular mill contracts.

LEATHER MITTS AND GLOVES.

Louis LeLoup, 182 King street east, Toronto, makes leather mitts and gloves. Threshers' mitts are a strong line. Good sewing and good thread, quite as much as good stock, are essentials in successful mitt manufacture, and Mr. LeLoup endeavors to combine the three elements in the mitts and gloves of his manufacture.

KENTVILLE BOARD OF TRADE.

At the last quarterly meeting of the Kentville Board of Trade the following delegates were elected (including alternates) to represent the board at the annual meeting of the Maritime Board of Trade to be held at Charlottetown next month: President Calkin, Judge Chipman, T. P. Calkin, M. G. de Wolfe, G. E. Calkin, H. G. Harris, Dr. W. B. Moore, W. E. Porter, H. J. Simpson, Dr. H. B. Webster, E. J. Ward, Wm. Yould and G. C. McDougall.

AN AUTHORITY ON SIGNALS.

Mr. E. S. Piper, of The Noah L. Piper Railway Supply Co., Limited, Toronto, was in Montreal last week. Mr. Piper was there in the interest of the new special lamps for the standard code of signals for railroads, and also developing their semaphores. Mr. Piper is well-known as the inventor and patentee of some of the most perfect railroad signal appliances on the continent and his apparatus are recognized as standard in all modern railways. The railway signal and supply business is Mr. Piper's life study and as an authority on all points relating to same he is acknowledged as being in the front rank.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

FOR SALE.

FOR SALE—Hardware, stoves and tinsmith business, doing good trade. Box 131 HARDWARE AND METAL, Toronto. f

FOR SALE—Saw mill, single circular; capacity 3M.; planing, sash and door; shingle machines in connection; Little Current. Box 132 HARDWARE AND METAL, Toronto. f

PUMP business; well equipped; a first-class business in a prosperous condition; house, driving shed, stabling and one acre of land. Box 133 HARDWARE AND METAL, Toronto. f

SITUATIONS VACANT.

HARNESSMAKERS—Two at once; one competent light work; one general work; temperate; steady employment; state wages wanted. Box 123 HARDWARE AND METAL, Toronto. f

IRON pattern fitter wanted. Steady employment to first-class man. Box 130 HARDWARE AND METAL, Toronto. f

TINSMITH at once. One or two years' experience. State wages. Box 129 HARDWARE AND METAL, Toronto. f

WANTED at once, good die sinker and tool-maker. Box 124 HARDWARE AND METAL, Toronto. f

WANTED—Tinsmith. Steady employment to good, experienced steady man. Wages \$2.75 per day. Box 125 HARDWARE AND METAL, Toronto. f

WANTED—Good tinsmith. One with knowledge of heating and plumbing preferred. Apply stating wages expected. Box 126 HARDWARE AND METAL, Toronto. f

WANTED in electrical repair shop in Ontario, situation by young Englishman; technical training; three years machine shop and alternating current motor building. Box 127 HARDWARE AND METAL, Toronto. f

WANTED—Stove mounters and young men as apprentices or improvers. Box 128 HARDWARE AND METAL, Toronto. f

WANTED—Canadian Meter Co.—Gas meter makers and tinsmiths. Address Box 172 Windsor, Ont. (29-3)

To Manufacturers' Agents

HARDWARE AND METAL has inquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of inquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

HARDWARE AND METAL
Montreal and Toronto.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

The New York Tin Market.

NEW YORK, July 28.—For several days there has been an indication of a scarcity of pig tin on spot, and from the fact that only some 1,600 tons had arrived this month (in other words, less than one-half the late average consumption) it was felt in several quarters that at any moment a serious scarcity might develop. Late yesterday there was an effort to buy spot and July tin, followed this morning with some urgent inquiries, and the market on very little business was rapidly bid to nearly a cent a pound over prices ruling a few days ago.

The reports about the American position circulated in the London market have been absurd. One of them we reprinted yesterday from a leading trade journal, that the American market was overstocked and it was not unlikely that London would have to reckon on tin being shipped back from New York to London. The market closes to-night with an absolute scarcity of spot tin in New York, and the market on spot and July nearly one cent a pound over supposed cost of import from London, and for delivery for the first of August nearly half a cent a pound over the supposed cost from London. But the supposed cost from London is very difficult to get at, because anyone buying tin in London to-day would find it very difficult to get the tin to New York during the month of August, as all the available room on the London steamers sailing up to the 22nd of next month has been all engaged. It must be rather a shock to the firms who were such strong bulls in London and who changed their position two or three weeks ago, undoubtedly expecting to get in some cheap tin at the auction Banca sale taking place day after to-morrow, to find the American market completely interfering with their plans. There has absolutely been no manipulation in this market. What has occurred is simply what anybody could have found out for himself for the past two weeks, namely, that there was no stock of tin in New York. We were down to bare poles, and with the small shipments from the East Indies to America and the date of the arrivals of the steamers made an extremely strong position for the next 30 days, which can only be relieved by large shipments from England. It remains to be seen whether these large shipments from England can be made without putting up the English market. There is no

short interest to be covered this month. The case is simply that there is a great scarcity of tin, and that the consumption of pig tin is as large as ever and must be taken care of from day to day.

We quote on Straits or Malacca, terms cash, f.o.b., New York:

	Spot	Sept.	July.	Aug.	Sept.
Five to ten ton lots	28 70 c.	28 70 c.	28 00 c.	27 80 c.	27 80 c.
One to four ton lots	28 80 c.	28 90 c.	28 10 c.	27 90 c.	27 90 c.

The Metal Market, July 28.

Turpentine Operators Organizing.

A Jacksonville despatch to The New York Journal of Commerce, July 27, says: A movement has been formally launched here looking to the organization of an operators' tank and warehouse company for the purpose of storing both spirits and rosin for the operators, and by this means controlling the market prices. At a recent meeting of the Turpentine Operators' Association Treasurer H. A. McEachern offered the following resolutions, which, after a liberal discussion, were adopted unanimously:

"Resolved, That it is the sense of this meeting that The Operators' Tank & Warehouse Co. be organized, and that the Executive Committee take necessary steps to present the matter to the general meeting in September and urge the organization.

"Second—That it is the sense of this meeting that a minimum price for both spirits and rosin be named for 1904, provided that proper regulations be made to change the minimum prices as conditions may require.

"Third—That it is the sense of this meeting that all operators and factors should take stock in The Operators' Tank & Warehouse Co., and also agree to sustain the minimum prices that may be named from time to time.

"Fourth—That a committee be appointed of six to look into details and prepare charter and subscription lists."

The following committee has been appointed to make preliminary arrangements in connection with the organization of the tank company: A. D. Covington, Walter Ray, W. J. Hillman, G. W. Deen, H. A. McEachern and R. S. Hall.

This movement means that within the next few months there will be built in Jacksonville and Fernandina, and perhaps other Florida ports, tanks with a capacity of from 15,000 to 25,000 barrels in each place. It also marks the beginning of the movement to make Jacksonville an open market.

The officers and directors of The Oper

ators' Tank & Warehouse Co. will be elected by the stockholders at the annual convention of the Turpentine Operators' Association in this city on September 19, at which time application for a charter, etc., will be made, and the company will proceed to business.

It is not yet known whether the new company will absorb The National Export & Tank Co. or not, but should it do so it will be as The Operators' Tank & Warehouse Co., purely an operators' organization, and a part of the Turpentine Operators' Association.

Pittsburg Iron Markets.

The iron and steel market is halting at various points. While the stock market has been claiming for three months that the declining values were due to a poorer outlook in the steel trade, the steel trade now retaliates and claims that whatever slackness there is may be traced to the declines in the stock market. It has been a case really of one helping the other. If the stock market had behaved well the iron and steel trade would by this time have recovered from its slight set back, which was really a readjustment called for by the fictitiously high prices for pig iron and crude steel.

The settlement of various labor troubles has had a good effect on the trade. The termination of the New York troubles is bringing a good demand for shapes from Pittsburg mills, while the end of the boilermakers' strike in the Pittsburg district has increased the demand for plates. Foundries are buying pig iron more freely, and when the moulders' wage troubles are finally settled in the Pittsburg and valley districts, and all possibility of strikes removed, a good buying movement must necessarily ensue, as it is no secret that the foundries are at the end of their string.

Steel works will have to buy considerably more Bessemer iron for August and September use, and are expected in the market within a few days. Just what they will have to pay remains to be seen. There are various offerings of outside iron at prices lower than the valley furnaces will consider, and if such iron is not enough to go around, the Bessemer pig market will be put up a little. It is probable that the Steel Corporation will have to buy some August and September iron, along with the outside mills.

The billet agreement is too young to show how it is going to work out. No such experiment has ever been tried before, under conditions like the present. There are only a few producers, and they are held together as never before by bonds of mutual interdependence. Perhaps one object of the association is to prevent billets going up to a fictitious price as they did last year. It does not seem to have done anyone any good, since when billets were going up finished materials did not go up, and now that billets have declined less than they went up, the trade expects finished material to go down.

Reports are that the wire trade is considerably more active than customary at this time of year, when regular contracts usually cover nearly all the demand. Conditions are particularly good in the West. While mills are able to make quite prompt deliveries, there is no sign of any price cutting on their part. The Metal Market, July 27.

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES.

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors,
Prepared Paints, Window
Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO.,
PHILADELPHIA.

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON,
LONDON.

Please mention HARDWARE AND METAL when writing.

LINSEED OIL

Raw and Boiled

"GUARANTEED PURE"

MANUFACTURED BY

Canada Linseed Oil Mills

LIMITED
MONTREAL.



BARRELS WANTED!!

We are open to buy good sound, oak
Linseed Oil, Turpentine, Varnish, and
Machine Oil Barrels

Want Trade?

If so, you doubtless realize that the goods must be the best of
their kind in quality and workmanship. This is especially true
of Paint Brushes. For nearly half a century

Boeckh's, Toronto,

and Bryan's, London, Brushes

have been upon the market. They are in the very front rank as ready
sellers because their manufacturers' highest and constant aim is to
please both dealer and purchaser. Larger facilities in making now
enable us to manufacture better goods than ever, and at lower prices,
with the widest margin of profit to dealers.

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MONTREAL BRANCH: 1 and 3 DeBresoles St.

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Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.



PAINT, OIL AND BRUSH TRADES

THE CANADA PAINT CO.'S PICNIC.

OLD PROBS was fickle as a woman on Saturday last, and seemed uncertain whether to smile or frown upon the crowd of merry picnickers from The Canada Paint Co.'s Montreal works. Nothing daunted though, over 500 employees and their families embarked on the Duchess of York, which had been specially chartered for the occasion. Their courage was rewarded, for the showers encountered going to and returning from the picnic grounds at Sheringham Park, on the Ottawa River, interfered but little with the pleasure of the outing, all being kept in good humor by the music of the 85th Battalion brass band. This picnic is an annual event, but it was held a month later than usual this year, the reason being that the rush of business has been too great to allow the company to shut down even for a single day.

The programme for the day was under the management of a capable committee, to whom every credit is due for the success of the picnic. F. Thibeault, the chairman, is said to have been a host in himself, and he was ably supported by A. E. Coleman, secretary; F. Bell, treasurer, and Messrs. Lamont, Brown, Bezeau and Marlow.

A thoroughly enjoyable time was spent on the grounds, and great interest was aroused by the games and athletic contests, which were the chief feature of the day's entertainment. C. Little acted as starter, while Messrs. Campbell and Thibeault officiated as judges to the satisfaction of all participants. The contests were open to employees and their families only, and were very keenly contested. The children's races, for boys and girls five years and under, resulted satisfactorily, as all who entered received prizes.

A special feature of the day's amusement, which was largely patronized by the pleasure seekers, and which created no little amusement, was a waltzing contest, in which the participants were Highland Scotchmen with French-Canadienne partners. The prize was won by Roderick MacGillicuddy, with Josephine Rosalie La Fleur as partner.

An exciting baseball match between the Richmonds and Kyleites, was won by the former, the prize being a box of cigars. The score mounted up so rapidly that the scorer was unable to keep account of it without a "ready reckoner."

It is rumored that the manager of the newly-acquired Montreal baseball team, who is looking for heavy hitters, has kept the wires busy since Saturday.

A football match, between the single and married men, was lost by the benevolents, who gazed somewhat sadly at the box of cigars which they had hoped to win.

The committee and several other guests to the number of 35 were entertained at dinner by Madame Leduc. An eloquent oration was delivered by Toastmaster James Campbell, who was well fitted for the occasion, and appropriate music was rendered by D. Brown. A. Bezeau performed an eccentric cake walk, which was heartily applauded;—the darkey water carrier became green with envy.

Lack of space prevents any more extended account of what was in many respects the most successful picnic ever held by The Canada Paint Co.

SHERWIN-WILLIAMS' NEW PLANT.

The accompanying engraving from architects' drawings of the new plant of The Sherwin Williams Co., the large paint and varnish makers, at Montreal, gives a clear idea of how the buildings will appear when completed. Construction



THE SHERWIN-WILLIAMS WORKS AT MONTREAL.

work, which begun in May, is going forward rapidly. Marked attention is being given to the appearance, convenience and appointments of the various departments. The architectural lines are those adopted by the company as its standard, and followed in the construction of the plants at Cleveland, Chicago and New York. When finished this plant will be large enough to take care of the company's steadily-growing business.

GLASS THAT WILL NOT CRACK.

A new kind of glass that resists great heat as well as sudden changes of temperature is made from Brazilian quartz

pebbles, says an exchange. The pebbles are heated red hot and then thrown into distilled water. The purest pieces are next selected, and welded with the oxy-hydrogen blow pipe into long stems like knitting needles, from which glass vessels of any shape can be made. At present the quartz glass is chiefly employed for making laboratory apparatus. Into a test tube made in this way a white-hot coal can be dropped without breaking it. Vessels of other forms can be heated white-hot and then plunged into cold water without cracking.

REMOVING OLD PAINT.

One of the necessities of repainting is the removal of the old paint, says The Hub. To do this, the painter must use some detergent, which, when spread over the surface, will soften the paint, so that it can be removed easily by use of a putty knife or other scraper, or the paint must be burned off by use of a lamp prepared for that purpose, or the more primitive plan of heating a bar of iron to a red heat and holding it over the paint until the heat has softened it, so that it can be removed by scraping. Many painters advocate the burning off, claiming that the wood is in a much

better condition than it is if the paint is removed in any other way, but the process is slow, and in the hands of an unskilled or careless workman the wood is often charred and extra time is required for filling up the defect.

There can be no disputing the fact that the use of a detergent gives quicker and better results than burning off, so far as time and the apparent condition of the wood after being cleaned of the old paint. The question is an interesting one, and one naturally asks: Why do so many painters cling to the old practice when there are materials on the market, the use of which will enable them to do the

work more rapidly and more easily, for even the advocates of putting off admit it to be a laborious method even when the best tools are used.

SUCCESSORS TO HOLLYWOOD PAINT CO.

The McLennan Paint Co., Ltd., Buffalo, N.Y., takes over the business, patents, etc., of the Hollywood Paint Co., Hamilton, and have organized a Canadian company, The McLennan Paint & Color Co., of Hamilton, who will continue the business. The McLennan Paint Co., Ltd., Buffalo, are among the largest manufacturers of implement paints in the United States and have one of the most up to date dry color and chemical plants in the country, which acts as a feeder for their regular paint making plant. The company will therefore manufacture dry colors under the same plan in Hamilton, and, as stated, will give special attention to the implement trade. Hardware dealers should secure information regarding their goods.

FLEXIBLE VARNISH AND PIGMENTS.

Most coats of varnish are flexible enough when only just dry, says The Plumber and Decorator. The brittlest spirit varnish can be applied to paper, which can then be folded, as soon as the varnish is dry, without cracking, but a few days afterward it will split if the paper is only slightly bent. Every oil varnish has this elasticity when only just dry, but loses it as soon almost as spirit varnishes. As a matter of fact, all the varnishes are not absolutely dry when they still retain their pliability. The last traces of the solvents employed in their manufacture disappear rather slowly and as long as they are present the coat remains elastic.

Again, linseed oil keeps a varnish longer pliable than a volatile solvent does, but just as the latter evaporates, the linseed oil oxidizes and becomes resinous and brittle. The thinner the coat, too, the better. Hence, for metallic capsules which are stamped out of sheets previously painted and varnished, those colors are chosen which have the most body, so that the coating may be as thin as possible, and that one coat may be enough. The stamping must, of course, be done directly the paint and varnish appear dry. With thick metal, a varnish can be applied which will stretch where the metal is stretched, with deformation, but one has yet to be invented that will conform to the depressions in the metal. Here all known varnishes crack and peel off.

PAINT AND OIL NOTES.

Pouliot & Gervais, painters, Quebec, have assigned.

Rigali & Rigali, painters, Quebec, have dissolved partnership.

P. D. Dods & Co., Montreal, have recently shipped three cars of paint to Vancouver, B.C.

A goodly number of contracts for glass work of all sorts from all sections of the country have gone to The Dominion Stained Glass Co. of Toronto. This firm has a reputation for conscientious workmanship and for turning out designs of a high class for ornamental, memorial, and stained glass work.

PAINT AND OIL MARKETS.

MONTREAL.

Montreal, July 31, 1903.

ALTHOUGH the demand for white lead is greater than ever and some grinders find difficulty in keeping up with their orders, slight concessions have been made to buyers of round lots of from 5 to 10 tons. Jobbers complain that they now have no margin whatever upon white lead and some of them refuse to handle it. With the large arrivals and free shipments from crushing mills of linseed oil, quotations have receded somewhat and firms making a specialty of linseed oil are very busy shipping at the lowest figures mentioned in our quotations below. For general painting material there is a somewhat lessened inquiry. This remark also applies to Paris green which is not experiencing the usual July excitement, and prices have sagged slightly. We quote:

GROUND WHITE LEAD.—Best brands, Government standard, \$5 to \$5.25; No. 1, \$1.27½ to \$1.87½; No. 2, \$1.10 to \$1.50; No. 3, \$1.02½ to \$1.12½; No. 4, \$3.65 to \$3.75, all f.o.b. Montreal. Terms, four months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—\$1.75 in casks and in kegs, \$5.

DRY WHITE ZINC.—Pure dry, in casks, 6¼c.; in 100-lb. kegs, 6¾c.; No. 1, zinc, in casks, 5¼c.; in 100 lb. kegs, 5¾c.

WHITE ZINC (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No. 2, 6c.

PUTTY.—We quote: Bulk, in barrels, \$1.60; bulk, in 100-lb. packages, \$1.85; bladders, in barrels, \$1.90.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, 7½c.; smaller quantities, 8¼c.

RED LEADS.—Genuine red lead, in casks, \$4.25; in 100-lb. kegs, \$4.50; in less quantities, \$5.50 per 100 lb. No. 1 red lead, casks, \$1; kegs, \$1.25, and smaller quantities, \$5.25.

LITHARGE.—Ground, casks, 5c.; in less

quantities, 5½c.; flake litharge, casks, \$5.25; smalls, \$5.75 per 100 lb.

LINSEED OIL. Raw, 1 to 1 bbls., 52c.; boiled, 55c.; raw, 5 to 9 bbls., 51c.; boiled 51c. Terms, net cash in 30 days. Delivered in Ontario, between Montreal and Oshawa, at 2c. per gallon advance.

TURPENTINE.—Single bbls., 71c.; 2 to 4 bbls., 73c. Terms, net cash in 30 days.

BENZINE.—25 to 26c.

SHELLAC VARNISH.—Pure white, \$2.20 to \$2.35; orange, \$2.10 to \$2.25.

MIXED PAINTS. \$1.20 to \$1.40 per gallon.

CASTOR OIL.—8¾ to 9¼c. in wholesale lots, and ¼c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PURE CANADIAN PARIS GREEN.—Petroleum barrels, 14½c. per lb.; arsenic kegs, 14½c.; 50 and 100 lb. drums, 15c.; 25 lb. drums, 15½c.; 1-lb. packages, 16c.; ½ lb. packages, 18c.; 1-lb. tins 17c.; ½-lb. tins 19c.

PURE ENGLISH PARIS GREEN.—Petroleum barrels, 14½c.; arsenic kegs, 14½c.; 50 and 100 lb. drums, 15c.; 25-lb. drums, 15½c.; 1-lb. paper boxes, 16c.; 1-lb. tins, 17c.

TORONTO.

The features of the week are a reduction in the price of linseed oil and an advance in turpentine. The decline in linseed is a result of stiff competition; the advance in turpentine the result of a shortage in the crop at Savannah and of higher prices in that market. Otherwise there is no change. The demand for sundries is keeping up nicely, but sales of staples are rather light. We quote:

WHITE LEAD.—Ex-Toronto, pure white lead, \$5.10 to \$5.25; No. 1, \$4.62½ to \$4.87½; No. 2, \$4.25 to \$4.50; No. 5, \$3.87½ to \$4.12½; No. 4, \$3.50 to \$3.75 in packages of 25 lb. and upwards; ¼c. per lb. extra will be charged for 12½-lb. packages; genuine dry white lead, in casks, \$5.02½.

THE QUALITY OF THE PAINT

That is the most essential point to be considered when choosing what brand to stock. There are many brands on the market that are very inferior.

In Anchor Liquid Paints the best linseed oil, the purest pigments, and the best white lead in the world—"BRANDRAM'S B.B. GENUINE"—are used.

They are as far ahead of other Liquid Paints as "BRANDRAM'S B.B. GENUINE" White Lead is ahead of other white leads.

SEND US A POST CARD AND LET US TELL YOU ALL ABOUT IT.



HENDERSON & POTTS

ESTABLISHED
1874,

Halifax and
Montreal.



The "C" Brand Horse Nails

are not the lowest priced, but they are the cheapest; that is, if you will take quality and durability into consideration. It is an old truth which has found expression in the saying, "the best are the cheapest." For us to assert that the "C" Brand Horse Nails are the best, is only to repeat the experience of the Hardware trade and the farriers who have bought and used them in Canada for the past thirty-eight years.

They are the standard Horse Nails of Canada, because they are the best. No other Horse Nails made in Canada have ever been sold at a better price than the "C" Brand. Why? Because there were none better.

If you want the best article, either Horse Nails or anything else, you have to pay a price corresponding to its value. Our "C" Brand Nails cost most to make, because we use the best material that is known or used in the world for the manufacture of Horse Nails:—Swedish Charcoal refined mild tough steel—made specially for our purpose. We use the hot-forged process, which thoroughly forges the Nail from a solid rod of steel. All other brands of Horse Nails made in Canada are sold at from twenty-five to seventy cents a box less than our "C" brand, but that only reduces the cost of the thirty-two nails used in shoeing a horse one-third of a cent, to one cent. There is, therefore, no economy to the Farrier or his customer in using "cheap" Nails. If you sell the "C" brand you will satisfy and retain your customers. All the leading wholesale hardware firms in Canada have them on sale, or they can obtain them for you, if you specially order them. If any firm cannot or will not fill your order with "C" brand, please apply to us.

**Canada Horse Nail Company,
MONTREAL.**

RED LEAD. Genuine, in casks of 560 lb., \$1.75 to \$5; ditto, in kegs of 100 lb., \$5.25 to \$5.50; No. 1, in casks of 560 lb., \$1 to \$1.25; ditto, in kegs of 100 lb., \$1.25 to \$1.50.

LITHARGE. Genuine, 6 to 6½c.

WHITE ZINC. Genuine, French V.M., in casks, \$6 to \$6.25; Lehigh, in casks, \$6 to \$6.25.

SHINGLE STAIN. In 5 gallon lots, 60 to 85c. per gallon.

PARIS WHITE. 90c to \$1 per 100 lb.

WHITING. 60 to 65c. per 100 lb.; Golders' whitening, 75 to 80c.

GUM SHELLAC. In cases, 32 to 36c.; in less than cases, 12 to 15c. per lb.

SHELLAC.—Pure orange, in bbls., \$2.10; white, \$2.25 per gallon; No. 1, 15c. less; in less quantities, 10c. extra.

GLUES.—Broken sheet, in 200-lb. bbls., 8 to 8½c. per lb.; cabinet glue, in bbls., 11½ to 12c.; emery glue, in bbls., 17c.; bookbinders', ground, 10½c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

PUTTY.—Bladders, in bbls., \$2.10; bladders, in 100 lb. kegs, \$2.25; bulk, in bbls., \$1.80; bulk, less than bbls. and up to 100 lb., \$2.05; bladders, bulk or tins, less than 100 lb., \$2.75.

PARIS GREEN. Petroleum bbls., 15½c. per lb.; arsenic kegs, 15½c.; 50 and 100 lb. drums, 16c.; 25 lb. drums, 16½c.; 1 lb. packages, 17c.; ½ lb. packages, 19c.; 1 lb. tins, 18c.

PLASTER PARIS. New Brunswick, \$2 per barrel.

PUMICE STONE.—Powdered, \$2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots and 8c. in bbls.

LIQUID PAINTS.—Pure, \$1.20 to \$1.40 per gallon; No. 1, \$1.10 per gallon.

BARN PAINTS.—65 to 70c. per gallon.

CASTOR OIL.—English, in cases, 8 to 10c. per lb.; and 9 to 10c. for single tins.

LINSEED OIL.—Raw, 1 to 2 bbls., 53c.; boiled, 56c.; 3 to 5 bbls., raw, 50c.; boiled, 55c. delivered. To Toronto, Hamilton and London, 2c. less. All quantities of 10 bbls. and over of linseed oil sold only f.o.b. Toronto, Hamilton, London and Guelph.

TURPENTINE.—Single bbls., 75c.; 2 to 3 bbls., 74c. delivered. Toronto, Hamilton and London, 2c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

WINDOW GLASS.

MONTREAL.

A general reduction is the feature of the Montreal market this week. The demand is fair. We quote as follows: First break, 50 ft., \$1.85; second break, \$1.95 for 50 ft. First break, 100 ft., \$3.50; second break, \$3.70; third break, \$4.20; fourth break, \$4.45.

TORONTO.

There is a fair movement. Prices are steady. We quote: Star, under 26 in., \$3.80; 26 to 40 in., \$4; 41 to 50 in., \$4.50; 51 to 60 in., \$4.75; 61 to 70 in., \$5; 71 to 80 in., \$5.50. Toronto, Hamilton and London. Terms, four months.

The Canada Paint Company's Aluminum.

Paint Proverbs

"Everything worth painting
Is worth painting well."

Try C. P. Co's Aluminum.

"A 'touch' of Paint in time
Saves nine."

Try C. P. Co's Aluminum.

"A Brush in the Hand
Is worth two in the Bush."

Try C. P. Co's Aluminum.

"Take care to use good Paint
And the House will take care of
itself."

Try C. P. Co's Aluminum.

"Midst pleasures and palaces
where'er you may roam,
There's no place on earth like a
well-painted home."

Try C. P. Co's Aluminum.

"After Breakfast walk a mile,
After Dinner Paint a while."

Try C. P. Co's Aluminum.

"The Home should be Spotless,
But not Paintless."

Try C. P. Co's Aluminum.

"You will never miss the Paint
'Till the tin runs dry."

Try C. P. Co's Aluminum.

"Don't buy a pig in a poke,
Buy Paint in a tin."

Try C. P. Co's Aluminum.

"For The Old Oaken Bucket,
The Iron-Bound Bucket."

Try C. P. Co's Aluminum.

The Canada Paint Company's Aluminum.

Ready to use.

Ask for The Canada Paint Company's Aluminum.

Ready to use.

THE WALL PAPER TRADE

THE NEW FALL GOODS.

THIS year the variety, both of pattern and color, and the taste displayed in the wall papers, surpasses the efforts of any preceding year. A run over the new offerings has fully demonstrated the fact that in Canada we are manufacturing as tasty and as up-to-date wall-coverings as any country in the world. We do not, it is true, produce the Japanese, or the very expensive styles of the United States, but outside of a very few lines, our patterns for next year should be a matter of pride to every Canadian.

The most notable features of the new designs are the beautiful clear colorings and the deceiving imitations of almost any woven fabric. The most delicate as well as the deepest shade appears with a distinctness and a decision which inspire confidence in their lasting qualities, and the care exercised in the blending of colors bespeaks a like care in the quality of paper and filling of orders.

To a representative of **HARDWARE AND METAL** the new samples were a revelation. Hundreds of designs that were previously firmly believed to be obtainable only by importation were shown him as product of our own mills, and it was with a thrill of pride that he recognized the progress that is being made.

The moire papers that sold so well last season are shown in great variety, both plain, flowered and striped, smooth and embossed. One large intricate design in a yellow and white would convince anyone at a distance of a few feet that it was a silk cloth, and many others were very difficult to think of as paper. Gold as well as silver moire effects are used, and a combination of small stripes and flowers on a moire background with a dotted gold line running through it was particularly attractive. Self-tones in moires and other styles existed in large numbers and are really the choicest, neatest papers. In many a fine embossed pattern in moire finish ran through the regular design.

Some of the fabric effects are entirely new. The Bagdad tapestry is a perfect imitation of the cloth, and with the colors used, is still more deceiving; the tapestries this year are finer and neater than ever, with some very pretty small floral designs in addition to the regular styles. The Persian tapestry is a most beautiful paper,

being a tapestry with Oriental patterns and colors. The Renaissance designs and stencil effects are also worthy of mention, the former a mass of curves and scrolls, and the latter a square-cut conventional design standing clear-cut on a plain background. The trellis work with climbing rose that has had such a run in the United States is made here in every color, and for a third wall or panel gives a decided tone to a room.

The blues and browns are particularly remarkable for their variety of shades that



A Moire Paper.

are new and neat, but every color is seen in all its shades. Very many small conventional patterns strive with the larger or favor. Narrow stripes and wide appear, but the narrow rather seems to be favored, running down to the merest threads. A stripe of two inches plain, with an adjacent strip of the same width with a small separated pattern, is an ideal bedroom paper.

In the United States there has been a steady demand this season for the moire effects, particularly for use in bedrooms and on ceilings, and also for what is called crown hangings. This term is used to denote the paper where the pattern of the wall is finished in the border, making it appear that the paper was made for the

room. Such designs as a clematis or rose vine climbing up over a trellis and bursting into bloom at the top are so beautiful that everyone admires them. Some are applying to moire bedroom papers, flowers, and as a frieze for a plain paper the pattern alone of the frieze paper is cut out and pasted over the wall paper, providing a less symmetrical and stiff dividing line.

In nurseries and other children's rooms the English picture papers are in demand. Some of these are illustrated with the Mother Goose stories and rhymes, forest scenes, streams and bridges, games and animals.

Japanese designs in dark shades are being sold for dens, and for the same room there are many Eastern designs similar to those used in carpets or shawls.

Most of the latter come from France. Germany, too, is providing her share; one paper for a bathroom shows a yacht and an old sailor, and others are gay with brightly-colored birds and flowers — showing the breadth of choice in designs this season.

A new paper on the Yankee market is called Sanitas; it is made of cotton cloth and finished in oil colors, in prints, plain colors and tiles, and in dull, glazed and varnished effects. It is claimed to be water and vermin proof. A new treatment of burlap is being produced by one company. The rough jute background is shrunken, then colored and submitted to a secret process; the fabric is then stretched smooth and a preparation is applied to the back that makes it like cardboard without losing its pliability.

Up to the present this paper has not been shown to any great extent on the Canadian market.

CHANCE TO INSPECT A WALL PAPER FACTORY.

Messrs. Stauntons Limited, Toronto, extend a cordial invitation to any of the wall paper trade visiting the "Queen City" during the Exhibition or at any other time, to visit their factory, 944 Yonge street. The firm are always glad to meet any wall paper dealers and to show the process of wall paper manufacture. Dealers who wish to place their orders for Spring requirements while in Toronto will be carefully attended to by the salesmen of the house.



WALL PAPER MANUFACTURERS

Wall paper dealers who intend to have the "Best that is to be had" should see the "Staunton" samples before ordering for Fall or Spring.

Our designs are so attractive and our colorings so effective that the dealer handing "Staunton" Wall Papers will extend his trade and his profits.

Don't buy till you see our line.

STAUNTON'S LIMITED
FORMERLY M. STAUNTON & CO.
TORONTO
344 YONGE ST. CANADA

Hammocks

*returned
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cut 1/2 1/4*



A post card will bring you our prices on Croquet Sets, Hammocks, Baseball, Tennis Goods, Toy Garden Tools, Paper Lanterns, Flags, etc.

Nerlich & Co.

6-84 FRONT ST. WEST,
(Opposite Union Station) **Toronto.**

Helps towards Sanitation

The Cleveland Wall Paper Cleaner—a paste, not a liquid—cleanses old walls thoroughly. Makes smoked and dust-covered walls fresh as when first papered. Retails at 25c.

Samples sent for distribution with your order.

GEO. RIDOUT & CO.,
77 York St., Toronto.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Hardware and Metal Merchant.

Brass and Copper Sheets Rods and Tubing.

CUT TO ANY SIZE.

We are a Useful Firm
to be in touch with.

BOOTH COPPER CO.

Limited
119-123 Queen St., East
TORONTO.

AN UP-TO-DATE FENCING TOOL.

PAGE'S PATENT LEVER WIRE STRAINER.

Sole Licensees and Manufacturers:—IRONSIDE, SON & CO., 16 Water Lane, Gt. Tower St., London, Eng.



Repairing a Broken Wire.

AGENTS WANTED.

Capable of straining Barbed Strand or Plain Fencing, Signal, Telegraph, etc., wires of all sizes, exerting a pull of 12 cwt. Weight, 47 lbs. Write for illustrated pamphlet. First Prize, Sydney, N.S.W., 1902-1903 Agricultural Shows, gained in competition with a dozen competitors.

THE HANDIEST TOOL OF THE YEAR.

ADVANTAGES. Saving of time and labor. No need for expensive straining posts, ratchets, and other oddments. Cost saved in the erection of the first 100 yards of wire fencing.

TRADE



MARK

Nobles & Hoare.

CORNWALL ROAD STAMFORD STREET.

LONDON, ENG.

Manufacturers of

HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works or from the principal Color Dealers in Canada.



Manufacturers of FINE READY-MIXED PAINTS, FLOOR PAINTS and VARNISHES, and WHITE LEAD. Full line of best DRY COLORS, OILS, and all PAINTER REQUISITES always in stock. Send for prices.

The Globe Paint Co.,

Limited
422-424 Adelaide St. W., Toronto.

HEATING AND PLUMBING

HOUSE DRAINS SHOULD BE OF IRON.

WHEN the seriousness of sewer gas is considered, and the evil consequences that may follow contact therewith are fully realized, we will surely have the plumbing by laws of all our cities and towns so constructed that nothing but heavy cast iron pipe shall be used for all house drainage work.

The only objection to this can be the cost. House drainage of cast iron would certainly add to the cost of drainage construction. If a city has the power to define fire limits and to specify the class of building erected therein, how much more should it have power to say that all house drainage should be of cast-iron? This is something that touches the lives and health of the citizens. We stand aghast when we read of loss of property or life by fire, and rightly so. Yet, how few there are who lose their lives or are maimed by fire in comparison to those who either die of some contagious disease or live lives of ill-health—if not entirely the fault of bad drainage, certainly traceable as to bad effects to that source? How long could an inspector give as the safety of a drain that is constructed of tile? The drain on inspection may be perfectly tight, yet the material used and the soil on which the drain is constructed is of such a nature that no guarantee could be given. Where is the benefit of a law that says the foundation of your homes must be of such and such a thickness, and the walls likewise, yet will allow me to make my connection with the sewer and bring that connection right into my home with material that cannot be guaranteed?

It is of the same nature as the old style of gas-fitting, whereby deadly poisonous gas was allowed to circulate through our homes in composition pipes, which might have been all very well where pipes were exposed. But where they were covered up in the walls and under floors, they were subjected to nails being driven into them or a very nice meal for rats. Happily the use of iron pipes for gas is now universal.

A case came under the writer's own notice where a drain constructed of tile was tested and passed inspection, pronounced perfectly tight and where the ground in this case was so hard that a drain man said, "You could neither pick

it, shovel it, or blast it," yet some time afterward when plumbing work that had been put to a three days' water test and had passed the full requirement of a stringent by-law was attached to it and a final test made, the report sent in to the owner was: "We find on applying test to house No. ——— street that it is leaking so bad test could not be made." The owner informs them that drain was passed some time ago and certificate issued as to its tightness by the department, and is simply told "what may stand the test yesterday may not to day."

If cost is the object of using any other material than heavy cast iron, it is certainly false economy. While it is not possible to so purify all our surroundings as to make it impossible for humanity to be safe from contagious disease, it is desired to make our homes as pure as it is possible to make them. Advancement has been made in turning out a better class of plumbing work. This fact is evidenced by the fact that plumbers will tell you that they are not called upon nowadays to do nearly so much repairing as formerly. Firms that had a first-class jobbing trade are now finding it necessary to seek other class of work. This is to some extent due to the better class of work being turned out, also to the better class of material used. Some time some city is going to have a perfect plumbing by-law, but the time is not yet. It is said that a certain minister who had become pastor of a new charge took for his first text, "Ye must be born again." For the second, third and fourth time the same text was used until at last some of the church officials who thought it might be time to change the subject interviewed the pastor on the matter. He very properly asked the question, "Why, are you all born again?" He thought it was only when they got in that position was it time to change the subject. So it is with sanitary laws. Books have been written, papers read, conventions held, harping, harping on this one subject, until some are tempted to ask if enough has not been said.

Well, are you perfectly satisfied that perfection has been reached? Are you convinced that no further advancement can be made, that full benefits are now being received? If this point has been reached, then enough has certainly been

said, and other themes should be discussed.

JOINT PICNIC AT OAKVILLE.

A very large meeting of the Toronto Association took place in their rooms on Monday night last when important business of the association was transacted. T. E. Hoar & Co., Toronto Junction, connected themselves with the association. A committee was appointed to arrange a joint picnic with the Hamilton Association. This committee met on Tuesday and decided to hold the picnic at Oakville, on August 12, if that would meet with the approval of Hamilton, and to go by train. A sub-committee was appointed to arrange a programme of games, etc. This picnic is to be gotten up especially for the ladies and it is expected a good time is in store for all who avail themselves of this outing. Plumbers can't come together without having a baseball match. On this occasion a team from each association meet, each intending to win fame at the expense of the other.

The services of Harry Mahoney, National vice-president, as umpire, have been secured. He guarantees as impartial decisions as those given by city plumbing inspectors.

RICHMONDT CONDUIT AND MFG. CO., LIMITED.

IT is no uncommon thing to read of fires in factories and warehouses having their origin in defective electric wiring. In Chicago, for example, the building regulations require all wiring to be covered, and the covering most in favor and at the same time the simplest is a conduit pipe-tubing similar to gas pipe. In Toronto, The Richmond Conduit and Mfg. Co., Limited, have been engaged for the past year with the manufacture of electro-galvanized conduit tubing, of which they are the sole makers. Their tubing is enameled on the inside, giving smoothness and providing at the same time an extra insulation.

The Richmond conduit tubing has been installed in whole or part in such large Toronto buildings as the King Edward Hotel, the Canada Foundry, The Bell Telephone Co., City Hall, and in many other buildings in various parts of the province and in the C.P.R. hotel at Banff. The ease of installation, the thorough protection against fire from electric

BARN PAINTS



Money is made in Barn Paints. The farmer paints his barns, his outhouses, his fences. He will do it readily if he knows he can get a good paint at a reasonable price.

Have you offered your farmer customers

RAMSAY'S OUTSIDE PAINTS

put up specially for the farmer's barn, the farmer's fences, outhouses, etc.? Have you told him you could sell them at \$1.00 per gallon and guarantee him splendid results? If not, why don't you think it over? It's one way of bringing money to you.

Take a look at our paint card; if you haven't one, ask us for it. See our leader—No. 108—nothing in the paint line to equal it in value.

SELLS AT \$1.00. REAPS A PROFIT.

A. RAMSAY & SON
MONTREAL

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PAINT
MAKERS

"Telephone City" Air-Tight, Top-Draft Wood Stoves

Many new and valuable features.



Workmanship, material and working qualities guaranteed.

WRITE FOR CIRCULAR AND PRICES.

Telephone City Stoves, Limited
BRANTFORD, CANADA.

Portland Cements

BEST

German, Belgian and English Brands.

Fire Bricks,
Fire Clay,
Flue Linings,
Drain Pipes,
Hard Wall Plaster.
Calcined Plaster,
Wheelbarrows,
Mortar Stains.

A FULL STOCK OF

BUILDERS' and CONTRACTORS' SUPPLIES.

W. McNALLY & CO.

40 to 52 McGill Street,
Corner Wellington St.,
MONTREAL.

Write for our quotations.



BUILDERS' SUPPLIES

Fire Bricks, Fire Clay, etc.

ALEX. BREMNER, 50, Bleury Street, Montreal, Que.



STEVENS

TWISTED BRISTLE END CLEANING ROD.

Best Rod on the market.

Send for Catalogue of

RIFLES, PISTOLS, SHOTGUNS.

J. Stevens Arms & Tool Co., P.O. Box 217 Chicopee Falls, Mass., U.S.A.

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Gauge.
Steel and Twist Barrels
Superior in Design, Workmanship
and Finish, and the most popular
Gun on the Market.

Simplest
"Take Down"
Gun Made



HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers.
Catalog on request. Worcester, Mass., U.S.A.

wires and the consequent influence on insurance rates are points that commend themselves to concerns whose buildings are lighted by or furnished with electric power.

WOODBINE PARK, AUGUST 8.

What should be a very interesting game of baseball will take place at Woodbine Park, on Saturday afternoon, August 8, between the "Old Boys" of The Manufacturers' and Suppliers' Association and The Master Plumbers' Association. Each association are to pick the other's team. It is said that some of the able-bodied "juveniles" are arranging business (?) trips out of town. This should not be taken serious; it is only a bluff. Each captain is giving his team practice under cover of night. It is secretly stated that each side has a surprise for the other. Both teams, no doubt, will have big support.

PLUMBING AND HEATING NOTES.

Poirier & McDougall, tinsmiths and plumbers, Waterloo, Quebec, have dissolved partnership.

Richard Sampson, plumber, Sherbrooke, Que., has admitted A. G. Gardner into partnership.

Mahoney Bros., of Guelph, Ont., report business brisk. The firm are just now doing work at the Western and Priory Hotels, Guelph.

The plant of The Guelph Light & Power Co. has been purchased by the city of Guelph for \$155,000.

J. Watt, jr., of J. Watt & Son, Chatham, Ont., was in Toronto this week on business. Mr. Watt reports business in good shape in Chatham.

An agreement has been formed between the town of Virden, N.W.T., and St. Catharines Acetylene Construction Co. to put in an acetylene plant there.

Mr. Saunders, president of The Goderich Organ Co., was in Toronto this week on business. Mr. Saunders reports business brisk. The company's new factory is now in operation.

The Water and Light Commissioners of the City of Woodstock, Ont., have purchased a Babcock Wilcox boiler, costing \$1,000, for the city power-house. The capacity of the boiler is 200 h.p.

Mrs. Ross, wife of R. Ross, president of Toronto Association and National vice-president, has just returned from a five weeks' trip. Mrs. Ross visited friends in Philadelphia, New York and other United States cities.

W. Mansell, of Purdy, Mansell & Co., 46 Adelaide west, Toronto, accompanied by Mrs. Mansell, left this week for a holiday trip. Lake of Bays, and other

Muskoka Lakes will be explored, especially for fish.

G. W. Wallace, of Parliament street, Toronto, with Mrs. Wallace, has just returned from a trip up the Mackinac. He reports having a fine trip. Mrs. Wallace, who has been in poor health, was greatly benefitted and has remained at Owen Sound for some time.

Thomas Dunderdale, for ten years superintendent of The Ottawa Gas Co.'s works, on his departure for his new home in Winnipeg, was presented with a handsome cabinet of table cutlery by the employees of the company as a mark of their appreciation of the uniform kindness and courtesy shown to everyone by him.

The Bennett & Wright Co., Ltd., Toronto, are keeping busy just now. The firm are doing quite a large job at the Normal School, Toronto. They are also carrying out a large contract for F. Nicholls at Shanty Bay. The contract includes plumbing and heating, also in stalling an elaborate water system for fire protection and for use on grounds. Other contracts are being completed on Collingwood boats and library building, Collingwood.

BUILDING NOTES.

Trudeau & Dufresne, builders, St. Laurent, Que., have been registered.

A. W. Forest & Frere, contractors, Shawenegan Falls, Que., have been registered.

The Bank of Commerce have decided not to erect their new block in Portage la Prairie until next year.

Chas. Thackery & Co., contractors, Montreal, have dissolved partnership; there will be a new registration.

It is said that The Ogilvie Co. will build 16 new elevators this year, which will bring the number of their elevators up to 100.

The Messrs. Gooderham propose to erect a \$50,000 building in Toronto on the corner of King and Sherbourne streets, to consist of stores and offices. On account of unsettled labor conditions the building will not be begun until late in the Fall, or perhaps not until Spring.

The town of Rosthern, Manitoba, says The Winnipeg Telegram, has during the past year doubled its size. Since this time last year 35 buildings have been erected, including two elevators, representing an outlay of \$47,000. There are now a number of buildings under erection, and work is about to be commenced on two more elevators and two other buildings.

The recent death of W. G. Reid, the well-known contractor, Montreal, caused

much regret in the business community. Mr. Reid came to Canada from Scotland, and has been connected with many railway contracts, the last of which was the Midland Railway, from Windsor to Truro, N.S.

BUILDING PERMITS.

TORONTO.

C. SHOREY, detached dwelling, west side Albany avenue, near Barton street, to cost \$3,500; G. F. Brown, architect.

Chas. Joss, two-storey brick dwelling, 38 Russett avenue, near Bloor street, to cost \$1,100.

J. M. Henderson, 16 McPherson avenue, two-storey brick residence, to cost \$2,800; F. T. Baker, architect.

James McDonald, alterations and additions to dwellings 228 and 230 St. Clarens avenue, to cost \$1,000.

H. Hutson, one pair and three attached two-storey and attic dwellings, 310 to 318 Givens street, to cost \$8,500.

Chas. Mould, 226 Campbell avenue, three-storey brick and stone dwelling, to cost \$2,700; R. H. Barber, architect.

Nordheimer Piano and Music Co., six-storey brick and stone office building, 6 and 8 Colborne street, to cost \$10,000.

J. McConvey, pair semi-detached two-storey brick and roughcast dwellings, east side of Clinton street, near London street, to cost \$1,800.

H. H. Hanks, two-storey and attic dwelling, east side Landsdowne avenue north of College street, to cost \$1,900; E. R. Babington, architect.

Conger Coal Co., two-storey wood and iron coal storage building, Gladstone avenue and Queen street, to cost \$6,000; R. E. Speakman, architect.

HAMILTON.

R. Poag, brick dwelling, corner of Cannon street and Sanford avenue, \$1,800.

T. H. Sharp, brick dwelling, Maria street, \$2,000; E. J. Rastrick & Sons, contractors.

OTTAWA.

John Wilson, brick veneered dwelling, Elm street, \$1,000.

James Forsyth, solid brick dwelling, Elm street, \$1,000.

J. Prior Harryatt, frame dwelling, Anderson street, \$1,000.

Louis Patry, double frame dwelling, Anderson street, \$1,100.

T. W. Johnstone, dwelling and shop, Rochester street, \$1,000.

THE MANUFACTURE OF CHARCOAL AND WOOD ALCOHOL.

ALL residents of our towns and cities, all campers and frequenters of Summer resorts must have at least a dim consciousness of the tremendous increase during the last few years in the consumption of charcoal and wood alcohol. But in order to realize the immensity of the business it is necessary to visit the works of some company engaged in the manufacture of these products, such as The Standard Chemical Co., Ltd., whose headquarters are at Toronto.

This large company have works at different points. At Toronto they have acetic acid works, and a charcoal sacking and storage department. They have works at Deseronto, Fenelon Falls and Longford, Ontario, as well as at Cookshire, and at St. Henri de Montreal.

How is charcoal manufactured? Perhaps every person has heard, or read at some time of the process employed in the Black Forest, where the charcoal burners build vast piles of logs which are at least partly covered with earth and subjected to a slow fire. The novice who visits the works of The Standard Chemical Co. expecting to find some such process will be agreeably surprised to find that, while the principle, of course, remains the same, there have been in this industry, as well as in all others, many improvements, whereby the labor required is lessened and waste is eliminated. If there is less of romance about the new method, there is more sound business.

The two principal products manufactured by this company are wood alcohol and charcoal. To produce the one it is necessary to produce the other. Each is so important that it would be a misnomer to term either a bye-product.

THE RAW MATERIAL.

The raw material consists of No. 1 quality beech and maple, with a small percentage of birch. This wood cannot be used green, but is kept from 12 to 18 months before being used. It is obtained chiefly from the company's own limits in Northern Ontario, but they are

always ready to buy from jobbers and settlers, when delivery points are within reasonable distance from works.

THE PROCESS.

The wood is placed in steel vessels called retorts and ovens, which are hermetically sealed. A low-grade, continuous fire in about 21 hours reduces the contents to charcoal. The fuel used is mostly wood, and in this way the rough wood which is unfit for carbonization is utilized. The fire first drives off the moisture contained in the wood, and the acids and tarry matter follow in the form of smoke or vapor. The vapors pass through cold water jacket con-

spire together in solution. They are separated by the introduction of milk of lime, the lime neutralizing and absorbing the acid properties of the solution, leaving the spirit and moisture free for separate distillation. The saturated solution of alcohol is then passed through the various stages of columnar distillation in order to remove impurities, free it from moisture, and properly rectify it for the wood alcohol of commerce. This process is carried on to a greater or less degree according to the quality required to produce. During this process tests are continually being made as to quality, and the necessary chemical treatments for getting rid of inherent impurities are made at intermittent stages of the operation.

ACETATE OF LIME.

Another important bye product must be noticed, for, as in the modern pork-packing establishment, where all of the hog except the last squeal is utilized, so is it the aim of The Standard Chemical Co. to make use of all their material. We noticed that the acid properties were neutralized and absorbed by the lime. They are now subjected to a different process, being conveyed to immense boiling pans where the moisture is driven off by a forced evaporation. The process cannot fail to remind the visitor of the maple sugar bush and the "sugaring off" operation. When the greater part of the

moisture has been driven off, the solution forms a mush, which is then transferred to drying floors under which the proper degree of heat is passed to dry the matter thoroughly and crystallize it. When the as gray acetate of lime from which may be manufactured acetic acid, acetone and many of the most powerful solvents known to modern science.

RECENT IMPROVEMENTS.

Great improvements have been made in the manufacturing process during the last 15 years. Formerly the wood was carbonized by what was known as the kiln process. Then cast-iron retorts were used, and these, in turn, were superseded by steel retorts. At the present time



Interior of Works at Longford.

densers and form, after condensation, what are known as pyroligneous acids. The accompanying cut will illustrate the plant used in the process. The condensers are placed perpendicularly against the brick wall containing the retorts. The spouts at the bottom can be seen through which the pyroligneous acids pass after condensation. This liquid is then subjected to a chemical treatment which separates the acids and spirit from the tar or pitch contained therein. The pitch becomes the wood pitch of commerce after a short distillation process, and it is a not unimportant bye product.

WOOD ALCOHOL.

We have still, however, the acid and

kilns are used only when rough wood is to be seasoned. The kiln process is not as economical as the production of by-products is not so great. The latest successful idea is the use of oven retorts which are of much greater capacity than the ordinary cylindrical retorts.

USES OF WOOD ALCOHOL

A moderate quantity of wood alcohol is consumed in the arts, especially by the makers of gum shellacs and other similar substances. The Government uses it in the methylating of grain alcohol, a process which is now carried on solely under Government control. So far as their use in the arts is concerned, grain and wood alcohol are of equal utility, but the latter is a most deadly poison, while the former is potable. Hence the combination is sufficiently poisonous to allow the use of the methylated spirit free from the heavy excise which grain alcohol bears.

The domestic consumption of wood alcohol is increasing. It is used in spirit stoves and lamps, its popularity being largely due to the fact that it is absolutely odorless when burned and that it is free from dirt or soot. Moreover there is no danger from explosion. Wood alcohol is also employed by physicians for the purpose of stimulating a sluggish circulation. Its application to the parts of the body so afflicted is said to be very beneficial and for this purpose it is used in all hospitals.

Its growing popularity may easily be inferred from the increase in this company's Canadian sales. In 1897, when they commenced to manufacture, their sales were about 600 barrels per annum. In the last year they amounted to more than 4,000 barrels.

CHARCOAL.

More charcoal is used every year, as firewood becomes scarcer, and the necessary kindling required for coal is becoming more difficult to procure owing to the many devices employed by manufacturers to utilize all their waste products. Its uses are so familiar in every house-

hold that it is unnecessary to mention them here.

Charcoal is almost pure carbon and it will ignite at a very low temperature. Because of its gaseous nature it will produce a tremendous heat, much in excess of that produced by coal, in proportion to its weight. It is, therefore, of great value to tinsmiths for heating irons, soldering and all such purposes.

About 210,000 bushels of charcoal are produced by this company every month. It is put up in paper sacks which make it easy and cleanly to handle. It is sold through the retail grocers. In the city of Toronto alone, the consumption is about 100,000 sacks, or about 50 or 60 carloads, per month.

MARKETS.

The greater part of the company's output is sold in the Canadian market, but a considerable export trade has also been developed. About 200 barrels per month of crude wood alcohol are exported to Great Britain, Germany, France and Belgium, where it is rectified. About 250 tons per month of acetate of lime are exported to Germany. The Canadian market uses nearly all the acetic acid manufactured by this company, the principal demand being from the Northwest and Eastern Provinces. It is a basic property for many doctors' prescriptions for stomach preparations.

PERSONNEL OF THE COMPANY.

The company was incorporated in 1897 with a paid up capital of \$450,000. The president is Arthur G. Peuchen, Toronto; vice-president, Wm. Thompson, Orillia, Ont.; sec'y.-treasurer, Geo. J. Webster, Toronto. These three gentlemen, with Jas. T. Tudhope, M.P., Orillia, Ont., Lieut.-Col. F. C. Henshaw, Montreal, and J. W. McConnell, Montreal, constitute the board of directors. Mr. McConnell is the eastern manager, with headquarters at Montreal.

BRITISH INCOME-TAX TROUBLE.

Lord Stratheona, as well as the foreign manufacturer and his agent in England,

is strongly opposed to the taxation of profits on goods manufactured abroad for the English market. Our Chancellor of the Exchequer has been charging income tax on the profits of manufacturers in Canada on goods shipped by them to their agents in the United Kingdom. If the goods are shipped to London wholesale houses by merchants or manufacturers abroad, no such income tax is collected. The system therefore discriminates against shipments to special agents of manufacturers, and these and their agents naturally object. There is an anomaly in mulcting only a section of the trade. The efforts of the authorities to collect the tax are most unpopular when directed against British manufacturers in the colonies; and it is surprising that the Colonial Secretary has not vetoed them. In my judgment, says Lord Stratheona, the tax is one that cannot be defended from any point of view, but in any case it does seem inequitable to charge the tax on shipments through agents of the shipping houses, while shipments to wholesale firms in the United Kingdom are free from any charge of the kind.—The Hardwareman, Birmingham.

PROBABLE RISE IN SCREWS.

"Hardware and Metal" is informed that at a meeting of American screw manufacturers, held in New York this week, it was decided to raise the list price of screws. We are informed that the rise is not likely to be substantial, but it will be sufficient to make some difference to the trade. No action has yet been taken by Canadian screw manufacturers, but a sympathetic rise on this side of the border seems probable.

KIND WORDS IN PARTING.

Editor **HARDWARE AND METAL**—

Sir,—Having sold my business to E. M. Shildrick, and retired from the trade, please discontinue sending me "Hardware and Metal," as I shall no longer need it. It is like parting with an old friend, as it has been a great help to me in my business. Long may it represent the interests of the hardware trade in Canada.

P. BUCKLEY.

Paris, Ont., July 25, 1903.

GENERAL HARDWARE!

Cow Ties, Lanterns, Sleigh Bells,
Game Traps, Ammunition, Rope, Wire.

...ORDERS SOLICITED...

ALEXANDER MACPHERSON & SON, ¹⁵² McGill St., **Montreal.**

Window and Interior Displays

Timely Hints
and Suggestions.

ORIGINALITY IN WINDOW DRESSING.

It is the original man who holds the public attention—the man who is not content to follow always in the footsteps of others, but who occasionally gets out of the well trodden path and leaves his footprints in places before unfrequented.

It is the original window display; the display not like other displays; the display without a precedent, that catches the eye of the passer-by. The display, for the mere reason that it is out of the ordinary, will be attractive, much more attractive on account of its originality than a more artistic and better dressed window, which is, however, only one of a great many of like kind.

The attention is easily attracted and held by something new. The eye becomes accustomed to a certain style of window dressing and it sees displays which, on account of their familiarity, make hardly any impression on the optical nerves. Thus a person might go along a street on which were a dozen well-dressed windows and he might not notice one of them, simply because the sight of windows dressed in somewhat the same style had become so familiar that the displays had lost their attractive power. Whereas, if one of the windows had had something out of the ordinary in its make up, it would instantly have attracted the attention of the passer, who would, in all probability, have stopped and had a look at the goods the display was designed to advertise; or if he did not stop he would at least slacken pace and keep his eyes on the display until he had passed.

Originality of conception and originality in the make-up of a window display is certainly an important factor in its success—that is if not carried too far. Of course a person cannot have too original ideas if the originality does not clash with the fundamental purpose of window displays.

Windows are dressed not only to attract attention to the store but also to draw attention to the line of goods displayed. A window dresser might make a display which would keep a crowd around his window all the time, but nevertheless it might not be a very useful display at all. In other words, a person might put something in the window which would

excite people's admiration and bring forth words of praise for the ability and artistic taste of the trimmer of such a hand some display; it might be attractive, and every person who passed that way might see and admire; but for all that, it might fail to carry out the most important purpose of window dressing—it might not advertise goods. True, be

A Window Display Competition.

HARDWARE AND METAL, for the encouragement of tasty window displays, has decided to open a competition for its subscribers. Prizes will be awarded for photos or drawings of window displays and accompanying descriptions of the same. The prizes will consist of:

First Prize	-	-	\$10
Second Prize	-	-	\$7
Third Prize	-	-	\$5

and \$2 for every picture and description which is considered worthy of publication.

The competition, which closes on Sept. 1, will admit of photographs, pen and ink or wash drawings, with good ideas counting more than the picture itself, although, of course, all pictures in order to receive a prize, must be of sufficient distinctness and good workmanship to admit of their publication.

There is no progressive merchant but has at least one window a month that is worthy of entering this competition, and the prizes are so arranged that, even if a window does not win the \$10, \$7 or \$5 prize, it may be awarded a \$2 prize, provided only that it is of sufficient merit to publish in the columns of this paper. This award will cover the cost of the photograph and there is no reason why any merchant should not obtain it. The number of photographs or drawings submitted by each store is not limited, nor is the number of \$2 prizes; a merchant may win a dozen if his pictures merit them.

Should any intending competitor not know how to take a window picture, this paper will be glad to furnish him with instructions. In general terms, it may be stated that the early morning, when the light is clear, when few people are abroad and when there is the least reflection, is the best time to photograph the display. A good photograph can also be taken at night by the aid of an electric or flash light.

Mark all manuscripts and photographs intended for this department with the words "Window Dressing Competition."

cause of this failure, it would not necessarily be useless by any means. It would serve a purpose. It would bring the store into prominence; it would advertise it in a general way, and therein would a good work be done. But it would not be doing all it should do.

Instead of a handsome and artistic display, the ingenuity and originality of the window dresser might be displayed in

the production of a laughable window a window display, the comical side of which would draw crowds to look and laugh—but which, because it did not advertise any article for sale in the store, would attract no custom.

This window would do as well as the artistic one to bring the store into public notice. Yet it is a question if this publicity would be of so wholesome a kind for the business as the other.

It is an advantage for a firm to be talked of in reference to a very handsome window display, even if that display was not designed so as to directly attract custom. But would it be as well for a firm to have its name brought into conversation in connection with a window display which was a huge joke? People would have an inclination to make their purchases in a store where artists—people with artistic tastes—were employed. But would they be inclined to make purchases where jokers were employed? When out shopping people are out to get the best value for their money; and display windows are for the purpose of persuading just such people that they can get exactly what they wish by going inside they are not to make people laugh.

In the display window is the wrong place to joke, unless in joking the window dresser can bring out a good point in some line or lines of goods for sale. Quite a number of window displays are to be seen, which are handsome and original, but which are not advertisers; and a few of which can create amusement, but which neither sell goods nor create a useful notability for the firm.

The aim of a window dresser should be to combine in one display originality, handsomeness of design, and the quality of arrangement whereby attention is at once attracted to the goods displayed—originality for the purpose of catching the eye; handsomeness to please the fancy, and the last quality to invite observers into the store to investigate. Then is the salesman's chance to effect a sale by backing up what the window display says with convincing arguments.

Dean & McLeod, the Canadian agents for The Toledo Computing Scale Co., have had so many inquiries from Toronto that they have found it necessary to open an office in that city, where a full range of their patterns will be on view. John Sowerby is the Toronto manager, and the address is 156 Bay street.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for expert. With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Emlyn Engineering Works, NEWPORT, MON., ENGLAND.

ONTARIO SILVER CO.,

Limited,

NIAGARA FALLS, CANADA.

Manufacturers of **FLATWARE, CUTLERY and ELECTRO PLATE.**

Ask for our Catalogue and Quotations.



Steward & Romaine Mfg. Co.

EXPANSION and TOGGLE BOLTS

For fastening all kinds of material to Brick, Stone or Cement,

124 North Sixth St., Philadelphia, Pa.

ONTARIO WIND ENGINE & PUMP CO.,
Limited.

GALVANIZING.

Park St. 22
Toronto

STOVE BRICK

Fire Clay and Asbestos, Furnace Cement.

All kinds of Fire Clay products made to order from patterns. Write for Price List.

JONES BROS., BRACONDALE, P.O., ONT. (NEAR TORONTO)

"BUILD TO-DAY THEN, STRONG AND SURE WITH A FIRM AND AMPLE BASE."
— Longfellow.

DO YOU?

WISH THUS TO BUILD an advertisement in the **CONTRACT-RECORD,** TORONTO will bring you tenders from the best contractors

Do You Care

whether your goods reach your customers in good order or not? Our Brown and Manila Wrapping Papers can be depended upon. Their characteristics are strength and durability.

Full Count.

Full Weight.

MADE IN CANADA

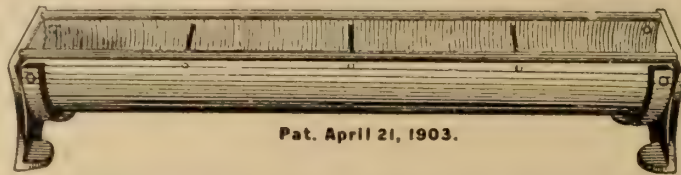
BY THE

Canada Paper Co., Limited

TORONTO

MONTREAL.

PATENT STEEL HOG TROUGHS



Pat. April 21, 1903.

Something new, something long wanted.

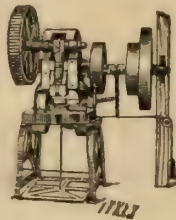
A fine line for Hardware trade.

Write for Prices and Agency.

I am placing on the market this Steel Hog Trough, made of No. 14 Steel Boiler Plate. A trough that it is impossible for the hogs to chew or destroy. Edges finished with $\frac{3}{8}$ wrought iron pipe, slotted and driven on. Cross bars to prevent hogs from crowding or lying in trough.

Every hog raiser wants them and is going to have them when he finds out what they are. A great seller, as they are practically indestructible.

WILBER S. GORDON, - TWEED, ONT.



G. A. Crosby & Co. of Ontario,
SARNIA, ONT. LIMITED

Manufacturers of **Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal**

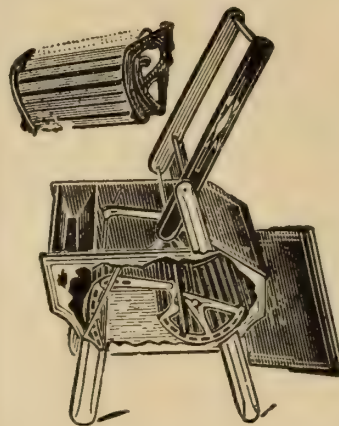
H. W. Petrie, 141-145 Front Street West, TORONTO—Selling Agent.

When ordering your stock of Whips, remember that

THE MORGAN WHIPS

Are the standard for **Quality, Workmanship, Durability,**
LOOK FOR THE MORGAN LABELS.

Manufactured by **THE MORGAN COMPANY, Limited**
TORONTO, ONT.



Vollmar Improved Perfect Washer

It has a most enviable record. A perfection of its kind—will wash more clothes in less time, do it better and easier, with less wear and tear, than any other machine. Prices on application.

COLBORNE, Sept. 10th, 1902,

Messrs. WORTMAN & WARD MFG. CO., LONDON,

DEAR SIRS,—We have used the washer again and find that further use increased its value to us. The girls are simply delighted with it, as they can do the washing and be presentable for callers if need be.

MRS. R. WEEKS.

The above is a sample of the many kind words said about the Vollmar (Use the street No. when addressing us.)

The Wortman & Ward Mfg. Co., Limited
No. 1500 William Street, London, Ont.

CHAS. P. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence Invited.**

—OFFICES IN CANADA—

HALIFAX, N.S.
OTTAWA, ONT.
VANCOUVER, B.C.

HAMILTON, ONT.
QUEBEC, QUE.

LONDON, ONT.
ST. JOHN, N.B.
WINNIPEG, MAN.

MONTREAL, QUE.
TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

INDUSTRIAL GOSSIP

THE Temiskaming railway commissioners have accepted, subject to a satisfactory contract, the tender of Rhodes, Curry & Co., Amherst, N.S., for 100 flat cars of 30-ton capacity, and the tender of The Rathbun Co., of Deseronto, Ont., for 50 box cars of the same capacity, to be delivered May 1904.

The C.P.R. are going to build an elevator in Ponoka, Alberta.

The new woollen mill at Warton, Ont., has been completed and has commenced operations.

The Nova Scotia Steel & Coal Co., Sydney, N.S., have equipped Sydney No. 3 colliery with the endless haulage system.

The owners of the Belleville, Ont., gas works are offering the plant for sale by tender.

Kalbfleish Bros., Stratford, Ont., are going to erect a new bicycle and automobile factory.

It is reported that this has been another record-breaker in the output of coal from the collieries of The Dominion Coal Co.

The Crow's Nest Coal Co., British Columbia, are advertising in British mining papers for experienced miners for the Fernie mines.

F. H. Clergue says that the trans-Manitoulin section of the Manitoulin and North Shore Railway will be the next portion of the road to be constructed.

It is said that the tramway extension from New Aberdeen, N.S., to Bridgeport, N.S., will soon be under construction and will be pushed vigorously to completion.

The opening up of the copper nickel mines near Sudbury is now a certainty. Much of the machinery is now on hand, and the works for the operation of the mines will be completed by September.

The building of the Manitoba Iron Works, Winnipeg, has been completed. Although all the machinery has not been installed the first run of metal has been completed, and proved very satisfactory.

The Canada Furniture Manufacturers, owing to increased business in Woodstock, Ont., are about to make further large additions to their factories there, which will cost between \$3,000 and \$4,000.

Danish ship-builders have recently been testing the value of coal from The Dom-

inion Coal Co., and the reports are that, owing to its great calorific intensity, it is superior to the best South Yorkshire steam coal.

The Cape Breton Coal & Iron Co. may purchase the old Sydney and Louisburg railway and build a new line to Louisburg, N.S., so as to connect their works with that harbor and to make it their port of shipment.

It is reported that the Grand Trunk Railway are considering the proposition of the purchase of the Toledo, St. Louis & Western Railway, commonly known as the "Clover Leaf" system; but these reports have been neither officially confirmed nor denied.

The Cable & Wire Co., Montreal, have commenced the erection of a new plant in that city, which will, in all probability, be the largest of its kind in Canada. The wire plant will, it is thought, be completed by October, and the cable plant by January.

Narcisse Picotte, of Montreal, George Demers and Dore, of Quebec, three very successful miners, who spent 16 years in the Klondike region, are now visiting the gold mines at St. François, Beauce, Que., with the intention, it is said, of re-opening the mines.

Richard H. L'Honmedieu, general superintendent of the Michigan Central Railway, has been promoted to the position of general manager of the road, with the title of president, to assist Henry B. Ledyard, who has complained of his arduous duties as president and general manager.

The Russman & Gray Molybdenum Reduction & Refining Co., Buffalo, have purchased 4,700 acres of mineral land in the northern part of Frontenac and Renfrew counties. J. P. Gray says that mines will be opened up and that the firm expects to erect a smelter in Kings-ton, to cost \$130,000.

The Peninsula Oil & Gas Co., Chatham, Ont., has been incorporated with a share capital of \$100,000, to prospect for and work for oil or petroleum, natural gas or other mineral products; the provisional directors are Alexander McCallum, Edwin A. Mounter, A. J. Bedford, Francis T. Merrill and George Smyth, all of the city of Chatham.

It is said that a new brick yard will

be opened up in Stratford in a short time and it will be equipped with the latest and best appliances for the manufacture of this building material. The project is backed up by prominent citizens who have now resolved to carry it through. There is pressing need for such a new industry in that city.

The progress being made in the construction of the Temiskaming railway is very satisfactory to all parties concerned. The contract required that the first 60 miles of road be completed by next January, and the contractors will in all probability be ahead of this time limit by two months. The contractors are confident they will be able to complete the railway before the end of next year.

The American Seeding Machine Co., whose head office is at Springfield, Ohio, have selected Brantford as the location of a Canadian branch of their business. They purchased the large factory to be vacated by The Cockshutt Plough Co. when their new factory is completed, and will commence operations with 150 or 200 men, and expect to increase the number very largely as their business grows.

Mackenzie & Mann have bought the Middleton & Victoria Beach Railway, and will make it a part of their Halifax & Southwestern system. The line runs from Middleton, where it connects with the Dominion Atlantic Railway and the Central Railway, the latter of which was purchased by Mackenzie & Mann last year, to Victoria Beach, on the Annapolis Basin, N.S. From that point the railway is directly connected with St. John, N.B., and Eastport, Maine.

The Toronto-Hamilton Portland Cement, Ltd., Toronto, have been incorporated with a share capital of \$50,000, to manufacture, buy and sell, and to otherwise deal in Portland and other cements, plaster of Paris and other plasters made from gypsum or other materials, marl, clay, putty, whiting, bricks, tiles, etc. Provisional directors are: W. H. Merritt, Richard Dinnis, Jas. Pearson, A. J. Pattison, W. J. Taylor, A. E. Osler, D. L. Vanlack and E. T. Fox, all of the city of Toronto.

Cornelius Shields, president of The Consolidated Lake Superior Power Co., has issued another appeal to the stockholders of the company for financial assistance. He announces plainly that unless the proposed \$12,500,000 bond issue is taken the whole property must pass into the hands of the creditors. The position is serious, and the more regrettable owing to the fact that the company is on the eve of a season of progress. The Lake Superior company is capitalized at \$102,000,000, of which \$70,000 is held in Toronto.

A TENDENCY TOWARDS CONSOLIDATION.

WHILE the era of what may be termed the consolidation craze has passed, when the merging of interests, sometimes on very liberal terms, was regarded as a panacea for all trade ills, there is still evidence that the spirit which seeks organic unity in what would otherwise be competing interests is still abroad among both merchants and manufacturers, says the Iron Age. The times indeed, so far as the feeling of capitalists is concerned, are not propitious for floating such securities on the market, and there is a general recognition that much of the coming together of manufacturing interests has been under conditions which are far from sound and likely to present serious financial problems when the pressure comes. Several consolidations, indeed, which started out with a flourish of trumpets have already come to grief.

Notwithstanding these facts there is a perceptible tendency toward consolidation which does not seek to cover the entire line to which it relates, but simply to unite interests which naturally come under one management. In this way manufacturers whose business and location permit it can sometimes come together with marked advantage, and merchants in the same or neighboring towns find that they can serve their own and the public interests by joining forces, thus securing economy in administration and at the same time better service. Such consolidation where it is justified by the special circumstances is in accordance with the trend of things in business, and is very different in principle and results from an attempt to effect some universal aggregation of interests—a foolish and impracticable project which tends to make consolidation ridiculous. Indications thus appear from time to time of a disposition on the part of competing jobbing houses for good and sufficient reasons to join forces; and even among the retail trade, repeated instances present themselves of local competitors coming together.

In the strenuous competition which is the condition of business life, it becomes the part of wisdom for manufacturers, jobbers and retailers to consider each in their own sphere whenever anything in this direction is desirable. There should not be the broad assumption that consolidation will end trouble and make the path of trade smooth and prosperous, for it is often the beginning of trouble, nor should there be an unreasonable opposition to recognizing what is unquestionably one of the tendencies of the times and a determination to continue to go it alone. There are many cases in which a change in the relation and management of the business would be attend-

ed with grave peril, but in others, and especially if the success attained has been moderate, something in the way of a merger may put the united interests in a position of new enterprise, efficiency and strength. Any move in this direction is, however, a very serious matter, and the old maxim, which would leave well enough alone, is usually applicable.

LEAD OUTPUT WILL INCREASE.

While carefully avoiding any expressions of opinion which might be construed into political significance, Mr. G. M. Bosworth, fourth vice president of the Canadian Pacific, an authority on industrial matters in British Columbia, admitted in conversation with a Herald representative that the bounty on lead of 75 cents per hundred pounds, would certainly have the effect of increasing the production of lead in British Columbia, which had fallen to a low state indeed, owing to the depreciation of lead in the markets of the world during the last year or two.

Mr. Bosworth remarked in reply to an allegation that is already beginning to be made by some of those who would prefer to see a duty on lead products to a bounty on the production of lead, to the effect that the bounty would be absorbed by the railway companies, who were in a position to put the screw on the mining operators, that no person familiar with the industry would make such an assertion.

"We have been anxious," said Mr. Bosworth, "to encourage the lead mining industry in every way we could by making the freight rates from the mines to the smelting and corroding works as low as possible. The existing rates were

the outcome of a conference between the mine owners and railway representatives.

"As to how long the present rates may remain in force," added Mr. Bosworth, "it is impossible for me to say; circumstances are continually changing and necessitate variations. We can never say what we may have to do in the future; but you may take it from me that the railways are just as anxious as anybody to develop the mines, and it is preposterous to think that they would eat up the bounty, which amounts to \$15 per ton. We would never think of increasing the freight that amount.

"Indeed, as I have already said, our policy is to give the lead people every encouragement, recognizing the difficulty they have had to contend with.

"As to the extent to which the bounty may give renewed vitality to the lead mining industry, I cannot, of course, speak as an expert, nor can I say whether a bounty is to be preferred to a duty on foreign manufactured lead, although I presume that in each case it would mean that the public would have to pay, but I should naturally think that those engaged in the industry will be induced to produce more than they have been doing, and it is to be hoped that the mines that have been closed will re-open again."

G. T. Mohr's hardware store, Quyon, Que., was recently burglarized to the extent of about \$8 in money and two bank books.

The hardware store of W. F. Mickus, Preston, Ont., was broken into recently, and revolvers, razors, pocket knives, and 45 cents in the till were taken.

**APOLLO IS NOT
INFALLIBLE**

Next thing to it: Return a whole sheet for an inch of fault.

There is one virtue of galvanized iron: workableness.

One fault: unworkableness.

Another: short measure, too thin.

Quick service.

American Sheet Steel Company
Battery Park New York

H. BOKER & CO.'S "TREE" BRAND

Pen and Pocket Knives.



Extensive variety of pattern and finish.

Also SCISSORS, SHEARS and RAZORS.

Retailers can readily double the cost on Boker's Cutlery.

For sale by all Leading Wholesale Hardware Houses.

CURRENT MARKET QUOTATIONS.

July 31, 1903.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. \$32 50 \$33 50

TINPLATES.

Charcoal Plates—Bright.

M.L.S., equal to Bradley—	Per box.
I C, usual sizes.....	\$6 75
I X ".....	8 25
I X X ".....	9 75
Famous, equal to Bradley—	
I C.....	6 75
I X.....	8 25
I X X.....	9 75

Raven and Vulture Grades—	
I C, usual sizes.....	5 00
I X.....	6 00
I X X.....	7 00
I X X X.....	8 00
D C, 12½x17.....	4 50
D X.....	5 25
D X X.....	6 00

Coke Plates—Bright.

Bessemer Steel—	
I C, usual size, 14x20.....	3 85
I C, special sizes, base.....	4 25
20x28.....	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I C, 20x28, 112 sheets.....	8 00
I X, Terne Tin.....	10 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs. }.....	7 00
" 14x60, ".....	
" 14x65, ".....	

Tinned Sheets.

72x30 up to 24 gauge.....	7 50
26.....	8 00

IRON AND STEEL.

Common bar, per 100 lb.....	2 05
Refined.....	2 45
Horseshoe Iron.....	2 40
Hoop steel, 1½ to 3-in. base.....	2 90
Sleigh shoe steel, ".....	2 10
Tire steel.....	2 30
Reeled machinery.....	3 00
Toe calk steel.....	2 85
T. Firth & Co.'s tool steel, per lb.....	0 12½
Jessop's tool steel.....	0 13
Morton's tool steel.....	0 12½
Black Diamond and "B.C." tool steel.....	0 10
Chas. Leonard's tool steel.....	0 08
Park's "Silver" tool steel.....	0 12
" "Special".....	0 15
Jonas & Colver's tool steel.....	0 10
" "Air Hardening".....	0 07
Drill steel, per lb.....	0 08

BOILER TUBES.

Per foot.	
1 in.....	0 09
2 in.....	0 10½
2½ in.....	0 13
3 in.....	0 14½
3½ in.....	0 17
4 in.....	0 34

STEEL BOILER PLATE.

1 in.....	2 50
3-16 in.....	2 60
½ in. and thicker.....	2 50

BLACK SHEETS.

10 and 16 gauge.....	2 55
18 gauge.....	2 70
20.....	2 70
22 to 24 gauge.....	2 80
26.....	2 90
28.....	3 00

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

All dull, 52 sheets.....	2 75
Half-polished.....	2 85
All bright.....	3 60

IRON PIPE.

Black pipe—	Per 100 feet.
1 inch.....	3 00
1½ inch.....	3 25
2 inch.....	2 30
2½ inch.....	2 40
3 inch.....	2 65
3½ inch.....	2 85
4 inch.....	3 65
4½ inch.....	5 20
5 inch.....	7 35
5½ inch.....	8 95
6 inch.....	12 55
6½ inch.....	21 00
7 inch.....	25 00
7½ inch.....	32 00
8 inch.....	38 50
8½ inch.....	45 00
9 inch.....	48 00
9½ inch.....	63 00

Galvanized pipe—

1 inch.....	3 20
1½ inch.....	3 45
2 inch.....	3 85
2½ inch.....	5 00
3 inch.....	7 20
3½ inch.....	10 05
4 inch.....	12 20
4½ inch.....	16 85

Malleable Fittings—Discount 15 p.c.

Cast Iron Fittings—

On unions, 55 per cent. ; on nipples, 60 per cent. ; on all others, 50 per cent.

GALVANIZED SHEETS.

G.C. Comet Bell.	Head
16 gauge.....	4 05
18 to 24 gauge.....	3 75
26.....	4 25
28.....	4 50
American brands, \$4.40 for 28 gauge.	
Less than case lots 10 to 15c. extra.	

CHAIN.

oof coil, 3-16 in., per 100 lb.....	7 85
" 5-16.....	5 25
" 7-16.....	4 50
" 9-16.....	4 25
" 1-1.....	4 00
" 1-1.....	4 00
" 1-1.....	4 00

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties.....	40 p.c.
Tie out chains.....	65 p.c.
Stall fixtures.....	35 p.c.
Trace chain.....	45 p.c.
Jack chain, iron, single and double, discount 35 p.c.	
Jack chain, brass, single and double, discount 40 p.c.	

COPPER.

Ingot. Per 100 lb.

Casting..... 15 00

Bar.

Cut lengths, round, ½ to ¾ in. 23 00 25 00

round and square, 1 to 2 inches..... 23 00 25 00

Sheet.

Plain, 14 oz., and light, 16 oz., 14x48 and 14x60..... 22 00 22 50

Plain, 14 oz., and light, 16 oz., irregular sizes..... 22 50 23 00

Tinned copper sheet..... 24 00

Planished..... 32 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb. 0 23

35 to 45 "..... 0 22

50-lb. and above "..... 0 21

BOILER AND T.K. PITTS.

Plain tinned, per lb..... 0 28

Spun, per lb..... 0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent

Sheets, hard-rolled, 2x4..... 0 23

Tubing, base, per lb..... 0 23½

ZINC SPELTER.

Foreign, per 100 lb..... 6 25

Domestic..... 6 50

ZINC SHEET.

5-cwt. casks..... 6 25

Part casks..... 6 75

LEAD.

Imported Pig, per 100 lb..... 3 50

Bar, per lb..... 0 05

Sheets, 2½ lb. sq. ft., by roll..... 0 06½

Sheets, 3 to 6 lb. 0 06

NOTE.—Cut sheets 1c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 35 p.c. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

SHOT.

Common, \$6.50 per 100 lb.; chilled, \$7.00 per 100 lb.; buck, seal and ball, \$7.50. Discount, 17½ p.c. Prices are f.o.b. Toronto.

Hamilton, Montreal, St. John and Halifax.

Terms, 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS.

Light soil pipe, discount, 45 and 5 per cent. fittings, discount 50 and 5 p.c.

Med. and Extra heavy pipe and fittings, dis. 55 and 5 per cent.

7 and 8-in. pipe, discount 40 and 5 per cent.

SOLDER.

Bar, half-and-half, guaranteed..... 0 10

Bar, half-and-half, commercial..... 0 19½

Refined..... 0 19

Wiping..... 0 17

ANTIMONY.

Cookson's..... per lb. 9 00

WHITE LEAD.

Pure..... 5 00

No. 1..... 4 62½

No. 2..... 4 25

No. 3..... 3 87½

No. 4..... 3 50

Munro's Select Flake White..... 5 75

Elephant and Decorators Pure..... 5 25

Brandram's Genuine..... 6 50

Decorative..... 6 00

"Monarch" Brand..... 5 50

Decorators' Pure..... 6 12½

Essex Genuine..... 5 25

RED LEAD.

Genuine, 560 lb. casks, per cwt \$1 75 \$5 00

Genuine, 100 lb. kegs, "..... 5 25 5 50

No. 1, 560 lb. casks, per cwt..... 4 00 4 25

No. 1, 100 lb. kegs, per cwt..... 4 25 4 50

WHITE ZINC.

Extra Red Seal..... 0 06 0 08

No. 1..... 0 06½ 0 07

No. 2..... 0 05 0 06

DRY WHITE LEAD.

Pure, casks..... 5 25

Pure, kegs..... 5 75

No. 1, casks..... 5 00

No. 1, kegs..... 5 25

PREPARED PAINTS.

In ½, 1 and 1-gallon tins.

Pure, per gallon..... 1 20

Second qualities, per gallon..... 1 00

Barn (in bbls.)..... 0 60

The Sherwin-Williams paints..... 1 40

Canada Paint Co.'s pure..... 1 25

Toronto Lead & Color Co.'s pure..... 1 25

Sanderson Peary's pure..... 1 20

Standard Paint Co.'s "New Era"..... 1 30

"Globe"..... 1 30

"barn"..... 60 70

The Francis-Frost Co.'s "Ark" Brand..... 1 25

The Francis-Frost Co.'s British Navy deck..... 1 50

Hollywood paste paint..... 1 40

"liquid paint"..... 1 25

"floor paint"..... 1 25

Henderson & Potts's "Anchor" Brand..... 1 35

Globe Paint Co.'s mixed..... 1 30

Globe Paint Co.'s barn and bridge..... 0 75

COLORS IN OIL.

25-lb. tins, Standard Quality.

Venetian red, per lb..... 0 03½ 0 05

Golden ochre..... 0 12 0 14

Golden ochre..... 0 07 0 10

French..... 0 06 0 06

Marine black..... 0 04

Chrome green..... 0 10

French Imperial green..... 0 14

Signwriters' black..... 0 16

Umber..... 0 04 0 06

Sienna..... 0 04 0 07

COLORS, DRY.

Common ochre, bbls..... 1 15 1 30

Yellow ochre (J.F.L.S.), bbls..... 2 00 2 20

Brussels ochre..... 2 20 2 25

Venetian red, bbls..... 3 00 3 25

English oxides, per cwt..... 1 25 1 75

American oxides, bbls..... 2 25 2 25

Canadian oxides, bbls..... 1 25 1 75

Super magnetic oxides, 93 p.c. 2 00 2 25

Burnt sienna, pure, per lb..... 0 10 0 10

umber..... 0 08 0 10

Raw umber..... 0 08 0 10

Drop black, pure..... 0 10 0 10

Golden yellow, pure..... 0 09 0 10

Chrome greens, pure per lb..... 0 03 0 04

Ultramarine blue, in 28-lb. boxes, per lb. 0 06 0 12

Fire proof mineral, per 100 lb..... 1 00 1 00

Genuine Eng. Litharge, per lb..... 1 25 1 50

Mortar color, per 100 lb..... 0 08 0 10

Pure Indian red, No. 45, 30-lb. tins..... 0 35 0 60

Whiting (common), 100-lb. bgs..... 0 85 0 85

English vermilion in 30-lb. bgs..... 0 85 0 85

BLUESTONE.

Casks, for spraying..... 5 50

100-lb. lts do per lb..... 0 08

JOSEPH RODGERS & SONS

SHEFFIELD, ENGLAND.

Limited

Each blade of our Goods bears the exact mark here represented.

JAMES HUTTON & CO., MONTREAL

SOLE AGENTS
IN CANADA.



PUTTY.		
Best in tubs	1 70	
Best in less quantity	1 95	
Best in tubs	2 00	
Black in kegs, boxes or loose	2 25	
20 lb. tubs	2 25	
12 lb. tubs	2 30	
Bladders in bulk or tubs less than 100 lb	2 50	

VARNISHES.		
In 5-gal. lots.	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elm-oak	1 50	
Furniture, extra	1 10	1 25
No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
black japan	1 10	1 20
No. 1	0 85	0 90
Elastolite varnish, 1 gal. can, each	2 00	
Granite floor finish, per gal	2 75	
Maple Leaf coach enamel, size 1, \$1.20;		
size 2, 70c; size 3, 40c each.		
Shirwin-Williams kopal varnish, assorted		
case, from 1/2 pts to 1 gal., \$2.50.		

CASTOR OIL.		
British, 1st quality in cases, per lb	0 08 1/2	0 09 1/2
small lots	0 10	0 10 1/2

COD OIL, ETC.		
Cod oil, per gal	0 50	0 55
Pure olive	1 40	
nutsfoot	0 90	

GLUE.		
Common	0 08	0 09
French medal	0 10	0 14
White, extra	0 18	0 22
Gelatin		
Strip	0 18	0 20
Coopers	0 19	0 20
Hunter		
Ground	0 12	0 16
Colony, genuine		

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps, Dominion, 50 and 5 per cent.	
Rim Fire Pistol, discount 40 per cent., American.	
Rim Fire Cartridges, Dominion, 50 and 5 p. c.	
Central Fire Pistol and Rifle, 10 p. c., Amer.	
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.	
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent.	
Central Fire, Military and Sporting, American, add 5 per cent. to list B. B. Caps, discount 40 per cent., American.	
Loaded and empty Shells, "Trap and Nuts, 10 per cent. advance on list.	
"Dominion grades, 25 per cent. Rival	
Brass Shot Shells, 55 per cent.	
Primers, Dom., 30 per cent., American, \$1.90.	

Wads.

	per lb.
Best thick white felt wadding, in 7-lb. bags	\$1 00
Best thick brown or grey felt wads, in 7-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 50
Best thick white card wads, in boxes of 500 each, 10 gauge	0 25
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	

Chemically prepared black edge grey cloth wads, in boxes of 250 each—		
11 and smaller gauge	0 60	
9 and 10 gauges	0 70	
7 and 8	0 90	
5 and 6	1 10	
Superior chemically prepared pink edge, beat white cloth wads, in boxes of 250 each		
11 and smaller gauge	1 15	
9 and 10 gauges	1 40	
7 and 8	1 65	
5 and 6	1 90	

ADZES.

Discount 20 per cent.	
Wright's, 80-lb. and over	0 10 1/2
Hay Budden, 80-lb. and over	0 09 1/2
Brook's, 80-lb. and over	0 11 1/2

AUGERS.

Gilmour's, discount 65 and 5 per cent. off list.

AXES.

Chopping Axes	
Single bit, per doz.	7 00 10 00
Double bit	10 00 18 00
Bench Axes, 40 per cent.	
Broad Axes, 25 per cent.	
Hunters' Axes	5 50 6 00
Boys' Axes	6 25 7 00
Splitting Axes	7 00 12 00
Handled Axes	7 50 10 00

AXLE GREASE.

Ordinary, per gross	5 75 6 00
Best quality	13 00 15 00

BATH TUBS.

Zinc	6 00
Copper, discount 15 per cent. off revised list.	

BATHS.

Standard Enameled.	
5 1/2-inch rolled rim, 1st quality	24 00
5 1/2 " " " 2nd	20 00

BABBIT METAL.

"Tandem," A	per lb. 0 27
"B	0 21
"C	0 11 1/2
Frictionless Metal	0 23

Syracuse Smelting Works:

Aluminum, genuine	0 45
Government, "	0 44
Tough, "	0 40
Hard, "	0 40
Dynamo	0 30
Special	0 25
Harmony	0 22
Car Box	0 20
Extra	0 15

The Canada Metal Co.:

Imperial, genuine	0 40
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 06
No. 4	0 05

BELLS.

Hand.	
Brass, 60 per cent.	
Nickel, 55 per cent.	

Cow.

American make, discount 63 1/2 per cent.	
Canadian, discount 45 and 50 per cent.	

Door.

Gongs, Sargant's	5 50 8 00
Peterboro, discount 46 per cent.	
Farm.	
American, each	1 25 3 00

House.

American, per lb.	0 35 0 40
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BELLOWS.

Hand, per doz	3 35 4 75
Moulders, per doz	7 50 10 00
Blacksmiths', discount 10 per cent.	

BELTING.

Extra, 60 per cent.	
Standard, 60 and 10 per cent.	
No. 1, not wider than 6 in., 60, 10 and 10 per cent.	
Agricultural, not wider than 4 in., 75 per cent.	

BITS.

Auger.	
Gilmour's, discount 60 and 5 per cent.	
Rockford, discount 50 and 10 per cent.	
Jennings' Gen., net list.	

Car.

Gilmour's, 4 1/2 to 50 per cent.	
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Expansive.

Clark's, 40 per cent.	
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Gimlet.

Clark's, per doz	0 65 0 90
Diamond, Shell, per doz	1 00 1 50
Nail and Spike, per gross	2 25 5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07 1/2 0 12
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BOLTS AND NUTS.

	Per cent.
Carriage Bolts, common (\$1 list)	50 and 10
" " full sq. (\$2.40 list)	55 and 10
" " Norway Iron (\$3 list)	55 and 10
Machine Bolts, all sizes	50, 5 and 10
Plough Bolts	50, 5 and 10
Blank Bolts	50, 5 and 10
Bolt Ends	50, 5 and 10
Sleigh Shoe Bolts	65, 5 and 10
Coach Screws, cone point	66 1/2 and 10
Nuts, square, all sizes, 3 1/2c. per lb. off.	
Nuts, hexagon, all sizes, 4c. per lb. off.	
Stove Rods, per lb., 5 1/2 to 6c.	

BOOT CALKS.

Small and medium, ball	per M. 4 25
Small heel	4 50

BRIGHT WIRE GOODS.

Discount 62 1/2 per cent.	
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BROILERS.

Light, discount 65 to 67 1/2 per cent.	
Reversible, discount 65 to 67 1/2 per cent.	
Vegetable, per doz., discount 37 1/2 per cent.	
Henis, No. 8	per doz. 6 00
Henis, No. 9	7 00
Queen City	7 50

BUTCHERS' CLEAVERS.

German	per doz. 6 00 11 00
American	12 00 20 00

BUTCHER KNIVES.

Bailey's	per doz. 0 60 6 30
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BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	1 85
Ready roofing, 2-ply, not under 45 lb., per roll	0 90
Ready roofing, 3-ply, not under 65 lb., per roll	1 15
Carpet Felt	per ton 45 00
Heavy Straw Sheathing	per ton 35 00
Dry Sheathing	per roll, 400 sq. ft. 0 40
Tar	" 400 " 0 50
Dry Fibre	" 400 " 0 55
Tarred Fibre	" 400 " 0 65
O. K. & I. X. L.	" 400 " 0 70
Resin-sized	" 400 " 0 45
Oiled Sheathing	" 600 " 1 00
Oiled	" 400 " 0 70
Roof Coating, in barrels	per gal. 0 25
Refined Tar	small packages 0 17
Coal Tar	per barrel 4 00
Coal Tar, less than barrels	per gal. 0 15
Roofing Pitch	per 100 lb. 1 10

BULL RINGS.

Copper, \$2.00 for 2 1/2-inch, and \$1.90 for 2-inch.	
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BUTTS.

Wrought Brass, net revised list.	
Cast Iron.	
Loose Pin, discount 60 per cent.	

Wrought Steel.

Fast Joint, discount 65, 10 and 2 1/2 per cent.	
Loose Pin, discount 65, 10 and 2 1/2 per cent.	
Berlin Bronzed, discount 70, 70 and 5 per cent.	
Gen. B ronzed	per pair 0 40 0 65

CARPET STRETCHERS.

American	per doz. 1 00 1 50
Bullard's	" 6 50

CASTORS.

Bed, new list, discount 55 to 57 1/2 per cent.	
Plate, discount 52 1/2 to 57 1/2 per cent.	

CATTLE LEADERS.

Nos. 31 and 32	per gross 8 50 9 50
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CHALK.

Carpenters' Colored, per gross	0 45 0 75
White lump	per cwt. 0 60 0 65
Red	" 0 05 0 06
Crayon	per gross 0 14 0 18

CHISELS.

Socket, Framing and Firmer.	
Broad's, discount 60 and 10 per cent.	
Warnock's, discount 50 and 10 per cent.	
P. S. & W. Extra, discount 60 and 10 per cent.	

CHURN.

Revolving Churns, metal frames—No. 0, \$8	
No. 1, \$8.50; No. 2, \$9.00; No. 3, \$10.00	
No. 4, \$12.00; No. 5, \$16.00 each.	
Ditto wood frames, 20c. each less than the above	
Discounts: Factories, 30 and 30 per cent.	
f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.	
Terms 4 months or 3 per cent. cash in 30 days.	
Churn frames, including bearings, levers, etc.	
Nos. 0, 1, 2 and 3, wood, \$2.40; and 4 and 5, \$2.65.	
Metal frames, 25c. extra.	
Discount 15 per cent., net 30 days.	

CLIPS.

Axle, discount 65 per cent.	
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CLOSETS.

	Net.
Plain York or Ontario Syphon Jet	\$9 60
Emb.	10 20
Fittings	1 00
Plain Elgin or Teu. Syphon Washout	6 00
Emb.	6 60
Fittings	1 25
Low Down Elgin or Teutonic, plain	6 00
emb.	6 50
Plain Richelieu	4 25
Emb.	4 50
Connections	1 25
Low Down Ontario Syphon Jet, plain	11 70
Low	emb'd. 12 30
Closet connection	1 25
Basins, P.O., 14-in.	0 70
Basins, oval, 17 x 14-in.	1 50
Basins, " 19 x 15-in.	2 25

COMPASSES, DIVIDERS, ETC.

American, discount 62 1/2 to 65 per cent.	
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CONDUCTOR PIPE.

	per 100 feet
Plain or Corrugated.	
2-inch	3 00
3 " "	4 00
4 " "	5 25
5 " "	6 75
6 " "	9 00

CRADLES, GRAIN.

Canadian, discount 20 to 25 per cent.	
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CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair 0 17 1/2
S. & D., " 5	0 22 1/2
S. & D., " 6	0 15
Boynston pattern	" 0 20

DOOR SPRINGS.

Torrey's Rod (15 p.c.), per doz.	2 00
Coil	" 0 88 1 60
English	" 2 00 4 00

DRAW KNIVES.

Coach and Wagon, discount 50 and 10 per cent.	
Carpenters', discount 60 and 10 per cent.	

We Make the Goods You Want

because your customers want the goods we make. Send us your orders for
BUILDING PAPERS, ROOFING FELTS, WIRE EDGED READY
ROOFING, and all parties will be satisfied.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

DRILLS.		Fork.		KETTLES.		SAIL PULLERS.	
Hand and Breast.		C. & B., discount 40 per cent., revised list.		Brass spun, 7½ per cent. discount off new list.		German and American 1 75 3 50	
Millar's Falls, per doz., net list.		Hoe.		Copper per lb. 0 30 0 50		SAIL SETS.	
DRILL BITS.		C. & B., discount 40 per cent., revised list.		American, 60 and 10 to 65 and 5 per cent.		Square, round and octagon,	
Morse, discount 37½ to 40 per cent.		Saw.		KEYS.		per gross 3 33 4 0	
Standard, discount 50 and 5 to 55 per cent.		American per doz. 1 00 1 25		Lock, Canadian dis. 40 to 40 and 10 per cent.		Diamond 1 00 2 0	
FAUCETS.		Plane.		Cabinet, trunk and padlock,		POULTRY NETTING.	
Common, cork-lined, discount 35 per cent.		American per gross 3 15 3 75		American per gross 0 60		2-in. Mesh, 19 w.g. dis 60 per cent.	
EAVETROUGHS.		Hammer and Hatchet.		KNOBES.		2-in. Mesh, 16 w.g. and heavier, 50 p.c.	
10-inch per 100 ft. 3 10		Canadian, discount 40 per cent.		Door, japanned and N.P., per		OAKUM.	
ELBOWS (stovepipe.)		Cross-Cut Saws.		doz. 1 50 2 50		U. S. Navy per 100 lb. 6 75	
and 6-inch, common per doz. 1 20		Canadian 0 13½		Bronze, Berlin per doz. 2 75 3 25		Plumbers " 3 00	
7-inch " 1 35		HANGERS. doz. pairs.		Bronze, Genuine 6 00 9 00		OILERS.	
Polished, 15c. per dozen extra.		Steel barn door 5 85 6 00		Shutter, porcelain, F. & L.		McClary's Model, galvanized	
ESCUTCHEONS.		Stearns, 4-inch 5 00		screw per gross 1 30 4 00		oil can, with pump, 5 gallon,	
Discount 40 per cent.		5-inch 6 50		White door knobs per doz. 1 00		per dozen 10 00	
ESCUTCHEON PINS.		Lane's covered =		HAY KNIVES.		Zinc and tin, discount 50, 50 and 10 per cent.	
Iron, discount 40 per cent.		No. 11, 5-foot run 8 40		Net prices.		Copper per doz. 1 25 3 50	
FACTORY MILK CANS.		No. 11½, 10-foot run 10 80		LAMP WICKS.		Brass 1 50 3 50	
Discount off revised list, 40 per cent.		No. 12, 10-foot run 12 60		LANTERNS.		Malleable, discount 25 per cent.	
FILES AND RASPS.		No. 14, 15-foot run 21 00		Cold Blast per doz. 7 00		GALVANIZED PAILES.	
Great Western 70 and 10 per cent.		Lane's O.N.T. track, per foot 0 04½		No. 3, "Wright's" 8 50		Dufferin pattern pails, discount 45 per cent.	
Areade 70 " 10 "		HARVEST TOOLS.		Ordinary, with O burner 4 00		Flaring pattern, discount 45 per cent.	
Kearney & Foot 70 " 10 "		Discount 60 per cent.		Dashboard, cold blast 9 00		Galvanized washtubs, discount 45 per cent.	
Disston's 70 " 10 "		HATCHETS.		No. 0 5 75		PIECED WARE.	
American 70 " 10 "		Canadian, discount 40 to 42½ per cent.		Japanning, 50c. per doz. extra.		Discount 40 per cent. off list, June, 1899.	
J. Barton Smith 70 " 10 "		HAT ENAMEL.		LEMON SQUEEZERS.		10-qt. flaring sap buckets, discount 40 per cent.	
McClellan 70 " 10 "		Hen derson & Potts' "Anchor Brand"		Porcelain lined per doz. 2 20 5 60		6, 10 and 14-qt. flaring pails, dis 40 per cent.	
Eagle 70 " 10 "		HINGES.		Galvanized 1 87 3 85		Creamer cans, discount 40 per cent.	
Nicholson, 60 and 10 to 60, 10 and 5		Blind, Parker's, discount 16½ per cent.		King, wood 2 75 2 90		PICKS.	
Royal 80 " "		Heavy T and strap, 4-in., per lb. 0 06½		King, glass 4 00 4 50		Per dozen 6 00 9 00	
Hobbs 70 to 75 " "		" " 5-in., " 0 06½		All glass 0 50 0 90		PICTURE NAILS.	
Black Diamond, 60 and 10 to 60, 10 and 5 per		" " 6-in., " 0 06		LINES.		Porcelain head per gross 1 35 1 50	
cent.		" " 8-in., " 0 05½		Fish per gross 1 05 2 50		Brass head 0 40 1 00	
Jowitt's, English list, 25 to 27½ per cent.		" " 10-in., " 0 05½		Chalk 1 90 7 40		PICTURE WIRE.	
Nicholson File Co.'s "Simplicity" file handle,		Light T and strap, discount 65 and 5 per cent.		LAWN MOWERS.		Tin and gilt, discount 75 per cent.	
per gross 85c. to \$1.50		Screw hook and hinge		Woodyatt, 12-in. wheel 7 50		PINE TAR.	
GLASS.		6 to 10 in. per 100 lb. 4 50		Star 5 50		½ pint in tins per gross 7 80	
Window. Box Price.		12 in. up 3 25		Daisy 4 90		1 " 9 60	
Size United Per Star Per D. Diamond		Spring per gro. pairs 10 50		Philadelphia, 12-in. wheel 6 50		PLANES.	
Inches. 50 ft. 100 ft. 50 ft. 100 ft.		HOSES.		Ontario, 14 25		Wood bench, Canadian discount 40 per cent.,	
Under 25 2 0 3 80		Garden, Mortar, etc., discount 60 per cent.		Discount, 50 per cent.		American discount 50 per cent.	
25 to 40 2 10 4 00		Planter per doz. 4 00 4 50		Canadian, 40 to 40 and 10 per cent.		Wood, fancy Canadian or American, 37½ to	
41 to 50 4 50		HOLLOW WARE.		Russell & Erwin per doz. 3 00 3 25		40 per cent.	
51 to 60 4 75		Discount 45 and 5 per cent.		LOCKS.		PLANE IRONS.	
61 to 70 5 00		HOOKS.		Canadian, 40 to 40 and 10 per cent.		English per doz. 2 00 5 00	
71 to 80 5 50		Cast Iron.		Eagle, discount 30 per cent.		PLIERS AND NIPPERS.	
81 to 85 14 00		Bird cage per doz. 0 50 1 10		Cabinet.		Button's genuine, per doz. pairs, discount	
86 to 90 16 50		Clothes line 0 27 0 63		Eagle, discount 30 per cent.		37½ to 40 per cent.	
86 to 90 16 50		Harness line 0 72 0 88		Padlocks.		Button's imitation per doz. 5 00 9 00	
91 to 95 18 00		Hat and coat per gro. 1 00 3 00		English and Am. per doz. 0 50 6 0		German " 0 60 2 60	
96 to 100 20 00		Chandelier per doz. 0 50 1 00		Eagle, discount 20 to 25 per cent.		PLUMBERS' BRASS GOODS.	
A discount of 25 per cent. is offered on		Wrought Iron.		MACHINE SCREWS.		Standard Compression work, dis. 60 per cent.	
"Double Diamond."		Wrought hooks and staples, Canadian dis-		Iron and Brass.		"J.M.T. Cushion work, discount 50 per cent.	
GAUGES.		count 47½ per cent.		Flat head, discount 25 per cent.		Fuller work, discount 65 per cent.	
Marking, Mortise, Etc.		Wire.		Round head, discount 20 per cent.		6 dozen lots and over of the above, extra dis-	
Stanley's, discount 50 to 55 per cent.		Hat and coat, discount 45 per cent.		MALLETS.		count 10 per cent.	
Wire Gauges.		Belt per 1,000 0 60		Tin Smith's per doz. 1 25 1 50		Lever handle Stops and Waste, discount 60	
Winn's, Nos. 26 to 33 each 1 65 2 40		Screw, bright, discount 55 per cent.		Carpenter's, hickory, 1 25 3 75		per cent. With, in lots of 2 dozen and over,	
HALTERS.		HORSE NAILS.		Lignum Vitæ 3 85 5 00		an extra discount of 10 per cent.	
Rope, 3-inch per gross 9 00		"C" brand, 40, 10 and 7½ per cent. off list		Caulking, each 0 60 2 00		"J.M.T." Globe, Angle and Check Valves,	
Rope, 3 " " " 9 00		"M" brand, 50, 10 and 5 per cent.		MATTOKS.		discount 55 per cent.	
Rope, 3 to 4-inch " 14 00		Counter sunk, 57½ per cent.		Canadian per doz. 5 50 6 50		Standard Globe, Angle and Check Valves,	
Leather, 1-inch per doz. 3 87½ 4 00		"Monarch," 60 per cent.		MEAT CUTTERS.		discount 60 per cent.	
Leather, 1½ " " 5 15 5 20		"Peerless," 50 per cent. dis.		German, 15 per cent.		"J.M.T." Radiator Valves, discount 55 per	
Web " 1 87 2 45		HORSESHOES.		Gem each 1 15		cent.	
HAMMERS.		F.O.B. Montreal		MILK CAN TRIMMINGS.		Standard Radiator Valves, discount 60 per	
Nail.		No. 2 No. 1		Discount 25 per cent.		cent.	
Maydole's, discount 5 to 10 per cent. Canadian		Iron Shoes.		NAILS. Cut. Wire.		Patent Quick-Opening Valves, discount 65	
discount 25 to 27½ per cent.		Light, medium and heavy 3 35 3 60		2d and 3d 3 45 3 45		per cent.	
Tack.		Snow shoes 3 60 3 85		3d 3 10 3 12		No. 1 compression bath cock net 2 00	
Magnetic per doz. 1 10 1 20		Steel Shoes.		4 and 5d 2 85 2 95		No. 4 " " " " " 2 30	
Sl ge.		Light 3 45 3 70		6 and 7d 2 75 2 80		No. 7 Fuller's " " " " " 2 30	
Canadian per lb. 0 07½ 0 08½		Featherweight (all sizes) 4 85 4 85		8 and 9d 2 60 2 60		Patent Compression Cushion, " " " " " 1 50	
Ball Pean.		F.O.B. Toronto, Hamilton, London and		10 and 12d 2 55 2 55		Patent Compression Cushion, bath	
English and Canadian, per lb. 0 22 0 25		Guelph, 10c. per keg additional.		16 and 20d 2 50 2 50		cock, No. 2208 2 25	
HANDLES.		Toe weight steel shoes 6 70		30, 40, 50 and 60d (base) 2 45 2 45		Square head brass cocks, discount 50 per cent.	
Axe, 2nd growth, per doz. net		JAPANNED WARE.		Cut nails in carlots 5c. less		iron 50	
tore door per doz. 1 00 1 50		Discount 45 and 5 per cent. off list, June 1899		Wire nails in carlots are \$2.40.		Competition Globe, Angle and Check Valve	
		ICE PICKS.		Steel cut nails 10c. extra.		discount 70 per cent.	
		Star per doz. 00 3 25		Miscellaneous wire nails, discount 75 per cent.		Thompson Smoke-test Machine \$25.00	
				Coopers' nails, discount 30 per			

"SHIELD BRAND" SHEATHING

TARRED or DRY.

For Lining—Houses, Barns and Stables. Extra strong, full weight, best quality. When ordering from your dealer DEMAND the "Shield Brand." It's a quick seller.

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Lockerby & McComb, 65 Shannon St., Montreal

Bell Telephone Main 1989.

PRESSED SPIKES.

Discount 20 per cent.		
PULLEYS.		
Horsehouse	per doz.	0 55 1 00
Ash		0 22 0 33
Stow		0 24 1 09
Awning		0 35 2 50
PUMPS.		
Canadian eastern		1 80 3 60
Canadian pitcher spout		1 40 2 10
PUNCHES.		
Saddlers	per doz.	1 00 1 85
Conductor's		9 00 15 00
Timber, solid	per set	0 72
" hollow	per inch	1 00

RANGE BOILERS.		
Dominion, 30 gallon	net	6 00
" 35 "		7 00
" 40 "		8 00
Ronalds Galvanized, 30 gallon		7 40
" 35 "		8 40
" 40 "		9 60
Copper, 30 gallon		22 00
" 35 "		24 00
" 40 "		28 00

Discount off copper boilers 15 per cent.

RAZORS.		
Wood	per doz. net	1 20 up.
RAZORS.		
Elliot's	per doz.	4 00 18 00
Geo. Butler & Co.		4 00 18 00
Bokers		7 50 11 00
" King Cutter		12 50 15 00
Wade & Butler's		3 60 10 00
Thiele & Quacks		7 00 12 00
Barbys		6 00 12 00
Barbys Brantford		10 00 11 00
Carbo Magnetic		15 00
Griffin Barber's Favorite		10 75
Griffin No. 65		13 00
Griffin Safety Razors		13 50
Griffin Strapping Machines		13 50
Lewis Bros "Klean Cutter"		8 50 10 50

Discount 40 per cent.

RIVETS AND BURS.		
Iron Rivets, black and tinned, discount 60 and 10 per cent.		
Iron Burs, discount 35 per cent.		
Extras on Iron Rivets in 1-lb. cartons, 1c. per lb.		
Extras on Iron Rivets in 1/2-lb. cartons, 1c. per lb.		
Copper Rivets, with usual proportion burs, 45 per cent. discount. Cartons, 1c. per lb. extra, net.		
Copper Burs only, discount 30 and 10 per cent. Extras on Tinned or Coppered Rivets, 1/2-lb. cartons, 1c. per lb.		

RIVET SETS.		
Canadian, discount 35 to 37 1/2 per cent.		
ROPE, ETC.		
Sisal		0 11 1/2
Pure Manila		0 14 1/2
"British" Manila		0 12
Cotton, 3 1/2 inch and larger		0 16
" 5-32 inch		0 21
" 1 inch		0 15
Russia Deep Sea		0 08
Java		0 11
Lath Yarn, single		0 11 1/2
" double		0 11 1/2
Sisal bed cord, 48 feet	per doz.	0 65
" 60 feet		0 80
" 72 feet		0 95

RULES.		
Boxwood, discount 55 per cent.		
Ivory, discount 37 1/2 to 40 per cent.		
SAD IRONS.		
Mrs. Potts, No. 55, polished	per set	0 70
" No. 50, nickel-plated		0 80
SAND AND EMERY PAPER.		
B & A sand, discount, 40 and 5 per cent.		
Emery, discount 40 per cent.		
Garnet (Rutona) 5 to 10 per cent. advance on list		

SAP SPOUTS.

Bronzed iron with hooks	per 1,000	9 50
SAWS.		
Hand, Disston's, discount 12 1/2 per cent.		
S. & D., discount 40 per cent.		
Crosscut, Disston's	per foot	0 35 0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.		
Hack, complete	each	0 75 2 75
" frame only		0 75
SASH WEIGHTS.		
Sectional	per 100 lb.	2 25
Solid		1 75
SASH CORD.		
Per lb.		0 22 0 22
SAW SETS.		
Lincoln and Whiting	per doz.	4 75
Hand Sets, No. 1 Woodyatt (Morrill)		4 25
X-Cut Sets, No. 3 Woodyatt (Morrill)		9 50

SCALES.		
Gurney Standard, 40 per cent.		
Gurney Champion, 50 per cent.		
Burrow, Stewart & Milne		
Imperial Standard, discount 40 per cent.		
Weigh Beams, discount 35 per cent.		
Champion Scales, discount 50 per cent.		
Fairbanks standard, discount 35 per cent.		
" Dominion, discount 55 per cent.		
" Richelieu, discount 55 per cent.		
Warren's new Standard, discount 40 per cent.		
" Champion, discount 50 per cent.		
" Weighbeams, discount 35 per cent.		

SCREW DRIVERS.		
Sargent's	per doz.	0 65 1 00
SCREEN DOORS.		
Common doors, 2 or 3 panel, walnut stained, 4-in. style	per doz.	6 80
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style	per doz.	7 00
Common doors, 2 or 3 panel, in natural colors, oil finish	per doz.	8 10
3-in. style 20c. per dozen less.		

SCREWS.		
Wood, F. H., bright and steel, discount 87 1/2 per cent.		
Wood, R. H., bright, dis. 82 1/2 per cent.		
" F. H., brass, dis. 80 per cent.		
" R. H., dis. 75 per cent.		
" F. H., bronze, dis. 75 per cent.		
" R. H., dis. 70 per cent.		
Drive Screws, dis. 87 1/2 per cent.		
Bench, wood	per doz.	3 25 4 00
" iron		4 25 5 00
Set, case hardened, dis. 60 per cent.		
Square Cap, dis. 50 and 5 per cent.		
Hexagon Cap, dis. 45 per cent.		

Per doz. net.		6 00 9 00
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Canadian, discount 40 per cent.		
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SCYTHES.		
Canadian, discount 45 per cent.		

SCYTHE SNATHS.		
Canadian, discount 40 per cent.		

SCYTHES.		
Canadian, discount 45 per cent.		

SHOVELS AND SPADES.		
Canadian, discount 45 per cent.		

SINKS.		
Cast iron, 16 x 24		0 85
" 18 x 30		1 00
" 18 x 36		1 40

SNAPS.		
Harness, German, discount 25 per cent.		
Lock, Andrews		4 50 11 50

SOLDERING IRONS.		
1, 1 1/2-lb.	per lb.	37
2-lb. or over		0 34

SQUARES.		
Iron, No. 493	per doz.	2 40 2 55
" No. 494		3 25 3 40

STEEL, discount 60 to 60 and 5 per cent.		
Try and Bevel, discount 50 to 52 1/2 per cent.		

STAMPED WARE.		
Plain, discount 75 and 12 1/2 per cent. off revised list.		
Retinned, discount 75 per cent. off revised list.		

STAPLES.

Galvanized	3 25 3 50
Plain	2 90 3 15

Coppers, discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita	per lb.	0 28 0 60
Hindostan		0 06 0 07
Labrador slip		0 09 0 13
"		0 15
Turkey		0 50
Arkansas		1 50
Water-of-Ayr		0 10
Scythe	per gross	3 50 5 00
Grind, 2-in., 40 to 200 lb., per ton		25 00
" under 40 lb.,		28 00
" under 2 in. thick,		29 00

STOVEPIPES.

5 and 6 inch, per 100 lengths		7 00
7 inch		7 50

ENAMELINE STOVE POLISH.

No. 4, 3 doz. in case, net cash		4 80
No. 6, 3 doz. in case		8 40

TACKS, BRADS, ETC.

Carpet tacks, blued		80 and 15
" tinned		80 and 20
" (in kegs)		40
Cut tacks, blued, in dozens only		80
" weights		60
Swedes cut tacks, blued and tinned		80 and 10
In bulk		75
In dozens		75
Swedes, upholsterers', bulk	85, 12 1/2 and 12 1/2	
" brush, blued and tinned		70
Swedes, gimps, blued, tinned and japanned		75 and 12 1/2
Zinc tacks		35
Leather carpet tacks		55
Copper tacks		50
Copper nails		52 1/2
Trunk nails, black		65 and 5
Trunk nails, tinned		65 and 10
Clout nails, blued		65 and 5
Chair nails		35
Patent brads		40
Fine finishing		40
Lining tacks, in papers		10
" in bulk		15
" solid heads, in bulk		75
Saddle nails, in papers		10
" in bulk		15

Tufting buttons, 22 line, in dozens only		60
Zinc glaziers' points		5
Double pointed tacks, papers		90 and 10
bulk		40
Clinch and duck rivets		45

TAPE LINES.

English, ass skin	per doz.	2 75 -5 00
English, Patent Leather		5 50 -9 75
Chesterman's	each	0 90 2 85
" steel	each	0 80 8 00

TINNERS' SNIPS.

Bailey's, discount 25 per cent.		
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THERMOMETERS.

Tin case and dairy, discount 75 to 75 and 10 per cent.		
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TRAPS (steel).

Game, Newhouse, discount 25 per cent.		
Game, H. & N., P. S. & W., 65 per cent.		
Game, steel, 7 1/2, 75 per cent.		

TROWELS.

Disston's, discount 10 per cent.		
German	per doz.	4 75 6 00
S. & D., discount 35 per cent.		

TWINES.

Bag, Russian	per lb.	0 27
Wrapping, cotton, 3-ply		0 19
" 4-ply		0 23
Mattress	per lb.	0 33 0 45
Staging		0 27 0 35

VISES.

Wright's		0 13 1/2
Brook's		0 12 1/2
Pipe Vise, Hinge, No. 1		3 50
" No. 2		5 50
Saw Vise		4 50 9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White discount 50 per cent.
Diamond, Famous, Premier, discount 50 and 10 per cent.
Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.

WIRE.

Smooth Steel Wire.		
No. 0-9 gauge		\$2 56
10 "		6c. extra.
11 "		12c. "
12 "		20c. "
13 "		30c. "
14 "		40c. "
15 "		55c. "
16 "		70c. "

Add 60c. for coppering and \$2 for tinning.
Extra net per 100 lb. Oiled wire 10c., spring wire \$1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) \$1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in 1/2-lb. hanks 75c., in 1/4-lb. hanks \$1.

Fine Steel Wire, discount 25 per cent.
List of extras: In 100-lb. lots: No. 17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65—No. 21, \$7—No. 22, \$7.30—No. 23, \$7.55—No. 24, \$8—No. 25, \$8.50—No. 26, \$9—No. 27, \$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34, \$17. Extras not-tinned wire, Nos. 17-25, \$2—Nos. 26-31, \$4—Nos. 32-34, \$6. Coppered, 5c. oiling, 10c. in 25-lb. bundles, 15c. in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in 1/2-lb. hanks, 38c.—in 1/4-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.

Brass wire, discount 62 1/2 per cent. off the list.
Copper wire, discount 62 1/2 per cent. net cash 30 days, f.o.b. factory.
Galvanized wire, per 100 lb.—Nos. 4 and 5, \$3.70 to \$3.90—Nos. 6, 7, 8, \$3.15 to \$3.35—No. 9, \$2.50—No. 10, \$3.20 to \$3.40—No. 11, \$3.25 to \$3.45—No. 12, \$2.65—No. 13, \$2.75—No. 14, \$3.75 to \$3.95—No. 15, \$4.30—No. 16, \$4.30. Base sizes, Nos. 6 to 9, \$2.27 1/2 f.o.b. Cleveland. In carlots 12c. less.

Clothes Line Wire, regular 7 strand, No. 17, \$4.65; No. 18, \$2.90; No. 19, \$2.60. Hollow 6 strand, No. 17, \$4.30; No. 18, \$2.70; No. 19, \$2.35; No. 20, \$2.30, f.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb		2 80
Galvanized, plain twist		2 90
Galvanized barb, f.o.b. Cleveland, \$2.55 1/2 in less than carlots, and \$2 45 in carlots.		

COILED SPRING WIRE.

High Carbon, No. 9		\$2 75
" No. 11		3 40
" No. 12		2 95

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net		1 50
Terms, 3 per cent. off 30 days.		

WASTE COTTON.

Colored	per lb.	0
White		0 08

WRENCHES.

Acme, discount 35 to 37 1/2 per cent.		
Agricultural, discount 60 per cent.		
Cock's Genuine, discount 20 to 25 per cent.		
Towers' Engineer	each	2 00 7 00
" S	per doz.	5 80

James Cartland & Son

Manufacturers of every description of **Limited**
CABINET BUILDERS' FURNISHING AND NAVAL BRASSFOUNDRY
BIRMINGHAM, ENGLAND.



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RUBBER BELTING

"Your 'Para' Rubber Belting has proved in every way quite satisfactory."

CANADA PAPER CO.,
Montreal.

THE
CANADIAN RUBBER CO
MONTREAL * TORONTO
WINNIPEG

Lightning, Gem Blizzard ...

FREEZERS



ARE

Well Advertised.
In Demand.
Easily Sold.
Satisfactory in Use.
Of Known Reputation.



HAVE

Cedar Pails with Electric Welded Wire Hoops.
Cans of Heavy Tin with Drawn Steel Bottoms.
AUTOMATIC Twin Scrapers.
"The Ice Cream Freezer Book" tells all about
these and our other Freezers, mailed free.



EXCEL IN

Easy Running.
Quick Freezing.
Economy.
Convenience.
Practical Results.

North Bros. Mfg. Co., Philadelphia, Pa.,
U.S.A.

The New Century Ball-Bearing Washing Machine.



Not the cheapest but decidedly the best Washing Machine made.

Five to seven minutes only required for a tubful. The operator need not stand when using it, and there is practically no wear on garments.

Full information given on application.

THE DOWSWELL MANUFACTURING CO.,

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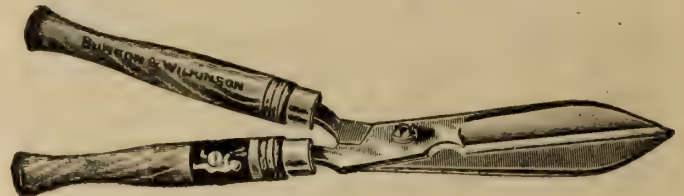
TRADE MARK.



Four Registered Trade Marks.

Burgon & Wilkinson Garden Shears.

No. 100 are without notch, all sizes, 8 in. to 12 in.; No. 101 are with notch, all sizes, 8 in. to 12 in.



Always see that you are supplied with WILKINSON'S GARDEN SHEARS.

Then you have quality, finish, ease in working, with patent nut.

TRADE MARK.



All jobbers carry them.

TRADE MARK.

Decatur, Bull & Co.

Sole Canadian Agents,

Montreal.



The CANADA SCREW COMPANY, HAMILTON

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MONTREAL



Ask for our

Wood Screws,
Machine Screws,
Tire Bolts,
Stove Bolts,
Rivets,

Wire Nails,
Screw Eyes,
Screw Hooks,
Gate Hooks
and Eyes.

Specials of all kinds.

HARDWARE NOVELTY.

THE

Ingersoll

American Watches.



RETAIL PRICES, \$1.25 to \$2.50

ARGUMENT.

We now offer a practical time piece for the Hardware Trade of Canada, and base our statement upon the following:

First—It is absolutely guaranteed to keep accurate time.

Second—It stands rough usage and does not get out of order easily, making it the only watch for dealers outside of the jewelry trade to handle, and also making it a practical one for sportsmen, boys and all men who give a watch hard usage.

Third—Its low price and high quality insure a tremendous sale, which we further augment by furnishing many handsome advertising devices for your store.

Fourth—Last but not least, these watches offer a handsome profit. Price cutters are not supplied.

Sold by several leading Hardware Jobbers of Canada. We will tell you who they are upon request.

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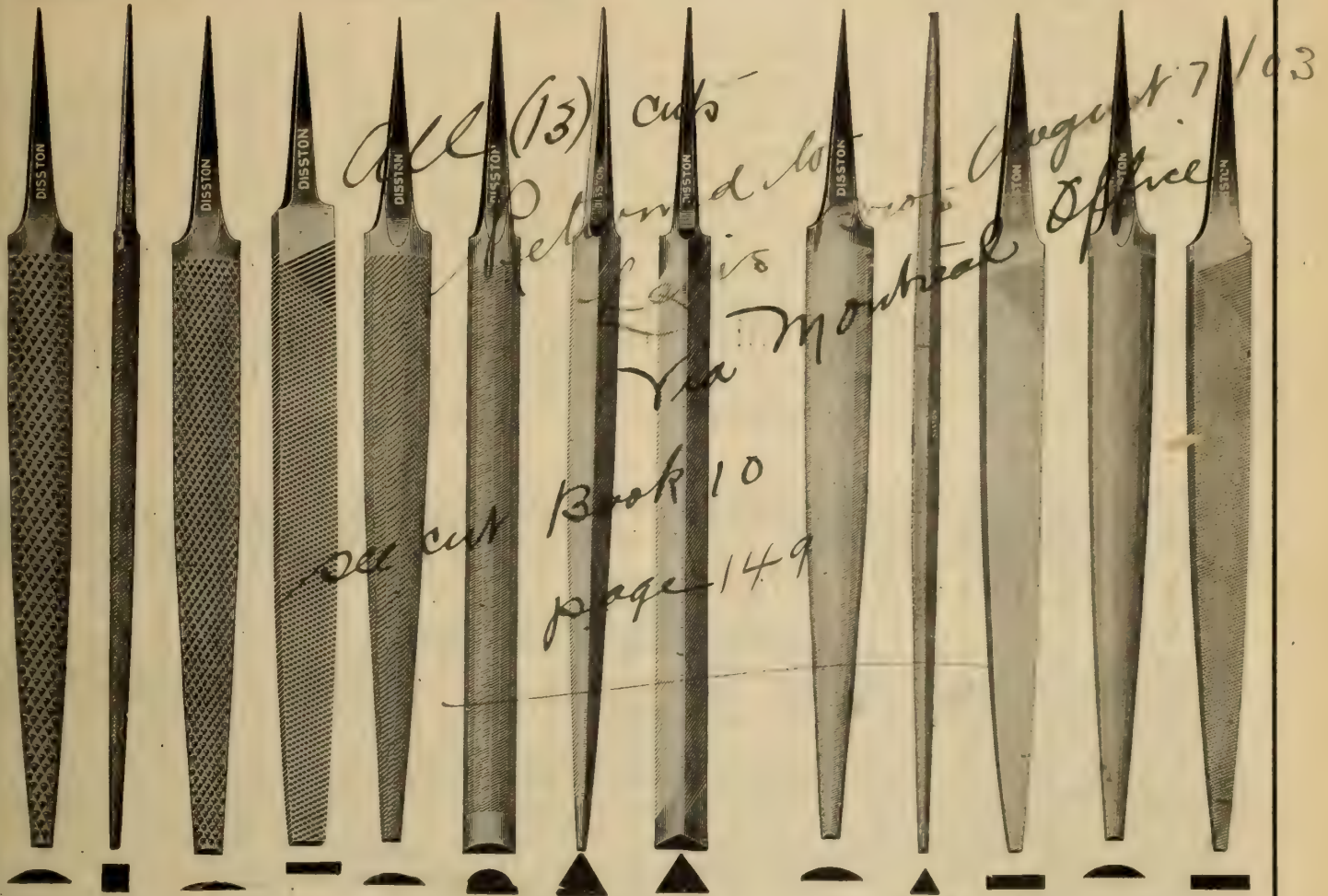
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YOU SELL

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ESTABLISHED 1750

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Hardware! Hardware!

To Lumbermen, Contractors, and Merchants **Of the Ottawa Valley**—Has it ever occurred to you that you could **Save a Profit** and get exactly what the **Trade Requires** by purchasing your supplies from

THOS. BIRKETT & SON CO., Limited, Wholesale Hard-
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IF WE TOLD YOU

That the SYRACUSE SMELTING WORKS Babbitt Metal and Solder are the best on earth, you would be inclined to view the statement in a sceptical light and consider it off color, but that is exactly what we claim and can prove what we say, not by arguments but by thousands of testimonials from firms who have used it for the last 15 years, and are still using it.

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PATENT COW TIES.

These Cow Ties have stood the test for years.

Undoubtedly the best and strongest on the market.

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A complete line of all sizes ready for shipment.

FOR SALE BY ALL JOBBERS.

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For Telegraph, Telephone, Trolley and Transmission Lines.

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Of all kinds and for all purposes.

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For Telegraph and Telephone—Barb Wire, Plain Twist Galvanized Coiled Spring Fencing; Galvanized Wire, straightened and cut any length for fence purposes.

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Flat Head, Round Head, Bright and Brass.

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Gate Hooks and Eyes—Screw Hooks, Screw Eyes.

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"Crescent" Hat and Coat Hooks. Wire Door Pulls, Cotter Pins.

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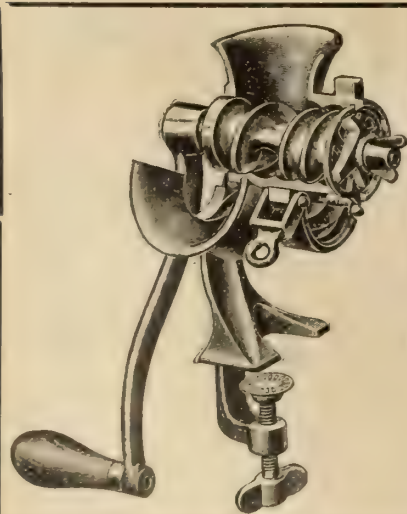
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Self-Sharpening Knives.

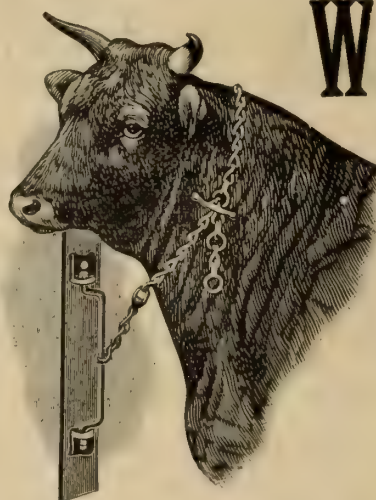
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SPREADER CHAINS and for STALL FIXTURES.
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Toronto Wire, Iron and Brass Works Company, Limited,
Manufacturers of Wire Window Guards, Wire Cloth,
Moulders' Riddles, Children's Cots, Bank and Office
Railings, Ornamental Iron Fencing, Window Fix-
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This Flatware is Unique, not only in Quality, but Design. ASK ABOUT IT.

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Telegraph and Telephone Wire; Mattress, Broom, Weaving Wires of
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The Saw That Sells Itself.

When placed in the hands of the intelligent mechanic the ATKINS High Grade Silver
Steel Hand Saw sells itself. You simply show it and the saw does the rest.

ATKINS Silver Steel Hand Saws with Perfection Handles are warranted
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Leading Saw and Tool Manufacturers
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FARM BELLS



The test of value of an article of this kind is not its first cost, but satisfactory tone and durability. The metal we use in the manufacture of our Farm Bells will give you a richer, sweeter and further-reaching tone than any other make will do. They are cheaper than any other, because a better quality at equal price, and our style of finish and the way we pack them is also to your advantage. Don't fail to order our make.

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TAYLOR-FORBES CO., Limited, GUELPH

AT THE LARGEST AND BEST EQUIPPED HARDWARE FACTORY IN CANADA.

SOLD ONLY THROUGH THE JOBBING TRADE.

Kemp's COLD BLAST LANTERNS



If your customers want a Lantern that won't blow out
" smoke
" leak
" break globes
but will give a perfect light in any wind sell them Kemp's.

The acme of perfection in lantern making. They will not cost you more than other makes.

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Rubber Carriage Tires

Rubber tires on a carriage are as necessary to that vehicle as pneumatic tires to a bicycle—They prolong its life—add the maximum of comfort.

DUNLOP SOLID RUBBER TIRES

will out-wear all others. The mark of the two hands is your guarantee for quality.



THE DUNLOP TIRE CO., Limited,
TORONTO, CANADA.

Agencies: Montreal, St. John, Winnipeg, Vancouver.



Subjects Being Discussed at Ottawa

Written for Hardware and Metal by a Member of Parliament.

IT is undoubtedly true that "in the good old days" English law created a shambles, as one of the great men of the time, living before his age, remarked. Women were hanged for stealing bread to supply the needs of famishing children left fatherless by the naval press-gang, while others paraded semi-naked, and bare-footed, through the streets, were publicly whipped for offences which, to our modern eyes, would seem trivial indeed. Faulty as we find the criminal code of that time, nay, barbarous as it seems to us, there were nevertheless some provisions now abolished which, if re-enacted, would undoubtedly fill a long-felt want.

Conspicuous among these was the punishment for the offence of being a common scold, exposure in the stocks. With the removal of this salutary law, and the forgetfulness of the scriptural injunction to keep one's tongue under control, comes much heart-burning and pain in the world.

* * *

Perhaps no class in the community is more subject to unfounded reports of evil-doing, to malicious whisperings of political crimes, than is that of the, in this case at least, "unfortunate" politician. Far be it from us to say that the public man is indeed an Israelite without guile, but the converse, to wit, that he is an Israelite full to the brim with guile, would be equally far from the mark. The truth, as in many things, lies between the extremes.

The commonest kind of comment about politicians at Ottawa, that is, about those who give outward and visible signs of prosperity and a full exchequer, is that they are amassing fortunes contrary to the spirit and the letter of that noble statute, the Independence of Parliament Act. Does it ever occur to the origina-

tors of these sinister rumors that a public man may become well off without the slightest infringement of propriety even, let alone law. We have in Ottawa public men, prominent in both parties, who have become rich by the perfectly legitimate method of buying a share in some newly-discovered mine which requires money for its development, (though we hear nothing of those who have dropped round sums in others which have proven to be valueless), by taking up and pushing the invention of some genius who himself becomes rich by the timely help afforded him, and but for which he would remain in poverty, and the world at large be deprived of some valuable device, or even by the acquisition of an interest in some great proprietary remedy which, in many cases, acting as a faith cure rather than an actual specific, affects the wonderful cures ranging from tuberculosis to growing-in nails.

"Alas for the rarity of Christian charity under the sun," wrote the melodious Hood. Alas for that rarity to-day, even as in his time, and alas and doubly alas for its rarity when applied to the much-wronged class of the politicians.

* * *

Further, does it ever occur to those people who are never tired of throwing slurs at men in public life, that the patience of the recipient may finally give out, and that they may be driven to a process of reasoning, faulty in the moral code, but human none the less, that it is as well to have the game as the name?

Let us take for example, the case of the Cabinet Ministers, the men more particularly trusted with the administration of the affairs of this country, and what do we find? They are more particularly singled out for attack, because more in the public eye, and also because their detractors make more by discrediting

party leaders than party followers. We do not, of course, refer to the present Government more than to its predecessor, the usage is unfortunately ever the same. Does it strike the back biting critic that Cabinet Ministers are, on the whole, men of exceptional ability, and that being such, they are far more likely than those of puny intelligence to recognize a good thing when they see it? Does it strike them further that Ottawa, above all other places, is the Mecca to which people with schemes, both sound and unsound, are constantly coming? And finally, does it occur to them that given a vast choice of commercial projects these shrewd men are very apt to sift the wheat from the chaff and so fill well their granaries?

* * *

And why, in the name of common sense should they not take advantage of these opportunities so long as they attend to their business and give the country good service? It is a notorious fact that one and all, they are underpaid as compared with others of far less ability in the commercial walks of life, who draw, with not a tithe of the responsibility, far more than the remuneration of Cabinet Ministers and who draw it "for life and good behavior" in comparison with the precarious holding of a Minister of the Crown. More than that, is it not true that the "outs," men of great ability in many cases, are constantly examining microscopically the doings of the "ins," provided with parliamentary machinery which renders the M.P. subject to such minute examination as not one man in a hundred gets in his private affairs.

Very recently a member of Parliament stood in awful peril. His partner in the lumber business had, quite unknown to him, actually sold lumber to an agent of the Government, (though that fact it was afterwards proved was unknown to the

partner, lumber to the extent of an awful crime—three dollars and a half's worth. The Committee on Privileges and Elections was promptly summoned, but on its sitting a gentleman of the opposite political persuasion of the accused arose and handsomely exonerated him. More lately still this committee was called upon to investigate the sale of a lot for post office purposes, by a member of the House. In this case too, close investigation has shown that the accused was quite innocent of the charge laid against him. When close observation can discover such trivial cases as these only, can we not say with pride, verily Canadian public life is not so bad as painted by those whose constant suspicious mark them out as men themselves not beyond suspicion.

* * *

Let me close this little essay with a humorous happening of the by gone times. A certain politician of minor note, but still not to be despised, hailing from a back township, was visiting Ottawa, and was most hospitably entertained by a Cabinet Minister. After a dinner well served in a house of stately build and handsome furniture, he was taken by his host behind a spanking pair to see the sights of the capital. Although somewhat interested in these he seemed troubled in thought, and finally unable longer to contain himself he blurted out, "Say Mr. Z., how is it that you can afford such a fine house, such costly furniture, can put up such good grub to your friends, and afterwards can show them round behind such horseflesh as this? Some folks say you are a hoodler." The Minister, secure in a clear conscience, and amused at the candor of his guest, replied, "Do they? Well isn't that a little unkind? I made nearly fifty thousand dollars in a business venture, and it is from that source that I have been able to provide these extra comforts and luxuries which you have noticed."

* * *

And so Mr. Fielding's measure for the relief of the binder twine makers has come before the House and been debated pro and con, and mostly pro. The Liberals largely refrained from anything but pears of praise because, was it not the work of that favorite of theirs, the Finance Minister? And the Conservatives, if not so enthusiastic, at least felt themselves restrained from very active attack because the measure was along the general line of their own policy for the development of Canadian industries. Viewed dispassionately we fancy the relief given will meet with about as general satisfaction outside the House as it did in it. We noted in these columns some weeks ago the gist of the relief to be

granted, and we do not now propose to repeat it at length, but to refresh the minds of our readers we will merely say that whereas the United States manufacturer gets a rebate of the full amount of the export duty on manilla fibre exported from the Philippines, it is proposed to redress this inequality by giving to the Canadian manufacturer a bounty equal to the export duty aforesaid.

Some there were who favored an import duty as opposed to this bounty, but the "farmers' friend," a numerous gentleman, so to speak, in a House which has so many country representatives, stoutly opposed this idea. He pointed out that the raw material for most of our great industries was allowed in duty free, that binder twine was part of the raw material required by the farmer in his industry, that already much of his raw material, such as farm implements, is taxed, and that it would be unfair to add to his burden by putting on a tax all of which he would have to pay. True, in the case of the bounty, a part of the money would have to come from his pocket, but he would share the burden with all the other people of Canada, and as the country as a whole was supposed to benefit by the enactment which would restore our factories to activity which had been lessened by the unfair enactment of a foreign country, it was surely but right that no special burden should be imposed on a special class. What campaign literature this will make for some of the astute ones! How Mr. Member will have his noble utterances reprinted in their thousands and distributed among his farmer constituents, and how when the time comes to give an account of his stewardship will he read from Hansard the words of wisdom which saved the farmer exchequer!

* * *

The Redistribution Bill is upon us, and the library is peopled with active members who are looking up what their opponents had to say on similar occasions in 1892, in 1882, yes and away back in 1872. What memories a perusal of the yellow leaves of Hansard bring back to one! We read the words of the great John A., that darling of half the homes of Canada, we see him again in fancy with his loyal followers cheering him on, defying the Grits whom he has "hived," and calling them "you purists over there." We see Blake, stern and relentless, rising to reply his ponderous sentences and irresistible logic calling forth the cries of his supporters and the dissident groans of his opponents. We hear again in fancy the poet of Niagara, J. Burr Plumb, hugging to his bosom the annihilation of his own little borough of Niagara, which for years had stood alone in Canadian public life as the representa-

tive of those pocket boroughs which long withstood the onslaughts of the Reformers of Great Britain, boroughs, the existence of which could find an advocate in so great a man, and so democratic, as Gladstone himself. We picture Alexander Mackenzie with his grim Scotch face denouncing the measure as one disgraceful to public life, and we hear that great war-horse of Cumberland defending the measure in words and phrases which sting his opponents as the lash of a whip, and which rouse his own friends to wild enthusiasm. We picture Joe Rymal, for years undisputed wit of the House of Commons, burly Joe, the pride of the country hearts, Joe, whom Sir John, in spite of their political hostility, loved, standing up in his place and with his homely humor applying the anecdote of the profane farmer who found swearing impossible, as he could find no language adequate to the occasion, when his pumpkins rolled out of his cart down the hill—but why picture more? The thing is in itself after all a sad exercise, for are not they one and all now absent from those halls which their eloquence thrilled? From those corridors which their humanity filled with the kindness of life—all, all gone, to the bourne from which no man returns, or to life far from the legislative halls which they adorned. Of all the fights the redistribution ones are the hottest, for the new boundaries mean extinction to many whose seats would otherwise be secure, and where a man's very political existence is at stake he fights not with kid gloves.

Let us hope that no friendships will be severed, that hot words passed in battle will soon be forgotten in the good fellowship that generally obtains even among political foemen in Ontario.

IRON PIPE WORKS ARE BUSY.

The Page-Hersey Co., of Guelph, Ont., are now employing over 200 men in their pipe works, and are turning out some very fine pipe in the exceptional lengths of 18 and 20 feet and $\frac{1}{4}$ to 4 inch in diameter. Their running capacity now is something over 100 tons a day and the factory is being enlarged rapidly.

WIRE NAILS TACKS WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

FOREST CITY GOSSIP.

Office of HARDWARE AND METAL.

London, Ont., Aug. 5, 1903.

THE whole city has been en fete and wearing holiday attire since the end of last week and during the first of this. The word jubilant is barely comprehensive enough to express the enthusiasm of the citizens of London in the rejoicings during the commercial travellers' great picnic and the reception of London's old boys during the last few days. Wholesale hardware business, which is now at its quietest time of the year, has been almost entirely suspended; employers and employees each having their part to take to help carry out the programme of festivities incident to the occasion, as actors or judges in the events of the travellers' annual outing, or in the work required to make successful the gathering together of the thousands of old boys and their friends.

* * *

Last Saturday the arrival of the old boys commenced with 1,500 old boys and girls from Cleveland, Ohio, followed by very large contingents from Toronto, New York, Detroit and Windsor, Stratford, Chicago and Buffalo; smaller groups arrived by both the regular and special trains up till Monday afternoon from towns and cities at every point of the compass, from the Pacific to the Atlantic. And coming to the city the visitors made good use of their time seeing old friends, attending band concerts, and the numerous entertainments prepared for them. Quite a number visited the factories of the city, many of them having been established during the absence of old boys.

* * *

A party of 21 moulders have arrived here from Glasgow, Scotland, to work in the new moulding shops of The McClary Manufacturing Co.

* * *

The price of both hard and soft coal is \$7 per ton. This has been the figure at which both kinds have been sold for the last two months, and there does not appear to be any expectation of a change in price in the near future. Many are having their supplies laid in all the same.

* * *

Retail stove dealers are already calling the attention of the public to good points of the ranges and heaters they are interested in, and as the days grow shorter their pithy arguments grow longer, and the first frost will clinch many pending sales.

W.H.L.

Name

Address

THE SHERWIN-WILLIAMS Co.
21 St. Antoine St., Montreal:

Please send me information
regarding Aluminum Paint,
Stove Pipe Enamel, and Gold
Paint.



Paints
that Bring
the Paint
Trade to
Your Store

We have listed three specialties that do it—
there is the right quality and push back of them.

THE SHERWIN-WILLIAMS ALUMINUM PAINT—a silver finish that stands extremes of heat and cold. Spreads easily, has no bad odor, and wears well. For home, office, and factory use.

THE SHERWIN-WILLIAMS STOVE PIPE ENAMEL is the highest grade on the market. It won't smoke or blister. It stands extreme heat, spreads easily, and wears well.

THE SHERWIN-WILLIAMS GOLD PAINT. Goods are right—no bad odor—beautiful lustre. Put up in the most attractive form for counter display.

Use the coupon today.

THE SHERWIN-WILLIAMS Co.
PAINT AND VARNISH MAKERS.

CLEVELAND, CHICAGO, NEW YORK, NEWARK, BOSTON, KANSAS CITY, MINNEAPOLIS,
SAN FRANCISCO, LOS ANGELES, SAN DIEGO, MONTREAL, TORONTO,
WINNIPEG, LONDON, ENG.

INCREASING THEIR PLANT.

It is always a pleasure for "Hardware and Metal" to record the progress of any enterprising firm. As a reference to our advertising columns will show, the Syracuse smelting works, at Montreal, claim already to be the largest manufacturers of babbit metal and solder under the British flag. But increased business makes it necessary for this firm to expand and they are now looking for a suitable Montreal site upon which to build a copper and lead smelter, which is to have a capacity of 50 tons daily. The company now employ 85 men, but when the new plant is complete they will have over 200 men on their pay roll. A new branch is also being established at Seattle, Washington Territory, and from this city the company will be able to pay closer attention to their British Columbia trade, although, owing to the duty their orders will, of course, be filled in Montreal. Their increased capacity should enable the company on very short notice to fill the orders of their custom-

ers for all lines of babbit and solder, as well as linotype, electrotpe and similar metals.

ONTARIO TACK WORKS DESTROYED

On July 31 the main building of The Ontario Tack Co., Hamilton, was completely destroyed by fire. The firemen found it impossible to save the main building and turned their attention to the surrounding buildings with the result that the offices, engine room, storehouse, scratch room and boiler room were saved.

An estimate of the damage to the contents of the building have not as yet been made, but the loss on the building alone is placed at \$6,500. About 20 employees will be thrown out of employment on account of the fire.

The officers of the company are: President, Charles E. Doolittle; secretary, F. H. Whitton; manager, J. Orr Callagher. They have not as yet decided as to whether they will rebuild again or not.

Business Changes

ONTARIO.

A MEETING of the creditors of Blair & Son, general merchants, Berwick, was held on July 30.

V. A. Smith, general merchant, Leicestershire, is dead.

QUEBEC.

V. E. Marchand & Co., general merchants, Shawanigan Falls, have assigned: meeting of the creditors was held on August 5.

F. X. Bilodeau & Co., general merchants, Baillargeon, have dissolved partnership and a new firm has been registered under the style of H. Bilodeau & Co., with Mrs. F. X. Bilodeau as proprietress.

MANITOBA AND NORTHWEST TERRITORIES.

W. D. Chapman, hardware dealer, Calgary, has sold out to T. R. Stewart.

H. M. Code, general merchant, Olds, has been succeeded by Code & Crozier.

I. M. Silverthorn, general merchant, Olds, has sold out to Code & Crozier.

W. T. Lawrence, Maple Creek, is advertising his lumber and hardware business for sale.

Norman Boehrer, general merchant, Didsbury, was burned out; insurance, \$1,250.

Reid & Ferguson, general merchants, Didsbury, have been succeeded by Reid & Slough.

A meeting of the creditors of the estate of A. W. Thornburn, general merchant, Rosthern, has been called for August 6.

FORD AUGER BIT COMPANY.

New premises have recently been acquired by The Ford Auger Bit Co. of Holyoke, Mass. An expanding business has driven them from their present quarters and compelled them to acquire the property formerly owned by The Massachusetts Screw Co. The new premises consist of a main building, four storeys high, 155 ft. x 40 ft., and of an ell 65 ft. x 34 ft. To this newly acquired property is to be built an addition to be used as a forge room, containing all the heavy machinery. The factory will be run by water-power. The company have commenced to move into their new quarters, and for some time will devote their energies to equipping it with the newest and most approved machinery. When all is complete they will have one of the largest bit and auger factories in the world. This large plant will be used only in the manufacture of the highest grade of tools.

SERVICE

**Iver Johnson
Revolvers**

SAFE



Absolutely Safe.
Accidental Discharge
is impossible.

**Protect a
Million Homes.**

Send
for
Catalog.

SATISFACTION

New York Office: 99 Chambers St.

**IVER JOHNSON'S ARMS &
CYCLE WORKS, FITCHBURG,
MASS.**

SIMPLE

AN UP-TO-DATE FENCING TOOL.

PAGE'S PATENT LEVER WIRE STRAINER.

Sole Licensees and Manufacturers:—IRONSIDE, SON & CO., 16 Water Lane, Gt. Tower St., London, Eng.



Repairing a Broken Wire.

AGENTS WANTED.

Capable of straining Barbed Strand or Plain Fencing, Signal, Telegraph, etc., wires of all sizes, exerting a pull of 12 cwt. Weight, 4½ lbs. Write for illustrated pamphlet. First Prize, Sydney, N.S.W., 1902-1903 Agricultural Shows, gained in competition with a dozen competitors.

THE HANDIEST TOOL OF THE YEAR.

ADVANTAGES—Saving of time and labor. No need for expensive straining posts, ratchets, and other oddments. Cost saved in the erection of the first 100 yards of wire fencing.



Established Cable Address,
1832, "BLISS."

MANUFACTURERS

Wood Turnings, Hand,
Bench and other Screws
Mallets, Handles, Vises
Clamps, Tool Chests
Croquet, Lithographs
Wood Toys, Novelties
and also the celebrated

**Wood's Patent Car
Gate**

For Street and Steam Rail-
road Cars.

The R. BLISS MFG. CO.

Pawtucket, R.I., U.S.A.

Canadian Representative: **ALEXANDER GIBB, 13 St. John St., MONTREAL.**

75 YEARS

ESTABLISHED 1825.

75 YEARS

A CRITICAL STATE OF AFFAIRS.

John W. Woolly, one of the heaviest stockholders in The Consolidated Lake Superior Co., said a few days ago: This is the most critical time in the history of the company. If the bonds are not sold at once the company must be sold at a tremendous sacrifice. If the bonds are floated all the plants will be operated on an economical basis, rather than in the lurid manner of former years, and will make more money than Mr. Shields has estimated. There will be no more development, but working of all the plants now built. The sulphide pulp mill, which had been losing money, was

in the hands of an incompetent person. It was using twice too much acid, thus spoiling the pulp and incurring great and needless expense. The plant is now making money, being in the hands of competent men. With the duty on rails in Canada the rail mill will make more money. The Helen mine has not been worked out. The visible ore supply seems almost limitless now.

The stockholders are subscribing liberally to the bond issue. I have taken \$50,000 myself; others have taken as much more. Philadelphia banks and others will take all that is left and be glad of the chance.

HARDWARE AND METAL

H. S. HOWLAND, SONS & CO.,

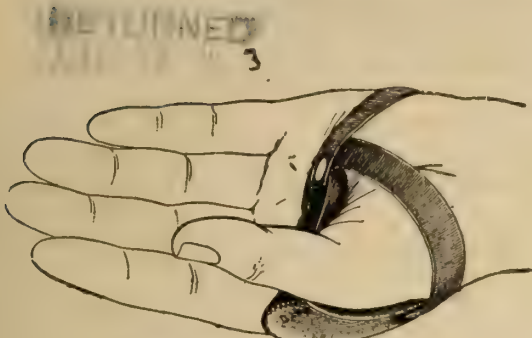
LIMITED

WHOLESALE
ONLY

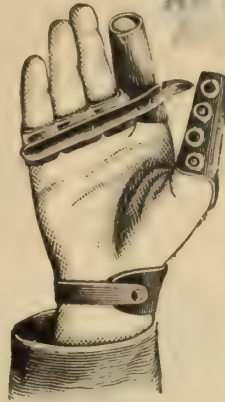
37-39 West Front Street, **Toronto.**

ONLY
WHOLESALE

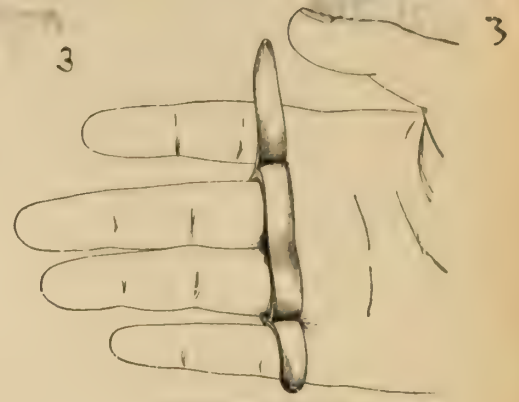
CORN HUSKERS and GLOVES.



"Eureka" Corn Brakes



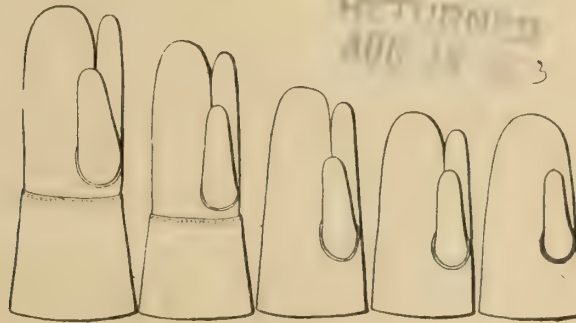
No. 4000



"Excelsior" Corn Huskers



No. 2000



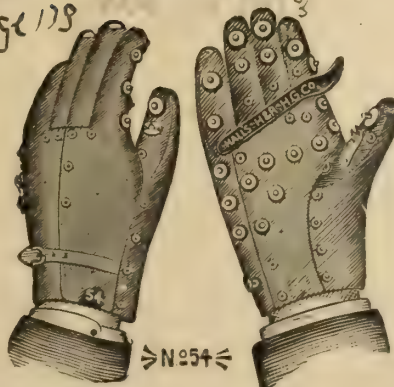
Harvest Mitts,
10 to 18 in. long.



"Boss"



Ludwig's



Husking Gloves



No. 3 Corn Husker

For CORN KNIVES see our HARDWARE Catalogue.

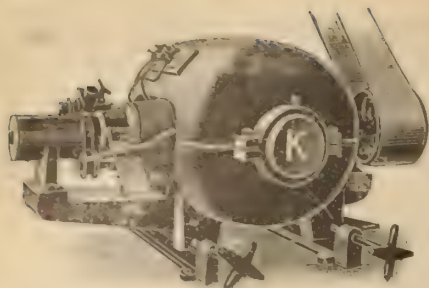
H. S. HOWLAND, SONS & CO. LIMITED, Toronto.

Graham Nails are the Best.

OUR Prices
Are Right.

WE Ship
Promptly.

Factory: Dufferin Street, Toronto

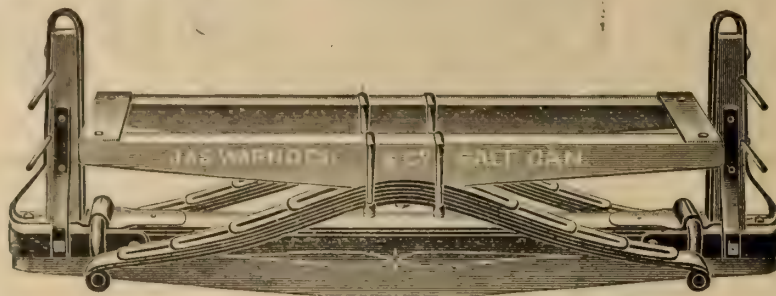


Kay Electric Dynamo and Motor Co., Limited

Motors, Dynamos and Motors for all purposes. Special attention given to repairs.
10th and W. 21st Queen St. East, Toronto
Phone Main 1241. Estimates cheerfully given.

"THE PEERLESS"

is the best Bolster Spring ever produced. A fine line for the hardware trade. Write Us for Prices



JAMES WARNOCK & CO., - GALT, ONT.

THE ROSSENDALE BELTING COMPANY, Limited

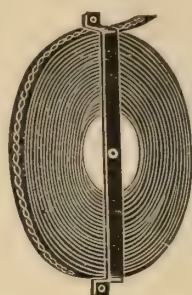
The **ONLY** British Belting Manufacturers having a Branch in the Dominion dealing direct with the consumer.

Sole Agents for Canada for "JACKSON'S PATENT BELT FASTENERS."

SEND FOR PRICE LIST.

59 to 63 Front Street East, TORONTO

BOX STRAPPING OF ALL KINDS



Steel and Wire Box Straps, Flat, Plain, Embossed, or Twisted, with or without nail holes, in all widths and gauges.

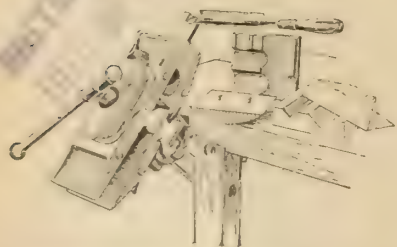
MANUFACTURED BY

STANDARD METAL STRAP CO.

336-342 East 38th St.,

Cable Address: "Metalstrap." NEW YORK, U.S.A.

SIX PAIRS OF JAWS.



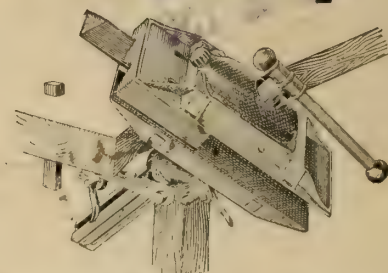
Vise holding work at an angle so that the operator can work in an easy position.

THE EMMERT UNIVERSAL VISE

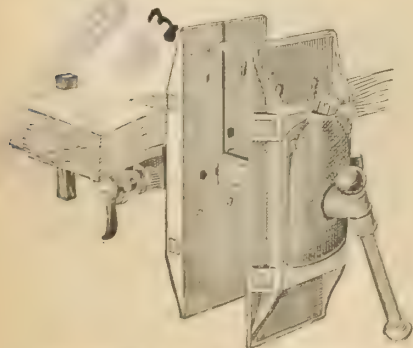
has six pairs of jaws, so that it is adapted to grasp any kind of work without regard to irregularity of form. The workman who has the use of one of these Vises is as thoroughly equipped as though he had access to a dozen different vises in as many different positions without being obstructed or encumbered with the presence of a lot of useless tools.

all to Fairbanks Co. send our work to page 71
Is adapted to handle the widest range of work, and holds the work firmly in any position. As much different from the ordinary Vise as night is from day. If you want to know all about these Vises send for CATALOGUE AND PRICES.

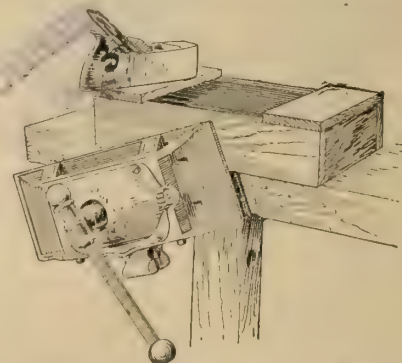
SOLE CANADIAN AGENTS



Vise holding odd Shaped work in a form at an angle.



Vise reversed to hold work above the bench.



A very convenient position to hold boxes or drawers.

THE FAIRBANKS COMPANY

MONTREAL.

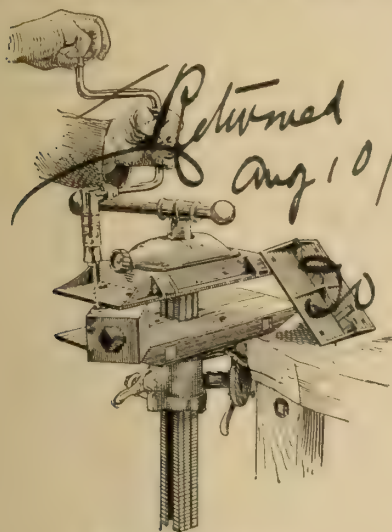
WINNIPEG.

VANCOUVER.

MACHINERY

AN INGENUOUS VISE.

AS will be seen by a reference to our advertising columns, The Fairbanks Co. of Montreal are offering to the trade the Emmert Universal vise, which is such an ingenious contrivance, that "Hardware and Metal" takes pleasure in explaining its general features. The ordinary vise, with which every person is familiar, is a stationary tool, not adaptable to different positions. The peculiarity of the Emmert vises is that they jump about with celerity into a great variety of incongruous positions, always presenting the work in such an attitude that the workman can operate in comfort. For example, figure 1 shows the vise holding work to be bored in a



Emmert Universal Vise. Fig. 1.

vertical position for the sake of accuracy; while figure 2 shows one pair of the small auxiliary jaws (mentioned later) holding circular work.

The old style of vise did not consult the comfort of the workman, who was compelled to twist and bend himself to suit the work, while this ingenious invention—dubbed "the acrobat"—allows him to turn the work in any direction, and hold it to suit himself. The value of this vise to the employer is obvious, for a man works accurately in proportion to his comfort, and he works most comfortably when the different members of his body are in their natural positions. In an operation on an angle, compelling the workman to throw up his arm, as the strain increases so will directly decrease the accuracy and output of finished work.

A word or two as to the construction of this vise should be of interest. It is made of iron and steel and weighs about 80 lb. As it has six pairs of jaws it is adapted to grasp any kind of work, no matter how irregular the form. The main jaws are 7x18 inches, smoothly planed, and moving normally parallel. The ends are squared, and the planed screw sleeve runs through the centre, so that the operator can place his work on either side, making it a right or left-handed vise. Of the main jaws, the moving one is fitted with a device which throws the entire jaw out of parallel, to permit the gripping of tapered work. In addition, the inner, or fixed jaw, has a V-shaped groove cut into its face to accommodate a tilting jaw when in use. This jaw adapts the vise to the grasp of wedge-shaped work having two angles, and various other irregular or complex shapes. A tilting jaw is furnished with each vise.

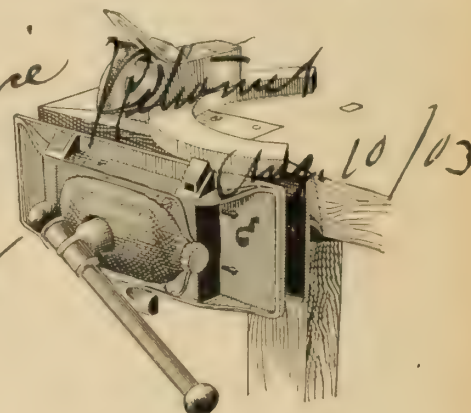
Apart from the main jaws, the Emmert vise has a pair of 2½-in. steel-faced jaws for holding metal work. Metal work can also be held in the main jaws of the vise by using wooden pads hooked into the slotted holes. There are also two 1-in. square pins in each of the large jaws, which, at will, can be pushed into place, forming two pairs of 1-in. jaws, very useful in holding circular work or in compressing glued parts. The advantages of this vise for all kinds of intricate work will be patent to every workman.

POWER FROM HUMBER RIVER.

THE Humber Power Light Co., Limited, Toronto Junction, are utilizing the water of the Humber River to very practical and profitable purposes. Last November they commenced running their electric plant, which generates current for the town of Toronto Junction, who are using 100 arc lamps of the most improved type, supplied by The Canadian General Electric Co., of Toronto. This current for municipal lighting is delivered at the town's transformers, where the company's contract ceases. The generator is a beautiful specimen of a modern machine, manufactured by The Westinghouse Co., Pittsburg, 180 K.W., 7,200 cycles, 2 phase, revolving armature. The power is transmitted from the main driving shaft from a 96-in. Reeves pulley, and the water turbine is of the most

modern pattern, horizontal, thereby avoiding all gears, the main driving shaft extending direct from water turbine into the power-house. The present head under which the plant is operated is about 27 feet, the highest on the entire river. The company has spent large sums of money this Summer in strengthening and raising the banks in order that all the customers can be assured of continuous service, and interruptions are reduced to a minimum.

There is a large and rapidly growing market for the interior lighting, which the company are catering for, and the Union Stock Yards at Toronto Junction and the Lambton Golf and Country Club are large consumers. The citizens of Toronto Junction are now enjoying better



Emmert Universal Vise. Fig. 2.

light than the citizens of Toronto, as current generated by water-power is perfect in its uniformity. The company are also disposing of current for power purposes, one motor actually being within the limits of Toronto corporation.

The company are now installing as a precautionary measure a 300-h.p. steam plant, by which its patrons can be doubly assured of a reliable service night and day. The company have experienced many difficulties in bringing the plant into its present condition, much of which is due to its able and energetic president, Samuel Nesbitt.

AIR MOTORS FOR EXPORT.

The Ontario Wind Engine & Pump Co., Toronto, report that in their foreign mail, which has just come to hand, they have received an order from Australia for three Canadian air motors, of three sizes, and they anticipate that their

trade with this far away continent will rapidly increase. They also received from the Imperial Government an order for two 16-hp. an. motors and four large pumps. The product of this firm must be of standard quality to enable them to merit Imperial favor for windmills destined for the Levant.

A NEW JOINT STOCK COMPANY.

The John Ballantine Co., Ltd., Preston, Ont., have been incorporated with a share capital of \$80,000, to carry on the business of a mechanical engineer, engine and boiler maker and founder, and to acquire the business now being carried on by John Ballantine & Co.; the provisional directors of the company are: John Ballantine, Thomas Ballantine, and Margaret Pollard, all of Preston.

MACHINERY AND ELECTRICAL NOTES.

A BIG steel rotary for The Sun Portland Cement Co., Limited, Owen Sound, arrived on August 1 and was run on to the siding at the works on the 3rd. The enormous machine was brought in on two flat cars from the works at Wilkesbarre, Pa. It is 65 feet in length and weighs nearly 60 tons. The addition of this rotary will increase the capacity of the plant up to about 125 barrels a day. Additional boilers must also be installed at once to bring the steam up to the capacity of the engines—about 750 h.p.

M. Laferriere has been appointed curator to Lamoureux & Fils' foundry, Sorel, Que.

The Great West Implement Co., Edmonton, N.W.T., have recently enlarged their premises considerably.

A 125-h.p. boiler and compression plant has arrived at Rat Portage for the Indian Joe mine, near the Mikado River.

The Town Council of Parry Sound, Ont., have voted the expenditure of \$3,000 for the construction of piers for a steel bridge.

The virgin city of Regina, N.W.T., is about to install a water works system and an electric light system, which will cost about \$135,000, both systems to be under the control of the city.

At the Watrous Engine Works on Saturday, August 1, the employees of the boiler shop presented Mr. Gilbert Emory with an address and a handsome pipe. He has given up his position there.

The business heretofore carried on by E. D. Brand, Berlin, will hereafter be known as The Berlin Electric Co., which will carry a full line of electric and com-

bination fixtures and general electric supplies.

The heaviest piece of machinery ever taken to the Klondike was recently transported to Cheechaco Hill. It consisted of a casting for the huge pump that is to be installed by The Pacific Coast Mining Co., of Cheechaco Hill.

It is reported that the C.P.R. works at Fort William are about to install an electric plant to generate their motive power; and that they are also going to put in an electric plant for the lighting purposes.

The contract for the erection of the steel bridge over the Belle River, between South Woodslee and the Gosfield North town line, Ont., has been awarded to The Tunnel City Bridge Co. for \$550. The bridge is to be a 48-ft. steel structure on stone abutments.

The Canada Foundry Co. are making another large coal hoist for the port of Rondeau, on Lake Erie. The new hoist will be 267 feet long and will have a lifting capacity of five tons. About 30 tons of steel will be used in its construction.

The Martin Electrical Supply Co., St. Catharines, Ont., have been awarded a contract to install an 800-h.p. motor at The Canadian Colored Cotton Co. at Hamilton. The cotton company will thus do away with the use of steam.

The Martin Electric Supply Co., of St. Catharines, have the contract to install 250 lights, plant complete with generator, etc., in The Montrose Paper Mill, Thorold, Ont., and have equipped The Warren Electric Company's new factory at St. Catharines with lighting, phones and call bells.

The Stratford Gas & Electric Light Co. has elected Dr. S. A. King, of Windsor, president. The company has been reorganized with a large amount of outside capital, and it is expected that mains will be extended to all parts of the city, and the service in other ways improved and remodelled.

The foundry and machine shops of The Owen Sound Iron Works, which will be vacated in September, have been sold to Wm. Ferguson, blacksmith and carriage-maker. The purchase price was \$3,500. It is said that Mr. Ferguson will go in for the manufacture of carriages on a much larger scale than at present.

At the annual meeting of The Niagara-Welland Power Co., at St. Catharines, the following were elected as directors: Harry Symons, Toronto, president;

Chas. J. Crowley, New York; James Haydon, Camden East; S. R. Hesson, Stratford; C. A. Hesson, vice-president, and J. S. Campbell, St. Catharines, secretary and treasurer.

Work will soon be commenced on the power house of The Vancouver Power Co., to be built on the north arm of the Inlet at Vancouver. The building will be of stone and will be 156x40 feet. The company intends to have its generators and Pelton wheels installed and in operation before Christmas, by which time it is expected that 40,000 horse-power will be available for use in Vancouver.

H. L. Cooper, New York, consulting engineer of The Niagara Power Co., is in Winnipeg to superintend the work on the power plant of The Winnipeg Power Co., on behalf of Mackenzie & Mann. Mr. Cooper says that the work will be pushed on to completion as rapidly as possible, and that when finished, the plant will be by far the best in Western Canada.

The Shawenegan Water & Power Co. has contracted to supply the city of Sorel, Que., with electric light, power and heat. This will require a twenty-mile transmission line from Joliette on its main transmission line, through the village of Lanoraie to Sorel. From Lanoraie the line will be of a submarine cable. The system will cross the St. Lawrence River by means of a cable. The system will be completed in time to deliver power in October.

A machine for splitting laths for plaster work has been introduced in Great Britain. It is said to turn out in a day as many laths as would in the ordinary course be produced by 20 skilled men. The advantage of split as against sawn laths is said to be that they are tougher (following the grain) and have a rougher surface, so that plaster adheres more firmly.

Ross & Holgate, engineers, Montreal, are calling for tenders for the reconstruction and repair of the Glen Road bridge spanning Rosedale at the northern limits of the city of Toronto. Plans and specifications may be seen at the office of W. A. Clark, clerk of the township of York, on Victoria street, Toronto. Tenders will be received up to August 15.

The Light & Power Committee of the Orillia Town Council has recommended the acceptance of the tender of The Westinghouse Co. for the extra electrical machinery, and that of The Wm. Hamilton Co., of Peterborough, for the hydraulic machinery required for increased power to be installed at the Ragged Rapids plant. The amount of the two tenders is \$30,569.

Stencils

Now is a good time for Apple Shippers to get Stencils, Stencil Inks and Brushes.

Our Brands are all first-class, and prices are low.

Hamilton Stamp & Stencil Works,

HAMILTON, ONT.

Headquarters for everything in our line.

BARGAINS IN MACHINERY.

(Corrected every Issue.)

ROTARY PUMPS.

- No. 0001 Creamery, Taber, New.
- No. 0001 Water and Oil, Taber, New.
- No. 0 Tanneries and Acids, Taber, New.
- No. 1 Soap, Oil and Glue, Taber, New.
- No. 2 Brewers, Taber, New.

IRON PLANERS.

- 36 x 36 x 11 ft., London, New.
- 36 x 41½ x 10 ft., London, New.
- 60 x 60 x 16 ft., London, New.
- 42 x 42 x 20 ft., Fitchburg.

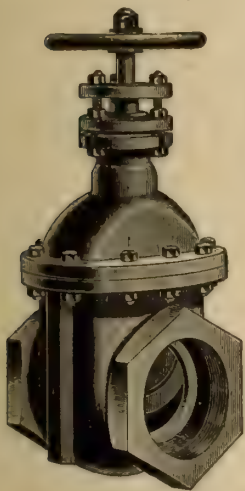
UPRIGHT DRILLING MACHINES.

- 10-in. Friction Disk, Sutton.
- 14-in. Sensitive, Mossberg, New.
- 13-in. Friction Cone, Knecht, New.
- 20-in. Plain Square Base, Barnes, New.
- 20-in. Back Geared, " "
- 23-in. " " " "
- 30-in. Sliding Head, London, New.
- 72-in. Universal Radials, London, New.
- 24-in. Sliding Head, London, Re-built.
- 30-in. Boring and Turning Mill, Bullard, New.

Prices, descriptions and catalogue of mill and engineers' supplies sent on request.

H. W. PETRIE

131-145 Front St. West, 8-22 Station St., Toronto.



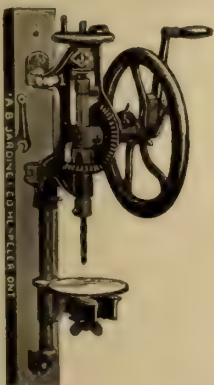
We Make
Good

VALVES

Write for Catalogue
It tells all about
them.

The Kerr Engine Co.
LIMITED

Walkerville, Ont.



TRADE MARK
REGISTERED

**Blacksmiths'
Hand
Drills.**

The very
best.

A. B. JARDINE & CO.
HESPELER, ONT.

"Say, Friend,"

your aim should be to start up for yourself.

Why Work

from morn till night for somebody else instead of pushing a business for yourself and thus reap the full profit of your labor ?

We Will

start men of ability and good character in every County in the Dominion.

WRITE FOR PARTICULARS TO

The Empire Machine and Metal Stamping Co.

1012 Yonge St.

TORONTO,

Limited

SOLDER that SOLDERS

Half and Half, Wiping, Refined, Strictly,
Wire, Oval, Angle.

THE CANADA METAL CO., WILLIAM STREET, TORONTO.

COLD PRESSED NUTS



of all shapes and sizes, finished, semi-finished, case hardened, plated or polished.



Canada Foundry Company, Limited,

14-16 King Street East, - - TORONTO.

CELEBRATED

HEINISCH

SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinnerns' Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 155 Chambers St
NEWARK, N.J., U.S.A.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

W. Arthur
Lydiatt,

TORONTO.

NOTE: Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, Hardware and Metal.

"The best pump that was ever made won't get water out of a dry well; but there's water down deeper, and the dry weather is the best time to dig for it."

THE ads. which accompanied a letter received from Bridge Bros., which are also reproduced, are a little out of the ordinary. The syndicate cuts are used to better advantage than is customary, and some of them which appear in other ads., which were sent along with those reproduced, are not at all bad—in fact, in some instances they add to the attractiveness of the ad.

The expression, "If it's Hardware, we have it," is a good one, but I should have it quoted in each ad. which identifies it as one of the store's "sayings." It is ungram-

WE WANT YOUR HARDWARE TRADE

Do not think because we have a large and well-filled store and you wish to make only a small purchase that we do not want your trade. We realize that while your purchase is small to-day, next week you may need a large bill.

We want to meet you and have your acquaintance. We want you to know our goods are the best at fair prices. We guarantee everything we sell to be satisfactory.

MAKE YOUR PURCHASES HERE.

address in each ad. It might be a good idea to have a cut made, with the wording something like this:

**BRIDGE BROS.,
THE LEADING HARDWARE,
Thessalon, - - Ont.**

"If it's Hardware, we have it."

This would appear in every ad., and would distinguish that ad. from every other ad. in the paper.

All of the ads. sent in by Bridge Bros. show the result of care in properly "laying out" the copy which is sent to the paper, or else the compositor on the paper took pains to secure neatness in displaying the ads.

The arrangement of the ads. is a great help towards making them easily read—in fact it has practically everything to do with it. A little pains in arranging the "copy" in such form that the printer will have little or no trouble in setting in type in a style to meet with your desires, always adds considerable to the value of the ad.

Take the ad. which is reproduced, headed "A Reliable Rain Maker," for instance. The four panels really divided the ad. up into four smaller ads., each advertising some particular line of goods. The reader's attention is thus riveted on one article, or one class of articles at a time, and a stronger impression is much more likely to be made because of this.

There is an old saying to the effect that if you watch the little things, the large ones will take care of themselves. This is true in advertising just as much as in anything else, and the most successful advertisers are those who watch the little points and take care that there are no mistakes made in those little points.

A Reliable Rain Maker

for your Lawn or Garden is a good Garden Hose attached to a waterworks tap. - We have the hose at 11c., 12c. and 15c. per foot. Hose Reels, Lawn Mowers, Lawn Rakes, Watering Pots, and all kinds of garden tools now in stock.

Headquarters for Screen Doors, at \$1.00 to \$1.75 each. Screen Windows at 25c. each. Wire Cloth in all widths.	CUT HERE.	We sell "Cow Ease" and "Fly Fuma" for protecting Animals from flies, gnats, etc. Try a can—only 35c.
---	------------------	--

Here's a Few Keep-Cool Lines :

Ice Cream Freezers, Refrigerators, Ice Tongs, Ice Picks, Ice Shaves, Lemon Squeezers, Coal Oil Stoves, Hammocks. Our prices are right.

If it's Fishing Tackle, we have it.

The Leading Hardware, **Bridge Bros.**

matical in the way in which it appears. "If its Hardware" should be "If it's Hardware."

The arrangement of the ads. is comparatively good, especially so when considering that a number of different lines are mentioned, which is, of course, necessary when the advertisements appear but weekly, as they do in the case of Bridge Bros.

The style is also good. The ads. are interestingly written, and should bring a good measure of results.

To have the name and address appear in the same style in each ad. would be an improvement, and I would also include the

Summer Needs !

There are certain articles necessary for comfortable existence during the hot summer weather. We have a large range of such articles, the principal ones are Screen Doors and Windows; they not only let in the refreshing summer breeze, but keep out all flying intruders whose presence makes life a burden. We have doors in green and yellow at \$1.00; fancy varnished, \$1.50 and \$1.75; oak grained, \$2.00—complete with hinges, etc. Windows 18 in. high, extend to 33 in., at 25c.

Save your vines by using our Paris Green at 30c. a lb. or Bug Finish at 2½c. per lb.	CUT.	Sprayers for applying Paris Green at 50c. and 65c. Sifters for bug finish at 10c.
--	-------------	---

Protect Your Animals

By using "Cow-Ease" or "Fly-Fuma"—preparations to prevent fly pest on Cattle or Horses. Easy to apply, does not gum up the hair or blister the skin, contains nothing injurious, allows the cows to feed in peace, thereby helping the flow of milk. Price 35c. per quart tin.

THE LEADING HARDWARE.

BRIDGE BROS., - Thessalon.

Still there is such a thing as being very particular about the little points and overlooking others that are much more important. For instance, a firm may be very economical in the matter of using space in a newspaper, so economical in fact that they do not use enough to properly represent their business, and their advertising opportunities are therefore not taken full advantage of.

On the other hand, there are those who use too large space—though they are very much in the minority—and when a little smaller space would serve their purpose just as well, the money paid for the extra space is, of course, virtually wasted.

This, however, does not apply to the ads. which are reproduced, for they appear in a good space—about eight inches double column—and Bridge Bros. seem to make good use of it in every ad. before me.

RIDE A HOBBY.

Our hobby is to provide the greatest comfort in your kitchen at the least expense. Here is something of interest and profit to anyone who understands goods and who knows regular prices.

LIST OF GOODS.

Give us a call, and you will find our goods as represented and our prices low.

HARDWARE AND METAL

All progressive dealers now
find it advantageous to stock

Gilbertson's "COMET" Galvanized Sheets and Galvanized Canada Plates. Quality and price right.

W. GILBERTSON & CO., Limited,
near Swansea Eng. Makers.
ALEXANDER GIBB, MONTREAL,
Canadian Representative.

The Grey and Bruce Portland Cement Company of Shallow Lake, Limited,

Manufacturers of
"Hercules" and "Lion" Brands
of

PORTLAND CEMENT

Unsurpassed for Sidewalks, Floors, and all
work requiring the Highest Grade
of Portland Cement.

HEAD OFFICE: OWEN SOUND.

TRADE WITH ENGLAND

Every Canadian who wishes to trade
successfully with the Old Country
should read

"Commercial Intelligence"

(The address is 168 Fleet St.,
London, England.)

The cost is only 6c. per week. (Annual
subscription, including postage, \$1.80.)
Moreover, regular subscribers are allowed
to advertise without charge in the paper.
See the rules.

Buy the Best.



HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers



TO THE RETAIL TRADE

We desire to announce that we are filling many delayed
orders on our "TARBOX SELF WRINGING MOP," to the
jobbers at all points from St. John, N.B., to Vancouver, B.C.

And we especially desire to intimate that every Mop is fully equal to any we
have ever put out. When you find our name, which appears plainly stamped
on all of our make, it is a guarantee that the Mop is fitted with a full weight
Cloth, one that is sufficiently "stocky" to be of practical use. We can
supply an inferior Mop Cloth at \$1.50 less per gross than our regular standard
Cloth; but we do not AND WILL NOT fit our Mops with them. When
you get an inferior Mop look for the maker's name.

TARBOX BROS., Toronto, Canada.

DODGE

Dodge Wood Split Pulleys
and Dodge High-Grade Steel
Shafting are carried in stock by many dealers
who find them excellent money-makers.

We carry the largest stock of high-grade steel shafting in Canada. We have
on hand at all times over 200 tons of shafting ranging from 1/2 in. to 8 in. in diameter
and 16, 18 and 20 feet in length and can fill immediately all shafting orders sent us.

Besides that, we have the facilities for rushing special orders according to
specifications.

Dealers throughout the Dominion will find it profitable to push the shafting
business. We guarantee absolutely satisfactory execution of all orders, prompt
deliveries and the lowest prices.

Place your order to-day.

The Dodge Mfg. Co. of Toronto, Limited

TORONTO, ONT.



CANADA PERMANENT MORTGAGE CORPORATION

HEAD OFFICE

TORONTO STREET—TORONTO

By an Act of the Parliament of Canada passed at the present session, the name of The Canada Permanent and Western Canada Mortgage Corporation has been changed to Canada Permanent Mortgage Corporation.

J. HERBERT MASON,
Managing Director.

Money

CAN BE SAVED BY MEANS
OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE
SUCH A POLICY WHILE YOU
ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the
New Accumulation Endowment Policy
sent on application.

Confederation Life ASSOCIATION.

W. H. BEATTY, PRESIDENT.

W. C. MACDONALD,
ACTUARY.

J. K. MACDONALD,
MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

The Bank of Toronto.

(Incorporated 1855.)

Head Office: - TORONTO, ONTARIO.

Paid-up Capital, \$ 2,800,000.

Reserve Fund, \$ 2,900,000.

Total Assets, \$24,000,000.

The accounts of Merchants and Manufacturers
are cordially invited.

BUSINESS ACCOUNTS opened on favorable terms.

SAVINGS ACCOUNTS { for your spare money. Interest paid
on these compounded twice a year.

DRAFTS SOLD for use anywhere in North America or Europe.

LETTERS OF CREDIT ISSUED { Cash Credits for convenience
of Travellers in Europe. Time
Credits for Importers.

At any of our Offices you will receive courteous treatment and our best services.

THE CANADIAN BANK OF COMMERCE.

Paid-up Capital, - - - \$8,700,000

Rest, - - - - \$3,000,000

HEAD OFFICE: TORONTO, CANADA.

HON. GEO. A. COX, President. B. E. WALKER, General-Manager.

The offices of this Bank number 105, distributed as follows:

LONDON, ENG., 60 Lombard St., E.C., S. Cameron Alexander, Manager. NEW YORK, N.Y., 16 Exchange Place, Wm. Gray and H. B. Walker, Agents.

99 Branches throughout Canada, including the following:

MONTREAL, F. H. Mathewson, Manager. TORONTO, John C. Kemp, Manager. HALIFAX, H. N. Wallace, Manager. VANCOUVER, Wm. Murray, Manager. WINNIPEG, John Aird, Manager. OTTAWA, Robert Gill, Manager. ST. JOHN, N.B., J. G. Taylor, Manager. VICTORIA, Geo. Gillespie, Manager. DAWSON, D. A. Cameron, Manager. HAMILTON, D. B. Dewar, Manager.

5 Branches in the United States, including the principal cities of the Pacific Coast:

SAN FRANCISCO, CAL., Arch. Kains, Manager. SEATTLE, WASHINGTON, G. V. Holt, Manager. SKAGWAY, ALASKA, H. M. Lay, Manager. PORTLAND, OREGON, E. A. Wyld, Manager.

A General Banking Business Transacted.

Foreign Exchange Bought and Sold.

The distribution of its Canadian branches covering all the principal cities and towns throughout the Dominion, its own offices in England and the United States, and its correspondents in all parts of the world, enable The Canadian Bank of Commerce to offer unexcelled facilities to merchants, manufacturers and exporters for the transaction of their business.

SAVINGS

ACCOUNTS RECEIVED

3 1/2 %

ALLOWED

ON DAILY
BALANCE

DEBENTURES

ISSUED

4 %

INTEREST PAID

A TRUSTEE
INVESTMENT

CENTRAL
CANADA

Loan & Savings Co'y

26 KING ST. E., TORONTO.

THE PRUDENT BUSINESS MAN

will name as his executor a Trusts Corporation possessing a large Capital Stock, a Board of Directors of high standing and a trained staff of officers to ensure the efficient and economical administration of his affairs and comfort and happiness of his family.

THE TORONTO GENERAL TRUSTS CORPORATION,

59 YONGE STREET, TORONTO.

PAID UP CAPITAL - - - \$1,000,000.
RESERVE FUND - - - 290,000.

Booklet on application.

FINANCE AND INSURANCE

MANY are hoping that the bottom has been reached in the decline of values in the stock market. But it is even more difficult to determine where the bottom is than to fathom the deepest part of the ocean. However, values have reached a basis that strengthens the position of those who believe that bed rock has been touched. It is held by some that the recent failures in New York have tended to clear the atmosphere. Identified with one of the insolvent firms was one of the most expert market manipulators and the biggest single operator in the Street. Presumably, therefore, a great deal of the recent selling has been for the account of this operator and of the house with which he was associated—for with them a line of 100,000 shares would be as nothing. Whether or not all the “lame ducks” are removed remains to be seen.

* * *

THE New York Times, in a recent article on the situation on Wall street, says that it is a matter of no great moment that a few plungers and stock gamblers who, in the course of the transactions by which great combinations were organized, came into the possession of large quantities of common stock in payment for properties already abundantly paid for by bonds or preferred stock, should be compelled to throw the common stuff upon the market for what it will fetch. But when this process goes on day after day, with no evidence that the bottom will ever be reached, and when stocks which are not mere “water,” but represent solid value and demonstrated earning power, also go down with a run, and when the market is so shaken that the owner of securities who should be in need of money could not sell them save at a dreadful loss, there is manifestly some danger that disaster and failures may result. Financial disasters and failures, even when they occur through Wall street gambling, are not good things for the country. It is this aspect of the matter which makes the present proceedings in Wall street disquieting.

* * *

FIVE railroads in the United States have, so far as known, this year, borrowed money to the extent of \$86,500,000 in the aggregate. These railroads are: Lake Shore, Pennsylvania, Rock Island, Burlington, and Union Pacific. At the beginning of the new year the president of the New York Central railway expressed the opinion that one reason why the railroads of the country, during the year then to come, should be able to continue to earn fixed charges and dividends and to lay by a penny or two for a rainy day, was that the capitalization of the roads had been brought down to rock bottom by the reorganizations which followed the period of depression through which the country had then only just passed. Commenting upon the action of the railways in borrowing the money, The New York Times says: “To-day, after bond issues have followed bond issues, stock increases have come upon stock increases, capitalizations have for the moment, apparently reached, if not passed, the maximum,

which, in the opinion of many people, is conformable with a fairly healthy condition of the financial markets, and the railroads which a few years ago, on a rock bottom basis, saw no difficulties ahead, find it necessary to resort to the issue of notes in enormous quantities to finance either purchases of new lines, perhaps at still exaggerated valuations, or to make improvements which, in some cases, are probably imperative. In the private affairs of men it is not generally considered conduct worthy of approval if a man, already heavily in debt, assumes still greater liabilities for the sake of purchasing articles which he has been able to get along without, and there is no reason why different judgment should be rendered on corporations.”

* * *

OLD age is not always accompanied by decrepitude, particularly in commercial and financial institutions. One proof of this is The Royal Exchange Assurance, a fire insurance company. It is in its 183rd year, but is still expanding its business and earning good profits. The increase in business last year was £61,293. Its last dividend, which was recently paid, was 14 per cent., while the total funds of the company increased from £4,853,173 to £4,924,182.

* * *

A PROMINENT stock and grain firm in New York a few days ago issued a bulletin in regard to the stock market. It so well coincides with our own views that we reprint an extract from it. “While we see nothing in the general situation at the moment to warrant turning over to the bull side with the expectation of any general improvement or the development of an outburst of any real bull speculation, we realize that prices have had a big decline, and liquidation has been very extensive, (particularly among the big interests and pools, who have been the worst sufferers by the break,) and that the technical speculative position of the market is so much better as a consequence of this extensive liquidation and the creation of a fresh large short interest, that a good rally may now occur at any time. In other words, the technical speculative position is such at the moment that the chances are we will now have more of a two-sided market and that it will prove a good trading one to those who are satisfied with scalping operations for moderate profits.”

* * *

THE National banking system of the United States has been in existence 40 years. During that time 6,862 banks have been organized. Since the establishment of the system only 392 national banks have been placed in the hands of a receiver. This is 5.7 per cent. of the total number organized. Of the 392 banks that have been placed in the hands of receivers, a large number paid their depositors in full. The assets of the remainder average nearly 75 per cent. of their indebtedness. The chief need of the system at present is an extension of the banks' privilege of note-issue and some liberalization of the present provisions for the security of such issues. In other words, something more approximate to the Canadian banking system is needed.

FORTUNES THAT HAVE GONE.

LARGE interest after large interest has been compelled to let go part of its holdings (in the stock market) to protect the rest. There are signs that more than one large interest has had to let go everything. The small seller is cutting very little figure in the market. What is going on seems to be an elimination of the middle-class operator, leaving as the only sure survivors the dozen leading interests whose wealth, computed at \$50,000,000 and upwards, seems comparatively secure. Money making has been comparatively easy for the past five years. The present process is one tending to extinguish a large proportion of those who have become millionaires out of almost nothing since the great business revival of 1897. It seems almost incredible that one man, unheard of five years ago, should be able to make \$15,000,000 out of a single trade and should lose it all in general speculation within eighteen months. Yet such is believed to be the case. The times have gone hard with a Chicago millionaire crowd of recent creation who came East to teach New York how to do business. A large Pittsburg contingent, after struggling with the iron industry for many years, were made millionaires over night. They converted their money into paper, and the latter has been shrinking ever since.—New York News Bureau.

INSURANCE AGAINST STRIKES.

A COMPANY has been formed in Louisville, Ky., to underwrite strike insurance risks. No employer who is unfair to his employees will be knowingly accepted as a subscriber and policy-holder, nor will any such, if by any chance they do get in, be allowed to remain in after any unfair treatment of their employees shall become known to the attorney. The liability of subscribers as underwriters is carefully limited to a moderate amount. By the plan under which the business is conducted the expenses are strictly limited to a very moderate percentage of the premiums, so that by far the largest part of the fund derived from premiums will be available to pay losses. This class of insurance being entirely new, the result cannot be predicted with certainty, but it is considered highly probable that the funds derived from premiums will not only be sufficient to pay all expenses and losses, making it unnecessary to call upon subscribers for any part of their underwriting obligations, but that a considerable part of the premium fund will be left at the expiration of the policies, to be returned to the subscribers as profits.

The subscribers underwrite severally and jointly, so that no one of them can be held for the delinquency of any of

the others. Only persons, firms or corporations in high credit standing for character and pecuniary responsibility will be accepted as subscribing underwriters.

TAX ON LIFE INSURANCE.

THE Georgia Legislature is reported to have a bill before it proposing to assess a tax on each policyholder having life insurance that has a cash surrender value. This bill contemplates obliging all companies placing policies within the State to make a report to the comptroller-general of all such policies it has out, together with their cash value. In advocating this measure Representative Bell, who is the head of the movement, is reported as saying:

"Life insurance policies having a cash surrender value constitute a valuable asset, yet they are not returned for taxation. They cannot be reached in bankruptcy proceedings, though their holders can realize on them after the proceedings in bankruptcy have been dismissed. I consider that they are just as much property as are cash, stocks or bonds, and therefore they should be returned for taxation."

THE London Statist is of opinion that as the United States grows in wealth, the present movement for buying up the National securities of every kind will gain strength. Thirty years ago or so a very large part of the Government debt of the United States was held in Europe. Now the amount of the debt so held is hardly worth talking of. Ten years ago the amount of industrial securities of all kinds held in Europe was enormous. Now it has been immensely reduced. In ten years more the remnant that will still be held by Europe will, in all probability, be quite trifling.

BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, \$1,000,000.00.

TOTAL ASSETS, \$1,864,730.13.

LOSSES PAID SINCE ORGANIZATION, \$22,527,817.57.

HEAD OFFICE, - BRITISH AMERICA BUILDING,
Cor. Front and Scott Sts., Toronto.

GEO. A. COX, President.

J. J. KENNY, Vice-President.

P. H. SIMS, Secretary.

BONDS

PROTECTION PROGRESS PROSPERITY

We protect you and also save the employee from being under obligation to anyone.

Because we always lead and never follow.

On account of fair dealings with its patrons, so as to secure a continuance of their business.

The above refers to **THE DOMINION OF CANADA GUARANTEE AND ACCIDENT INSURANCE CO.**

Bonds issued on persons holding positions of trust. For rates and full particulars, apply.

J E ROBERTS, General Manager,
Cor. King and Yonge Sts - TORONTO

WESTERN ASSURANCE ... COMPANY.

Incorporated
1851

FIRE AND MARINE

Head Office	Capital	-	\$2,000,000.00
Toronto,	Assets, over	-	3,333,000.00
Ont.	Annual Income	-	3,536,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.

C. C. FOSTER, Secretary.

Window and Interior Displays

Timely Hints and Suggestions.

SEASONABLE GOODS.

WINDOW displays of hardware, attractively arranged, afford most valuable opportunities for publicity. Such articles of hardware as are sold only during certain seasons of the year should be pushed in their proper season by appropriate displays, but the great bulk of hardware stocks are in season twelve months in the year, and sales can at all times be augmented by attractive show windows. Novelties of all kinds make admirable centerpieces for hardware displays, but even the most common of tools may be so arranged that the window will be both striking and attractive.

DISPLAYING SMALL GOODS.

If the display consists entirely of tools and small articles, the back of the window should be raised higher than the front, say at an angle of about forty degrees, thus affording a background for the display. This method will make the window much more attractive than if merely the flat bed of the window is used. Of course, where large articles are displayed, this method will not be feasible, but the larger objects should be placed in the rear of the window, to form a background for smaller articles.

A carpenter shop complete in detail with benches and tools, and with shavings on the floor, makes a striking display for a hardware window. It can also be used to push the sale of a fire extinguisher, as its inflammable nature will impress itself upon the passer-by, and a short notice of the fire extinguisher which "protects the shop" will do the rest. Such a display is now to be seen in the window of a leading hardware store of Chicago, and its effect upon the public is remarkable. All who pass the window, whether directly interested in carpenters' tools or not, are attracted. Every householder is more or less directly interested in fire extinguishers, and the clever means by which they are brought to his attention is thoroughly appreciated.

SEASONABLE ARTICLES.

Lawn mowers, skates, stoves and other articles, the sale of which is governed by season, should be made the subjects of attractive windows that will appeal to the intending purchaser. When house cleaning time comes around it is time to display those articles which the housewife finds necessary during this trying season.

The use of price cards in hardware show windows will depend on the kind of customer it is desired to attract. If the window is to appeal to women, or shoppers in general, the price card is an absolute

necessity, but if it only appeals to the mechanic or contractor who knows how to make an intelligent selection of the article he desires, and is not to be drawn in by bargain prices, the price card is often superfluous. On high priced articles the price card may in many instances frighten away a prospective customer, who would buy if

A Window Display Competition.

HARDWARE AND METAL, for the encouragement of tasty window displays, has decided to open a competition for its subscribers. Prizes will be awarded for photos or drawings of window displays and accompanying descriptions of the same. The prizes will consist of:

First Prize	-	-	-	\$10
Second Prize	-	-	-	\$7
Third Prize	-	-	-	\$5

and \$2 for every picture and description which is considered worthy of publication.

The competition, which closes on Sept. 1, will admit of photographs, pen and ink or wash drawings, with good ideas counting more than the picture itself, although, of course, all pictures in order to receive a prize, must be of sufficient distinctness and good workmanship to admit of their publication.

There is no progressive merchant but has at least one window a month that is worthy of entering this competition, and the prizes are so arranged that, even if a window does not win the \$10, \$7 or \$5 prize, it may be awarded a \$2 prize, provided only that it is of sufficient merit to publish in the columns of this paper. This award will cover the cost of the photograph and there is no reason why any merchant should not obtain it. The number of photographs or drawings submitted by each store is not limited, nor is the number of \$2 prizes; a merchant may win a dozen if his pictures merit them.

Should any intending competitor not know how to take a window picture, this paper will be glad to furnish him with instructions. In general terms, it may be stated that the early morning, when the light is clear, when few people are abroad and when there is the least reflection, is the best time to photograph the display. A good photograph can also be taken at night by the aid of an electric or flash light.

Mark all manuscripts and photographs intended for this department with the words "Window Dressing Competition."

he knew the high grade of the article as well as its cost.

SHelf and Counter Displays.

On the shelves and counters of the store the same intelligent display of goods will prove profitable. Here again price cards are matters of personal opinion and discretion. One successful hardware dealer has solved this difficulty, to his own satisfaction, as follows:

"On such things as chafing dishes or other articles for which the demand depends largely on caprice, I put price cards, so that a customer can decide whether he

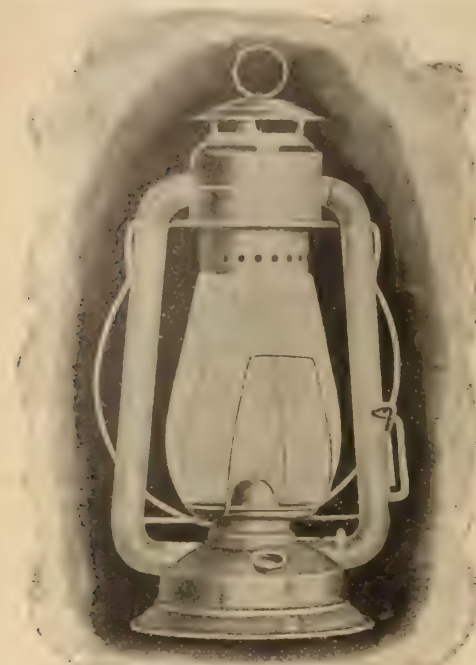
wants it or not without asking a clerk. Sometimes, attracted by the price, he will buy the article, although he did not come into the store with the intention of buying that particular thing. On the general run of our stock I do not display price cards, because the customer will not make a selection anyway without the aid of a clerk, and the clerk can tell him about the intrinsic value of the object at the same time that he gives him the price. Although we are always willing to quote prices, we do not care to put them into the hands of any unscrupulous competitor who may use them to our disadvantage. The use of price cards with only our private marks upon them obviates this, without in the least interfering with our business."

DISPLAY OF TRAPS.

The talisman by which the up-to-date, live merchant draws his transient trade is the show window. Some stores we see, if they have a show window, use it as a catch-all for any old thing; just so it is in hardware—they do not seem to think it of any moment that kindred articles be placed in the show window, but will drop a pair of skates alongside of a scythe, a corn knife next to a pair of ice creepers, and not infrequently a show window is allowed to remain not only weeks, but actually months, without making any change whatever. The consequence is that passers-by come to consider the window as an ancient landmark and cease to be aware of its existence. It happens to be my good fortune to call upon one of those live, wide-awake merchants who knows what a show window is for. On one Friday the clerks were dressing his corner window. It happened to be trap week; pyramids of traps—2-0, 3-0, 4-0 and 5-0 choker mouse, out-o'-sights, "E. Z. Ketch," "Rex," "Catch 'Em Alive," and, in fact, every kind of a trap this dealer carried was stacked in the window. The question, "Don't you put anything but traps in the window?" brought the reply, "No, indeed; we want them to think of traps; we have tried it before, and one after another will come in with some remark such as 'That window of yours just reminds me about a trap, and my wife has been scolding me for a week about forgetting it'; and I always fill my window with a single line or kindred lines. If tools, I use planes, draw-knives, spoke-shaves or hatchets and hammers, and put in the window such a quantity as will impress the passer-by with that particular article."

—Merchants' Record.

Standard Light Producers.



"Banner" Cold
Blast Lanterns

"Climax" Safety
Lanterns

"Banner Junior"
Brass Lanterns.

"Little Bobs"
Tin and Brass
Lanterns.

- Best Material.
- Superior Work-
manship.
- The result of
twenty years'
experience.

For sale by all prominent hardware and
lamp goods dealers.

ONTARIO LANTERN CO, - Hamilton, Ont.

WALTER GROSE, Selling Agent, MONTREAL.

Our Thanks

are due to the Hardware Trade of Ontario for the
cordial reception given us on every hand on our
appearance as Wholesale Jobbers.

Our business has exceeded our most sanguine
expectations and for this we are grateful.

We shall continue to serve our customers to the
utmost of our ability, and having an intimate know-
ledge of both the wholesale and retail hardware
trade, we have good reason to look forward to steady,
permanent growth. Our effort to give every ac-
count close personal attention has met with much
favor. We fill orders with great care and ship
promptly—a fact our customers appreciate.

We hope to make many new friends with every
visit of our representatives, and when once we secure
a customer we will endeavor to retain his confidence
and patronage.

Special Attention Given to LETTER and TELEPHONE ORDERS.

THE KENNEDY HARDWARE CO.

LIMITED

49 Colborne St., TORONTO.

STRICTLY WHOLESALE.



*Returned
Aug 7/13*

"PANDORA" RANGE.

Entirely new. Made in all styles and sizes.

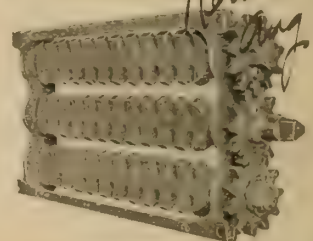
Fitted with triple, triangular grates which wear well, work
easily and are so easily removed that a boy can perform the
operation.

Has enamelled steel reservoir finished with a pure white
inside.

High shelf and warming closet are made of sheet steel.
Oven is large, ventilated,
fitted with thermometer and
is a perfect baker.

Has extra heavy body and
leg base, and rich nickel trim-
mings.

ADVERTISING
MATTER FREE.



GRATES.

The McClary Manufacturing Co.,

London, Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B.

"EVERYTHING FOR THE TINSHOP."

HARDWARE AND METAL

President:

JOHN BAYNE MACLEAN,

Montreal.

The MacLean Publishing Co. Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES,

MONTREAL	- - -	232 McGill Street. Telephone 1255.
TORONTO	- - -	10 Front Street East. Telephones 2701 and 2702.
LONDON, ENG.	- - -	109 Fleet Street, E.C.
MANCHESTER, ENG.	- - -	18 St. Ann Street. H. S. Ashburner.
LONDON, ONT.	- - -	Hiscox Building. Walter H. Lindsay.
ST. JOHN, N.B.	- - -	No. 3 Market Wharf. J. Hunter White.
NEW YORK	-	Room 1241 New York Life Bldg. W. T. Robson.
WINNIPEG, MAN.	-	377 Cumberland Ave. D. J. Benham.

Subscription, Canada and United States, \$2.00.
Great Britain and elsewhere - - - 12s

Published every Saturday.

Cable Address { Adscript, London;
Adscript, Canada.

AN IDLE THREAT.

NO alarm need be created in Canada by the latest effusion of our friend Andrew Carnegie. He is reported as threatening that, unless the United States is included in the proposed preferential trading scheme for the British Empire, that country will retaliate by denying Canadian shippers the bonding privileges now accorded to them. The threat is an idle one. In the first place, it may be doubted whether either Andrew Carnegie or The New York Sun has any right to speak for the American people. It is impossible to believe that they represent the sane judgment of the American people or government. As a nation, our southern neighbors have never been noted for the modesty of their demands; but Andrew Carnegie's proposal is so ridiculous that it is scarcely credible than even he himself takes it seriously.

The United States is not likely to withdraw the bonding privileges which we now enjoy, for the good and sufficient reason that those privileges are reciprocal, and the American shipper reaps as much benefit from them as does the Canadian.

The American is guided in business matters by business principles, and he is not likely to favor any such foolish scheme of retaliation when nothing is to be gained by it.

Moreover, if the American people ever learn by experience, they must realize now that neither Great Britain nor Canada is apt to be influenced by threats. To the voice of reason they are always ready to lend an ear, especially when American wishes are concerned; but to the threats of belligerent neighbors an absolutely deaf ear will be turned. Canada is not now to be coerced by threats, and the experience of the last few years should make that fact perfectly clear to the American government. There was a time not many years ago when we were anxious for reciprocity on almost any terms save annexation, when we humbled ourselves before our American neighbors, who learned to despise us because of our importunate pleadings. We asked for reciprocity, and the McKinley and Dingley tariffs were our answers—answers deliberately and avowedly intended to force us into the American union.

Undoubtedly those tariffs were a severe blow to our interests, and many Canadians were almost in despair. A few were found to advocate surrender to the demands of our overbearing neighbor, but the wiser counsels of the great majority prevailed. Shut out from the United States markets, our shippers sought an outlet for Canadian products elsewhere. Unexpected success attended their efforts, and Americans have been surprised to find that our industries are able, not only to exist, but to prosper when shut out from the United States markets.

Canada is stronger to-day commercially because 10 or 12 years ago she was thrown upon her own resources and forced to be independent of her powerful neighbor. To-day we find conditions reversed, and it is now the United States that is seeking the advantages of reciprocity. It is now Miss Canada who must be wooed; it is no longer modest coy Uncle Sam.

Threats and attempted coercion, McKinley and Dingley tariffs utterly failed

of their object, and, remembering how fruitless these attempts have been, it may well be doubted whether the astute American Government will attempt any such hopeless task as the direction by means of threats of the fiscal policy of the British Empire. We do not imagine for one moment that any such foolish attempt will be made. But should our bonding privileges be withdrawn, Canadian sentiment will tolerate no surrender. As before, we must learn to be independent of our powerful neighbor.

Andrew Carnegie shows a strange and inexcusable ignorance of our climatic conditions when he contemplates with ill-concealed glee our complete isolation from European markets during several months of the year. Worse things might happen to us than to be thrown upon the resources of our own ports and shipping. There could be only one result; once again we would show to our American neighbors our ability to prosper independent of their favors. A strong national spirit in Canada is our best guarantee that the threat will not be carried into execution.

EFFECTIVE STRIKING.

STRIKE when the iron is hot. It is profitable. Do not strike in order to enforce arbitrary demands. It is unprofitable. The men who, as employers or employes, are successful, are those who are energetic, honest and ready at all times to grasp opportunities when they come to them. Men of this kind are those who employ their minds, who think, who read.

Mere machines are not thinkers; they are operated by thinkers. That is the reason that in the factory, in the warehouse and in the store there is a scarcity of men who think. Not about their grievances. There are too many of these, employers as well as employes. But men who can develop ideas and put them into practical operation. These are the men who fertilize trade and cause it to bud and blossom and bring forth fruit.

Be energetic, honest, and strike when the iron is hot. If you are in a dull town the heavier you strike the more attention will the sparks attract.

TECHNICAL EDUCATION IN GERMANY—ITS LESSON.

GERMANY is, par excellence, the land of paternal Government, of state-owned and operated railways, of universal and compulsory military service, of compulsory industrial insurance, of protective tariffs and export bounties. Its government, in form an autocracy, is in substance a bureaucracy, and with the omnivorousness characteristic of the bureaucracy it has arrogated to itself many functions which we, with our *laissez faire* doctrines, have left to individual initiative.

We, with our inherited traditions of individual liberty and jealousy of governmental interference, have been perhaps too ready to agree to the proposition that the best government governs least and to regard with a supercilious compassion our over-governed cousins in Germany.

In the matter of education, the contrast between our system and that of the Germans is clearly marked. Our system provides for primary, secondary and university education, and that, so far, we are not inferior to the Germans is proved by the fact that our graduates who attend the German research, or, rather, investigation schools are in every respect on a par with their German confreres.

The Germans also have their primary schools, gymnasiums and universities corresponding to our public schools, high schools and universities, but they have built up alongside these a system of industrial and technical education which has wrought wonders in the industrial life of Germany and become the envy and model of the rest of the world.

Ernest L. Harris, U. S. commercial agent at Eibenstock, Saxony, in a recent report to the U. S. Bureau of Commerce and Labor, gives some interesting information as to the status and growth of industrial schools in Germany, with particular reference to his own district, Saxony.

With a population of slightly over 4,000,000, Saxony has 287 industrial schools, or one for every 14,641 inhabitants. These schools are divided, reversing the order of the report, into (I) industrial primary or continuation schools; (II) industrial schools

for women, girls and children; (III) industrial schools for drawing and painting; (IV) special industrial schools, and (V) advanced industrial schools.

The first class, of which there are 44 in Saxony, are designed to give boys and girls who have completed the public school course a chance to prepare themselves in a general way for some trade or particular branch of industry without the express intention of following the same.

The second and third classes afford general industrial education to women and children, and instruction in painting and industrial design for the artistic textile industries of the kingdom. There are 53 schools in these classes.

The fourth class, special industrial schools, numbers 150 and is most important, training young men to become expert workmen in some 28 different trades, such as architects, barbers, tinmen, brewers, woodcarvers, tailors, lace-makers, watchmakers, etc. The curriculum of the tin and metal includes arithmetic, drawing, physics, bookkeeping, geometry, sketching, mechanics, correspondence, German, modeling, chemistry, besides requiring the student to devote 28 hours each week to practical work in the tin and metal workshops of the school and city.

The advanced industrial schools, of which there are 12 in Saxony, are typified by one at Chemnitz, which is divided into five minor schools, known as (I) industrial academy, (II) architecture, (III) machine construction, (IV) dyeing, and (V) industrial drawing departments. The same standard is required for entrance on these schools as entrance to the universities, with the addition of two years' practical experience in the branch it is proposed to pursue, and the usual length of the course is four years.

These are the schools which have given the Germans the mastery in scientific industry. The term industrial school or technical school gives a wrong impression. They are practically technical universities in which workshop practice is given a large place, and in which speciali-

zation has been carried into every branch. The School of Practical Science in Toronto, the School of Mines in Kingston and the Faculty of Applied Science at McGill in certain lines are performing similar work, but the Germans have provided for every industry in their schools of science, and the Government has found money thus spent to be a most profitable investment. The lower industrial schools, which correspond to the manual training schools now being experimented with in Canada, produce a gratifying skill and dexterity on the part of the workmen, but it is in the trained scientific minds of the graduates of her advanced industrial schools that the secret of Germany's industrial advancement lies.

If the German student has a motto it is "thorough." The secret of their industrial success was found in the bottom of a laboratory crucible. Three years in the primary school, nine in the gymnasium, two years in the workshop and four in the advanced industrial school are required to turn out the German industrial scientist. There are no short cuts.

Manual training schools, drawing classes, popular science lectures, have their place. They produce bright, intelligent workmen. But do not expect too much. The industrial scientist is made, not born. And it takes time to make him. The lesson that Germany teaches is that future industrial success depends upon the application of trained scientific minds to the industrial problems of the day, and the assistance of trained hands in subordination to the directing mind.

MARITIME BOARD OF TRADE.

THE annual meeting of the Maritime Board of Trade will be held in Charlottetown, P.E.I., on August 19. As its name implies, the Board is composed of the representatives from local boards of trade in the three provinces, New Brunswick, Nova Scotia, and Prince Edward Island. Those which annually attend its meetings are representatives of the best business interests of the three provinces.

The Board is not, of course, a legislative one, but it is none the less an impor-

tant and influential institution, and its opinions are respected by the politicians, not only in the Maritime Provinces, but at Ottawa as well.

The members of the Board of Trade, who year after year meet and deliberate upon matters appertaining to the welfare of the commercial interests of the Maritime Provinces, deserve the highest encouragement from the business men in that part of the Dominion. While the Board of Trade receives a great deal of encouragement, it should receive still more; and it is to be hoped that the business men in the Maritime Provinces will take even more interest in its proceedings than they even have hitherto.

There are towns in the Maritime Provinces which are still without local boards of trade, and it is to be hoped that while the existing boards will become even more successful than they have in the past, those towns which are without boards will, during the ensuing year, organize and affiliate with the central organization—one of the most important organizations of business men in the Dominion.

WIRE RODS.

ENGLISH manufacturers are making a strong bid for the Canadian wire rod trade. The Germans have practically withdrawn, surrendering the market to the Americans.

The English manufacturers are not content to stand idle by and see the Americans monopolize the trade. Consequently, as HARDWARE AND METAL is informed, rods are being offered on the Montreal market at £5 17s. 6d., which is somewhat lower than the price offered by American mills. At least one Montreal firm having a wire rod agency is selling at this figure.

The Americans may be expected to meet this cut and interesting developments may be looked for.

THE BEST ADVERTISING TEACHERS

HARDWARE AND METAL is frequently in receipt of inquiries from merchants asking for advice in regard to this or that school of advertising. The best school for advertising is experience.

By watching and studying advertisements in all classes of newspapers and devising schemes and developing ideas of his own, any intelligent merchant can in time become fairly proficient in preparing copy for his advertisements.

Advertising schools in some instances may be of some help, but as a rule they are not to be recommended for supplying what experience only can attain. Successful advertising writing is something more than theory; it is a practical matter.

He who would be a successful advertisement writer should not only endeavor to be original, but should make a close study of good trade and general advertising journals. They are the best text books. They are the best teachers.

BUILDING SUPPLIES.

Strikes and labor disputes have interrupted building operations in Montreal, as in other Canadian cities, but for the present, at all events, these troubles are settled and business is in a more satisfactory condition. In conversation with a member of the staff of Alexander Bremner, of 50 Bleury street, Montreal, HARDWARE AND METAL learned that, in spite of these unfortunate disputes, there has been a very considerable trade this season in builders' and contractors' supplies. Some of the smaller buildings will probably be delayed until next year, but there is now a steady demand for supplies for those larger structures which are given precedence by the contractors. Our informant attributed the excellent trade which his firm is doing partly to the fact that the stock is always well kept up and prices are reasonable. Certain it is that the volume of business done by this firm is rapidly increasing.

Mr. Bremner has been established in business since 1877, and hence is well known among the Montreal building trade. The stock consists chiefly of imports, but some manufacturing is done, bakers' patent plaster board being one of the manufactured specialties. With builders' and contractors' general supplies this firm is always well stocked, and customers can rely upon securing on very short notice any quantity of sewer pipes, Portland cement, and calcined plaster. Special attention is paid to the stock of mortar stains. The stock of fire bricks, fire clay, etc., is large, and orders for them will receive the prompt attention of the efficient staff in the employ of Mr. Bremner.

NEW SCREW LIST.

The following new list on screws has been issued to the jobbers. The changes are more on the small sizes than on the large:

IRON WOOD SCREWS

List of August 1st, 1903.								Price per Gross.							
$\frac{1}{8}$ in.	$\frac{1}{4}$ in.	$\frac{3}{8}$ in.	$\frac{1}{2}$ in.	$\frac{5}{8}$ in.	$\frac{3}{4}$ in.	$\frac{7}{8}$ in.	1 in.	No. 8	No. 8	No. 8	No. 8	No. 8	No. 8	No. 8	No. 8
0.72	0.72	1.72	1.72	2.72	2.72	2.72	2.72	2.74	3.80						
1.72	1.72	2.72	2.72	3.72	3.72	4.72	4.72	3.78	4.84						
2.72	2.72	3.72	3.72	4.72	4.72	5.72	5.72	4.82	5.87						
3.72	3.72	4.72	4.72	5.72	5.72	6.72	6.72	5.85	6.92						
4.72	4.72	5.72	5.72	6.72	6.72	7.72	7.72	6.85	7.98						
	5.75	6.80	6.82	7.80	7.80	8.85	8.85	7.94	8.105						
	6.78	7.84	7.86	8.85	8.85	9.98	9.98	8.100	9.110						
	7.82	8.90	8.92	9.100	9.100	10.110	10.110	9.105	10.130						
1 $\frac{1}{8}$ in.	8.85	9.96	9.98	10.110	10.110	11.115	11.115	10.115	11.130						
No. 8	9.94	10.105	10.107	11.115	11.115	12.125	12.125	11.125	12.140						
3.88		11.110	11.112	12.125	12.125	13.135	13.135	12.135	13.160						
4.92	1 $\frac{1}{4}$ in.	12.120	12.120	13.135	13.135	14.145	14.145	13.145	14.170						
5.98	No. 8		13.125	14.140	14.140	15.155	15.155	14.155	15.180						
6.105	3.98	1 $\frac{1}{2}$ in.	14.130	15.145	15.145	16.160	16.160	15.160	16.185						
7.110	4.105	No. 8		16.180	16.180	17.190	17.190	16.190	17.220						
8.115	5.110	2 in.													
9.120	6.115	6.135	No. 8	2 $\frac{1}{2}$ in.	2 $\frac{1}{2}$ in.										
10.130	7.120	7.145	5.145	No. 8	No. 8										
11.140	8.130	8.155	6.155	5.155	5.155	6.160	6.160	5.160	6.185						
12.155	9.135	9.155	7.155	6.160	6.160	7.170	7.170	6.170	7.200						
13.170	10.140	10.160	8.160	7.170	7.170	8.180	8.180	7.180	8.210						
14.190	11.150	11.170	9.170	8.180	8.180	9.190	9.190	8.190	9.220						
15.215	12.165	12.180	10.175	9.185	9.185	10.195	10.195	9.195	10.225						
16.250	13.180	13.200	11.185	10.195	10.195	11.205	11.205	10.205	11.235						
17.275	14.200	14.225	12.200	11.205	11.205	12.215	12.215	11.215	12.245						
18.330	15.235	15.260	13.220	12.220	12.220	13.230	13.230	12.230	13.260						
20.400	16.280	16.290	14.245	13.235	13.235	14.245	14.245	13.245	14.275						
22.480	17.320	17.350	15.275	14.265	14.265	15.275	15.275	14.275	15.305						
24.540	18.380	18.400	16.310	15.310	15.310	16.320	16.320	15.320	16.350						
	20.430	20.450	17.370	16.350	16.350	17.385	17.385	16.385	17.415						
	22.510	22.520	18.420	17.385	17.385	18.435	18.435	17.435	18.465						
	24.590	24.600	20.480	18.455	18.455	20.495	20.495	18.495	20.525						
			22.550	20.530	20.530	22.565	22.565	20.565	22.595						
			24.640	22.610	22.610	24.655	24.655	22.655	24.685						
				24.690	24.690										
3 in.	3 $\frac{1}{4}$ in.	4 in.													
No. 8	No. 8	No. 8	No. 8	No. 8	No. 8	No. 8	No. 8	No. 8	No. 8						
6.255	8.390	8.490													
7.300	9.400	9.510	4 $\frac{1}{2}$ in.	5 in.	6 in.										
8.305	10.410	10.520	No. 8	No. 8	No. 8										
9.310	11.420	11.530	12.700	12.810	12.920										
10.315	12.430	12.540	13.720	13.830	13.940										
11.320	13.440	13.550	14.740	14.850	14.960										
12.330	14.450	14.560	15.765	15.875	15.985										
13.340	15.475	15.580	16.815	16.920	17.030										
14.350	16.495	16.600	17.860	17.965	18.075										
15.360	17.510	17.615	18.915	19.020	19.130										
16.370	18.525	18.630	19.965	20.070	20.180										
17.380	19.540	19.645	21.020	21.125	21.235										
18.390	20.555	20.660	22.075	22.180	22.290										
19.400	21.570	21.675	23.130	23.235	23.345										
20.410	22.585	22.690	24.185	24.290	24.400										
21.420	23.600	23.705	25.240	25.345	25.455										
22.430	24.615	24.720	26.295	26.400	26.510										
23.440	25.630	25.735	27.350	27.455	27.565										
24.450	26.645	26.750	28.405	28.510	28.620										
25.460	27.660	27.765	29.460	29.565	29.675										
26.470	28.675	28.780	30.515	30.620	30.730										
27.480	29.690	29.795	31.570	31.675	31.785										
28.490	30.705	30.810	32.625	32.730	32.840										
29.500	31.720	31.825	33.680	33.785	33.895										
30.510	32.735	32.840	34.735	34.840	34.950										

BRASS WOOD SCREWS.

List of August 1, 1903.										Price per Gross.									
$\frac{1}{8}$ in.		$\frac{1}{4}$ in.		$\frac{3}{8}$ in.		$\frac{1}{2}$ in.		$\frac{5}{8}$ in.		$\frac{3}{4}$ in.		$\frac{7}{8}$ in.		1 in.					
No.	8	No.	8	No.	8	No.	8	No.	8	No.	8	No.	8	No.	8				
084	0	...	.84	1	...	.92	2	...	1.00	2	...	1.12	3	...	1.18		
184	1	...	.87	2	...	.96	3	...	1.08	3	...	1.18	4	...	1.25		
288	2	...	.92	3	...	1.02	4	...	1.15	4	...	1.25	5	...	1.30		
392	3	...	.97	4	...	1.08	5	...	1.30	5	...	1.35	6	...	1.40		
497	4	...	1.04	5	...	1.20	6	...	1.40	6	...	1.55	7	...	1.60		
			5	...	1.12	6	...	1.30	7	...	1.60	7	...	1.75	8	...	1.85		
			6	...	1.20	7	...	1.45	8	...	1.85	8	...	2.00	9	...	2.10		
			7	...	1.35	8	...	1.65	9	...	2.10	9	...	2.30	10	...	2.40		
			8	...	1.50	9	...	1.90	10	...	2.40	10	...	2.65	11	...	2.85		
			9	...	1.75	10	...	2.15	11	...	2.65	11	...	3.00	12	...	3.35		
			10	...	2.00	11	...	2.45	12	...	3.00	12	...	3.35	13	...	3.70		
			11	...	2.25	12	...	2.70	13	...	3.35	13	...	3.70	14	...	4.05		
			12	...	2.50	13	...	3.00	14	...	3.70	14	...	4.05	15	...	4.40		
			13	...	2.75	14	...	3.25	15	...	3.95	15	...	4.40	16	...	4.75		
			14	...	3.00	15	...	3.50	16	...	4.25	16	...	4.75					
			15	...	3.25	16	...	3.75	17	...	4.50	17	...	5.05					
			16	...	3.50	17	...	4.00	18	...	4.75	18	...	5.35					
			17	...	3.75	18	...	4.25	19	...	5.00	19	...	5.65					
			18	...	4.00	19	...	4.50	20	...	5.25	20	...	5.95					
			19	...	4.25	20	...	4.75	21	...	5.50	21	...	6.25					
			20	...	4.50	21	...	5.00	22	...	5.75	22	...	6.55					
			21	...	4.75	22	...	5.25	23	...	6.00	23	...	6.85					
			22	...	5.00	23	...	5.50	24	...	6.25	24	...	7.15					
			23	...	5.25	24	...	5.75	25	...	6.50	25	...	7.45					
			24	...	5.50	25	...	6.00	26	...	6.75	26	...	7.75					
			25	...	5.75	26	...	6.25	27	...	7.00	27	...	8.05					
			26	...	6.00	27	...	6.50	28	...	7.25	28	...	8.35					
			27	...	6.25	28	...	6.75	29	...	7.50	29	...	8.65					
			28	...	6.50	29	...	7.00	30	...	7.75	30	...	8.95					
			29	...	6.75	30	...	7.25	31	...	8.00	31	...	9.25					
			30	...	7.00	31	...	7.50	32	...	8.25	32	...	9.55					
			31	...	7.25	32	...	7.75	33	...	8.50	33	...	9.85					
			32	...	7.50	33	...	8.00	34	...	8.75	34	...	10.15					
			33	...	7.75	34	...	8.25	35	...	9.00	35	...	10.45					
			34	...	8.00	35	...	8.50	36	...	9.25	36	...	10.75					
			35	...	8.25	36	...	8.75	37	...	9.50	37	...	11.05					
			36	...	8.50	37	...	9.00	38	...	9.75	38	...	11.35					
			37	...	8.75	38	...	9.25	39	...	10.00	39	...	11.65					
			38	...	9.00	39	...	9.50	40	...	10.25	40	...	11.95					
			39	...	9.25	40	...	9.75	41	...	10.50	41	...	12.25					
			40	...	9.50	41	...	10.00	42	...	10.75	42	...	12.55					
			41	...	9.75	42	...	10.25	43	...	11.00	43	...	12.85					
			42	...	10.00	43	...	10.50	44	...	11.25	44	...	13.15					
			43	...	10.25	44	...	10.75	45	...	11.50	45	...	13.45					
			44	...	10.50	45	...	11.00	46	...	11.75	46	...	13.75					
			45	...	10.75	46	...	11.25	47	...	12.00	47	...	14.05					
			46	...	11.00	47	...	11.50	48	...	12.25	48	...	14.35					
			47	...	11.25	48	...	11.75	49	...	12.50	49	...	14.65					
			48	...	11.50	49	...	12.00	50	...	12.75	50	...	14.95					
			49	...	11.75	50	...	12.25	51	...	13.00	51	...	15.25					
			50	...	12.00	51	...	12.50	52	...	13.25	52	...	15.55					
			51	...	12.25	52	...	12.75	53	...	13.50	53	...	15.85					
			52	...	12.50	53	...	13.00	54	...	13.75	54	...	16.15					
			53	...	12.75	54	...	13.25	55	...	14.00	55	...	16.45					
			54	...	13.00	55	...	13.50	56	...	14.25	56	...	16.75					
			55	...	13.25	56	...	13.75	57	...	14.50	57	...	17.05					
			56	...	13.50	57	...	14.00	58	...	14.75	58	...	17.35					
			57	...	13.75	58	...	14.25	59	...	15.00	59	...	17.65					
			58	...	14.00	59	...	14.50	60	...	15.25	60	...	17.95					
			59	...	14.25	60	...	14.75	61	...	15.50	61	...	18.25					
			60	...	14.50	61	...	15.00	62	...	15.75	62	...	18.55					
			61	...	14.75	62	...	15.25	63	...	16.00	63	...	18.85					
			62	...	15.00	63	...	15.50	64	...	16.25	64	...	19.15					
			63	...	15.25	64	...	15.75	65	...	16.50	65	...	19.45					
			64	...	15.50	65	...	16.00	66	...	16.75	66	...	19.75					
			65	...	15.75	66	...	16.25	67	...	17.00	67	...	20.05					
			66	...	16.00	67	...	16.50	68	...	17.25	68	...	20.35					
			67	...	16.25	68	...	16.75	69	...	17.50	69	...	20.65					
			68	...	16.50	69	...	17.00	70	...	17.75	70	...	20.95					
			69	...	16.75	70	...	17.25	71	...	18.00	71	...	21.25					
			70	...	17.00	71	...	17.50	72	...	18.25	72	...	21.55					
			71	...	17.25	72	...	17.75	73	...	18.50	73	...	21.85					
			72	...	17.50	73	...	18.00	74	...	18.75	74	...	22.15					
			73	...	17.75	74	...	18.25	75	...	19.00	75	...	22.45					
			74	...	18.00	75	...	18.50	76	...	19.25	76	...	22.75					
			75	...	18.25	76	...	18.75	77	...	19.50	77	...	23.05					
			76	...	18.50	77	...	19.00	78	...	19.75	78	...	23.35					
			77	...	18.75	78	...	19.25	79	...	20.00	79	...	23.65					
			78	...	19.00	79	...	19.50	80	...	20.25	80	...	23.95					
			79	...	19.25	80	...	19.75	81	...	20.50	81	...	24.25					
			80	...	19.50	81	...	20.00	82	...	20.75	82	...	24.55					
			81	...	19.75	82	...	20.25	83	...	21.00	83	...	24.85					
			82	...	20.00	83	...	20.50	84	...	21.25	84	...	25.15					
			83	...	20.25	84	...	20.75	85	...	21.50	85	...	25.45					
			84	...	20.50	85	...	21.00	86	...	21.75	86	...	25.75					
			85	...	20.75	86	...	21.25	87	...	22.00	87	...	26.05					
			86	...	21.00	87	...	21.50	88	...	22.25	88	...	26.35					
			87	...	21.25	88	...	21.75	89	...	22.50	89	...	26.65					
			88	...	21.50	89	...	22.00	90	...	22.75	90	...	26.95					
			89	...	21.75	90	...	22.25	91	...	23.00	91	...	27.25					
			90	...	22.00	91	...	22.50	92	...	23.25	92	...	27.55					
			91	...	22.25	92	...	22.75	93	...	23.50	93	...	27.85					
			92	...	22.50	93	...	23.00	94	...	23.75	94	...	28.15					
			93	...	22.75	94	...	23.25	95	...	24.00	95	...	28.45					
			94	...	23.00	95	...	23.50	96	...	24.25	96	...	28.75					
			95	...	23.25	96	...	23.75	97	...	24.50	97	...	29.05					
			96	...	23.50	97	...	24.00	98	...	24.75	98	...	29.35					
			97	...	23.75	98	...	24.25	99	...	25.00	99	...	29.65					
			98	...	24.00	99	...	24.50	100	...	25.25	100	...	29.95					
			99	...	24.25	100	...	24.75	101	...	25.50	101	...	30.25					
			100	...	24.50	101	...	25.00	102	...	25.75	102	...	30.55					
			101	...	24.75	102	...	25.25	103	...	26.00	103	...	30.85					
			102	...	25.00	103	...	25.50	104	...	26.25	104	...	31.15					
			103	...	25.25	104	...	25.75	105	...	26.50	105	...	31.45					
			104	...	25.50	105	...	26.00	106	...</									

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

HARDWARE.

Montreal, August 7, 1903.

EXCEPT for the new list on screws showing an advance of an average of about 50 per cent., there has been nothing of special interest in the local hardware market. Trade is very good. Sleighbells, skates and other winter goods have commenced to move, and the demand for the smaller goods in guns and ammunition, such as gun parts, canvas goods, etc., and the various sorting lines has begun earlier than usual.

BARB WIRE. Trade is still quiet and there is no change in the price to report. We quote: \$2.80 per 100 lb. f.o.b. Montreal, and \$2.55 f.o.b. Cleveland. Carlots of 15 tons, \$2.45 f.o.b. Cleveland.

GALVANIZED WIRE.—The demand has not improved and but a small amount of business is doing. We quote as follows: No. 5, \$3.70; No. 6, 7 and 8, \$3.15; No. 9, \$2.55; No. 10, \$3.20; No. 11, \$3.25; No. 12, \$2.65; No. 13, \$2.75; No. 14, \$3.75. In carlots, f.o.b. Cleveland: No. 5, \$2.20; Nos. 6, 7, 8 and 9, \$2.15; No. 10, \$2.20; No. 11, \$2.25; No. 12, \$2.30; No. 13, \$2.40; No. 14, \$2.50. In less than carlots, 12½c. per 100 lb. extra is charged.

SMOOTH STEEL WIRE. The demand for this is not large and trade is quiet under unchanged prices. We quote: Bright and annealed, \$2.50 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c; tinned wire, \$2; oiling, 10c; spring wire, \$1.25; best steel wire, 75c; bright soft drawn, 15c; special hay-baling wire, 30c.

FINE STEEL WIRE.—Market is quiet. The discount is 25 per cent., with net extras as follows: 1 and 2-lb. hanks, 25c. per 100 lb.; ¼ lb. hanks, 37½c. and ½-lb. hanks, 50c.

BRASS WIRE. The discount is 60 per cent.

PRESSED SPIKES.—A fair trade is doing in spikes, and the discount is unchanged at 20 per cent.

FENCE STAPLES. The market is quiet and unchanged. The price is \$3 per 100 lb. keg, for galvanized, and \$2.80 for bright. 25 and 50 lb. packages 25c. extra.

CUT NAILS.—A moderate inquiry is felt for these. The price is \$2.45 f.o.b. Montreal.

WIRE NAILS.—The market for wire nails is fairly active and the price is steady at \$2.10 per keg in carlots, and \$2.45 per keg in small lots, f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

HORSE NAILS. A fair business has been done this week and discounts are as follows: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Countersunk" heads, 55 per cent.; "C"

brand, 40, 10 and 7½ per cent. off; "Monarch," 50 and 7½ per cent., and "Peerless," 50 per cent.

HORSESHOES.—These are moving out moderately well at unchanged prices. Our quotations are as follows: Iron shoes, light and medium pattern, No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; X.L. steel shoes, new, light pattern, sizes 1 to 5, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05; featherweight, all sizes, 0 to 4, \$5.35, toe weight, all sizes, 1 to 4, \$6.60. Shoes, more than one size in a keg, 10c. per keg extra f.o.b. Montreal only.

RIVETS AND BURRS.—A small amount of business has been done this week. The discounts are as follows: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off, and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS AND NUTS.—Trade continues brisk and discounts are unchanged. Our quotations are as follows: Common carriage bolts, 50 per cent.; full square carriage, 55; machine, 50 and 5; coach screws, 66 2/3; sleighshoe bolts, 65 and 5; blank bolts, 50 and 5; bolt ends, 50 and 5; plough bolts, 50 and 5; tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3¼c. per lb. off list; hexagon nuts, 3¼c. per lb. off list.

SCREWS.—A new list has been issued on iron and brass wood screws, which will be found in another column. The discounts are unchanged as follows: Round head bright, 82½ per cent.; flat head bright, 87½ per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

CORDAGE.—There is no change in the price. Our quotations are as follows: Pure manilla, 14c.; British pure manilla, 12c.; sisal, 11¼c.; double lath yarn, 11¼c.; single lath yarn 11c.; cotton rope, 16¼c.; cotton twine, 17 and 20c. for 3 and 4 ply. Cotton bed cord, 90 to \$1.35, according to length.

BUILDING PAPER.—A fair business has been done this week and prices are steady and unchanged. Our quotations are as follows: Tarred felt, \$1.85 per 100 lb.; 2-ply ready roofing, 90c. per roll; 3-ply, \$1.15 per roll; carpet felt, \$2.25 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O.K. and I.X.L., 70c. per roll; heavy straw and sheathing, \$35 per ton; slaters' felt, 65c. per roll.

SHOT.—Trade shows some improvement. Our quotations are as follows: Ordinary drop shot, A.A.A. to dust, \$6.50 per 100 lb.; chilled, Nos. 1 to 10, \$7 per 100 lb.; buck and seal, \$7.50 per 100 lb.; ball, \$8 per 100 lb. Trade discount 17½ per cent. f.o.b. Montreal, To-

ronto, Hamilton, London, St. John, N. B., and Halifax.

FIREBRICKS.—A moderate demand continues for firebricks, English selling at \$16 to \$22 per 1,000, and Scotch at \$17 to \$22.

CEMENT. There has been a fair trade done. Our quotations are as follows: Canadian cement, \$1.90 to \$2.25; German, \$2.25 to \$2.40; English, \$2.15 to \$2.25; Belgian, \$1.70 to \$1.95 per bbl. ex-store, and American, \$2.20 to \$2.40 ex-cars.

SCREEN WIRE CLOTH.—For the season there is a fair business doing. The price is \$1.50 per 100 square feet.

POULTRY NETTING.—There has been a fair demand for 1904 delivery. The discount is 60 per cent.

LANTERNS.—These have commenced to go fairly well for Fall. We quote: Lift, hinged or tilt, \$1 to \$1.25 doz.; cold blast No. 2, \$7 to \$7.50; painted dashboard, \$6.50 to \$6.75; plain dashboard, \$6 to \$6.25; searchlight, \$20 to \$24 doz.; brass cold blast, small, \$9.75 to \$10.

METALS

The local market shows no great change. Trade is fairly good, but there is also room for considerable improvement in the demand for this season. Some jobbing houses have reduced the price of bar iron 5c. In heavy metals and iron there is a fairly good movement on the local market. Late English advances give no change in the price of metals, though the tone of the market continues easy.

PIG IRON.—A small amount of business has been done this week. The price is steady at the following figures: Summerlee, \$21; Carron, No. 1, \$21; do, No. 3, \$19.75; Middlesboro', No. 3, \$17.75; Ayersome, No. 1, \$20; do, No. 3, \$19.40.

BAR IRON.—Merchants' bar is quoted by some jobbers at \$1.95, a reduction of 5c. There is not much doing. We quote: Merchants' bar, \$1.95 to \$2; horseshoe iron, \$2.25; forged iron, \$2.20.

BLACK SHEETS.—The market is quiet and without any new feature. Prices are: 28 gauge, \$2.45; 26 gauge, \$2.40; 22 to 24 gauge, \$2.35; 18 to 20 gauge, \$2.30 and 8 to 10 gauge, \$2.40.

GALVANIZED IRON.—A fair trade has been done at unchanged prices, which we quote as follows: 28, Queen's Head, \$4.40; Apollo, 10½ oz., \$4.30; Fleur-de-Lis, \$4.15; Comet, \$4; Bell brand, \$4.00. In less than case lots 25c. extra.

LEAD PIPE.—Composition and waste sell at 7c., ordinary at 7c. The discount remains at 35 per cent.

IRON PIPE.—A fairly good trade has been done at the prices quoted below: Standard pipe, per 100 ft., in lengths under 19 ft.: Black, ¼, \$2.40; ½, \$2.65; ¾, \$2.85; 1, \$3.65; 1-in., \$5.20; 1½, \$7.35; 1¾, \$8.95; 2-in., \$12.55. Galvanized, ¼, \$3.20; ½, \$3.45; ¾, \$3.85;

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CANADIAN, ENGLISH,
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WHEELBARROWS,
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3. 85; 1-in., \$7.20; 1 1/2, \$10.05; 1 3/4, \$12.20; 2 in., \$16.85. Extra heavy pipe, plain ends, are quoted per 100 ft. as follows: Black, 1/2, \$1.20; 3/4, \$1.25; 1-in., \$7.55; 1 1/2, \$10.55; 1 3/4, \$12.75; 2 in., \$17.60. Galvanized, 1/2, \$5.20; 3/4, \$6.65; 1-in., \$9.55; 1 1/2, \$13.25; 1 3/4, \$16; 2-in., \$21.90.

TINPLATES. The price of cokes is \$1 and of charcoals \$1.25. The market is not active.

TERNE PLATES. Very little has been done this week and the price remains at \$7.25.

COIL CHAINS. There is not much doing. We quote: No. 6, 10c; No. 5, 9c; No. 4, 8 1/2c; No. 3, 7c; 1/2 in., 6 1/2c; 5/16 in., \$1.90; 3/8 in., \$1.20; 7/16 in., \$4; 1/2 in., \$3.90; 9/16 in., \$3.75; 5/8 in., \$3.60; 3/4 in., \$3.50; 7/8 in., \$3.45; and 1 in., \$3.40, with 10c. allowance on carlots.

CANADA PLATES.—There has been no improvement this week, and trade remains quiet at the following prices: 52s, \$2.60 to \$2.70; 60s, \$2.70 to \$2.80; 2s, \$2.60 to \$2.70; 60s, \$2.70 to \$2.80; 75s, \$2.80 to \$2.85; full polished, \$3.75 and galvanized, \$4.25 to \$4.35; galvanized, 60s, \$4.45 to \$4.55.

STEEL.—A typographical error made us quote sleighshoe steel at \$2.65 last week, instead of \$2.05. There is no change on the market. Prices are as follows: Mild, \$2.05; sleighshoe, \$2.05; tire, \$2.15 to \$2.25; spring, \$2.85 to \$3; reeled machinery, \$2.75 to \$3; toe-calk, \$2.60 to \$2.75; machinery (iron finish), \$2.05; square harrow, \$2.05.

TOOL STEEL.—The demand is fair and prices are steady. Our quotations are as follows: Black Diamond, 8 to 9c; Sander-son's, 8 to 9c, according to the grade; Jessop's 13c; Jonas & Colver's, 10 to 20c; "Air Hardening," 50 to 65c. per lb.; Conqueror, 7 1/2c.

INGOT COPPER. There has been no further reduction in the price this week and it remains at 32 to 33c.

INGOT TIN. The price is firm at \$31 to \$34.50.

PIG LEAD.—There is not much doing. The price is \$3.30 to \$3.40.

ZINC SPELTER.—Trade is very quiet and the price is still \$5.75.

SHEET ZINC.—This is dull. We quote \$6.50 to \$6.75.

SOLDER. A fairly good business was done this week. The price is 19c. for wire solder and 20c. for bar.

SCRAP METALS.

The only quotable change this week is in rubbers, which are 1/2c. per lb. cheaper. Iron is easy and so is copper, but the prices as yet are unchanged. We quote as follows: Heavy copper and wire, 10c. per lb.; light copper, 9c.; heavy red brass, 10c.; heavy yellow, 8 1/2c.; light brass, 5c.; lead, 2 to 2 1/2c.; zinc, 2 1/2 to 2 3/4c.; iron, No. 1 wrought \$15 to \$16; No. 2, \$7.50 per ton; machinery scrap, \$16 to \$16.50; stove plate, \$13; malleable and steel, \$6; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6 to 6 1/2c. per lb.

HIDES.

The market shows no marked change either way. A fair trade is doing at the following prices: No. 1 hides, 9c.; No. 2, 8c.; No. 3, 7c.; No. 1 calfskins, 11c.; No. 2, 9c. Lambskins, 35c.

TINPLATES

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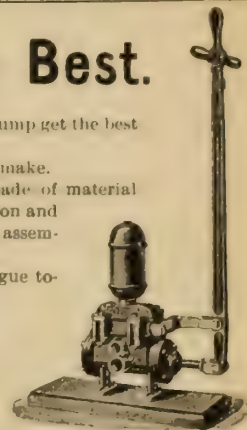
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OPEN HEARTH STEEL

RAW FURS.

Quotations as under. Market is very quiet, in fact, as is usual at this time of the year. We quote:

BEAVER	Large	Medium	Small	Kitts	Fall Beaver	Spring Beaver
Eastern and far North Eastern	\$6.00	\$5.00	\$2.75	\$1.15	\$2.00 to \$2.50	\$2.25 to \$2.50
British Columbia, Northern Pacific and similar	6.00	4.00	2.00	.50-.75		
Territory and Western	4.00	3.00	2.00	.50		
Black	3.00	2.00	.75	.40		
Black	2.50	.50	.25	.25		
Black	15.00	10.00	7.50	6.00	3.00	4.00
Black	12.00	7.00	5.00			1.00 to 5.00
Black	1.50	.25	.10	.06		
Black	Dark	Brown	Pale	2	3	4
Black	6.50	5.00	3.00	1.75	.50	
Black	6.50	5.00	3.50	2.00	1.00	.50
Black	Large	Small	2	3	4	
Black	4.00	2.75	1.25	.75	.40	
Black	4.00	2.75	1.40	.50	.20	
Black	Dark	Fair	Pale	2	3	4
Black	10.00	7.00	4.00	2.50	1.50	.50
Black	75.00	50.00	25.00	20.00	9.00	4.50
Black	50.00-60	35.00	20.00	15.00	5.00	2.50
Black	Large	Medium	Small	2	3	
Black	4.00-8.00	6.00 to 5.00	2 to 4.00	1.00	.25	
Black	4.00-8.00	6.00 to 5.00	2.00	.60	.20	
Black	Dark	Brown	Pale	2	3	4
Black	7.00	5.00	3.50	1.75 to 2.50	1.00	.25
Black	7.00	2.25	1.50	1.00	.60	.20
Black	3.00-3.50	2.25-3.00	2 to 2.25	1.00	.50	.25
Black	Large	Medium	Small	2	3	4
Black	4.00	3.25	2.50	2.25	1.50	.40
Black	1.50-2.00	1.50	1.00	.75	.25	.15-25
Black	Spring	Winter	Fall	Kitts		
Black	25-28c.	10 to 13	8 to 10	2 to 5		
Black	20c.	5 to 10	.07 to 2 to 4			
Black	Large	Small	2	3	4	
Black	\$10	7.00-10	10.00-12	2.50-5	2 to 4.00	
Black	4.00	4.50	3.50 to 5	2.25	.50	\$1.00 to \$2.00
Black	Large	Small	2	3	4	.25 to .50
Black	.75-1.25	.60-75	.33-50	.25	.15	
Black	2.25	2.00	1.00	.50	.25	
Black	Black	Shrt	StLong	St	White	
Black	.75-1.25	.75	40-50	.05-15		
Black	Dark	Brown	Pale	2	3	
Black	5.00	4.00	2.50	1.50	.75	.25
Black	CASTOREUM					\$5.00 to \$6.00 per pound.

NOTES.

According to advices received in Montreal on Saturday last, English tinplate manufacturers are advancing their prices 3d. per box. Sooner or later this will mean a corresponding advance in Canada. No action has, as yet, been taken.

ONTARIO MARKETS.

HARDWARE.

Toronto, July 31, 1903.

AT this time of the year, with most of the travellers and many of the retailers off on their holidays, trade is usually slack, but the number of letter orders being received would indicate that trade in the country is in good condition. Many orders are being received for quite large quantities, mostly sorting up with farmers' supplies. The Canadian screw manufacturers have issued a new list. It is the same as the American list, but no change in discounts has been made. The change which increases the prices of small sizes and reduces that of some of the larger will mean an increase of about 5 per cent. on the average order.

FENCE WIRE.—Nothing much doing. Trade for the season is practically over.

WIRE NAILS.—A fair trade is recorded. Prices are as follows, with 2 off 30, or 2 months. We quote as follows: Carlots, \$2.40, and small lots, \$2.45 per keg f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

CUT NAILS. There is a steady demand and the stocks are light. We quote the base for nails at \$2.50 per keg f.o.b. Toronto.

HORSE NAILS. Market is quiet, with prices unchanged. Our quotations are: "C" brand, oval head, 40 and 10 and 7½ per cent.; on "Monarch," 60 per cent.; "M," "Oval" and "Countersunk" head,

55 per cent.; on "Peerless," 45 and 7½ per cent.

HORSE SHOES.—No change in prices has been reported. The market is quiet.

LAWN MOWERS.—Nothing is reported doing in this line at present. We quote: Woodyatt, 12 in., \$7.50; 14-in., \$8; 16-in., \$8.50; 18-in., \$9; 20-in., \$10; Star, 12-in., \$5.50; 14-in., \$5.75; 16-in., \$6; Daisy, 12-in., \$4.90; 14-in., \$5.10; 16-in., \$5.30; Ontario, 12-in., \$14.25; 14-in., \$15.80; 16-in., \$16.80; 18-in., \$18.90; 20-in., \$20.50; Philadelphia, 12-in., \$6.50; 14-in., \$7; 16-in., \$7.50. Discount, 40 and 10 to 50 per cent.

LEAD PIPE AND SHOT.—There has been a fair movement since the discounts were increased to 35 per cent. for lead pipe and 17½ per cent. for shot. Most orders for shot are placed, but it is too early in the season to make many deliveries.

SOIL PIPE AND FITTINGS.—Trade is reported very good just now. Discounts are as follows: Light soil pipe, 45 and 5 per cent.; light soil pipe fittings 50 and 5 per cent.; medium and extra heavy pipe and fittings, 55 and 5 per cent.; 7 and 8-in. pipe, 40 and 5 per cent.

BRASS GOODS.—Trade is very good and prices are steady all round.

BUILDING PAPER.—Demand is fair. No change in prices is reported. Our quotations are as follows: Tarred felt, \$1.85 per 100 lb.; 2-ply ready roofing, 95c. per roll; 3-ply, \$1.20 per roll; carpet felt, \$2.30 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre 55c. per roll; tarred fibre, 65c. per roll, O.K. and I.X.L., 70c. per roll, heavy straw and sheathing, \$35 per ton; slaters' felt, 65c. per roll.

POULTRY NETTING.—Very little is doing. No change from last prices. We quote: 60 per cent. for 2-in. mesh, 19 w.g.; and 50 per cent. for 2-in. mesh, 16 w.g.

SCREEN DOORS.—A few are still going out, but the trade is falling off. Our quotations are as follows: Screen doors, common, 2 or 3 panel, walnut stained, 4-in. style, \$6.80; stained, yellow or green, \$7; in natural colors, oil finish, \$8.15; 3-in. style, 20c. per dozen less.

RUBBER HOSE.—There is still a little of this going out. The trade this year has been restricted owing to the inability of manufacturers to fill orders. Lawn standard is now quoted at 5½c. per ft. for ½ in. and 6½c. per ft. for ¾ in.

FORK HANDLES.—No change in price has been noted. There is still a steady trade at the new discount of 50 per cent.

TINWARE AND ENAMELWARE.—The demand has been active, especially for such lines as are used for preserving purposes. Prices are unchanged.

WOODENWARE.—There is still a good business doing. Prices on tubs and pails have been advanced 7½ per cent. We quote: Washboards — Victor, \$1.25; Crown, \$1.30; Improved Globe, \$1.45; Standard Globe, \$1.55; Original Solid Globe, \$1.70; Superior, solid back, \$1.85; Jubilee, \$1.85; Pony, \$1.05. Tubs—No. 0, \$10.75; No. 1, \$8.60; No. 2, \$7.50; No. 3, \$6.45. Pails—No. 1, 2 hoops, \$1.77; No. 1, 3 hoops, \$1.93.

METALS.

Generally a fair amount of business for this time of year is reported, and prospects are excellent for a bumper Fall trade, although the weakening feeling in the United States in many lines, consequent upon the depression in stocks,

We quote, f.o.b. Toronto: Iron shoes, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05. Steel, new light shoes, No. 2 and larger, \$3.95; No. 1 and smaller, \$4.20. Snow shoes, No. 2 and larger, \$4.05; No. 1 and lighter, \$4.30. If shipped from factory, 10 to 15c less.

SCREWS.—Discounts remain the same, although the new list published in this number will mean an average increase of 5 per cent. Our quotations are as follows: Flat head bright, 84½ per cent. discount; round head bright, 82½ per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze, 75 per cent.

RIVETS AND BURRS.—A very good trade is reported, particularly in iron section rivets. No change in prices has occurred. We quote: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.

BOLTS AND NUTS.—There is quite a fair demand in this line, and deliveries are also very fair. We quote as follows: Carriage bolts, common (\$1 list), 50 and 10 per cent.; carriage bolts, full square (\$2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron (\$3 list), 55 and 10 per cent.; machine bolts, all sizes, 50, 5 and 10 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.

BINDER TWINE.—The demand keeps up at steady prices. We quote: 650 ft., 13c.; 600 ft., 12c.; 550 ft., 11½c.; 500 ft., 10½c.

CORDAGE.—The demand continues good and prices remain steady. We quote: Pure manilla, 14½c.; British pure manilla, 12c.; sisal, 11½c.; double lath yarn, 11½c.; single lath yarn 11c.; double shingle yarn, 11½c.; single shingle yarn, 11c.; sashcord, 25 to 30c.

has a tendency to restrict forward purchases. Pig iron is demoralized and manufacturers are cutting prices. Other prices remain about at former quotations:

PIG IRON.—Founders have purchased largely of English iron and are overstocked. They are therefore holding back for lower prices in Canadian. The market has become demoralized, and manufacturers are cutting prices. We quote: f.o.b. Hamilton and Midland, No. 1, \$21; Sydney, No. 1, \$20; No. 1 Jar-row, \$21.50; No. 2, Summerlee, \$23.50.

BAR IRON.—Prices remain unchanged and firm. The base price is now \$2. For extras cut to length while rolling: 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft., by special agreement, according to length and size.

STEEL BOILER PLATES.—A fair demand is reported with prices steady and firm. The base price is \$1.96 f.o.b. Toronto.

TOOL STEEL.—Unchanged since last writing. Our quotations are as follows: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 10 to 20c.; ditto, "Air Hardening," 70c. per lb.; Chas. Leonard's, 8 to 9c.; Park's "Silver," 11 to 13c.; Park's "Special," 15 to 18c.

MACHINERY STEEL.—A good demand is reported. Prices are unchanged and steady. We quote: Rough finished, or iron, \$1.80 to \$2.05; smooth finished, \$2.50 to \$3.

BLACK SHEETS.—There is a good steady demand for black sheets with prices unchanged. Our quotations are as follows: 10 to 16 gauge, \$2.25; 18 to 20 gauge, \$2.70; 22 to 24 gauge, \$2.90; 30 gauge, \$3.

CANADA PLATES.—Situation unchanged. Prices steady. We quote: All dull, \$2.70; half-polished, \$2.85; and all bright, \$3.60.

GALVANIZED SHEETS.—Trade remains steady, prices are unchanged. We quote as follows: Queen's Head, \$4.50 for 28 gauge; American, \$4.40 for 24 gauge; Bell brand, \$4.30 for 28 gauge; Gordon Crown, \$4.50 for 28 gauge.

TIN.—The local market is quiet but the outside market is advancing. Quotations stand. We quote: \$32.50 to 333.

TIN PLATES.—The demand from stock has been fair. The import business has been quiet. Prices are unchanged. Coke plates, bright, 14x20, \$3.85; charcoal plates,terne, 20x28, 112 sheets, \$8.

COPPER.—The outside markets continue weak, but there is a good business locally at shaded prices. We quote: Ingot copper, \$15, and sheet copper, \$21 per 100 lb.

BRASS.—Is unchanged in price and is in good demand. Discount, 10 per cent.

LEAD.—A fair trade and a fairly steady market is reported. We quote: \$3.50 per 100 lb. for pig lead, and \$3.75 for bar lead.

IRON PIPE.—Conditions remain unchanged, with prices steady. We quote: Per 100 ft.: Black pipe, $\frac{1}{2}$ -in., \$3.15; $\frac{3}{4}$ -in., \$2.40; 1-in., \$2.65; $\frac{1}{2}$ -in., \$2.85; $\frac{3}{4}$ -in., \$3.65; 1-in., \$5.25; $\frac{1}{2}$ -in., \$7.35;

$\frac{1}{2}$ -in., \$8.95; 2-in., \$12.55; $\frac{3}{4}$ -in., \$20; 3-in., \$23; $\frac{3}{4}$ -in., \$30; 4-in., \$36.

ZINC SPELTER.—A good strong demand is being experienced. Stocks are light and prices are firm at 6 $\frac{1}{4}$ to 6 $\frac{3}{4}$ c. per lb.

ZINC SHEETS. A fair demand is reported with base prices as follows: Cask lots, \$6.75 to \$7, and part casks, \$7 to \$7.25.

SOLDER.—A fair call is reported; prices are unchanged. Guaranteed half and half is quoted at 18 to 19c., and wiping 17 to 18c.

HIDES, SKINS AND WOOL.

Lambskins have gone up 5c. each, and are 10c. each firmer this week. Other wise the situation remains the same. A fair demand for hides is reported. Calf skins are weak. There is not much doing on the wool market, the prices asked by sellers being too high for business. we quote as follows:

HIDES.—No. 1 green, 8c.; No. 2 green, 7c. per lb.; No. 1 green, steers, 8 $\frac{1}{4}$ c.; No. 2 green, steers, 7 $\frac{1}{4}$ c. per lb.; cured, per lb., 8 to 8 $\frac{1}{4}$ c.

CALFSKINS.—Veal skins, No 1, 6 to 14 lb. inclusive, 9c.; No. 2, 7c.; No. 1, 15 to 20 lb. inclusive, 8c.; No. 2, 6c. Deacons (dairies), each, 60 to 70c. Lamb skins, each, 40c.; pelts, each, 40c.

WOOL.—Unwashed wool, per lb., 9 to 10c.; fleece wool, 16 to 17c.; pulled wools, super, per lb., 15 to 16c.; extra, 19 to 20 $\frac{1}{4}$ c.

TALLOW.—We quote 5 to 5 $\frac{1}{4}$ c. per lb.

PETROLEUM.

Prices remain unchanged since last week. The arrival of orders for Fall delivery are encouraging, and dealers look for a good Fall trade. We quote: Canadian prime white, 16 $\frac{1}{4}$ c.; Canadian water white, 18 $\frac{1}{4}$ c.; American prime white, 17 $\frac{1}{4}$ c.; American water white, 19c.

OLD MATERIAL.

There is no change in the market since last week. The demand is fairly good in all lines. Our quotations are as follows: Heavy copper and wire, 11c. per lb.; light copper, 9 $\frac{1}{2}$ c. per lb.; heavy red brass, 10c. per lb.; heavy yellow brass, 8 $\frac{1}{2}$ c. per lb.; light brass, 6c.; lead, 2 $\frac{1}{2}$ c.; scrap zinc, 3 $\frac{1}{4}$ c.; iron, No. 1 wrought, \$13.50 per net ton; No. 2 wrought, \$5; machinery cast scrap, \$15.50; stove plate, \$10; malleable and steel, \$6; old rubbers, 6c. per lb., and country mixed rags, 50c. per 100 lb.

MANITOBA MARKETS.

Winnipeg, August 3, 1903.

THE week has again been marked by excellent business in all lines. There is no change in listed prices of either hardware, paints or oils. Binder twine is about the only line now giving food for interesting speculation. The crop shrinkage in the south would indicate a large surplus of twine. This has not yet been offered here, but there is no doubt it will be. Then again the North-western consumption is not likely to be so heavy as at first anticipated, as the crop will probably be 10,000,000 less than

Oakey's 'WELLINGTON' KNIFE POLISH

The original and only Genuine preparation for Cleaning Cutlery 6d. and 1s. Canisters.

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL



COVERT MFG. CO.

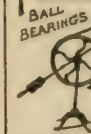
West Troy, N.Y.

Auto Screw Jack

Harness Snaps Ch. in, Rope and Web Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICE

PRIEST'S CLIPPERS



Largest Variety. Toilet, Hand, Electric Power ARE THE BEST. Highest Quality Grooming and Sheep-Shearing Machines. WE MAKE THEM.

SEND FOR CATALOGUE TO American Shearer Mfg. Co., Nashua, N.H., USA

The Best Door Closer Is . . .

NEWMAN'S INVINCIBLE FLOOR SPRING Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS,

Hospital St.,

BIRMINGHAM



You will be asked for Dundas Axes next fall. Are you preparing to meet the inquiry by being able to show the goods?



Dundas Axe Works, Dundas, Ont.

W. L. Halimand Jr., Eastern Agent, Montreal.

There is no finer METAL POLISH than

"SOLARINE"

Our special proposition will prove this and interest you

WRITE FOR OUR SPECIAL PROPOSITION

"Solarine" 60 George St., TORONTO.

"GLOBE" BRAND FILES

Have all the merits of the best Hand-Cut Files.

All Shapes.

All Cuts.

All Sizes.

For Sale by the following Hardware Merchants:

MANUFACTURED BY

Nicholson File Co.

Dominion Works,

Port Hope, Ont.



PAT. 1897

The FAIRGRIEVE GAS TOASTER

Retains at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.

THE FAIRGRIEVE MAN'FG. CO.,
295 COLLEGE ST., TORONTO.

U. S. Branch: 289 Jefferson Ave., DETROIT.

**THE JOHN MORROW MACHINE SCREW COMPANY, Limited**

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs,
Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

NEW

RAILS**Sessenwein Bros.,**

103 Shannon St.

.. MONTREAL.

12, 14, 16, 18, 20, 24, 30, 35 and 56 lbs. to

the Yard—carried in STOCK for prompt ship-

ment. **TRACK REQUISITES.**

was expected earlier in the season. Fresh
lists have not been quoted here as yet.

Barbed wire, 100 lb.	\$3 25
Plain galvanized, 6 to 8	3 39
" " " " " " " " " " " "	2 50
" " " " " " " " " " " "	3 50
" " " " " " " " " " " "	3 10
" " " " " " " " " " " "	3 20
" " " " " " " " " " " "	3 90
" " " " " " " " " " " "	4 45
" " " " " " " " " " " "	4 60
Barbed wire, 100 lb.	\$3 25
Plain twist " " " " " " " " " " " "	3 25
Staples, " " " " " " " " " " " "	3 65
Oiled annealed wire, 10	3 42
" " " " " " " " " " " "	3 48
" " " " " " " " " " " "	3 56
" " " " " " " " " " " "	3 66
" " " " " " " " " " " "	3 76
" " " " " " " " " " " "	3 91

Annealed wires (uncoiled) roc. less.

Horseshoes, 40 per cent. discount.

Horseshoes, iron, No. 0 to No. 1	4 75
" " " " " " " " " " " "	4 45
Snow shoes, No. 0 to No. 1	4 60
" " " " " " " " " " " "	4 45
Steel, No. 0 to No. 1	4 45
" " " " " " " " " " " "	4 20

Cut Nails—

2d 1 in.	\$1 10
3d 1 in.	1 10
3d 1 1/2 in.	3 75
4d 1 1/2 in.	3 50
5d 1 1/2 in.	3 50
6d 2 in.	3 40
8d 2 1/2 in.	3 25
10d 3 in.	3 20
20d 4 in.	3 15
30d 4 1/2 in.	3 10
40d 5 in.	3 10
50d 5 1/2 in.	3 10
60d 6 in.	3 10

Wire Nails—

1 in.	\$4 25
1 1/2 in.	4 20
1 1/2 in.	3 80
1 1/2 in.	3 60
1 1/2 in.	3 60
2 in.	3 50
2 1/2 in.	3 35
3 in.	3 30
3 1/2 in.	3 25
4 in.	3 20
4 1/2 in.	3 20
5 in.	3 20
5 1/2 in.	3 20
6 in.	3 20

Bar iron, \$2.60 basis.

Swedish iron, \$4.75 basis

Sleigh shoe steel	2 85
Spring steel	3 25
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00

Sheet iron, black, 10 to 16 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 gauge	3 90
26 gauge	4 00
28 gauge	4 10
Galvanized Iron, Apollo, 16 gauge	4 00
18 and 20 gauge	4 00
22 and 24 gauge	4 25
26 gauge	4 25
28 gauge	4 50
30 gauge or 10 3/4 oz	4 75
Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.	
Queen's Head, 24 gauge	4 25
26 gauge	4 50
28	4 75
Extra sheets, 36-in. wide, an advance of 25 p.c. per 100 lb.	
Genuine Russian, per lb.	11
Imitation " " " " " " " " " " " "	07 10 08
Tinned, 24 gauge, 100 lb	8 00
26 gauge	8 50
Finplate, 1C charcoal, 20 x 28, box	10 00
" IX " " " " " " " " " " " "	12 00
" IXX " " " " " " " " " " " "	14 00
Ingot tin	35
Canada plate, 18 x 21, 18 x 24 and 20 x 28.	3 25
Canada plate, full polished	4 00
Sheet zinc, cask lots, 100 lb	7 50
Broken lots	8 00
Pig lead, 100 lb.	5 50
Black iron pipe, 1/2 inch	3 30
" " " " " " " " " " " "	3 30
" " " " " " " " " " " "	3 40
" " " " " " " " " " " "	3 70
Black iron pipe, 3/4 inch	4 30
" " " " " " " " " " " "	6 25
" " " " " " " " " " " "	8 75
" " " " " " " " " " " "	10 50
" " " " " " " " " " " "	14 50
Rope, sisal, 7-16 and larger, basis.	\$12 25
Manila, 7-16 and larger, basis.	15 25
Lathyrum	11 75
Solder	20
Axes, chopping	\$ 6 75 to 12 00
" " double bits	12 00 to 18 00
Bluestone	5 70
Screws, flat head, iron, bright	.85 and 10 p.c.
Round " " " " " " " " " " " "	80 p.c.
Flat " brass	.75 and 10 p.c.
Round " " " " " " " " " " " "	.70 and 10 p.c.
Coach	65 p.c.

Bolts, carriage	50 p.c.
Machine	50 and 5 p.c.
Tire	.60 and 5 p.c.
Sleigh shoe	65 p.c.
Plough	50 p.c.
Flat head stove	.60 and 5 p.c.
Round head	.60 and 5 p.c.
Elevator	60 p.c.
Rivets, iron	.50 and 10 p.c.
Copper, No. 8	32
" No. 12	36
Coil chain, 3-16 inch	10 1/2
" 1/2 inch	8 1/2
" 5-16 inch	5 1/2
" 3/4 inch	5 1/2
" 7-16 inch	5
" 3/4 to 1 inch	4 1/2
Spades and shovels	.40 and 5 p.c.
Harvest tools	60 p.c.
Axe handles, turned, s.g. hickory, doz.	\$3 15
No. 1	1 90
No. 2	1 60
Octagon extra	2 30
No. 1	1 60
Files common	.70 and 10 p.c.
Diamond	.60 p.c.
Ammunition, cartridges, Dominion R.F.	50 p.c.
" Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.

Loaded shells:	
Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 20
Chilled	6 60
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned	.70 and 10 p.c.
" plain	.75 and 2 1/2 p.c.
" pieced	
Japanned ware	.37 1/2 p.c.
Enamelled ware, white	45 p.c.
" Famous	.50 and 10 p.c.
" Imperial	.50 and 10 p.c.
Green Wire Cloth	1.50

PETROLEUM.

Water white American	26½c.
Prime white American.....	24½c.
Water white Canadian.....	24c.
Prime white Canadian.....	22½c.

SCRAP.

No. 1 cast iron.....	\$16 per ton
No. 2 ".....	8 "
Wrought iron scrap	5 "
Copper (heavy).....	7c. per lb.
Yellow brass (heavy).....	7½c. "
Light brass	5c. to 6c. "
Lead pipe, or tea lead.....	2c. to 2½c. "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

Turpentine, pure in barrels.....	\$ 0 79
Less than barrel lots.....	0 84
Linseed oil, raw.....	0 66
Boiled	0 69
Lubricating oils, Eldorado castor.....	0 28½
Eldorado engine.....	0 27½
Atlantic red.....	0 33½
Renown engine.....	0 42
Black oil.....	19½ to 21½
Cylinder oil (according to grade)...	55 to 74
Harness oil.....	0 56
Neatsfoot oil.....	1 00
Steam refined oil	0 85
Sperm oil	2 00
Pure castor oil, first pressure.....	0 10
Lubricating oil.....	0 10

BINDER TWINE.

Jute, per lb.....	\$0 10½
Sisal, per lb.....	0 11
Standard, per lb.....	0 11
Manila, per lb., 550 ft.....	0 12
Manila, per lb., 600 ft.....	0 12½
Manila (pure), per lb.....	0 13½

F.O.B. Chicago; discount ¼c. on 5-ton lots and ½c. on car lots.

NOTES

Last week the death was recorded of Mr. Wm. Ashdown, father of Mr. J. H. Ashdown, head of The J. H. Ashdown Co., Ltd. Mr. Ashdown, sr., was for many years interested in his son's business, but owing to advancing age retired some years ago. He was a native of London, Eng., but had been in the West some 35 years.

NOVA SCOTIA MARKETS.

Halifax, August 4, 1903.

THE demand for hardware has continued good during the last two weeks, and there is not the same amount of midsummer dulness as usual, and the members of the various firms and their employes have hardly had time to take their usual vacations. The trade conditions, generally, are good and there is every appearance that business will continue good right through the season until the period for Fall work sets in.

* * *

Most encouraging reports are coming in from the retailers who buy in Halifax, and in nearly every part of the province everything is looking more prosperous than a couple of months ago. The crops are turning out much better than was expected and this has an enlivening effect on business. Payments are much better than had been anticipated.

* * *

The markets, for the most part, remain firm and there have been a few price changes. Sheet lead, which had advanced considerably during the year, is now back to last year's prices. Carriage woodwork and wheels have advanced about twenty per cent. A number of

In New Buildings or Old

WHEREVER HIGHEST EXCELLENCE IS REQUIRED
USE OUR

METALLIC CEILINGS
AND WALLS

Because they give most lasting satisfaction—are strictly sanitary—and are made in a multitude of artistic designs to suit all tastes and requirements.

We offer you very best value to be found in these reliable goods—the perfect harmony of beauty, combined with practical business needs.

Carry them in stock and be sure of the best trade.

The Metallic Roofing Co., Limited

TORONTO

MONTREAL

WINNIPEG

changes in other markets have occurred which have not yet taken effect here.

Builders' hardware is in heavy demand from all sections with which Halifax does business, and reports sent in state that the general building boom is still going on and will continue while the season lasts. Cut nails as well as wire are very firm under recent advances. Halifax quotations are: Cut, \$2.45 base; wire, the same; galvanized boat nails, 10 per cent. off list. Nail manufacturers lately curtailed their credits to 60 days with two per cent. off for cash, and whole salers and jobbers make similar reduction in time to their customers.

* * *

Linseed oil continues steady at last quotation, with a good demand. The primary market in linseed oil is reported firm and prices here are considered lower than the present situation warrants; raw is quoted at 65c. and boiled at 68c., 5c. extra for small quantities. Turpentine is steady at 81c. in barrel lots. There is a firmer tendency reported from the South and an advance may probably be looked for. White lead, for which there has been a heavy demand this season, remains firm at \$5.50 for pure and \$5.25 for No. 1. Sheet lead is somewhat easier, and pig lead has been subject to 25c. advance.

* * *

Messrs. A. M. Bell & Co., one of the most prominent hardware firms in the city will have a new and much better location for business by the time Winter sets in. They bought a building and lot north of George street, and running through from Granville to Hollis street. The building was torn down and the workmen are now on the foundation of what will be, when completed, one of the most up-to-date wholesale and retail establishments in the Maritime Provinces.

* * *

About two weeks ago a very interesting product was seen and examined by a

large number of people who visited the Ropewalk at Dartmouth. This was a coil of hawser, then just completed, which was eight feet in diameter and nine or ten feet high. The hawser was the largest that has been manufactured by the firm for some time, and was two hundred and forty fathoms in length; size fourteen inches. The weight was about four tons.

R.C.H.

INQUIRIES ABOUT CANADIAN TRADE

Enquiries received by the Canadian section of the Imperial Institute, London:

(1) A house manufacturing essences, cordials, crystals, mineral waters, and similar lines asks to be placed in communication with Canadian firms prepared to take up sale of same.

(2) A company manufacturing colored prints, show cards, almanacs, and other specialties wishes to hear from Canadian dealers in these goods.

(3) A firm with offices in Constantinople, Cairo and Alexandria is open to represent manufacturers of goods suitable for their market.

The names of the firms making the above enquiries can be obtained on application to the editor of **HARDWARE AND METAL**.

VISIT OF A CUTLERY MAN.

Mr. J. W. Hubbard, of the firm of Stacey Bros., Ark Works, Bishop St., Sheffield, is in Montreal. Mr. Hubbard's firm are makers of cutlery of the well-known brands of Stacey Bros., "Ark" and "Everlasting," also "John Coe & Co." Mr. Hubbard intends visiting the leading jobbing centres in Canada in the interests of his firm.

LONDON COMMERCIAL TRAVELLERS' PICNIC.

FOR several months past the commercial travellers of London, Ont., representing every branch of trade carried on here, have been quietly and continuously preparing for their annual picnic. These picnics of the commercial men, whether from the heartiness with which matters of detail have been carried out, or from the courtesy and geniality of the knights of the grip themselves, have always been very successful. Encouraged by their record of the past, and also by the homecoming of London Old Boys this year, extraordinary efforts were put forth to eclipse all their former ex-

and during the day at intervals of 30 minutes crowded trains departed from London for the scene of enjoyment.

The success of the picnic is estimated by the number of those present, and, following this accepted rule, the travellers' picnic at Port Stanley, on Saturday, was the greatest that ever went out of London. Everything favored the occasion. The weather, a most important consideration, was superb, and the temperature perfect. Then the travellers were favored in the excellence of their train service for which they were able to arrange. There is, to a considerable extent, a community of

most as thick as bees, and between the hours of two and six o'clock at least twelve thousand were in attendance.

The sports began with a grand baseball game on Erie Flats, between the London and Toronto travelling men for a magnificent silver trophy, presented by M. C. Ellis, of Toronto. The athletic competitions took place on the heights and resulted as follows:

100 yards, travellers only—1, E. Dore; 2, H. A. Turner.

75 yards, four-legged race, badge holders only—1, H. W. Lind, J. E. May and H. E. Turner; 2, Talent, Obernesser and Struthers.

100 yards, hotelmen only—1, J. S. Sweeney; 2, W. Obernesser.

One mile automobile race—1, H. Southam and R. Munro; 2, T. Nopper and Geo. Deilor.

100 yards, travellers over 200 lb.—1, H. A. Lawson; 2, T. Mortimore.

see out book 11

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J. Mon.



RECEPTION ROOM IN THE LONDON TRAVELLERS' CLUB.

cursions. That the travellers succeeded in their latest endeavor, was amply proven by the enthusiasm of the immense throng as the procession which opened the big day's proceedings formed and moved through some of the principal streets, headed by the band of the Seventh Regiment. Port Stanley, a watering place situated on the shore of Lake Erie, some 25 miles from the Forest City, was the rendezvous for the picnickers. The train conveying the first detachment of the travellers' picnic left the L.E. & D.R.R. station at 11 a.m.,

interest between the railroads and the commercial travellers, and this fact helped very materially. One hundred and nineteen coaches were called into use to transport the passengers from London and St. Thomas alone, while in addition, a special train was run from points along the Lake Erie Railway. A very large number of those gathered at the Port Stanley grounds drove in from the country from many miles around, others wheeled, and each helped to form the immense whole; wherever the eye turned, landward, were many human beings, al-

100 yards, jungle race—1, elephant; 2, giraffe.

10 yards and return, visiting merchants' business race—1, T. C. Hanna, Wingham; 2, J. N. Scott, Mt. Forest; 3, C. D. McReady, Port Stanley.

25 yards and return, local merchants' fishing contest—1, W. Evans; 2, J. Sweeney, Ridgetown; 3, Geo. Chantler.

The King's plate, travellers only—1, E. Austin; 2, E. Powlika; 3, R. Greene.

Catching the monkey, badge holders only—1, W. Evans; 2, E. Powlika.

Driving the blind pigs, warehouse employees only—1, Sage and Turner; 2, J. Hunter and A. Croden; 3, A. Clark and T. Hevey.

In the team skipping and sun bonnet race for little girls, the children became so entangled by the conditions and the bonnets that they were each paid off with a box of candy, it being impossible to choose the winners.

50 yards, boys under 15—1, Peter Moore; 2, Chas. Allport; 3, Fred. Wright.

100 yards, Richards' pure soap race, ladies over 16 years—1, L. Thorne; 2, Ethel Winslade; 3, Minnie Smith; 4, Miss B. cking; 5, Miss Pembroke.

75 yards, Sweet Caporal race, badge holders only—1, C. Dore; 2, L. Sage; 3, H. Turner.

75 yards, judges' race, square heel and toe—1, F. Love; 2, J. B. Campbell; 3, R. D. McDonald.

After supper on the Heights, the 7th Regiment band gave a promenade concert that was enjoyed by assembled thousands, in front of the Fraser House.

The big event of the evening was the cooks' parade, in which about three hundred travellers participated. The parade began on the beach, and went through the village to the Heights. Unfortunately, it was dusk when the long parade, representing fifteen nationalities, reached the grounds, but nevertheless, it afforded a vast deal of amusement.

The General and Supervisory Committee were: C. S. Hyman, M.P., chairman of committees; S. F. Glass, secretary of committees; H. E. Buttrey, J. K. Spry, Alf. Gunther, J. M. Ferguson, E. I. Sifton, Donald Ferguson, A. T. Edwards, R. D. Kilgour, J. S. Townsend, E. R. C. Struthers, C. W. McGuire.

NOTES OF THE TRAVELLERS PICNIC.

The travellers' committee advertised for some original ideas for the events to be put on the day's programme; seven ans-

wers were received, all the original ideas were good, and all were included on the printed programmes.

The uniform adopted by the travellers for the day's outing was both sensible and economical, viz.: white duck trousers and white linen hats.

Altho there is one thing travellers have in common, and that is big-heartedness and good humor, there is a terrible difference in build and physiognomy. At the Port picnic there were fat drummers and thin ones, corpulent and lean ones, tall, short and shorter men; but the latter were mostly tall across. Some were dark, others fair, some ruddy, a few car-roty; lots were good looking, some middling, others worse, some worser; a few duds, and a few mashers, with a number of real handsome men in the big bunch.

In round numbers 1,800 commercial travellers are enrolled at London as members of The Commercial Travellers' Association of Western Ontario. Some 500 of this number reside in the city.

Three-twelfths of a dozen of the best looking policemen not belonging to the regular force kept fairly good order and the crowd back. The chief with the false whiskers made a real good "bobbie," although only a gripman like his subs. Remarks were made that those police were smoking cigars on duty!

All's well that ends well, especially when it has been a record-breaking success.

CHAT

John Sharp, of Elva, Man., has sold out his hardware business to T. Wight, Napinka.

Wm. Ashdown, father of Jas. H. Ashdown, wholesale hardware dealer, Winnipeg, died on July 30.

J. Adams, tinsmith and tinware merchant for the last 10 years in Grand Valley, has sold out his business to J. W. Shields of the same place.

PERSONAL MENTION.

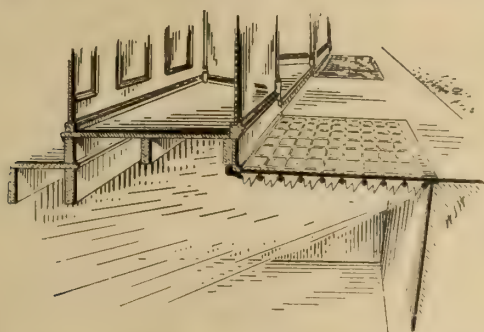
Messrs. T. Lamontagne, of the Mount Royal Color and Varnish Company, and Geo. U. Des Rochers, of The Canada Hardware Co., both of Montreal, have gone on a holiday trip to Boston, Portland and Old Orchard. They will spend a couple of weeks visiting these places.

Mr. H. Sapley, manager of the Montreal works of the Syracuse Smelting Works, returned on Monday from a short vacation trip to Saratoga Springs.

LUXFER

Sidewalk and Window PRISMS.

The Best Improvement for Business Premises



Method of Installing our Standard Sidewalk Prisms.

SEND FOR CATALOGUE.

DISCOUNT TO TRADE.

LUXFER PRISM CO.,
LIMITED

100 King Street West, TORONTO

Montreal Agency: F. T. Blennerhassett, 783 Craig St.

OUR

CHURCH GLASS

HAS FEATURES THAT
DEMAND ATTENTION.

We produce stronger glazing than
is possible with lead.

DESIGNS
and
ESTIMATES } cheerfully given.

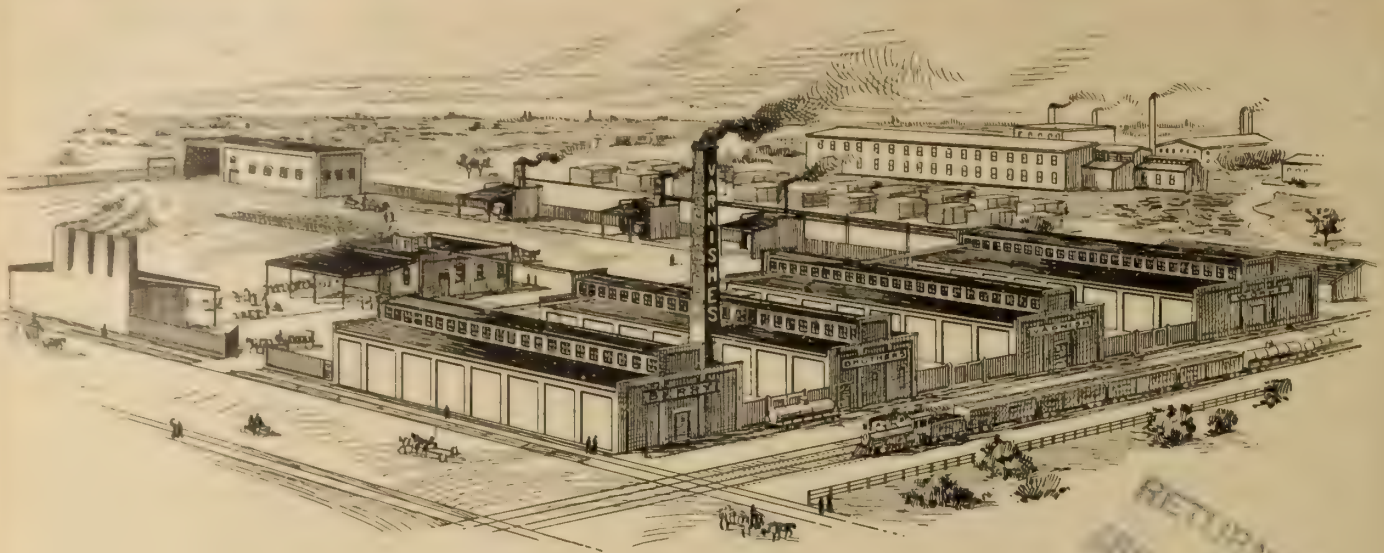
DISCOUNT TO TRADE.

LUXFER PRISM CO.,

100 King St. West,

TORONTO.

Montreal Agency: F. T. Blennerhassett, 783 Craig St.



IT IS NEARLY
HALF A CENTURY

since we commenced to make Varnish. During this period we have acquired a knowledge not only of Varnish, but of the varied needs of varnish consumers that nothing but time can impart, and have also learned how to cater successfully to every varnish want.

Our experience belongs to those who use and sell Berry Brothers' Varnishes.

Safest goods to handle, surest and most reliable goods to use.

WRITE FOR CATALOGUE.

Berry Brothers
LIMITED

WALKERVILLE, ONT.



PAINT, OIL AND BRUSH TRADES

HOW STAINED-GLASS WINDOWS ARE MADE.

THOSE who follow the mediaeval traditions of ecclesiastical window decoration follow in large measure the mediaeval methods also, and it is not without interest to those who enjoy the results of their work to know something of the technical side of the craft. As by the old French glaziers, so still, as we are informed by Mr. Henry E. Goodhue, a very successful master in his art, three drawings are made, the first being drawn more carefully, carrying out detail; the second, a transfer of the outlines of the first, known as the leading drawing, or that upon which the window is finally glazed, and the third, the pattern drawing, another transfer identical with the second. This last is cut up very much as are the patterns for a dress, taking out 1-16th of an inch as allowance for the core of the lead. Each pattern is tacked down upon drawing No. 2. The glass is then selected and cut to these shapes and placed upon the pattern.

The painting of the glass is the next stage of the window. The pieces of glass to be painted are removed from the drawing and placed in position upon the cartoon or first drawing, and the lines traced through very carefully, following the original. All the glass then is laid upon a large slab or easel of clear plate glass and fastened to it with drops of melted wax and resin. This is then placed in an upright position, and an idea is obtained of how the window will finally appear, with the exception that instead of lead the pieces of glass are separated with lines of white light. This "waxing up" of the glass gives an opportunity to change any piece or color that is out of key. After all changes are made the painted glass is removed and placed in a kiln, where it is fired much as china is fired, the pigment melting into and becoming part of the glass.

The glazing of the window is the next process. The separate pieces are again laid upon drawing No. 2 and bound together with lead. The joints are then soldered on both sides and putty or cement rubbed into every crevice to make the window watertight.

"Pot-metal" glass is still used, and in the robe of a figure (we still call it red),

instead of using more or less a flat tone of one color, the early French glazier would cut it up into what would appear to the American manufacturer as unnecessarily small pieces, and take care to get no two immediately next to each other of the same glass or color. Instead, he would have a bit of dark orange next to a ruby, using yellow reds and purple reds in infinite variety. So that while the robe would be red in effect, this would be accomplished by a dazzling arrangement of different colors.—Architect and Builders' Journal.

READY-MIXED PAINT AND THE PRACTICAL PAINTER.

MANY master painters are frank and honest enough to acknowledge that a good standard brand of ready-mixed paint surpasses by far any of their own admixtures in the paint line.

They sell their skill to spread this kind of paint, claiming it pays them better than the old way of trying to pose as paint-makers.

Recognizing the fact that spreading paint is a business in itself and that manufacturing paint is decidedly another, they have made a study of their trade and have learned to respect it. They know that it is only by long years of active practical experience that the painter can obtain a

complete knowledge of the absorbent power of woods and intelligently apply his paint on all the different surfaces.

They are not at all like that class of painters who follow painting, and at the same time think "it is not much of a trade," and, further, that one who has been at the work for a year or so, should find it an easy matter to paint any kind of a job, and if need be, mix or prepare his own paint to do it with.

The intelligent practical painters, whether journeymen or masters, know that there are a great many painters of the kind just described. And in many cases they know where these poor painters are doing the craft harm every day—know they are the kind of men who bring discredit on the trade and lower it in the eyes of the public.

The painters who are the advocates of good ready-mixed paint follow their business, like the most of others in trade, to make money. They do not deny but that they can mix by hand with lead and oil as good paint as anyone else, but they have decided after many experiments that there is no money in it. To mix paint by hand, to break up the lead to work in proper tints, consumes a lot of time—a lot of time for which they do not get any pay. And buying small—piecemeal as it were—

LINSEED OIL

Raw and Boiled

"GUARANTEED PURE"

MANUFACTURED BY

Canada Linseed Oil Mills, Limited

MONTREAL.



BARRELS WANTED!!

WE are open to buy good sound, oak Linseed Oil, Turpentine, Varnish, and Machine Oil Barrels.

they have no assurance of the purity of the materials they use.

On the other hand, with a good prepared paint, like Lucas' tinted gloss paint, (which has the guarantee of responsible manufacturers), at their disposal, they can contract for all kinds of work and without delay rush it through to completion in the shortest possible time. This method of doing business calls into full play their skill as painters, and knowing well all the ins and outs of the trade of applying paint, they are able to make a good profit on every job and increase their earning powers considerably.

They know in the total cost of every painting job two-thirds of the money goes to the one who applies the paint, not to the one who makes the paint, and knowing this they are out to make the best of the opportunities afforded by the knowledge of their trade.

Certainly not as manufacturers of paint, but as practical painters, do they look for success. In other words they believe in keeping to the end of the business they know all about.

Of course it can be admitted, along with the man of little knowledge of painting, there are to be found here and there a few respectable old painters, who still continue to mix their own paint from lead and oil, and in all likelihood will continue to do so until the end of their days.

The last named may not be bad painters in their way, and are respected in the communities in which they live. Nothing can be said against them, unless it is that they are the victims of habits formed in youth and of customs in vogue years ago before the paint making industry was revolutionized by the modern manufacturer with his up-to-date machinery and scientific methods of doing business on a large scale.

But each year painters of this class are less and less factors in the painting business. They can be compared with the old time conservative business men who still insist upon writing their letters with pen and ink, and who will not permit themselves to acknowledge the advantages of the typewriter as a saver of time and a modern machine invaluable to the present day business world.

But, nevertheless, both will soon be crowded out, for in this progressive age only progressive methods in every line of business can prevail. The age is too intelligent to have it otherwise.

Reputable prepared paint such as is manufactured by John Lucas & Co. has long since proven its worth, utility and economy. It is here to stay and increase

in popularity. To-day none know this better, and are more pleased to know that such is the case, than the intelligent practical painters, whether masters or journeymen.—Good Paints.

VARNISH SUBSTITUTE.

THE varnish substitute patented in France by Ammundsend is said to cost only one-quarter as much as ordinary varnish; it dries very rapidly and several coatings can be applied in quick succession, says The Paint, Oil and Drug Review. It is prepared by mixing 100 parts of casein with 10 to 15 parts of a 10 per cent. solution of soap and 20 to 25 parts of slacked lime, the whole being triturated until perfectly homogeneous. From 25 to 45 parts of turpentine spirit are then added, little by little, after which the mass is diluted with water until it attains the consistency of ordinary varnish, whereupon it is ready for use.

When it is desired to keep this preparation for any length of time, a little ammonia or other suitable substance should be added in order to prevent the precipitation of the lime. Colors may be incorporated with this varnish by grinding in the usual manner. The resulting paints will adhere to damp wooden or brick walls, which is not the case with linseed oil paints; they will also stick on ordinary oil paint, and exhibit extreme durability when applied to metallic surfaces. The resisting powers are equal to those of oil varnish, and, when dry, the constituents become insoluble. The new medium may

be applied in the same manner and in the same proportions as ordinary varnish; and, moreover, the colors incorporated with it may be removed by the same alkalies as are employed in the case of oil paints.

PAINT AND OIL NOTES.

Jas. Reid, paint manufacturer, Dundas, Ont., had his stock damaged by smoke and water.

PAINT AND OIL MARKETS.

MONTREAL.

THE usual midsummer slackness in the demand for general lines of painting material seems about to show itself, although manufacturers are still well employed. The demand for white lead is as active as ever and prices are well maintained. Linseed oil for immediate delivery is steady at quotations below, but for forward delivery some concessions are being made, owing to weakness in the primary markets abroad. There has been a slight reaction in turpentine since last week, but as the local dealers did not take much advantage of the previous advance, the local prices remain unchanged. We quote:

GROUND WHITE LEAD.—Best brands, Government standard, \$5 to \$5.25; No. 1, \$4.27½ to \$4.87½; No. 2, \$4.40 to \$4.50; No. 3, \$4.02½ to \$4.12½; No. 4, \$3.65 to \$3.75, all f.o.b. Montreal. Terms, four months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—\$4.75 in casks and in kegs, \$5.

DRY WHITE ZINC.—Pure dry, in casks, 6¼c.; in 100-lb. kegs, 6¾c.; No. 1, zinc, in casks, 5¼c.; in 100-lb. kegs, 5¾c.

WHITE ZINC (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No. 2, 6c.

THE POINT TO BE CONSIDERED

when choosing what brand of ready-mixed paint to stock, is **Quality**. It costs as much to put on an inferior paint as a first-class brand. The profit may be a little more to the dealer, but he seldom duplicates the sale, the result being loss of trade and dissatisfied customers.

Anchor Liquid Paint has been giving satisfaction for 30 years. The White Lead used is **Brandram's B.B. Genuine**—the standard of the world.



HENDERSON & POTTS

ESTABLISHED
1874,

Halifax and
Montreal.



PUTTY.—We quote: Bulk, in barrels, \$1.60; bulk, in 100-lb. packages, \$1.85; bladders, in barrels, \$1.90.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, 7½c.; smaller quantities, 8½c.

RED LEADS.—Genuine red lead, in casks, \$1.25; in 100-lb. kegs, \$4.50; in less quantities, \$5.50 per 100 lb. No. 1 red lead, casks, \$4; kegs, \$1.25, and smaller quantities, \$5.25.

LITHARGE.—Ground, casks, 5c.; in less quantities, 5½c.; flake litharge, casks, \$5.25; smalls, \$5.75 per 100 lb.

LINSEED OIL.—Raw, 1 to 4 bbls., 52c.; boiled, 55c.; raw, 5 to 9 bbls., 51c.; boiled 54c. Terms, net cash in 30 days. Delivered in Ontario, between Montreal and Oshawa, at 2c. per gallon advance.

TURPENTINE.—Single bbls., 74c.; 2 to 4 bbls., 73c. Terms, net cash in 30 days.

BENZINE.—25 to 26c.

SHELLAC VARNISH.—Pure white, \$2.20 to \$2.35; orange, \$2.10 to \$2.25.

MIXED PAINTS.—\$1.20 to \$1.40 per gallon.

CASTOR OIL.—8¼ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PURE CANADIAN PARIS GREEN.—Petroleum barrels, 14¼c. per lb.; arsenic kegs, 14¼c.; 50 and 100-lb. drums, 15c.; 25-lb. drums, 15½c.; 1-lb. packages, 16c.; ½-lb. packages, 18c.; 1-lb. tins 17c.; ½-lb. tins 19c.

PURE ENGLISH PARIS GREEN.—Petroleum barrels, 14¼c.; arsenic kegs, 14¼c.; 50 and 100-lb. drums, 15c.; 25-lb. drums, 15½c.; 1-lb. paper boxes, 16c.; 1-lb. tins, 17c.

TORONTO.

There have been few changes of importance since last issue. Oil is easy, but the outlook is for firm prices. The demand for oil and lead has been exceptionally good. Gum shellac is firm. We quote:

WHITE LEAD.—Ex-Toronto, pure white lead, \$5.10 to \$5.25; No. 1, \$4.62½ to \$4.87½; No. 2, \$4.25 to \$4.50; No. 5, \$3.87½ to \$4.12½; No. 4, \$3.50 to \$3.75 in packages of 25 lb. and upwards; ½c. per lb. extra will be charged for 12½-lb. packages; genuine dry white lead, in casks, \$5.02½.

RED LEAD.—Genuine, in casks of 560 lb., \$4.75 to \$5; ditto, in kegs of 100 lb., \$5.25 to \$5.50; No. 1, in casks of 560 lb., \$4 to \$4.25; ditto, in kegs of 100 lb., \$1.25 to \$4.50.

LITHARGE.—Genuine, 6 to 6½c.

WHITE ZINC.—Genuine, French V.M., in casks, \$6 to \$6.25; Lehigh, in casks, \$6 to \$6.25.

SHINGLE STAIN.—In 5 gallon lots, 60 to 85c. per gallon.

PARIS WHITE.—90c to \$1 per 100 lb.

WHITING.—60 to 65c. per 100 lb.; Gilders' whitening, 75 to 80c.

GUM SHELLAC.—In cases, 38c.; in less than cases, 40c. per lb.

SHELLAC.—Pure orange, in bbls., \$2.10; white, \$2.25 per gallon; No. 1, 15c. less; in less quantities, 10c. extra.

GLUES.—Broken sheet, in 200-lb. bbls., 8 to 8½c. per lb.; cabinet glue, in bbls., 11½ to 12c.; emery glue, in bbls., 17c.; bookbinders', ground, 19½c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

PUTTY.—Bladders, in bbls., \$2.10; bladders, in 100-lb. kegs, \$2.25; bulk, in bbls., \$1.80; bulk, less than bbls. and up to 100 lb., \$2.05; bladders, bulk or tins, less than 100 lb., \$2.75.

PARIS GREEN.—Petroleum bbls., 15¼c. per lb.; arsenic kegs, 15½c.; 50 and 100-lb. drums, 16c.; 25-lb. drums, 16½c.; 1-lb. packages, 17c.; ½-lb. packages, 19c.; 1-lb. tins, 18c.

PLASTER PARIS.—New Brunswick, \$2 per barrel.

PUMICE STONE.—Powdered, \$2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots and 8c. in bbls.

LIQUID PAINTS.—Pure, \$1.20 to \$1.40 per gallon; No. 1, \$1.10 per gallon.

BARN PAINTS.—65 to 70c. per gallon.

CASTOR OIL.—English, in cases, 8 to 10c. per lb.; and 9 to 10c. for single tins.

LINSEED OIL.—Raw, 1 to 2 bbls., 55c.; boiled, 58c.; 3 to 5 bbls., raw, 51c.; boiled, 57c., delivered. To Toronto, Hamilton and London, 2c. less.

TURPENTINE.—Single bbls., 77c.; 2 to 3 bbls., 76c., delivered. Toronto, Hamilton and London, 2c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

WINDOW GLASS.

MONTREAL.

There is a fair demand in the Montreal market and prices remain unchanged. First break, 50 ft., \$1.85; second break, \$1.95 for 50 ft. First break, 100 ft., \$3.50; second break, \$3.70; third break, \$4.20; fourth break, \$4.45.

TORONTO.

There is a fair movement. Prices are steady. We quote: Star, under 26 in., \$3.80; 26 to 40 in., \$4; 41 to 50 in., \$4.50; 51 to 60 in., \$4.75; 61 to 70 in., \$5; 71 to 80 in., \$5.50. Toronto, Hamilton and London. Terms, four months.

Franz Bopp

This is rather an unusual name. It is the name of the respected Imperial German Consul for Canada. The

BOPP,

however, of whom we wish to speak is the brother of the Consul, viz.:

ADAM BOPP,

PAINTER
AND DECORATOR

175 St. George St. - MONTREAL.

Addressing Messrs. Wall Bros., Bleury St., Montreal, the well-known paint and varnish jobbers, Mr. Bopp says, "I buy nearly all my supplies from you and when I see the name of The Canada Paint Co. upon the package, I know I have good and reliable painting material. My workmen like the lead, colors and varnishes of The Canada Paint Co., because they know they can do a good job, as the colors are strong and free from all gritty matter."

For the finest paints made address:



WINDOW GLASS.

Our Spring Importations are now arriving, and carrying a very heavy stock, we are in a position to fill all orders promptly.

THE ONLY HOUSE IN CANADA manufacturing and stocking EVERY KIND OF GLASS required for Building purposes.

HOBBS MANUFACTURING CO., LIMITED

LONDON, CANADA

INDUSTRIAL GOSSIP

THE corporate name of The New Ontario Farm and Town Sites Syndicate, Limited, has been changed to The Great West Land Co., Limited.

Work has been commenced on The Superior Portland Cement Co.'s works at Orangeville.

The ironworks of The Wortman & Ward Co., London, Ont., suffered damage by fire to the extent of \$400.

The directors of The Gas Co., Fredericton, N.B., are about to erect a new building and install a new plant.

The Town of Parry Sound is about to expend \$10,000 in improving and extending the water-works system.

The corporate name of The Jarvis Concrete Machines, Limited, has been changed to the corporate name of The Jarvis Concrete Co., Limited.

The output of The Dominion Coal Co. for the month of July is larger by 9,785 tons than for June. The output for July was 275,850 tons.

Four of the seven open-hearth furnaces of The Dominion Iron and Steel Co.'s plant, Sydney, C.B., which were closed down recently have been reopened.

The box factory at Orillia, Ont., has been destroyed by fire. Some machinery on the ground floor was saved from serious damage. The loss is about \$2,500.

The Sun Cement Co., Owen Sound, have just imported a new drier. It is a huge affair, and is another acquisition to the modern and scientific methods being adopted by this company.

Hide & Brownsword, who have a brick-making works at Anvil Island, near Vancouver, B.C., are about to largely increase the capacity of their establishment by adding a continuous brick kiln.

On account of the rush of orders lately The McClary Co., London, Ont., have been forced to increase their staff of moulders. Twenty-one new hands, moulders from Scotland, are now at work.

The Co-operative Foundry Co., which has been communicating with Owen Sound in regard to establishing a plant there, may, it is reported, send representatives to Owen Sound to look over the ground.

Senator Frost, Smith's Falls, Ont., head of the firm of Frost & Wood, implement manufacturers, was in Winnipeg recently looking up a site for the new building the firm are going to erect in that city. Senator Frost says that it will be commenced either this Fall or next Spring.

The Humber Power and Light Co., Toronto Junction, are shortly to commence

the erection of a stone engine house at their works. A steam plant is about to be installed, an engine of 300 horse-power and two boilers of similar capacity having been bought recently.

The heading department of The Canada Screw Co., Hamilton, recently presented W. Williams, one of the oldest employes in that department, on his leaving to take a position in the Brantford screw factory, with a handsomely engraved gold locket to express their regrets at his departure and their best wishes for his future success.

The Hastings Shingle Manufacturing Co., Vancouver, one of the largest factories of its kind in British Columbia, has sold to a Minneapolis capitalist nearly a fifth interest in the concern. The company is incorporated for \$600,000 and this capitalist has secured \$125,000 interest. The president of the company, J. A. McNair, says that there will be no change in the management.

The Harcourt Lumber Co., Limited, Woodstock, Ont., have been incorporated with a share capital of \$40,000, to manufacture and sell lumber, lath, shingles and cordwood, and to acquire the necessary timber lands for that purpose. The provisional directors are: M. S. Schell, W. S. Snell, both of East Oxford; and Frank Maundrell, Woodstock.

Hugh Campbell, Cow City, C.B., who has been in Peace River region with a party prospecting for coal, returned to Ottawa recently. He was successful in staking out an area of coal lands, upon which he calculates there are 250,000,000 tons of good coal. This is the district near Hudson Hope, not far from the entrance to the Peace River Pass. In some parts the coal seams are nine feet thick.

Adams Bros., wholesale saddlery, Toronto, report that they are uncomfortably busy, due mainly to the fact that they are unable to procure workmen. Daily similar cases of need are heard. Trained workmen are needed as never before, and the demand is likely to continue. Canada is an industrial country, and this is an industrial age. Young men who engage in the skilled trades are sure of employment when others go about seeking work. Trained men are always wanted.

Construction work on the line of the Lindsay, Bobcaygeon & Pontypool railway has commenced this week. The contract for the entire stretch of line between Burketon and Bobcaygeon has been let to Mr. E. F. Fauquier, of Montreal, who is under bonds to have the road completed before Dec. 1.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

SITUATIONS VACANT.

A FIRST-CLASS TINSMITH—Must be good on furnace work. Apply to Box 134 HARDWARE AND METAL, Toronto. f

MOULDERS—Accustomed to agricultural work; good opening for steady man who wants to settle in a small town; cheap living; work the year round; state wages. Box 135 HARDWARE AND METAL, Toronto. f

WANTED—Tinsmith — experienced; for galvanized iron work; inside. Apply, Box 136 HARDWARE AND METAL, Toronto. f

WANTED—A young man having some knowledge of the hardware business to sell special lines, both salary and commission paid. A good opening for the right man. Address, Box 49 HARDWARE AND METAL, Montreal. (32-1)

FOR SALE.

FULLY-EQUIPPED FOUNDRY and machine shop for sale in Harriston; good business; or will rent for a year, giving option to buy. Box 112 HARDWARE AND METAL, Toronto. f

HARDWARE BUSINESS—Eighteen to twenty thousand dollars annual business done with five to six thousand capital; Western Ontario town; nine thousand. For full particulars, apply to Box 48 HARDWARE AND METAL. (32-2)



FOR Sale or on Royalty, my Canadian Patent on Improved Knapsack Gasoline Torch. Represents a new and distinct principle of combating insects and fungi. Makes it possible to combat any insect. Average cost, 1 of old system. Also works as a trap at night. One catch of 2 hours, sent to Washington, D.C., showed 1,500 insects. Is being investigated by U. S. Government; part of reports already in. 46 pages of explanatory matter for the asking. Patent to be supplemented by copyrights. Apparatus easy to make, and easy and safe terms to the early bird. Address, Fred. Reinlein, Mt. Vernon, Ill., U.S.A. (32-3)

Their cost is so trifling

and their convenience so great that the wonder is that merchants do without **RUBBER STAMPS**.

Tell us what you would like and we'll tell you the cost.

C. G. Young Co., 1 Adelaide E., Toronto

To Manufacturers' Agents

HARDWARE AND METAL has inquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of inquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

HARDWARE AND METAL
Montreal and Toronto.

Electro - Plating

My business for 9 years. For 9 years with Whaley-Royce Co., makers of band instruments. Was plater for them on as fine a class of work as can be named. Am now in business for myself. Do work for such firms as Rice Lewis Co. Want to do and am able to do work for more concerns, and if YOU require articles to be electro-plated, I want to talk with you.

D. SUTHERLAND,

112 Church St., Toronto.

IT'S EASY WITH
CONNOR'S O.K. ROTARY WASHER



This machine has a heavier fly wheel than any other similar machine. That's why it works the easiest and runs smoothest. They cost you no more than the ordinary kind. Write for our catalogue and price list

J. H. Connor & Son, Limited,
Manufacturers Washers and Wringers, OTTAWA.

Genuine Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.
SAMUEL ROGERS, President.

THE CONSOLIDATED PLATE GLASS CO.

Warehouses:
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HEATING AND PLUMBING

HERE AND THERE.

THEIR is a noticeable fact of a very striking nature, that is, the better feeling that prevails among plumbers and steamfitters the one for the other. But a short time ago one had not to be long in the company of a master plumber before he would hear a bitter remark made by the plumber against his competitor. This appears to be now changed. What has brought about this change can only be conjecture. There certainly is a spirit of confidence engendered one for the other. Frequent coming together no doubt has had a great deal to do with this state of affairs.

* * *

One of the early enthusiastic members of the Master Plumbers' Association was W. J. Burroughes, formerly of Toronto, now of London, Eng. Mr. Burroughes, accompanied by his son, recently paid a visit to his old Toronto home and dropped in on a lot of his former fellow craftsmen. Mr. Burroughes looked as if London life agreed with him. While he was glad to be able to renew old friendships he did not appear to be anxious to make his home again in Toronto. Speaking of the difference in the systems of plumbing and heating in London compared with Canada, Mr. Burroughes thought the Londoners were far behind Toronto so far as plumbing was concerned, but thought possibly Canada could get some pointers from London along the line of hot water heating.

* * *

Speaking of Mr. Burroughes calls to mind a joint picnic arranged by him between Hamilton and Toronto some years ago. The associations were then in their infancy and were not so popular then as now. Mr. Burroughes was an early believer in friendly meetings, and arranged the picnic to bring these two cities together. A most pleasant and enjoyable time was spent, and good resulted from the meeting.

* * *

Years of experience have come and gone since the Toronto-Hamilton picnic was held. What was then a theory has been proven to be a fact. Associations are unquestionably a great benefit to the trade. It was thought that the two cities should again come together and recount the many benefits derived from organization. It has been thought that as plumbers are but mortal and are, like

most of their fellow men, ruled to a certain extent by the fair sex, it would be a good idea to bring the silent partners together. What bids fair to be a very successful union has been arranged to take place at Oakville, on August 12, (Wednesday of next week). Both cities are taking hold of the idea with a vim. A good programme of races and sports is being arranged, including races for the ladies and children, bowling on the green, baseball, tug-of-war, quoits, etc.

* * *

Members of the Toronto Association are dividing their interest between the Oakville picnic and the baseball match between the manufacturers and themselves which takes place at Woodbine Park today. It has been suggested that the pipers be engaged to pipe the players between bases.

* * *

What appeared to be a serious proposition before the master plumbers of Toronto was lack of work, owing to the strikes among the building trades. A great number of buildings that were in contemplation have been indefinitely postponed. Since the strikers have returned to work this unsettled feeling has, to a certain extent, subsided. Master plumbers should fully realize the cause of seeming lack of work and not lay the blame to a wrong source.

* * *

One often hears considerable grumbling among boss tradesmen on the loss of time, and often, money, in figuring on work that the owners have no idea of giving them. They are asked to submit a tender simply to keep the successful tenderer at a low figure. This does not appear right. What ought to be a solution of this annoyance would be to levy a certain charge on all tenders submitted. These charges could be graded according to the amount of the contract. If the tenderer is successful, no fee would be charged. If this idea was brought into general practice, it would, to a very considerable extent, stop the evil. Parties asking for tenders would not then be so liable to ask for so many when they know they have a fee to pay. How often does a master tradesman prepare not only tenders but plans and specifications for contemplated works, only to have someone else benefit by his experience?

* * *

The action of the soil pipe manufac-

turers in reference to the discontinuance of the manufacture of light soil pipe is meeting with the hearty approval of the trade. It is considered a move in the right direction. Cities and towns that have adopted plumbing by laws have prohibited the use of light soil pipe, no doubt because of the belief that pipe of that make is unreliable. Those who know claim this to be a fact. While it is in the province of all cities and towns to enact plumbing laws, all have not taken advantage of their rights, and, in such cases, it is left to keen competition just what is used; also, in a great number of cases, no plans or specifications are provided. This, again, allows the plumber to use just about what he likes, and in most such cases he likes to get the job, to secure which he figures on the lowest-priced material obtainable. The action of the manufacturers is a protection in such cases as these. The notice sent out by the manufacturers stated that the new rule would go into effect on January 1 next. This gives a long time to plumbers to secure a quantity beforehand. Manufacturers should follow up their good intention by supplying as small a quantity as possible.

* * *

As an evidence that persistency shall eventually be rewarded the plumbers of Victoria, British Columbia, have identified themselves with the National Association. This should be good news to the late national vice president for British Columbia, H. Mahoney, of Guelph. Mr. Mahoney gave a great deal of time to correspondence with the master plumbers all over his jurisdiction, reporting to the recent convention no less than 143 letters written. Mr. Mahoney has Ontario under his care this year, and, we understand, that already master plumbers in Ontario are receiving information from his pen. Ontario is pretty well organized, but there is some work yet to be done. No doubt it will receive full attention.

* * *

Notwithstanding that the next Ontario provincial convention is three months off, the officers are commencing to get things in shape, so that a good report can be presented. Toronto, no doubt, will look after the delegates while in session. Business sessions will receive first place.

* * *

The general outlook for the master plumber is much more favorable than

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put up specially for the farmer's barn, the farmer's fences, outhouses, etc.? Have you told him you could sell them at \$1 00 per gallon and guarantee him splendid results? If not, why don't you think it over? It's one way of bringing money to you.

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Zinc Spelter.
Pig Lead.
Babbit Metals.
Solder.
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We buy

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—Rubber Bicycle Tires.
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—Rubber Hose.
—Rubber Springs

We buy

Drosses of all kinds.

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—Lead,
—Type Metal,
—Zinc

Brass Ashes.
Metal Residues.

We buy

Scrap Metal

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over before, and, with a little cool head-ness, should continue for some time to come. Some can't stand adversity; while too much prosperity has a tendency to unbalance others.

LIGHTING SYSTEMS.

MERCHANTS everywhere are learning to appreciate the commercial value of light, and, in communities where gas or electricity is furnished, the problem of providing good light is solved in very large measure. It is in those places, however, where neither gas nor electricity is at the merchant's command that good store lighting is not so easy.

Coal oil is not always satisfactory because of the attention oil lamps require, and because, too, the light obtainable is not of sufficient whiteness and brilliancy to bring out color in merchandise when color is a factor in the selling.

Gasoline has been utilized to good advantage. Its quality of rapid vaporization has made it as effective as manufactured gas. When properly mixed with air it is an excellent illuminant, and, in conjunction with good burners, leaves little to be desired. Apparatus for gasoline lighting is manufactured by The Canada Carbon Light Co., Limited, 101 King street west, Toronto. This company have produced a system designed for lighting large areas, where powerful light is required. It is claimed for this system that it can be installed at a very low cost, and that it is inexpensive to operate; also that the insurance companies sanction its use without extra premiums. Its illuminating power ranges from 1,200 to 1,600 c.p. A special gas mantle, designed for high-pressure lamps, is required. This system has been installed by many municipalities for street lighting, among them being Ailsa Craig, Sterling, Hagersville, Point Edward, Haliburton, and several towns in Manitoba.

ALUMINUM SOLDER.

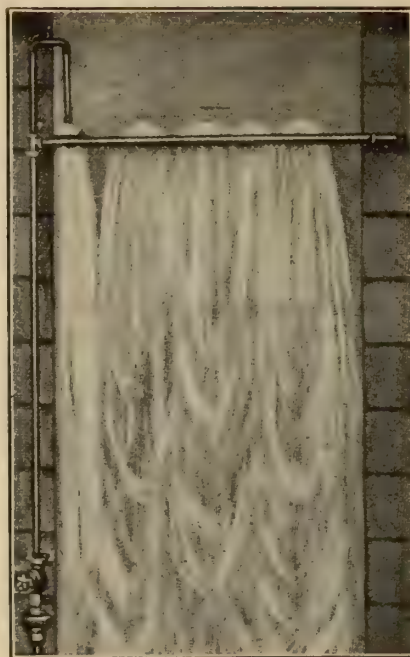
INVENTORS have long been trying to discover a practical method of soldering aluminum, says an exchange. A number of people think they possess the secret, and there is not a factory using this metal which has not its process of soldering, but up to the present, no really satisfactory process has been discovered. The following method is employed by a United States firm, who say that it gives a strong and durable joint between two pieces of aluminum or alloys of that metal. The solder is made up as follows:

	By Weight
Zinc.....	90 per cent.
Aluminum.....	5 per cent.
Antimony	5 per cent.

The solder is still stronger if 8 per cent. of antimony and 87 per cent. of zinc is used. The aluminum is first melted in a crucible and the zinc added gradually; when the latter is melted the antimony is put in and the alloy mixed intimately with sal ammoniac. When the surface of the molten metal is clear and white, the slag is removed and the solder cast in bars. The surfaces to be soldered are first cleaned with acid and then coated with solder, care being taken that the latter penetrates the surface of the metal under the action of the fire without its being burnt. The pieces are then brought into contact and heated: the excess of solder is removed while still liquid and the whole is allowed to cool.

A NEW DEVICE FOR FLUSHING URINALS.

Below we show a cut of a new device for flushing a wall urinal. According to



Perforated Pipe for Public Comforts.

The Plumbers' Trade Journal, this is giving entire satisfaction, and incorporates many features of superiority, placing the clever invention in a class by itself at once. It is styled "the new perforated pipe for public comforts." Public urinals have always been a source of very great annoyance as to just how best to keep them in a clean and sanitary condition. Disinfecting chemicals have been resorted to to accomplish this end, but, after all, a proper flow of water is the most correct solution of the difficulty. It is claimed for this new device that the flow of water is steady and free from any squirting that is often found in other systems; another claim is that the variation of pressure has no effect on the flow of water. The perforated pipe

can be placed at the top of the marble or slate slab, as the greater amount of surface covered with the running water will result in a better fumigation of the room. Sanitary experts have long found water to be the simplest and best liquid to use in keeping urinals in anything like proper condition. Alphonse Major, 461 Pearl street, New York, is the inventor and manufacturer of the apparatus illustrated.

PLUMBING AND HEATING NOTES.

H. J. Boyce, plumber, London, has sold out to W. J. Green.

It is thought that The Grant Acetylene Generator Co., of St. Thomas, Ont., may instal a plant in Elkhorn; Man.

H. Mahoney, of Mahoney Bros., Guelph, and Mrs. Mahoney have joined some friends and gone into "camp." Needless to say Harry will see the party has a good time.

J. McKittrick, of The Toronto Furnace and Crematory Co., 16 Queen street east, Toronto, has just returned home from a couple of weeks holidays spent on the Georgian Bay. Mr. McKittrick, who was accompanied by Mrs. McKittrick, reports having a fine trip.

A. A. McMichael, vice-president The Jas. Robertson Co., Limited, has very generously donated a cup to be contested for at the Oakville picnic next week between the rival baseball teams. The question now is which association will win the cup.

A. Purdy, of Purdy, Mansell & Co., 46 Adelaide street west, Toronto, and family, spent some days up in Muskoka. Mr. Mansell, of the same firm, and Mrs. Mansell, have just returned from their Muskoka trip. All report having a good time.

The Montreal Light, Heat & Power Co. have given notice that owing to the increase of wages and cost of materials the rates for lighting will be increased by reducing the present discount, which is 33 1-3 per cent., to 10 per cent. for one-year contracts, and 15 per cent. for five-year contracts.

Hamilton master plumbers all report work plentiful; while, outside of business, the only other topic talked of is the Summer Carnival. They have promised to forget both business and carnival long enough to take in the picnic at Oakville, August 12, and, incidentally, to do up the Toronto Association baseball team.

A busy man these days is A. Rodgers, of 138 James street north, Hamilton. Among the many contracts recently secured by Mr. Rodgers, are the following: Plumbing and heating in the Bank of Commerce building, Dundas; Eli Van Allen's factory, and in residence for T.

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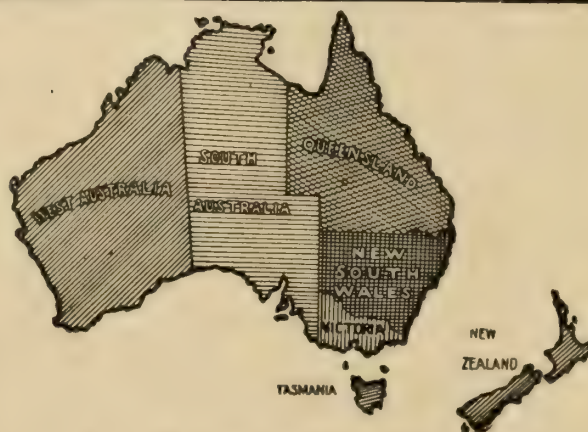
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Leather, Hamilton, also the Burlington Hotel, Burlington, and the postmaster's house. Wood and Heating contracts are: Residences for A. Scott, J. B. Dixon and Dr. Sharpe, Brampton; Geo. Robinson, Englishman's house of Centenary Church and Sunday School of Christ Church Cathedral, Hamilton; residence for Geo. Robinson, Grimsby. Plumbing contracts: school building residence for A. Nellis, St. Catharines (in this case a septic tank system is being installed), also a residence for R. Hoag, George street, Hamilton. Mr. Rodgers has just completed 10 houses for The Barton Savings & Loan Co., and three county buildings, Brampton. The gaol, court house and registry office. The systems installed in the county buildings are giving good satisfaction, and meet the approbation of the committee in charge of the work.

BUILDING NOTES.

James Hill, contractor, Blyth, Ont., is dead.

Wm. Oman & Son, contractors, Montreal, have assigned.

W. Guilbault & Co., contractors, Montreal, have been registered.

The St. Paul's Church Building Co., Vancouver, B.C., have been incorporated.

The Guelph Foundry Co. are erecting a brick addition to their plant; L. C. Wideman is the architect.

The contract for the erection of the McKinnon building, on Douglas street, Guelph, has been let to Thomas Matthews.

A \$3,000 improvement is to be made on the fire department in the City Hall, Montreal. A new vault will be among the improvements.

A new factory, for The Church Woodenware Manufacturing Co., Limited, Fenelon Falls, Ont., which obtained a charter recently, with a capital of \$10,000, is to be erected in that town.

The Berlin Foundry Co. have let the mason work of their new building to C. Asmussen, the contract calling for the completion of the work within seven weeks.

A new addition is being made to the Gardner Tool Works, Brockville, Ont., in rear of the main building. The new structure is a large size, and all the grinding will be done in it.

The head office of the Bank of Hamilton, Hamilton, will be improved by the addition of two more storeys, in keeping with the present architectural style, which will make it one of the finest structures in the city.

The Bell Telephone Co. have given a contract for the building of a four-storey exchange station at the corner of St.

Andre and St. Catherine streets, Montreal. The building is to be completed within the year.

Postmaster Coppinger, of Hanover, Ont., has decided to erect a new building suitable for a postoffice and will ask the Government for permission to move into it. The structure will be a substantial one and a credit to the town.

The corner-stone of the new addition to the Novitiate, Peterboro, Ont., was laid this week. The new building will be three storeys high. J. E. Belcher is the architect. Rutherford Bros. will do the carpenter work and R. Sheehy the masonry.

BUILDING PERMITS.

TORONTO.

R. McLellan, two storey brick dwelling, on Pearson avenue, to cost \$1,800.

R. Carrothers, dwelling, east side of Dufferin street, near Armstrong avenue, to cost \$1,200.

W. A. Bell, two-storey brick dwelling, 580 Markham street, to cost \$2,600; H. G. Paull, architect.

Richard Houston, two storey dwelling, north side of Dupont street, near Walmer road, to cost \$1,350.

Chas. Jolliffe, a pair semi-detached two-storey dwellings, 215 and 217 Albany avenue, to cost \$2,500.

M. B. Vanderwort, four pair semi-detached two-storey dwellings, 28 to 42 Verrall avenue, to cost \$9,600.

W. Bradley, two-storey dwelling, corner of Brock and Frankish avenues, to cost \$1,000; H. G. Paull, architect.

S. B. Coon, a pair of detached dwellings, south side of McPherson avenue, to cost \$9,600; S. B. Coon, architect.

Mrs. Bryant, two-storey brick dwelling, north side of Walker avenue, to cost \$1,000; A. F. Wickson, architect.

Wm. Apps, pair semi-detached two-storey-and-attic brick dwellings, east side of Albany avenue, near Bloor, to cost \$6,000; W. R. Harper, architect.

Consumers' Gas Co., additional storey and alterations to old Court House building, south side of Adelaide street, near Toronto street, to cost \$15,000; F. H. Herbert, architect.

HAMILTON.

S. O. Greening, an automobile stable, to cost \$1,000; J. Edwards, architect.

Hon. J. M. Gibson, a brick addition to house, to cost \$1,800; J. Edwards, architect.

MONTREAL.

J. & R. Weir, 33 Nazareth, at 16 Duke street, alterations to a factory, \$2,000.

B. Flanhart, 708 Drolet street, at 706 same street, a two-storey house, forming two dwellings, \$800.

Peter McCarthy, 123 St. Antoine, on Forsyth street, two three-storey houses, forming two dwellings, \$4,000.

Aurele Roy, 209 Montana street, at 1, 3, 5, 7 and 9 Johnson street, two houses forming four dwellings, \$1,000.

N. Leclaire, 871 Sanguinet street, on Gifford street, two two-storey houses, forming four dwellings, \$2,600.

Pierre Guenette, 610 Papineau street, at 690 same street, a two-storey house forming three dwellings, \$2,000.

S. D. Vallieres, 1051 St. Hubert street, on Bienville street, two houses of two storeys, forming four dwellings, \$2,100.

A. E. Labelle, of 13 Laval avenue, at same address, a 13x20 one-storey extension, \$600; Mercure & Leblanc, contractors.

Aime Duhne, corner of St. Matthew and Ontario, at 2 Gain street, two houses of three storeys, forming six dwellings, \$5,850.

Toussainte Prefontaine, corner of Napoleon and Tracy streets, at 1124 Dorchester street, a three-storey house of one dwelling, \$6,000; A. Raza, architect.

Marie Anne Levasseur, 77 Duluth avenue, at the corner of Lafontaine and Pompart streets, two houses forming a store and a dwelling, \$1,700.

HANDY LAW BOOK FOR BUSINESS MEN.

Through the courtesy of Mr. R. R. Cormarty, of The Canada Law Book Co., HARDWARE AND METAL has received a copy of an important new work on "Frauds on Creditors and Assignments in Benefit of Creditors," by W. R. P. Parker, B.A., LL.B., of Osgoode Hall, barrister-at-law, a well-known writer on "Company Law."

The work is a treatise on the Canadian law of fraudulent transfers, fraudulent preferences, assignments for the benefit of creditors, composition and extension deeds, and contains as well a complete list of forms and a compilation of the statutes in force in the various provinces bearing on these matters. Mr. Parker has made a special study of this branch of law for some years. The effect of the enactments of the different provinces, is considered and the decisions in all the provinces, other than Quebec, as well as English cases, are cited, and, where of service in throwing light on unsettled points, American cases are also referred to. A distinct gain to legal literature, the work treats of matters commonly arising in connection with all large mercantile concerns, and is written in such a way as to be of practical use to the mercantile community and should prove a handy work of reference for a merchant or manufacturer to have in his office. The book is handsomely and serviceably bound in half calf, and is sold at \$5.50 by The Canada Law Book Co., law publishers and binders, 32-34 Toronto street, Toronto, Canada.

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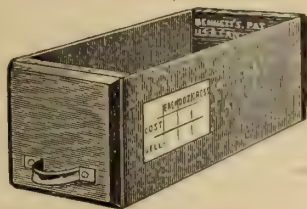
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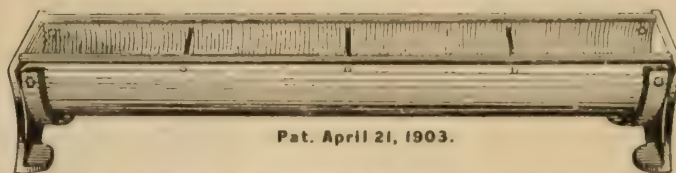
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A fine line for Hardware trade.

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Every hog raiser wants them and is going to have them when he finds out what they are. A great seller, as they are practically indestructible.

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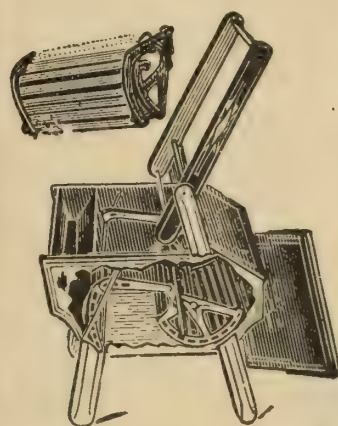
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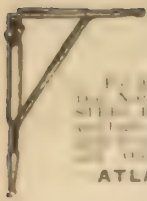
HALIFAX, N.S.
OTTAWA, ONT.
VANCOUVER, B.C.

HAMILTON, ONT.
QUEBEC, QUE.

LONDON, ONT.
ST. JOHN, N.B.
WINNIPEG, MAN.

MONTREAL, QUE.
TORONTO, ONT.

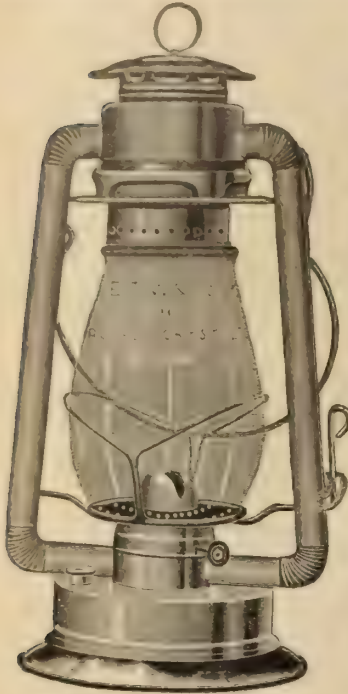
THOS. C. IRVING, Gen. Man. Western Canada, Toronto.



Will Hold Up a Shelf!

That's what a shelf bracket is for. For a picture to lean on. NOTHING BEYOND. NOTHING BUT AFTER THAT, THE BRADLEY STEEL BRACKET. It is well-japaned. Strong and true. The way to a freight is a good profit, and the way to a rack, your jobber.

ATLAS MFG. CO.,
New Haven, Conn., U.S.A.



WRIGHT'S No. 4 COLD BLAST LANTERN is THE Lantern
see it and be convinced.
E. T. Wright & Co., Manufacturers, Hamilton and Montreal.

Have you
tried it?
Tried what?



SELLING MANTELS.

This is in your line of business, and it will pay you.

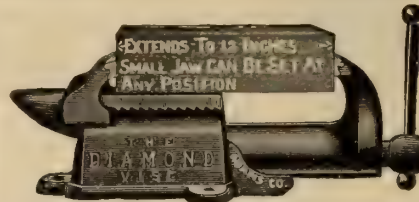
The Batty Stove & Hardware Co.
76 YORK ST., TORONTO.



J. M. MAST MFG. CO.'S
RAT and MOUSE TRAPS
Strongest Traps Made.
Prices Exactly Right.
CANADIAN AGENTS
Edwin H. Grenfell & Co., London, Ont.

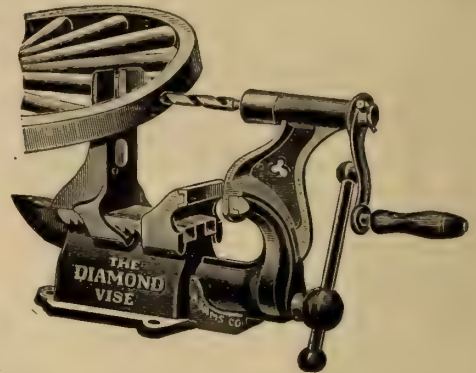
DIAMOND VISE AND DRILLING ATTACHMENT.

U. S. Patent Jan. 15, '95. Canadian Patent July 22, '95

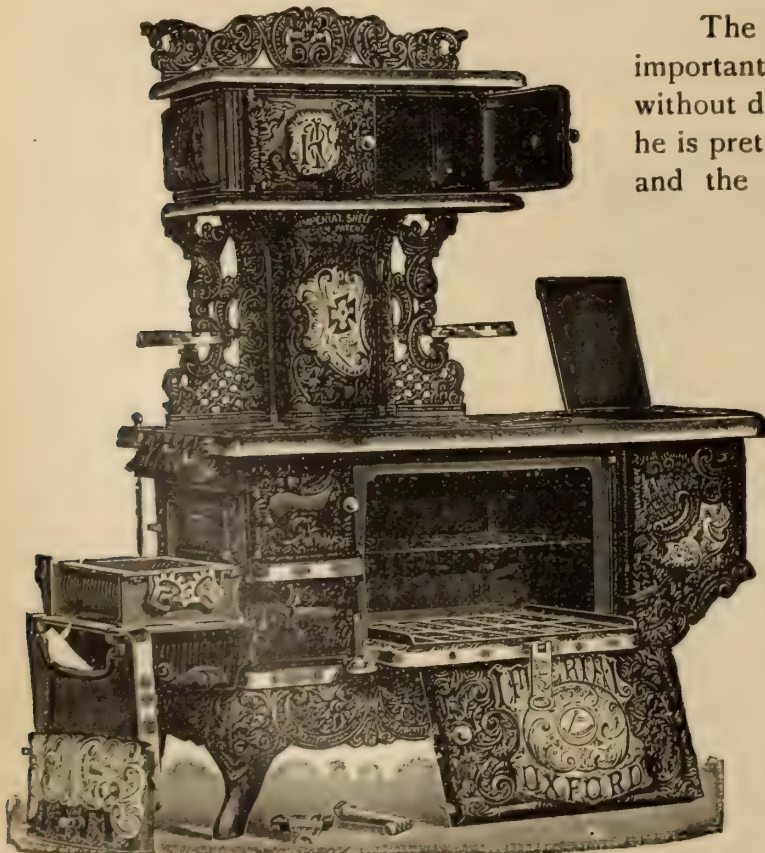


JAWS are faced with steel $\frac{7}{8}$ inch wide, 4 inches long,
firmly fastened to jaw, checked and hardened.
VICE weighs 38 pounds. **DRILL** weighs 13 pounds.
For Sale by Jobbers of Hardware.

Made by—
The Adams Company, Dubuque, Iowa, U.S.A.
 Made by **Taylor-Forbes Co., Limited, Guelph, Ont.**



A RANGE WITH A REPUTATION.



The householder looks upon a kitchen range as an important article in the household. He doesn't buy one without due deliberation. When he comes to your store he is pretty certain what range he wants. Advertising and the advice of friends have helped him make up his mind. You do not know a range that is as well spoken of as the

Imperial Oxford Range

Everyone who has used one speaks enthusiastically of it, and, as for advertising—there is no range so well or so generously advertised. All this helps make sales for you. The goodness of the range will make each customer an enthusiastic canvasser for your store. Write us about your stove business.

THE GURNEY FOUNDRY CO., Limited
TORONTO. WINNIPEG. VANCOUVER.
THE GURNEY-MASSEY CO., Limited, - MONTREAL.

STOVES AND TINWARE

GURNEY'S FAMILY PICNIC.

AS the Garden City pulled out from Toronto at 8 a.m. last Saturday it took away for their annual family picnic over 800 employees, with their wives, families and sweethearts, of the Toronto and Toronto Junction works of The Gurney Foundry Company, Limited.



No industrial organization extant has more reason to be proud of the harmony existing within itself between employer and employe and between the men employed in the various kinds of labor in the two large works. As one goes about the boat noting the many merry groups of men, matrons and maidens one cannot fail to realize that here class distinctions are out of place, that all meet each other on the sound and satisfactory basis of common sympathy and interest.

Even "Old Probs." recognizes the ideal characteristics of such an excursion and manifests approval by providing ideal weather, a clear, warm day, with breeze enough to give a dainty ripple to the water, but not enough to cause any uneasiness to the excursionists.

A sail of two hours and a half brings the party to Port Dalhousie, where a change is quickly made to electric cars, and soon all are enjoying one of the most charming rides on the continent—a ride by electric trolley through the "fruit garden of Canada," from Port Dalhousie through St. Catharines, Meritton and Thorold to Niagara Falls.

As one passes through this country one cannot help but wish that those who, like Kipling, think of Canada as "Our Lady of the Snows," might but see for themselves the richness of the heritage a kind Providence has bestowed on the Canadian people.

We have in our north land the forest and mineral wealth; we have in Manitoba, in the Northwest and throughout the older provinces most fertile agricultural land; we have the requisites and materials for industrial progress and enterprise, and we have that happy combination of soil and climate that makes possible the production of the most luscious fruit the world eats. Canada has every right to the title "Our Lady of the Sunshine."

About noon Niagara Falls are reached. Immediately many make their way to the best vantage points to see the mighty cataract that has touched the sensibilities and stirred the souls of millions. Others, whose

appetites have been whetted by the sail and ride, take their dinner first and feast their eyes on the Falls more leisurely in the afternoon.

An orchestra, which provided sweet music on the boat, is brought into requisition once more, and much of the afternoon is spent by many in the gay whirl of the dance.

At three o'clock the party gather together at the ball grounds to witness the stellar attraction of the picnic—a baseball match between teams representing the Toronto works and the new works at Toronto Junction. The game is one that brims with exciting and loudly-applauded incidents and plays, the chief feature being the brilliant work of the battery for the Toronto works' team, Messrs. Trudelle and Caldwell, whose team wins by a score of 14 to 4. The Junction team takes its defeat in the best possible manner but with a grim determination to "learn the game" sufficiently to win back the lost laurels next year.

About six o'clock the clanging of the electric car bells warns all that it is time for the return journey. Immediately there is a scramble. Nine cars are needed, as the numbers of the picnickers have been largely swelled by arrivals on later boats than that which took over the main party.

The return journey is even more pleasant than the morning one, as introductions have been general during the day, each member of the staff introducing to "the family" his wife or sweetheart and to the latter the fellow-workmen in his department. On the way home, as a consequence, there is a happy freedom from restraint—a sympathetic fellow-feeling that is a credit to all and that adds much to the enjoyment of each.

When the boat is reached there is another scramble, but many are left. (These are brought home half an hour later by the Lakeside.) Soon the boat is loaded, and possibly the most enjoyable part of the day is now experienced. Just enough wind to give a twinkle to the water and so reflect the moon in countless scintillations of a brilliancy and clearness to arouse sentiment in the most blase or dull. In many quiet nooks and corners are little groups of two who seem to appreciate enough of the sentiment and beauty of the scene to satisfy them and to make them oblivious of all else.

In the cabin a programme of music and dancing is provided by the orchestra, aided by Messrs. Halloran, Brewer and others. Too soon, too soon, the lights along the shore indicate that Toronto is near and

that the most harmonious and successful of Gurney's family picnics is over.

As the boat ties up and the crowd disperses one cannot help but feel that behind this success, this harmony, this good feeling, there must have been in the days past some excellent influence for good. Ask any of the older, more thoughtful and observant of the men, and they say it is largely due to the real, downright interest taken by Edward Gurney, the president of the company, in the welfare of his men, and the genial kindness of W. H. Carrick, general manager, and T. B. Alcock, secretary of the company. Ask either Messrs. Carrick or Alcock, both of whom are present—Mr. Gurney is in Boston, so cannot be present—and they ascribe it to the fact that they have in each of their works a staff of men that exemplify true Canadian manhood, and to the foresight of W. R. Gibson, who had charge of the detail arrangements for the picnic.

Whatever may have been the cause, suffice it to say the day has been one of unusual harmony, good-will and enjoyment.

THE RELATIVE VALUE OF COALS AND HOW TO BURN THEM.

WITH the present high price of fuels obtaining throughout the country, it is important to know the differences between the various kinds and grades offered, in order that clients may be properly advised, writes J. M. Whitham in Power. The following is taken from one of his recent reports on this subject:

Given boilers and chimney operating under natural draft and having certain sizes and dimensions, the capacities measured in steam output which can be produced therewith, when using good grades of these coals, are as follows:

	Per cent.
Semi-bituminous coal (8 to 10 per cent. ash).....	10
No. 1 buckwheat anthracite (18 to 22 per cent. ash in use).....	80
No. 2 buckwheat anthracite or rice (18 to 22 per cent. ash in use).....	68

It is, of course, a simple matter to increase the combustion of the small sizes of anthracite by the use of a fan or a steam blast. A fan blast uses from 2½ to 3 per cent. of the steam produced in the boilers, while the steam blast, used for injecting air into a closed ash-pit, consumes from 7½ to 12 per cent. of the steam produced by the boilers and seldom operates under less than 10 per cent. Hence, in making any estimates as to the relative costs of operating with these fuels, these deductions must be made if an

artificial draft must be used, in order to get net comparative results.

Given semi-bituminous and small sized anthracite coals of the ash compositions noted above, my experience has shown that the relation between the costs of operating the plant with these coals, under natural draft, to produce a given output, are:

	Per ton.
Semi-bituminous coal	\$1.33
No. 1 buckwheat coal	1.00
No. 2 buckwheat (rice) coal .....	.83

Paying these prices, the costs for power under natural draft are the same, no matter which coal is used, provided the cost of removing ashes is ignored.

If the anthracite grades have to be burned with blasts, the relative prices which one can afford to pay for producing a given quantity of steam are as follows:

Draft:	Natural.	Fan Blast.	Steam Blast.
Semi-bituminous ..	\$1.33	.....	.....
No. 1 buckwheat ..	.....	\$0.97	\$0.90
No. 2 do. (rice) ..	.....	.82½	.76½

Semi-bituminous coals are burned to advantage only by exercising great care in the handling of fires, and by the firemen exerting themselves beyond what is necessary when burning buckwheat and rice anthracite grades.

When anthracite is burned, the fireman has to shovel the coal into the furnace (of course at the right times, and in small quantities) and to draw out the ashes when the fires are dirty. He does no slicing and does not break up the fire.

If such a method were followed in the burning of semi-bituminous coal, the results would be very indifferent and the capacity would be small. Every fireman is quick to see that he has something more to do than throwing the coal on to the fire and withdrawing the ashes, when burning semi-bituminous coal, and he readily perceives that such a fire must be "worked" with rake and slice-bar.

There are two methods of buring semi-bituminous coal on common grates, and, with equal skill, they are equally effective. The methods are known as:

1. The spreading system by use of alternate doors.
2. The coking system at the front.

With the spreading system only a light covering is given at each time, say from ¾ to 1-in. in thickness, which is thrown over the section of the grate behind one door. The second door of the same furnace is not coaled until a sufficient interval has elapsed to permit the coal just fired to become ignited.

The reasons for firing by this alternate-door spreading system are:

1. That the coal contains from 16 to 24 per cent. of its weight of volatile matter, which is readily distilled by the heat, and constitutes the richest part of

the coal, as it abounds in the hydro-carbons.

2. These hydro-carbons require about four times as much air for their combustion as does ordinary fixed carbon.

3. If the furnace were completely covered with fresh coal the temperature would be momentarily lowered while the gases were being distilled, so that the high temperature required for their ignition would not obtain; and, furthermore, a reduced rather than an increased air supply for combustion would be given.

1. If all the doors are fired at about the same time in a furnace the boiler is for a time thrown out of service, during which time the rich hydro-carbon gases would pass off unconsumed.

When burning coal by the alternate system, follow this rule: "Coal frequently and lightly, and by the use of the alternate doors."

With this method of firing the second door should not be fed with coal until the first section of the grate has been coked and broken up by slicing with the rake or hoe. The fire may be ruined if sliced at the wrong time. Never slice the fire until the fresh coal has become coked, for, if sliced earlier, the coal will run down into the bed of burning coke underneath it and still further cut off the air supply. It is important to coal the fire at just the right moment, which is when the coke is passing from a white to a red heat. If the new coal is supplied too early, it retards combustion and impairs economy. Conversely, if the coal is fed too late, the temperature is apt to be too low to properly ignite it, and economy and capacity are decreased.

By the coking system of firing coal the fuel is thrown on to only the front portion of the grate, where it is allowed to remain until it is coked and the gases are distilled. After it is well coked it is pushed back upon the rear portions of the grate, which are already incandescent. Shortly after thus leveling off the fire, new coal can be thrown on to the front portion of the grate.

By the coking system the rear half or two-thirds of the grate should always contain incandescent coke and ash lying under it. The thickness of the covering on the rear section of the grate should be from 1 to 8 inches. If less than 1 inches, the fire is apt to have holes in it, while if greater than 8 inches the resistance to the inlet of air for combustion is sufficient to prevent a proper supply for the burning of the hydro-carbons. The coal in front, while coking, may be as high as 16 inches, if desired, and the doors may all be used at once, or in rapid succession for the charging of this coal. By the coking method of firing, the slice-bar should be used only after the coke has been spread, and before the

new charge is given to the front portion of the grate.

By following these suggestions with either method of firing the economy is as great as can reasonably be expected and the capacity as much as the draft can possibly permit.

USES OF ASBESTOS.

THE order of the insurance commissioners that all wires in New York's new subway shall be insulated with asbestos, and that the roofs and floors of all subway cars shall be protected with asbestos mill board, calls attention, says The New York Commercial, to the valuable qualities of a mineral that we hardly knew existed a quarter of a century ago. It looks as if asbestos would be a great boon to mankind.

It is only a little over a quarter of a century since the discovery of asbestos. It is the only fireproof fibre in the world. To look at some of the beautiful articles woven from it, we can hardly conceive that asbestos is a mineral, and in its native state looks just like an ordinary rock to the untrained eye. An asbestos mine is, indeed, in simplest expression, merely a rock quarry. But from this stone it is possible to manufacture a suit of clothes.

So far, Canada furnishes nearly all the asbestos of the world, though several mines are being developed in America. The Canadian mines are in Ontario and Quebec provinces. The value of Canada's output in 1901—the last year of compiled statistics—was \$1,186,434. Two-thirds of this comes to the United States. The milling process, whereby the fibre is released from stone, is a secret. It is done at the mines.

CONCRETE FOR BOILER SETTING

A correspondent inquires as to the use of concrete for boiler settings, says Power editorially. We believe that it has been used, in fact, we learn of one case in particular, in which it failed because limestone was used in the concrete, and the driving out of the carbonic acid caused the wall to crumble. There may be possibilities in the use of a concrete made of refractory materials, such as crushed fire-brick-bats and cinders. Such a setting should have ample time to dry out before heated, and the furnace should be lined and the bridgewall built of fire-brick. It would be tighter than a brick wall, and its comparative cost would not be far different for the ordinary locality. The use of enclosed tie rods and expanded metal would make a very strong construction possible. We shall be glad to have the experience or views of any of our readers in this connection.

Portland Cements

BEST

German, Belgian and English Brands.

Fire Bricks,
Fire Clay,
Flue Linings,
Drain Pipes,
Hard Wall Plaster.
Calcined Plaster,
Wheelbarrows,
Mortar Stains.

A FULL STOCK OF

BUILDERS' and CONTRACTORS' SUPPLIES.

W. McNALLY & CO.

40 to 52 McGill Street,
Corner Wellington St.,

MONTREAL.

Write for our quotations.



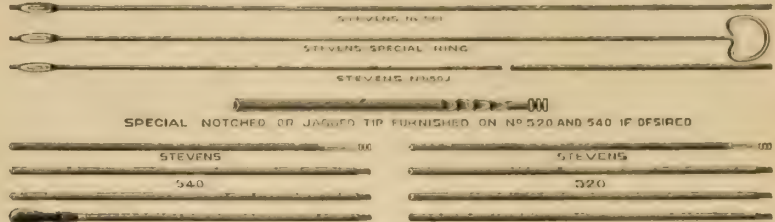
BUILDERS' SUPPLIES

Fire Bricks, Fire Clay, etc.

ALEX. BREMNER, 50, Bleury Street, Montreal, Que.



STEVENS Rifle Cleaning Rods



J. Stevens Arms & Tool Co., P.O. Box 217, Chicopee Falls, Mass., U.S.A.

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Gauge.
Steel and Twist Barrels
Superior in Design, Workmanship
and Finish, and the most popular
Gun on the Market.

Simplest
"Take Down"
Gun Made



HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers.
Catalog on request. Worcester, Mass., U.S.A.

Established 1860.

Incorporated 1895.

STOVE BOARDS



Lithographed in Colors,
Artistically Decorated, also
Made Crystallized.



Seamless, with Seamless
Corners,
Well Finished, New Designs

PRICES ON APPLICATION

The Thos. Davidson Mfg. Co., Limited, Montreal.

COAL HODS, FIRE SHOVELS, STOVE PIPES, ELBOWS, LANTERNS, Etc.

STEEL AND COAL TO SEPARATE.

The directors of The Dominion Iron & Steel Co. and The Dominion Coal Co. have decided to cancel the existing lease, and to separate the two companies in future as separate and distinct concerns. This decision was reached on July 31, after a meeting at Montreal lasting four days, when the following official announcement was handed out:

"The Board of Directors of The Dominion Iron and Steel Co. and Dominion Coal Co. have agreed on the terms on which the lease between the two companies shall be cancelled, and are calling meetings of their respective shareholders to authorize an agreement carrying out the same. The particulars will be communicated to the shareholders by circular immediately."

A prominent director of the two companies gave the following semi-official explanation: The separation of the two companies will be beneficial to both. The chief reason for the steel company giving up the lease, is one of finance. It needs capital to complete its finishing mills, which it could not obtain and at the same time find the capital necessary to carry on the coal business. It has more than \$2,000,000 invested in the latter department, which will now be released, and was, besides, committed to capital expenditure on the coal property, chiefly in completing the great works at Dominion No. 2 mine, which will cost, in all, approximately \$2,000,000 from their commencement, some three years ago, to their completion at the end of this year.

He said that the coal company, which is financially very strong, can develop the coal property without being hampered for want of capital; and that the steel company has, through this arrangement, been able to make provision for the completion of its plant by the erection of finishing mills which will turn out its product in a readily marketable form, with the advantage of Government bounties for the present and a hope of suitable tariff protection in the near future.

Those directors who have taken an active part in the adjustment of the difficulty express confidence that the separation will prove beneficial all round; there will not now be so many interests to run the chance of conflict.

James Ross, the joint president, will now devote his whole attention to the coal company. J. H. Plummer, now vice-president, will, in all probability, take charge of the management of the steel company, for the present at least.

OWEN SOUND IRON WORKS.

An industry which will be of great importance in enlarging Owen Sound's reputation as a manufacturing town is The Owen Sound Iron Works Co., Ltd. This

company, which has been successfully engaged in the manufacture of machinery for a number of years, decided two years ago to erect a huge foundry and install in it all the modern and improved foundry machinery: since that time the directors have, during their travels, inspected all grades of machinery. The result is, that the machinery which the company has purchased is the best obtainable, and the foundry will rank second to none in the Dominion of Canada. The estimated cost of the new plant is \$18,000. The buildings extend from Water to River street. The plant will comprise four large buildings. The main building is 340 ft. long. The pattern and machine storage building is 52 ft. long by 36 ft. wide; the pattern-making shop is 36 ft. long by 32 ft. wide, while the dimensions of the boiler shop are 60 ft. by 36 ft. An interesting feature of the foundry will be the immense travelling crane which will enable one man to lift a two or three-ton weight, while under the conditions of the present foundry the heavy lifting is done by human strength. The crane is based on the principle of the well-known hay-fork, but on a much larger scale. All the latest foundry requirements will be installed, such as modern air compressors and pneumatic hammers, which will strike the incredible number of from one to two thousand blows per minute. The foundry, we are informed by Mr. C. A. Fleming, vice-president of the company, will afford employment to more than double the number of hands employed at the present foundry on Union street. The company, which has an authorized capital of \$100,000 and a subscribed capital of

\$10,000, is officered as follows: President, D. M. Butchart; vice-president, C. A. Fleming; treasurer, J. H. McLaughlan; manager, J. M. Wilson; directors, D. M. Butchart, R. P. Butchart, J. Tolton, J. M. Wilson, C. A. Fleming; auditor, A. F. Armstrong. -- Owen Sound Times.

MODERN FLOORING.

If any person told you fifty years ago that builders would be using rubber tiles instead of stone or wood for house floors, you would have accepted the statement with the proverbial "grain of salt." Such, however, is the case, and they have proved to be the most useful and to possess unique sanitary qualities.

The Dunlop Tire Co. are among the few manufacturers who have made a success of these lines. Their rubber tiles have the same reputation as the Dunlop rubber horseshoe pads, carriage and bicycle tires.

NOVA SCOTIA COAL OUTPUT.

The following is a statement of the shipments of coal from the Nova Scotia collieries during the first six months of 1903:

	Shipments.	Increase.
Dominion Coal Co.....	1,378,183	168,895
Cumb. Railway and Coal Co.....	230,438	43,836
Acadia Coal Co.....	168,953	62,466
Intercolonial Coal Co.....	114,428	24,087
Port Hood Coal Co.....	26,831	18,589
Inverness Railway and Coal Co.....	59,575	34,475
Gowrie & B. H., Limited.....	6,466	
N. S. Steel and Coal Co.....	177,716	68,199
Other collieries.....	50,000	15,000
Total.....	2,212,570	435,547

The mines' report gives 1,753,000 tons as the sales for the first half of 1902, which would give an increase of 459,000.

WOOD'S PATENT- PLANISHED

is charcoal iron; all other so-called sheet-iron is steel.

The best of the cheaper fine irons is Wellsville Polished (steel).

Return a whole sheet for an inch of fault.

Quick service.

American Sheet Steel Company
Battery Park New York

H. BOKER & CO'S



Shears and Scissors

All Styles and Sizes Made.

Warranted to Give Satisfaction.

For Sale by all Leading Wholesale Houses.

CURRENT MARKET QUOTATIONS.

Aug. 7, 1903.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. \$32 50 \$33 50

TINPLATES.

Charcoal Plates—Bright.

M.L.S., equal to Bradley—	Per box.
I C, usual sizes.....	\$6 75
I X ".....	8 25
I X X ".....	9 75

Famous, equal to Bradley—

I C.....	6 75
I X.....	8 25
I X X.....	9 75

Raven and Vulture Grades—

I C, usual sizes.....	5 00
I X.....	6 00
I X X.....	7 00
I X X X.....	8 00
D C, 12½x17.....	4 50
D X.....	5 25
D X X.....	6 00

Coke Plates—Bright.

Bessemer Steel—	
I C, usual size, 14x20.....	3 85
I C, special sizes, base.....	4 25
20x28.....	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I C, 20x28, 112 sheets.....	8 00
I X, Terne Tin.....	10 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs. }.....	7 00
" 14x60, " }.....	
" 14x65, " }.....	

Tinned Sheets.

72x30 up to 24 gauge.....	7 50
" 26.....	8 00

IRON AND STEEL.

Common bar, per 100 lb.....	2 05
Refined.....	2 45
Horseshoe Iron.....	2 40
Hoop steel, 1½ to 3-in. base.....	2 90
Sleigh shoe steel.....	2 10
Tire steel.....	2 30
Reeled machinery.....	3 00
Toe calk steel.....	2 85
T. Firth & Co.'s tool steel, per lb.....	0 12½
Jessop's tool steel.....	0 14
Morton's tool steel.....	0 13
Black Diamond and "B.C." tool steel.....	0 10
Chas. Leonard's tool steel.....	0 08
Park's "Silver" tool steel.....	0 12
" "Special".....	0 15
Jonas & Colver's tool steel.....	0 10
" "Air Hardening".....	0 70
Drill steel, per lb.....	0 08

BOILER TUBES.

	Per foot.
1 in.....	0 09
2 in.....	0 10
2½ in.....	0 13
3 in.....	0 14
3½ in.....	0 17
4 in.....	0 34

STEEL BOILER PLATE.

1 in.....	2 50
3-16 in.....	2 60
½ in. and thicker.....	2 50

BLACK SHEETS.

10 and 16 gauge.....	2 55
18 gauge.....	2 70
20.....	2 70
22 to 24 gauge.....	2 80
26.....	2 90
28.....	3 00

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

All dull, 52 sheets.....	2 75
Half-polished.....	2 85
All bright.....	3 00

IRON PIPE.

Black pipe—	Per 100 feet.
1 inch.....	3 00
".....	2 30
".....	2 40
".....	2 65
".....	2 85
".....	3 65
1½.....	5 20
2.....	7 35
2½.....	8 95
3.....	12 55
3½.....	21 00
4.....	25 00
4½.....	32 00
5.....	38 50
6.....	45 00
".....	48 00
".....	63 00

Galvanized pipe—

1 inch.....	3 20
".....	3 45
".....	3 85
".....	5 00
1½.....	7 20
2.....	10 05
2½.....	12 20
3.....	16 85

Malleable Fittings—Discount 15 p.c.

Cast Iron Fittings—

On unions, 55 per cent.; on nipples, 60 per cent.; on all others, 50 per cent.

GALVANIZED SHEETS.

	Queen's	G.C. Comet Bell.	Head
16 gauge.....	4 05	3 75	4 05
18 to 24 gauge.....	4 25	4 00	3 90
26.....	4 25	4 00	4 25
28.....	4 50	4 25	4 05

American brands, \$4.40 for 28 gauge.

Less than case lots 10 to 15c. extra.

CHAIN.

oof coil, 3-16 in., per 100 lb.....	7 85
".....	8 10
".....	5 25
".....	4 50
".....	4 25
".....	4 20
".....	4 05
".....	4 00
".....	4 00

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties.....	40 p.c.
Tie out chains.....	65 p.c.
Stall fixtures.....	35 p.c.
Trace chains.....	45 p.c.
Jack chain, iron, single and double, discount 35 p.c.....	
Jack chain, brass, single and double, discount 40 p.c.....	

COPPER.

	Per 100 lb.
Ingot.....	15 00
Casting.....	
Bars.....	
Cut lengths, round, 1 to 1 in.....	23 00
" round and square, 1 to 2 inches.....	23 00
" Sheet.....	
Plain, 14 oz., and light, 16 oz., 14x48 and 14x60.....	22 00
Plain, 14 oz., and light, 16 oz., irregular sizes.....	22 50
Tinned copper sheet.....	24 00
Planished.....	32 00
Braziers' (in sheets).....	
4x6 ft., 25 to 30 lb., each, per lb.....	0 23
" 35 to 45.....	0 22
" 50-lb. and above.....	0 21

BOILER AND T.K. PITTS.

Plain tinned, per lb.....	0 28
Spun, per lb.....	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent.....	0 23
Sheets, hard-rolled, 2x4.....	0 23½
Tubing, base, per lb.....	0 23½

ZINC SPelter.

Foreign, per 100 lb.....	6 25
Domestic.....	6 50

ZINC SHEET.

5-cwt. casks.....	6 25
Part casks.....	6 75

LEAD.

Imported Pig, per 100 lb.....	3 50
Bar, per lb.....	0 05
Sheets, 2½ lb. sq. ft., by roll.....	0 06½
Sheets, 3 to 6 lb.....	0 06

NOTE.—Cut sheets 1c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 35 p.c. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

SHOT.

Common, \$6.50 per 100 lb.; chilled, \$7.00 per 100 lb.; buck, seal and ball, \$7.50. Discount, 17½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS.

Light soil, pipe, discount, 45 and 5 per cent. fittings, discount 50 and 5 p.c. Med. and Extra heavy pipe and fittings, dis. 55 and 5 per cent. 7 and 8-in. pipe, discount 40 and 5 per cent.

SOLDER.

	Per lb.
Bar, half-and-half, guaranteed.....	0 20
Bar, half-and-half, commercial.....	0 19
Refined.....	0 19
Wiping.....	0 17

ANTIMONY.

Cookson's.....	per lb. 9 00
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WHITE LEAD.

	Per 100 lb.
Pure.....	5 00
No. 1.....	4 62½
No. 2.....	4 25
No. 3.....	3 87½
No. 4.....	3 50
Munro's Select Flake White.....	5 75
Elephant and Decorator's Pure.....	6 50
Brandant's Genuine.....	6 00
" Decorative.....	5 50
" "No. 1.....	6 12½
" Monarch" brand.....	5 50
Decorator's Pure.....	5 50

Essex Genuine.....	5 25
Ramsay's Pure Lead.....	4 75
Ramsay's Exterior.....	4 50

RED LEAD.

Genuine, 560 lb. casks, per cwt.....	\$4 75
Genuine, 100 lb. kegs.....	5 25
No. 1, 560 lb. casks, per cwt.....	4 00
No. 1, 100 lb. kegs, per cwt.....	4 25

WHITE ZINC.

Extra Red Seal.....	0 06
No. 1.....	0 05½
No. 2.....	0 05

DRY WHITE LEAD.

Pure, casks.....	5 25
Pure, kegs.....	5 75
No. 1, casks.....	5 00
No. 1, kegs.....	5 25

PREPARED PAINTS.

In 1, ½ and 1-gallon tins.

Pure, per gallon.....	1 20
Second qualities, per gallon.....	1 00
Barn (in bbls.).....	0 60
The Sherwin-Williams paints.....	1 40
Canada Paint Co.'s pure.....	1 25
Toronto Lead & Color Co.'s pure.....	1 25
Sanderson Peary's pure.....	1 20
Standard Co.'s "New Era".....	1 30
"Globe" barn.....	60
Francis Frost Co.'s "Ark" Ed.....	1 25
" "British Navy deck.....	1 50
Henderson & Potts's "Anchor".....	1 35
Globe Paint Co.'s mixed.....	1 30
" barn and bridge.....	0 75
Ramsay's paints, Pure, per gal.....	1 20
" Thistle.....	1 00
" Outside, bbls.....	0 65

COLORS IN OIL.

25-lb. tins, Standard Quality.

Venetian red, per lb.....	0 03½
Chromic yellow.....	0 12
Golden ochre.....	0 07
French.....	0 06
Marine black.....	0 04
Chromic green.....	0 10
French Imperial green.....	0 14
Signwriters' black.....	0 16
Umber.....	0 04
Sienna.....	0 07

COLORS, DRY.

Common ochre, bbls.....	1 15
Yellow ochre (J.F.L.S.), bbls.....	2 00
Brussels ochre.....	2 00
Venetian red, bbls.....	1 50
English oxides, per cwt.....	3 00
American oxides, bbls.....	1 25
Canadian oxides, bbls.....	1 25
Super magnetic oxides, 33 p.c.....	2 00
Burnt sienna, pure, per lb.....	0 10
" "umber, ".....	0 08
Raw umber.....	0 08
Drop black, pure.....	0 10
Chromic yellow, pure.....	0 18
Chromic greens, pure per lb.....	0 09
Golden ochre.....	0 03
Ultramarine blue, in 28-lb. boxes, per lb.....	0 06
Fire proof mineral, per 100 lb.....	1 00
Genuine Eng. Litharge, per lb.....	0 07
Mortar color, per 100 lb.....	1 25
Pure Indian red, No. 45, lb.....	0 08
Whiting (common), bbl.....	0 35
English vermilion in 30-lb. bgs.....	0 85

BLUESTONE.

Casks, for smelting.....	5 50
100-lb. lots do per lb.....	0 08

THOS. GOLDSWORTHY & SONS

MANCHESTER, ENGLAND.

EMERY

Cloth Corn Flour

We carry all numbers of Corn and Flour Emery in 10-pound packages, from 8 to 140, in stock. Emery Cloth, Nos. OO., O., F., FF., 1 to 3.

JAMES HUTTON & CO., Wholesale Agents for Canada, **Montreal.**

PUTTY		
Bulk in tubs	1 70	
Bulk in less quantity	1 95	
Bladders in tubs	2 00	
Bladders in kegs, boxes or loose	2 25	
25 lb. tubs	2 25	
12 lb. tubs	2 50	
Bladders in bulk or tubs less than 100 lb.	2 50	

VARNISHES.		
In 5-gal. lots.	Per gal.	Net.
Carriage, No. 1	1 50	1 00
Pale durable body	4 10	4 25
Gold size, japan	2 85	3 20
No. 1 brown japan	1 50	1 00
Elastic oak	0 85	0 90
Furniture, extra	1 10	1 25
No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
Orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
black japan	1 10	1 20
No. 1	0 85	0 90
Elastite varnish, 1 gal. can, each	2 00	
Gramine floor finish, per gal.	2 75	
Maple Leaf coach enamels: size 1, 81 20;		
size 2, 70c; size 3, 40c each		
Sherwin-Williams kopal varnish, assorted		
case, from 1/2 pts to 1 gal., \$2.50.		

CASTOR OIL.		
British, 1st qual in cases, per lb.	0 08 1/2	0 09 1/2
small lots	0 10	0 10 1/2

COD OIL, ETC.		
Cod oil, per gal.	0 50	0 55
Pure olive	1 40	
neatsfoot	0 90	

GLUE		
Common	0 08	0 09
French metal	0 10	0 14
White, extra	0 18	0 22
Celastine		
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner		
Ground	0 12	0 16
Cologne, genuine		

HARDWARE.

AMMUNITION.

Cartridges.

R. B. Caps Dominion, 50 and 5 per cent.		
Rum Fire Pistol, discount 40 per cent. American.		
Rum Fire Cartridges, Dominion, 50 and 5 per cent.		
Central Fire Pistol and Rifle, 10 per cent. Amer.		
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.		
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent.		
Central Fire, Military and Sporting, American, add 1/2 per cent. to list. R. B. Caps, discount 40 per cent., American.		
Loaded and empty Shells, Trap and		
Domestic grades, 25 per cent. Rival		
and Nuts, 10 per cent. advance on list		
Brass Shot Shells, 55 per cent.		
Primers, Dom., 30 per cent. American, \$1 20		

Wads		per lb.
Best thick white felt wadding, in 1 lb. bags		\$1 00
Best thick brown or grey felt wads, in 1-lb. bags		0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges		0 90
Best thick white card wads, in boxes of 500 each, 10 gauge		0 75
Best thick white card wads, in boxes of 500 each, 8 gauge		0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges		0 20
Thin card wads, in boxes of 1,000 each, 10 gauge		0 25
Thin card wads, in boxes of 1,000 each, 8 gauge		

Chemically prepared black edge grey cloth wads, in boxes of 250 each—			Per M.
11 and smaller gauge			0 60
9 and 10 gauges			0 70
7 and 8			0 90
5 and 6			1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each			
11 and smaller gauge			1 15
9 and 10 gauges			1 40
7 and 8			1 65
5 and 6			1 90

ADZES.		
Discount 20 per cent.		

ANVILS.		
Wright's, 80-lb. and over		0 10 1/2
Hay Budden, 80-lb. and over		0 09 1/2
Brook's, 80-lb. and over		0 11 1/2

AUGERS.		
Gilmour's, discount 65 and 5 per cent. off list.		

AXES.		
Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 50	10 00

AXLE GREASE.		
Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

BATH TUBS.		
Zinc		6 00
Copper, discount 15 per cent. off revised list.		

BATHS.		
Standard Enameled.		
5 1/2 inch rolled rim, 1st quality		24 00
5 1/2 " " 2nd "		20 00

BARBIT METAL.		
" Tandem," A	per lb.	0 27
" B	"	0 21
" C	"	0 11 1/2
Frictionless Metal	"	0 23

Syntacuse Smelting Works:		
Aluminum, genuine		0 45
Government, "		0 44
Tough, "		0 40
Hard, "		0 40
Dynamo		0 30
Special		0 25
Harmony		0 22
Car Box		0 20
Extra		0 15

The Canada Metal Co.:		
Imperial, genuine,		0 40
Metallic		0 30
Hercules		0 20
Star		0 15
No. 1		0 12
No. 2		0 10
No. 3		0 06
No. 4		0 05

BELLS.		
Hand.		
Brass, 60 per cent.		
Nickel, 55 per cent.		

Cow.		
American make, discount 63 1/2 per cent.		
Canadian, discount 45 and 50 per cent.		

Door.		
Gongs, Sargent's	5 50	8 00
" Peterboro', discount 46 per cent.		

Farm.		
American, each	1 25	3 00

House.		
American, per lb.	0 35	0 40

BELLINGS.		
Hand, per doz	3 35	4 75
Moulders, per doz	7 50	10 00
Blacksmiths, discount 10 per cent.		

BELTING.		
Extra, 60 per cent.		
Standard, 60 and 10 per cent.		
No. 1, not wider than 6 in., 60, 10 and 10 per cent.		
Agricultural, not wider than 4 in., 75 per cent.		

BITS.		
Auger.		
Gilmour's, discount 60 and 5 per cent.		
Rockford, discount 50 and 10 per cent.		
Jennings' Gen., net list.		
Car.		

Expansive.		
Gilmour's, 47 1/2 to 50 per cent.		

Clark's, 40 per cent.		
Gimlet.		
Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND RED STAPLES.		
All sizes, per lb.	0 07 1/2	0 12

BOLTS AND NUTS.			Per cent.
Carriage Bolts, common (\$1 list)	50	and 10	
" " full sq. (\$2.40 list)	55	and 10	
" " Norway Iron (\$3 list)	55	and 10	
Machine Bolts, all sizes	50, 5	and 10	
Plough Bolts	50, 5	and 10	
Blank Bolts	50, 5	and 10	
Bolt Ends	50, 5	and 10	
Sleigh Shoe Bolts	65, 5	and 10	
Coach Screws, cone point	66 1/2	and 10	
Nuts, square, all sizes, 3/4c. per lb. off.			
Nuts, hexagon, all sizes, 4c. per lb. off.			
Stove Rods, per lb., 5 1/2 to 6c.			

BOOT CALKS.		
Small and medium, ball	per M.	4 25
Small heel	"	4 50

BRIGHT WIRE GOODS.		
Discount 62 1/2 per cent.		

BROILERS.		
Light, discount 65 to 67 1/2 per cent.		
Reversible, discount 65 to 67 1/2 per cent.		
Vegetable, per doz., discount 37 1/2 per cent.		
Henis, No. 8	per doz.	6 00
Henis, No. 9	"	7 00
Queen City	"	7 50

BUTCHERS' CLEAVERS.		
German	per doz.	6 00 11 00
American	"	12 00 20 00

BUTCHER KNIVES.		
Bailey's	per doz.	0 60 6 30

BUILDING PAPER, ETC.		
Tarred Felt, per 100 lb.		1 85
Ready roofing, 2-ply, not under 45 lb. per roll		0 90
Ready roofing, 3-ply, not under 65 lb. per roll		1 15
Carpet Felt	per ton	45 00
Heavy Straw Sheathing	per ton	35 00
Dry Sheathing	per roll, 400 sq. ft.	0 40
Tar	"	0 50
Dry Fibre	"	0 55
Tarred Fibre	"	0 65
O. K. & I. X. 1	"	0 70
Resin-sized	"	0 45
Oiled Sheathing	"	1 00
Oiled	"	0 70
Roof Coating, in barrels	per gal.	0 17
Roof " small packages	"	0 25
Refined Tar	per barrel	5 00
Coal Tar	"	4 00
Coal Tar, less than barrels	per gal.	0 15
Roofing Pitch	per 100 lb.	1 10

BULL RINGS.		
Copper, \$2.00 for 2 1/2-inch, and \$1.90 for 2-inch.		

BUTTS.		
Wrought Brass, net revised list.		
Cast Iron.		
Loose Pin, discount 60 per cent		

Wrought Steel.		
Fast Joint, discount 65, 10 and 2 1/2 per cent.		
Loose Pin, discount 65, 10 and 2 1/2 per cent.		
Berlin Bronzed, discount 70, 70 and 5 per cent.		
Gen. B bronzed	per pair	0 40 0 65

CARPET STRETCHERS.		
American	per doz.	1 00 1 50
Bullard's	"	6 50

CASTORS.		
Bed, new list, discount 55 to 57 1/2 per cent.		
Plate, discount 52 1/2 to 57 1/2 per cent.		

CATTLE LEADERS.		
Nos. 31 and 32	per gross	8 50 9 50

CHALK.		
Carpenters' Colored, per gross	0 45	0 75
White lump	per cwt.	0 60 0 65
Red	"	0 05 0 06
Crayon	per gross	0 14 0 18

CHISELS.		
Socket, Framing and Firmer.		
Broad's, discount 60 and 10 per cent.		
Warneck's, discount 50 and 10 per cent.		
P. S. & W. Extra, discount 60 and 10 per cent.		

CHURN		
Revolving Churns, metal frames—No. 0, \$8		
No. 1, \$8.50; No. 2, \$9.00; No. 3, \$10.00		
No. 4, \$12.00; No. 5, \$16.00 each. Ditto		
wood frames, 20c. each less than the above		
Discounts: Factories, 30 and 30 per cent		
f.o.b. Ottawa, Kingston and Montreal, 40 and		
15 per cent. Terms 4 months or 3 per cent.		
cash in 30 days		
Churn frames, including bearings, levers, etc.		
Nos. 0, 1, 2 and 3, wood, \$2.40; and 4 and		
5, \$2.65. Metal frames, 25c. extra. Dis-		
count 15 per cent., net 30 days.		

CLIPS.		
Axle, discount 65 per cent.		

CLOSETS.			Net.
Plain York or Ontario Syphon Jet			\$9 60
Emb.			10 20
Fittings			1 00
Plain Elgin or Teu. Syphon Washout			6 00
Emb.			6 60
Fittings			1 25
Low Down Elgin or Teutonic, plain			6 00
Low " emb.			6 50
Plain Richelieu			4 25
Emb.			4 50
Connections			1 25
Low Down Ontario Syphon Jet, plain			11 70
Low " emb'd			12 30
Closet connection			1 25
Basins, P.O., 14-in.			0 70
Basins, oval, 17 x 14-in.			1 50
Basins, " 19 x 15-in.			2 25

COMPASSES, DIVIDERS, ETC.		
American, discount 62 1/2 to 65 per cent.		

CONDUCTOR PIPE.		
Plain or Corrugated.		
2-inch	per 100 feet	3 00
3 " "	"	4 00
4 " "	"	5 25
5 " "	"	6 75
6 " "	"	9 00

CRADLES, GRAIN.		
Canadian, discount 20 to 25 per cent.		

CROSSCUT SAW HANDLES.		
S. & D., No. 3	per pair	0 17½
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

We Make the Goods You Want

because your customers want the goods we make. Send us your orders for BUILDING PAPERS, ROOFING FELTS, WIRE EDGED READY ROOFING, and all parties will be satisfied.

The Paterson Mfg. Co., Limited

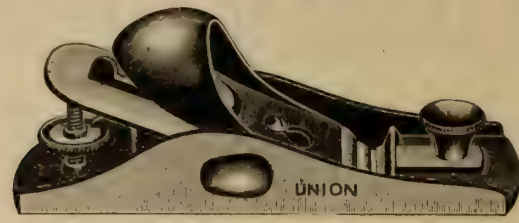
Toronto and Montreal.

DRILLS.			Fork.			KETTLES.			NAIL PULLERS.		
Hand and Breast.			C. & B., discount 40 per cent., revised list.			Brass spun, 7½ per cent. discount off new list.			German and American 1 75 3 50		
Miller's Falls, per doz., net list.			Hoe.			Copper per lb. 0 30 0 50			NAIL SETS		
DRILL BITS.			C. & B., discount 40 per cent., revised list.			American, 60 and 10 to 65 and 5 per cent.			Square, round and octagon,		
Morse, discount 37½ to 40 per cent.			Saw.			KEYS			per gross 3 38 4 0		
Standard, discount 50 and 5 to 55 per cent.			American per doz. 1 00 1 25			Lock, Canadian dia. 40 to 40 and 10 per cent.			Diamond 1 00 2 0		
FAUCETS.			Plane.			Cabinet, trunk and padlock,			POULTRY NETTING		
Common, cork-lined, discount 35 per cent.			American per gross 3 15 3 75			American per gross 0 60			2-in. Mesh, 19 w.g., dis. 60 per cent.		
EAVETROUGHS.			Hammer and Hatchet.			KNOBS.			2-in. Mesh, 16 w.g. and heavier, 50 p.c.		
10-inch per 100 ft. 3 10			Canadian, discount 40 per cent.			Door, japanned and N.P., per			OAKUM.		
ELBOWS (stovepipe.)			Cross-Cut Saws.			doz. 1 50 2 50			U. S. Navy per 100 lb. 6 75		
and 6-inch, common per doz. 1 20			Canadian per pair 0 13½			Bronze, Berlin per doz. 2 75 3 25			Plumbers 3 00		
7-inch 1 35			HANGERS.			Bronze, Genuine 6 00 9 00			OILERS.		
Polished, 15c. per dozen extra.			Steel barn door 5 85 6 00			Shutter, porcelain, F. & L.			McClary & Model galvanized		
ESCUTCHEONS.			Stearns, 4-inch 5 00			screw per gross 1 30 4 00			oil can, with bump, 5 gallon,		
Discount 40 per cent.			5-inch 6 50			White door knobs per doz. 1 00			per dozen 10 00		
ESCUTCHEON PINS.			Lane's covered—			HAY KNIVES.			Zinc and tin, discount 50, 50 and 10 per cent.		
Iron, discount 40 per cent.			No. 11, 5-foot run 8 40			Net prices.			Copper per doz. 1 25 3 50		
FACTORY MILK CANS.			No. 11½, 10-foot run 10 80			Discount, 60 per cent.			Brass 1 50 3 50		
Discount off revised list, 40 per cent.			No. 12, 10-foot run 12 60			LAMP WICKS.			Malleable, discount 25 per cent.		
FILES AND RASPS.			No. 14, 15-foot run 21 00			LANTERNS.			GALVANIZED PAIS.		
Great Western 70 and 10 per cent.			Lane's O.N.T. track, per foot 0 04½			Cold Blast per doz. 7 00			Dufferin pattern pails, discount 45 per cent.		
Arcade 70 " 10 "			HARVEST TOOLS.			Ordinary, with O burner 8 50			Flaring pattern, discount 45 per cent.		
Kearney & Foot 70 " 10 "			Discount 60 per cent.			Dashboard, cold blast 9 00			Galvanized washtubs, discount 45 per cent.		
Diston's 70 " 10 "			HATCHETS.			No. 0 5 75			PIECED WARE.		
American 70 " 10 "			Canadian, discount 40 to 42½ per cent.			Japanning, 50c. per doz. extra.			Discount 40 per cent. off list, June, 1899.		
J. Barton Smith 70 " 10 "			HAT ENAMEL.			LEMON SQUEEZERS.			10-qt. flaring sap buckets, discount 40 per cent.		
McClellan 70 " 10 "			Hen derson & Potts "Anchor Brand"			Porcelain lined per doz. 2 20 5 60			6, 10 and 14-qt. flaring pails, dis. 40 per cent.		
Eagle 70 " 10 "			HINGES.			Galvanized 1 87 3 85			Creamer cans, discount 40 per cent.		
Nicholson, 60 and 10 to 60, 10 and 5			Blind, Parker's, discount 16½ per cent.			King, wood 2 75 2 90			PICKS.		
Globe 70 to 75 "			Heavy T and strap, 4-in., per lb. 0 06½			King, glass 4 00 4 50			Per dozen 6 00 9 00		
Black Diamond, 60 and 10 to 60, 10 and 5 per cent.			" " 5-in., " 0 06½			All glass 0 50 0 90			PICTURE NAILS.		
Jowitt's, English list, 25 to 27½ per cent.			" " 6-in., " 0 06			LINES.			Porcelain head per gross 1 35 1 50		
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to \$1.50			" " 8-in., " 0 05½			Fish per gross 1 05 2 50			Brass head 0 40 1 00		
GLASS.			" " 10-in., " 0 05½			Chalk per gross 1 90 7 40			PICTURE WIRE.		
Window. Box Price.			Light T and strap, discount 65 and 5 per cent.			LAWN MOWERS.			Tin and gilt, discount 75 per cent.		
Star.			Screw hook and hinge			Woodyatt, 12-in. wheel 7 50			PINE TAR.		
D. Diamond			6 to 10 in. per 100 lb. 4 50			Daisy 5 50			½ pint in tins per gross 7 80		
Size United			12 in. up 3 25			Philadelphia, 12-in. wheel 6 50			1 " " 9 60		
Inches.			Spring per gro. pairs 10 50			Ontario, " 14 25			PLANES.		
Under 26 2 0 3 80			HOES.			Discount, 50 per cent.			Wood bench, Canadian discount 40 per cent.		
26 to 40 2 10 4 00			Garden, Mortar, etc., discount 60 per cent.			Maxwell & Sons:			American discount 50 per cent.		
41 to 50 4 50 8 75			Planter per doz. 4 00 4 50			10½-in. high wheel 7 50 10 00			Wood, fancy Canadian or American, 37½ to 40 per cent.		
51 to 60 4 75 10 00			HOLLOW WARE.			9 in. 5 50 6 25			PLANE IRONS.		
61 to 70 5 00 11 50			Discount 45 and 5 per cent.			Discount 50 per cent.			English per doz. 2 00 5 00		
71 to 80 5 50 12 50			HOOKS.			LOCKS.			PLIERS AND NIPPERS.		
81 to 85 14 00			Cast Iron.			Canadian, 40 to 40 and 10 per cent.			Butt's genuine, per doz. pairs, discount		
86 to 90 16 50			Bird cage per doz. 0 50 1 10			Russell & Erwin per doz. 3 00 3 25			37½ to 40 per cent.		
91 to 95 18 00			Clothes line 0 27 0 63			Eagle, discount 30 per cent.			Butt's imitation per doz. 5 00 9 00		
96 to 100 20 00			Harness 0 72 0 88			English and Am. per doz. 0 50 6 0			German 0 60 2 60		
A discount of 25 per cent. is offered on "Double Diamond."			Hat and coat per gro. 1 00 3 00			Eagle, discount 20 to 25 per cent.			PLUMBERS' BRASS GOODS.		
GAUGES.			Chandelier per doz. 0 50 1 00			MACHINE SCREWS.			Standard Compression work, dis. 60 per cent.		
Marking, Mortise, Etc.			Wrought Iron.			Iron and Brass.			"J.M.T." Cushion work, discount 50 per cent.		
Stanley's, discount 50 to 55 per cent.			Wrought hooks and staples, Canadian discount 47½ per cent.			Flat head, discount 25 per cent.			Fuller work, discount 65 per cent.		
Wire Gauges.			Wire.			Round head, discount 20 per cent.			6 dozen lots and over of the above, extra discount 10 per cent.		
Winn's, Nos. 26 to 33 each 1 65 2 40			Hat and coat, discount 45 per cent.			MALLETS.			Lever handle Stops and Waster, discount 60 per cent. With, in lots of 2 dozen and over, an extra discount of 10 per cent.		
HALTERS.			Belt per 1,000 0 60			Tin Smith's per doz. 1 25 1 50			"J.M.T." Globe, Angle and Check Valves, discount 55 per cent.		
Rope, ½-inch per gross 9 00			Screw, bright, discount 55 per cent.			Carpenters' hickory, " 1 25 3 75			Standard Globe, Angle and Check Valves, discount 60 per cent.		
Rope, ¾ to 1-inch " 14 00			HORSE NAILS.			Lignum Vitae 3 85 5 00			"J.M.T." Radiator Valves, discount 55 per cent.		
Leather, 1-inch per doz. 3 87½ 4 00			"C" brand, 40, 10 and 7½ per cent. off list			Caulking, each 0 60 2 00			Standard Radiator Valves, discount 60 per cent.		
Leather, 1½ " 5 15 5 20			"M" brand, 50, 10 and 5 per cent.			MATTOKS.			Patent Quick-Opening Valves, discount 60 per cent.		
Web 1 87 2 45			Countersunk, 57½ per cent.			Canadian per doz. 5 50 6 50			No. 1 compression bath cock 2 00		
HAMMERS.			"Monarch," 60 per cent.			American per doz. 5 50 6 50			No. 4 " 2 00		
Nail.			"Peerless," 50 per cent. dis.			American, discount 33½ per cent.			No. 7 Fuller's 2 30		
Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.			HORSESHOES.			German, 15 per cent.			Patent Compression Cushion bath cock, hot and cold 15 00		
Tack.			F.O.B. Montreal			Gem each 1 15			Patent Compression Cushion bath cock, No. 2208 2 25		
Magnetic per doz. 1 10 1 20			No. 2 No. 1 and larger, smaller.			MILK CAN TRIMMINGS.			Square head brass cocks, discount 35 per cent.		
Canadian per lb. 0 07½ 0 08½			Iron Shoes.			Discount 25 per cent.			Competition Globe, Angle and Check Valve discount 70 per cent.		
Ball Pean.			Light, medium and heavy 3 35 3 60			NAILS.			Thompson Smoke-test Machine \$25.00		
English and Canadian, per lb. 0 22 0 25			Snow shoes 3 60 3 85			2d and 3d 3 45 3 45					
HANDLES.			Steel Shoes.			3d 3 10 3 12					
Axe, 2nd growth, per doz. net			Light 3 45 3 70			4 and 5d 2 85 2 95					
tore door per doz. 1 00 1 50			Featherweight (all sizes). 4 85 4 85			6 and 7d 2 75 2 80					
			F.O.B. Toronto, Hamilton, London and			8 and 9d 2 60 2 60					
			Guelph, 10c. per keg additional.			10 and 12d 2 55 2 55					
			Tee weight steel shoes. 6 70			16 and 24d 2 50 2 50					
			JAPANNED WARE.			20, 40, 50 and 60d (base) 2 45 2 45					
			Discount 45 and 5 per cent. off list, June 1899			Cut nails in carlots 5c. less					
			ICE PICKS.			Wire nails in carlots \$c. \$2.40.					
			Star per doz. 00 3 25			Steel cut nails 10c. extra.					
						Miscellaneous wire nails, discount 75 per cent.					
						Coopers' nails, discount 30 per					

UNION IRON and WOOD PLANES.



No. 110.



No. 9 1/2.

UNEQUALLED IN QUALITY AND FINISH.

Union Mfg. Co., - - - New Britain, Conn.

FOR SALE BY ALL PRINCIPAL HARDWARE DEALERS.

PRESSED SPIKES.		
Discount 20 per cent.		
PULLEYS.		
Hothouse.....per doz.	0 55	1 00
Axle.....	0 22	0 33
Screw.....	0 27	1 00
Awning.....	0 35	2 50
PUMPS.		
Canadian eastern.....	1 80	3 60
Canadian pitcher spout.....	1 40	2 10
PUNCHES.		
Saddlers.....per doz.	1 00	1 85
Conductors.....	9 00	15 00
Pinners, solid.....per set	0 72	
hollow.....per inch	1 00	
RANGE BOILERS.		
Dominion, 30 gallon.....net	6 00	
35.....	7 00	
40.....	8 00	
Ronalds Galvanized, 30 gallon.....	7 40	
35.....	8 40	
40.....	9 60	
Copper, 30 gallon.....	22 00	
35.....	24 00	
40.....	28 00	
Discount off copper boilers 15 per cent.		
RAKES.		
Wood.....per doz. net	1 20	up.
RAZORS.		
per doz.		
Elliot's.....	4 00	18 00
Geo. Butler's & Co.'s.....	4 00	18 00
Boker's.....	7 50	11 00
King Cutter.....	12 50	15 00
Wade & Butcher's.....	3 60	10 00
Thiele & Quack's.....	7 00	12 00
Bailey's.....	6 00	12 00
Bailey's Brantford.....	10 00	11 00
Carbo Magnetic.....	15 00	
Griffon Barbers Favorite.....	10 75	
Griffon No. 65.....	13 00	
Griffon Safety Razors.....	13 50	
Griffon Stropping Machines.....	13 50	
Lewis Bros. "Klean Cutter".....	8 50	10 50
REGISTERS.		
Discount 40 per cent.		
RIVETS AND BURS.		
Iron Rivets, black and tinned, discount 60 and 10 per cent.		
from Burrs, discount 55 per cent.		
Extras on Iron Rivets in 1-lb. cartons, 1c. per lb.		
Extras on Iron Rivets in 1/2-lb. cartons, 1c. per lb.		
Copper Rivets, with usual proportion burrs, 45 per cent. discount. Cartons, 1c. per lb. extra, net.		
Copper Burrs only, discount 30 and 10 per cent.		
Extras on Tinned or Coppered Rivets, 1/2-lb. cartons, 1c. per lb.		
RIVET SETS.		
Canadian, discount 35 to 37 1/2 per cent.		
ROPE, ETC.		
Sisal.....	0 11 1/2	
Pure Manila.....	0 14 1/2	
"British" Manila.....	0 12 1/2	
Cotton, 3-16 inch and larger.....	0 16 1/2	
5-32 inch.....	0 21 1/2	
1 inch.....	0 22 1/2	
Russia Deep Sea.....	0 15 1/2	
Jute.....	0 08 1/2	
Lath Yarn, single.....	0 11 1/2	
double.....	0 11 1/2	
Sisal bed cord, 48 feet.....per doz.	0 65 1/2	
60 feet.....	0 80 1/2	
72 feet.....	0 95 1/2	
RULES.		
Boxwood, discount 55 per cent.		
Ivory, discount 37 1/2 to 40 per cent.		
SAD IRONS.		
Mrs. Potts, No. 55, polished.....per set	0 70	
No. 50, nickel-plated.....	0 80	
SAND AND EMERY PAPER.		
E & A sand, discount, 40 and 5 per cent.		
Emery, discount 40 per cent.		
Garnet (Rutten's) 5 to 10 per cent. advance on list		

SAP SPOUTS.		
Bronzed iron with hooks.....per 1,000	9 50	
SAWS.		
Hand, Disston's, discount 12 1/2 per cent.		
S. & D., discount 40 per cent.		
Crosscut, Disston's.....per foot	0 35	0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.		
Hack, complete.....each	0 75	2 75
frame only.....	0 75	
SASH WEIGHTS.		
Sectional.....per 100 lb.	2 25	
Solid.....	1 75	
SASH CORD.		
Per lb.....	0 22	0 22
SAW SETS.		
per doz.		
Lincoln and Whiting.....	4 75	
Hand Sets, No. 1 Woodyatt (Morrill).....	4 25	
X-Cut Sets, No. 3 Woodyatt (Morrill).....	9 50	
SCALES.		
Gurney Standard, 40 per cent.		
Gurney Champion, 50 per cent.		
Burrow, Stewart & Milne.....		
Imperial Standard, discount 40 per cent.		
Weight Beams, discount 35 per cent.		
Champion Scales, discount 50 per cent.		
Fairbanks standard, discount 35 per cent.		
Dominion, discount 55 per cent.		
Richelieu, discount 55 per cent.		
Warren's new Standard, discount 40 per cent.		
Champion, discount 50 per cent.		
Weightbeams, discount 35 per cent.		
SCREW DRIVERS.		
Sargent's.....per doz.	0 65	1 00
SCREEN DOORS.		
Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz.	6 80	
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style.....per doz.	7 00	
Common doors, 2 or 3 panel, in natural colors, oil finish.....per doz.	8 15	
3-in. style 20c. per doz. less.		
SCREWS.		
Wood, F. H., bright and steel, discount 87 1/2 per cent.		
Wood, R. H., bright, dis. 82 1/2 per cent.		
F. H., brass, dis. 80 per cent.		
R. H., dis. 75 per cent.		
F. H., bronze, dis. 75 per cent.		
R. H., dis. 70 per cent.		
Drive Screws, dis. 87 1/2 per cent.		
Bench, wood.....per doz.	3 25	4 00
iron.....	4 25	5 00
Set, case hardened, dis. 60 per cent.		
Square Cap, dis. 50 and 5 per cent.		
Hexagon Cap, dis. 45 per cent.		
SCYTHES.		
Per doz. net.....	6 00	9 00
SCYTHE SNATHS.		
Canadian, discount 40 per cent.		
SHEARS.		
Bailey Cutlery Co., full nicked, discount 2 1/2 per cent.		
Bailey Cutlery, Japan Handles, discount 67 1/2 per cent.		
Seymour's, discount 50 and 10 per cent.		
SHOVELS AND SPADES.		
Canadian, discount 45 per cent.		
SINKS.		
Cast iron, 16 x 24.....	0 85	
18 x 30.....	1 00	
18 x 36.....	1 40	
SNAPS.		
Harness, German, discount 25 per cent.		
Lock, Andrews.....	4 50	11 50
SOLDERING IRONS.		
1 1/2-lb.....per lb.	37	
2-lb. or over.....	0 34	
SQUARES.		
Iron, No. 493.....per doz.	2 40	2 55
No. 494.....	3 25	3 40
Steel, discount 60 to 60 and 5 per cent.		
Try and Bevel, discount 50 to 52 1/2 per cent.		
STAMPED WARE.		
Plain, discount 75 and 12 1/2 per cent. off revised list.		
Retinned, discount 75 per cent. off revised list.		

STAPLES.		
Galvanized.....	3 25	3 50
Plain.....	2 90	3 15
Coopers, discount 45 per cent.		
Poultry netting staples, discount 40 per cent.		
American discount 25 per cent.		
STOCKS AND DIES.		
STONE.		
Washita.....per lb.	0 28	0 60
Hindustan.....	0 06	0 07
Labrador, slip.....	0 09	0 09
"Axle.....	0 13	
".....	0 15	
Turkey.....	0 50	
Arkansas.....	1 50	
Water-of-Ayr.....	0 10	
Seythe.....per gross	3 50	5 00
Grind, 2-in. 40 to 200 lb., per ton.....	25 00	
"under 40 lb.,.....	28 00	
"under 2 in. thick,.....	29 00	
STOVEPIPES.		
5 and 6 inch, per 100 lengths.....	7 00	
7 inch.....	7 50	
ENAMELINE STOVE POLISH.		
No. 4, 3 doz. in case, net cash.....	4 80	
No. 6, 3 doz. in case.....	8 40	
TACKS, BRADS, ETC.		
Carpet tacks, blue.....	80 and 15	
"tinned.....	80 and 20	
"(in kegs).....	40	
Cut tacks, blue, in dozens only.....	80	
weights.....	60	
Swedes cut tacks, blue and tinned.....	80 and 10	
In bulk.....	75	
In dozens.....	85, 12 1/2 and 12 1/2	
Swedes, upholsterers', bulk.....	70	
brush, blue and tinned.....	75 and 12 1/2	
Swedes, gimp, blue, tinned and japanned.....	35	
Zinc tacks.....	55	
Leather carpet tacks.....	50	
Copper tacks.....	50	
Copper nails.....	52 1/2	
Trunk nails, black.....	65 and 5	
Trunk nails, tinned.....	65 and 10	
Clout nails, blue.....	65 and 5	
Chair nails.....	35	
Patent brads.....	40	
Fine finishing.....	40	
Lining tacks, in papers.....	10	
"in bulk.....	15	
Saddle nails, in papers.....	10	
"in bulk.....	15	
Tufting buttons, 22 line, in dozens only.....	60	
Zinc glaziers' points.....	5	
Double pointed tacks, papers.....	90 and 10	
bulk.....	40	
Clinch and duck rivets.....	45	
TAPE LINES.		
English, ass skin.....per doz.	2 75	5 00
English, Patent Leather.....	5 50	9 75
Chesterman's.....each	0 90	2 85
steel.....each	0 80	8 00
TINNERS' SNIPS.		
Bailey's, discount 25 per cent.		
THERMOMETERS.		
Tin case and daisy, discount 75 to 75 and 10 per cent.		
TRAPS (steel.)		
Game, Newhouse, discount 25 per cent.		
Game, H. & N., P. S. & W., 65 per cent.		
Game, steel, 72 1/2 per cent.		
TROWELS.		
Disston's, discount 10 per cent.		
German.....per doz.	4 75	6 00
S. & D., discount 35 per cent.		
TWINES.		
Bag, Russian.....per lb.	0 27	
Wrapping, cotton, 3-ply.....	0 19	
4-ply.....	0 23	
Mattress.....per lb.	0 33	0 45
Staging.....	0 27	0 35
VISES.		
Wright's.....	0 13 1/2	
Brooks.....	0 12 1/2	
Pipe Vise, Hinge, No. 1.....	3 50	
No. 2.....	5 50	
Saw Vise.....	4 50	9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White discount 50 per cent.

Diamond, Famous, Premier, discount 50 and 10 per cent.

Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge.....	\$2 56
10.....	6c. extra.
11.....	12c. "
12.....	20c. "
13.....	30c. "
14.....	40c. "
15.....	55c. "
16.....	70c. "

Add 60c. for coppering and \$2 for tinning.

Extra net per 100 lb. - Oiled wire 10c., spring wire \$1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) \$1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in 1/2-lb. hanks 75c., in 1/4-lb. hanks \$1.

Fine Steel Wire, discount 25 per cent.

List of extras: In 100-lb. lots: No. 17, \$5 - No. 18, \$5.50 - No. 19, \$6 - No. 20, \$6.65 - No. 21, \$7 - No. 22, \$7.30 - No. 23, \$7.65 - No. 24, \$8 - No. 25, \$8.30 - No. 26, \$8.50 - No. 27, \$10 - No. 28, \$11 - No. 29, \$12 - No. 30, \$13 - No. 31, \$14 - No. 32, \$15 - No. 33, \$16 - No. 34, \$17. Extras net-tinned wire, Nos. 17-25, \$2 Nos. 26-31, \$4 - Nos. 32-34, \$6. Coppered, 5c. - oiling, 10c. - in 25-lb. bundles, 15c. - in 5 and 10-lb. bundles, 25c. - in 1-lb. hanks, 50c. - in 1/2-lb. hanks, 38c. - in 1/4-lb. hanks, 50c. - packed in casks or cases, 15c. - bagging or papering, 10c.

Brass wire, discount 62 1/2 per cent. off the list.

Copper wire, discount 62 1/2 per cent. net cash 30 days, f.o.b. factory.

Galvanized wire, per 100 lb. - Nos. 4 and 5, \$3.70 to \$3.90 - Nos. 6, 7, 8, \$3.15 to \$3.35 - No. 9, \$2.50 - No. 10, \$3.20 to \$3.40 - No. 11, \$3.25 to \$3.45 - No. 12, \$3.60 - No. 13, \$2.75 - No. 14, \$3.75 to \$3.95 - No. 15, \$4.30 - No. 16, \$4.30. Base sizes, Nos. 6 to 9, \$2.27 1/2 f.o.b. Cleveland. In carlots 12c. less.

Clothes Line Wire, regular 7 strand, No. 17, \$4.65 - No. 18, \$2.90 - No. 19, \$2.60. Hollow 6 strand, No. 17, \$4.30 - No. 18, \$2.70 - No. 19, \$2.35 - No. 20, \$2.30, f.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb.....	2 80
Galvanized, plain twist.....	2 90
Galvanized barb, f.o.b. Cleveland, \$2 55 1/2 in less than carlots, and \$2 45 in carlots.	

COILED SPRING WIRE.

High Carbon, No. 9.....	\$2 75
No. 11.....	3 40
No. 12.....	2 95

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net.....	1 50
Terms, 3 per cent. off 30 days.	

WASTE COTTON.

Colored.....per lb.	0
White.....	0 08

WRENCHES.

Acme, discount 35 to 37 1/2 per cent.

Agricultural, discount 60 per cent.

Coc's Genuine, discount 20 to 25 per cent.

Towers Engineer.....each	2 00	7 00
".....per doz.	5 80	6 00
G. & K.'s Pipe.....	3 40	
Burrell's Pipe.....each	3 00	
Pocket.....per doz.	0 25	2 90

WRINGERS.

Leader.....per doz.	30 00	33 00
Royal Canadian.....		24 00
Royal American.....		24 00
Sampson.....		24 00
Lightning.....		27 00
Terms, 4 months, or 3 per cent. 30 days.		

WROUGHT IRON WASHERS.

Canadian make, discount 40 per cent.

ALWAYS READY FOR USE
NO HONING
NO GRINDING



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CarboMagnetic

No Hard Blades Razor.
No Soft Blades
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No Honing
Will Shave for Years Without Re-
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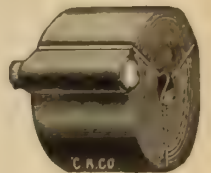
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Endless Rubber Belts
Narrow Belting
Suction Hose
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Our Extra Star Rubber Thrasher Belt is the standard thrashing belt of Canada.
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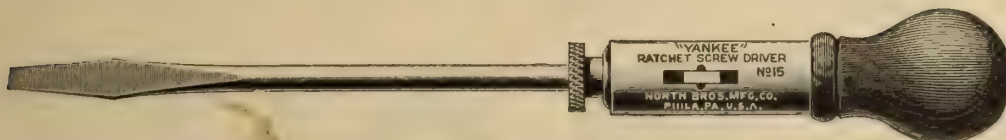
THE CANADIAN RUBBER CO.

MONTREAL TORONTO WINNIPEG VANCOUVER

Other Tools are very
 good Tools, but

"YANKEE TOOLS"

ARE
 BETTER



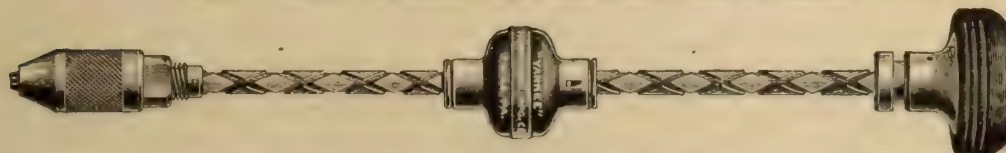
No. 15. "Yankee" Ratchet Screw Driver, with Finger Turn on Blade.



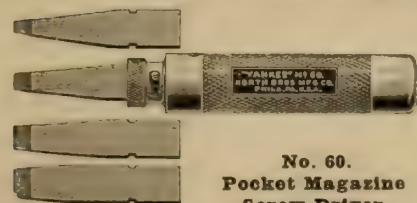
No. 30. "Yankee" Spiral-Ratchet Screw Driver, Right and Left Hand.



No. 41. "Yankee" Automatic Drill, Eight Drill Points in Handle.



No. 50. "Yankee" Reciprocating Drill for Iron, Steel, Brass, Wood, etc.



No. 60.
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 tells all about them. Mailed
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3 Mantle
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Gas Lamp.

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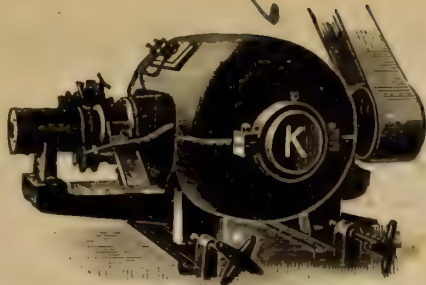
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1/2 inch, 3/4 inch, 1 inch and 1 1/2 inch.
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All qualities and lengths, 500 ft., 550 ft., 600 ft., 650 ft. to the pound.

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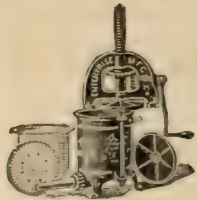
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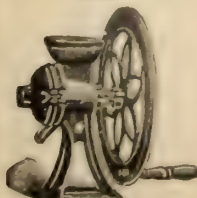
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10 Sizes and Styles
for Hand and Power



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Bone, Shell and Corn
Mill



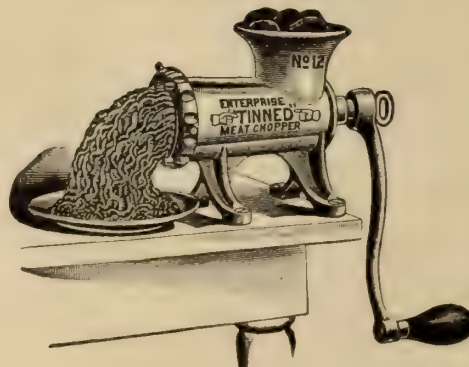
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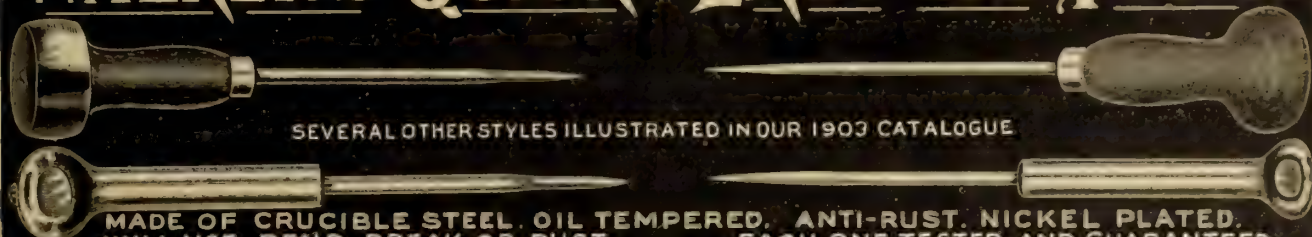
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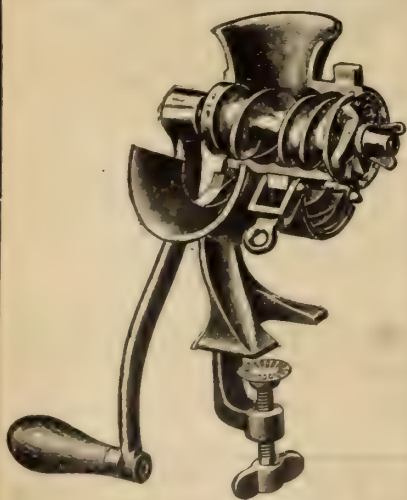
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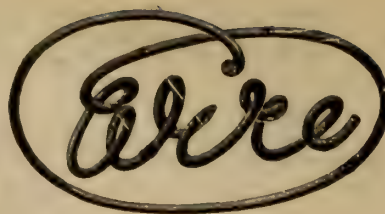
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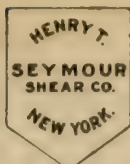
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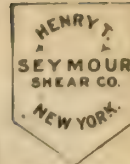
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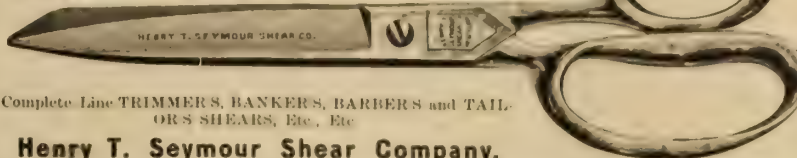


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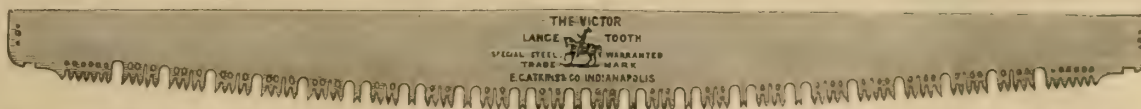
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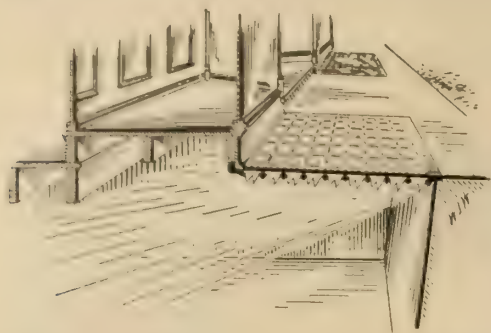
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HAS FEATURES THAT
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We produce stronger
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The acme of per-
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DUNLOP RUBBER TIRES

are soft as air—wear like steel. The name
"Dunlop" on a bicycle or carriage tire,
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Subjects Being Discussed at Ottawa

Written for Hardware and Metal by a Member of Parliament.

WHILE great interest is undoubtedly felt in such large projects as the new transcontinental line, and in tariff changes which, of course, invariably affect the pockets of large classes in the community, there is, after all, nothing to equal, in intensity, the feeling aroused by a personal charge against some member of the House. At once the parties seem to harden, and two camps appear, the one imputing the worst of motives to the accused, the other absolutely unable to see anything, even suspicious, in his conduct. History, parliamentary history, proves that charges against members for breach of the independence of Parliament are, like other proceedings, sometimes well, frequently very ill, founded. While, as we have said, feeling runs high during the "prosecution," where this is successful, it is wonderful how quickly hostility turns to sympathy. Herbert Spencer has noted this tendency in ordinary criminal cases, and has summed it up by saying that a rascal till caught is called "bad fellow," and thereafter "poor fellow." We presume that Mr. Spencer made this generalization on the facts of the time at which he wrote it, and, unprovided with that prophetic vision which might have shown to him the "bad fellow" after catching, in the hands of an American mob, treated with anything rather than the kindly feeling which "poor fellow" suggests—but this is a digression.

To return to our tale, Thomas McGreevy was run down through a parliamentary investigation. True, it was at the hands of a civil court that he received the sentence which placed him behind prison bars, which met with the approval of all honest citizens whatever their politics, and which broke his heart,

and quickly sent him to his grave. And yet, to this day, one can hear in Ottawa words of regret at his fate. His great geniality and good heartedness are remembered, and his sins, atoned, are forgiven him. When this is the case with a great offender, how much more must it be so with one of the minor class, and how much greater still when the accused is honorably acquitted. In an earlier issue we described the case of Mr. Schell, who was "on the carpet" because his partner sold three dollars and a half worth of scantling to a Government agent. This case naturally excited mirth rather than intensity of feeling, and his Conservative opponents were the first to rise in the Privileges and Elections Committee and exonerate him, and dismiss the petty charge.

* * *

Quite different has been the trial of George M. Loy, member for Beauharnois, accused of selling a lot, at his home in Valleyfield, with the knowledge that it was intended for the ultimate use of the Government. Mr. Loy's political experiences have been varied, to say the least. Commencing in 1900 by scoring a sensational victory over the clever and popular J. G. H. Bergeron, he was not long allowed to enjoy his triumph, for a protest soon forced the resignation of his seat. At the election which followed, he once more "vanquished and overcame all his enemies," and for some months he enjoyed peace. Then came this charge upon him, like a bolt from the blue, and it has been probed to the very bottom. To show our readers how careful a member of Parliament has to be, we emphasize the fact that the sale of the lot for \$10,000 was proved at the enquiry (all the evidence is, of course, taken under oath, as in any court of justice) to have

been at a reasonable price, and the Conservative members did not press this aspect of the case. Mr. Loy sold to a vendee, who afterwards sold to the Government for a post-office site, but on proof that he knew the ultimate destination of the property he would be obliged to forfeit his seat. It finally came down to this fine contention, that even if Mr. Loy did not know for what purpose the land was to be used at the time he entered into an agreement to sell it, he did know before he actually signed the deed, the knowledge having come to him between the two events, and that even this slight approach to evil was sufficient to deprive him of his seat. Truly, a member, if he wishes to enjoy his position, must at least try to be like Caesar's wife, beyond suspicion. The committee met several times, and held long sittings and the result of it all was a report by the Liberals exonerating Mr. Loy (we neglected to say that he swore he had no knowledge whatever as to the destination of the ownership of the property up to the time when he signed the deed), and a minority report by the Conservative members of the committee fixing him with guilt. Then, of course, followed a lengthy debate in the House on the presentation of the reports, and this was succeeded by a vote in which Mr. Loy was "acquitted" by sixty-five majority. Mr. Monk, arguing in support of the minority report, disclaimed all personal animus, and we can readily credit this, for Mr. Loy is a man of gentle manners, well liked by all who meet him. Leaving aside altogether the credibility of the evidence, it really does not seem likely that any man would take the great risk involved in even a well-shaded dealing with the Government to dispose of a property worth ten thousand dollars, at a price not in excess of its value. Knowing

something of human nature, we can understand a man taking some pretty long risks for big rewards, but to take a chance on losing a seat that he had had to wait twice in two years with the added penalty of a fine of one hundred dollars a day for every day he sat in the House after the transaction, merely to sell a property at its real value is not a very likely act for a shrewd man, let alone one not entirely bereft of his reason. Some of the Conservative members refrained from voting when it came to the test, and the whole Independent party (that is, Mr. Jabel Robinson) voted solidly for acquittal. After the vote was announced, Mr. Loy was sent for to resume his seat, which he did amidst thunders of applause from his own side, and many a kindly smile from his political opponents.

...

In our last issue we purposely refrained from any comment upon the transcontinental railway scheme, which was last week laid, by the Premier, before Parliament. We did so because every daily in the land was making special effort adequately to report the speeches of the rival leaders, and giving strenuous efforts to the production of editorials suitable to the great occasion. Now that matters have again somewhat quieted down, we may be excused for saying a few words, not by way of criticism of the scheme, that would be entirely beyond the scope of these news items, but about anything that may be of interest directly or indirectly connected therewith.

...

In the first place it is an acknowledged fact that the Liberals were fully as much pleased with the vigor displayed by Sir Wilfrid in his speech of two and a half hours duration, as they were with the speech itself. The fact cannot be denied that "the Chief," as he is popularly called by his followers, has their affection in a way recalling the love of the Conservatives for Sir John A. Macdonald when at the height of his success. Very naturally then, the sight of a man who has been pronounced in bad health standing up for so long a period, and delivering a great speech, was an inspiring one to his many friends, and the cheers which again and again broke forth like a tempest were evoked not altogether by eloquence and glowing promises of a great future, but in part, by the feeling long pent up which found relief in this popular demonstration.

The vigor of the Government supporters aroused a counter-blast in the Opposition, and when Mr. Borden arose to criticise the policy of the party in power, his little band showed no lack of either loyalty or enthusiasm. Of Mr. Borden's

speech much has been said by the party press. The Liberals have striven to belittle it, the Conservatives to magnify it. The truth seems to be that it was a very praiseworthy effort, all things considered. We say "all things considered." It came immediately after one of the greatest speeches ever delivered by one of the greatest Canadian speakers. If there was ever a time when careful preparation was necessary, surely this was the time. And yet for preparation Mr. Borden had scarcely time at all. True, the Globe had, with fair accuracy, outlined the terms of the agreement with the G.T.R. several weeks ago, but these terms had after all been largely modified, and so the opportunity to meet some of Sir Wilfrid's most telling argument after careful thought was entirely lacking. The opinion has been expressed by many that Mr. Borden would have been quite justified, nay, more wise, to have deferred his criticism until next day, thus giving to himself an opportunity to study out the terms of the contract as laid on the table of the House. It is argued that when so great an undertaking was under discussion, he would have been acting quite within his rights in refusing to join battle immediately. His reason for doing so, however, was plainly stated by Mr. Borden himself. He took the ground that if he said nothing at once, the press of his opponents would take an unfair use of his silence, by saying that he said nothing because the presentation of Sir Wilfrid was unanswerable. From this standpoint, and there is certainly some reason in his contention, he found himself on the horns of the dilemma, and choosing what he evidently considered the less sharp of the two he preferred to make an impromptu speech in answer to a carefully prepared one, and to let the two go out together to the country and stand comparison. It was a bold choice, but Mr. Borden is something of a fighter, and it was after all the course which might have been expected of him. He will, it is true, have plenty of opportunity to make a more careful speech later on when the second reading of the bill comes up, but first impressions often stick with those, and they are many, who take but a moderate interest in politics, and who cannot "be bothered" to read everything that is said even by the leaders on any particular subject, let it be never so important.

...

Great is the difference of opinion expressed by those who profess to know something of the country through which the new road is to pass, as to its capabilities and resources. Many, it is true, see all through the rouge spectacles of the Liberals, or the blue spectacles of the Conservatives. To the former the new

land is one of promise, one which will develop into a source of wealth for millions of Canadians yet to be; for the other it is a barren waste, unfit for human habitation, over which a railroad can never be operated without constant and heavy loss. What a difference it makes after all whose ox is gored! In the days of the C.P.R. building we found the Liberals, the opposition of that time, pessimistic, freely prophesying that the road throughout many of its parts would never make enough to pay for its axle grease, while the Conservatives, the then Government, were full of optimism, prophesying great things and that the wilderness would be made to blossom like the rose. They were right, these Conservatives, and to-day, as good Canadians, let us hope that once more the optimists will prove their correctness.

...

I have talked recently with a lumberman of the Ottawa valley who has had exploring parties out through the region south and east of James Bay in search of timber and spruce limits, who assures me that the country is valueless, one great muskeg. I have had a conversation recently with a surveyor of repute from Toronto who has travelled a little further west and who told me with enthusiasm of the magnificent resources of that north land in spruce forests and water powers. As to the forests, and his travels extended through Lake Abitibi and the Moose River, with all its tributaries, he asserted that its area is immense, and its quality superb. How can we reconcile these apparently contradictory statements? It is not hard; the country is immense, there is room for both muskeg and spruce; the surveyor was fortunate enough to strike the latter, the exploring party unfortunate enough to encounter the former.

Quite a number of Berlin manufacturers are putting up additions to their factories, and there would be more doing so if it were not for the scarcity of builders' material. The D. Hibner Co., and The H. Krug Co. are delaying proposed buildings until the spring.

WIRE NAILS TACKS WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

FOREST CITY GOSSIP.

Office of HARDWARE AND METAL.

365 Richmond street,

London, Ont., Aug. 12, 1903.

THE general wholesale hardware business is quiet, and the retail men are in the same condition. Some of the wholesale firms are opening new stocks of shelf importations, getting them marked and arranged in their proper shelves, in readiness for the demand which will soon again come. Manufacturers of sleighs, ranges and heating goods are all busy. Shipments to the Northwest at this season are keeping makers of some lines quite lively. Travellers and warehousemen are now relieving each other, turn about taking holidays. A very strong inclination prevails amongst hardware firms and their travellers to arrange a method whereby holidays could be taken by a greater number than now do at one time, so that a shorter time of the year would be taken up and all get an outing. Another year will probably see an agreement signed by hardware houses similar to that between grocery houses, and which appears to work so satisfactorily.

* * *

The American Shovel and Stamping Co. of Loraine, Ohio, is desirous of locating a big rolling mill somewhere in Ontario on the line of the G. T. R., and writes to learn what inducements would be offered them to establish a plant in this city. In addition to the rolling mills they would manufacture a line of forks, hoes and rakes, and state that they would do a business of \$200,000 to \$300,000 per year, employing from 200 to 500 hands. At the next meeting of the Manufacturers' Committee the communication will be considered.

* * *

The Forest City Pavement Co. are at present working on a big contract they have secured from the C. P. R. This calls for the construction of no less than 21 concrete culverts at various points on the system. The culverts are of different sizes, ranging from 4 or 5 feet to 14 or 15 feet. Some of them are being built at places as far away as Vermont, while one is already built in the local yards.

* * *

During the period between January 1 and June 30 the Grand Trunk car shops in this city turned out 400 flat cars and 14 caboose cars. There are still a number of cabooses in hand, and a considerable number of freight cars are undergoing repairs. Although the G. T. R. shops are still very busy, the men have ceased for the present to work overtime.

Name.....

Address.....

BUILD UP THE FALL PAINT TRADE

With the special forceful advertising we are doing this fall, any merchant anywhere can build up a big fall paint business. Our success in the past insures success—and we're putting forth extra push this year.

The fall is the season for good painting. The fall should be a busy time for the paint manufacturer, the paint dealer, and the painter. We believe in the fall and are making its advantages known directly and strongly to the consumer. This means increased sales for every enterprising S.W.P. agent.

Tear off the coupon and send it to us today and we'll tell you how we can build up your fall paint business.



THE SHERWIN-WILLIAMS CO.
21 St. Antoine St., Montreal.

Please send me in detail your plans for assisting your agents to build up a big paint trade this fall.



THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.

CLEVELAND, CHICAGO, NEW YORK, NEWARK, KANSAS CITY, MINNEAPOLIS, BOSTON, SAN FRANCISCO, LOS ANGELES, MONTREAL, TORONTO, SAN DIEGO, WINNIPEG, LONDON, ENG.

10-5

Once more the price of building brick in this city has undergone a change, and those who are interested in investing in house property are somewhat concerned. The London Builders' Brick Supply and Manufacturing Co., which began business last May, caused the old manufacturers to reduce their prices, but for various reasons given a gradual advance has been made until \$7.50 for ordinary and \$8.50 per 1,000 for veneer are the figures now charged. The new brick firm is extremely busy at present; last week several orders had to be refused, and an order for 200,000 is waiting to be put through the kiln. The soft coal used in burning the bricks has proved satisfactory.

* * *

The committee of the London Board of Trade having in charge the arrangements for the entertainment of the visiting delegates from the Congress of Chambers of Commerce are meeting with marked success, and a creditable reception is assured

to the large party expected here. President J. R. Minhinnick and Vice-president J. A. Carrick, of the London Board of Trade, will represent this city at the congress in Montreal. These gentlemen, who are both well known to the hardware trade of Ontario, are level-headed business men, well versed on the important subjects set down on the programme for discussion. They leave for Montreal on the 15th inst.

* * *

The Empire Manufacturing Co. are busy at present. The demand for their Stevens Empire Combination Closet has much exceeded their anticipations.

* * *

Mr. W. H. Wortman, president of The Wortman & Ward Manufacturing Co., accompanied by Mrs. Wortman, left this week for a two-months' trip to the Pacific coast.

* * *

Mayor Beck, Mr. John R. Minhinnick and Col. Gartshore leave this week for

Toronto, where they will represent the city on the power conference which is to be held there.

It is reported as we go to press that two other business concerns are considering the advisability of securing locations in London for factories. They are The American Seeding Machinery Co. of Springfield, Mass., and a metal roofing company from New York.

The plumbers of this city all report an unusually good season, with many large contracts still in progress. Their great drawback has been the scarcity of experienced help.

W. H. L.

Business Changes

ONTARIO.

Jules Lalonde, general merchant, Routher, has compromised.

R. J. Gillen, general merchant, Lucan, has sold out to James Park.

McVean & McVean, hardware merchants, Dresden, have sold out to Wells & Wells.

The assets of the general business of Blair & Son, Berwick, were sold on Aug. 6.

Geo. Pouliot, general merchant, Rockland, has assigned to W. A. Cole; and a meeting of the creditors was held on the 11th inst.

QUEBEC.

Stern & Fishman, general merchants, Montreal, have been registered.

Elzear Beauchemin, general merchant, Roxton Falls, has compromised.

The assets of the general business of E. T. Roy, Windsor Mills, have been sold.

The assets of the general business of L. H. Bissonnette, St. Isidore, are to be sold.

Louis Trudel, hardware dealer, St. Henri de Montreal, has consented to assign.

J. A. Lacerte, general merchant, St. Sever, has assigned to Gagnon & Caron.

The assets of the general business of Arthur Bros., Knowlton, are to be sold by tender.

W. McColme, general merchant, New Richmond, is offering to compromise at 35¢ on dollar.

The assets of the general business of J. M. Lagimiere, La Chetivie, were sold on the 11th inst.

W. R. Crepault & Co., general merchants, Kamouraska, have sold stock at 33¢ on dollar.

A meeting of the creditors of Calixte Beaudry, general merchant, St. Nazaire, was held on the 7th inst.

H. Lamarre and H. R. Boisseau are

SERVICE

Iver Johnson Revolvers



Absolutely Safe.
Accidental Discharge
is impossible.

Protect a Million Homes.

Send
for
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New York Office: 99 Chambers St.

**IVER JOHNSON'S ARMS &
CYCLE WORKS, FITCHBURG,
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SIMPLE

AN UP-TO-DATE FENCING TOOL.

PAGE'S PATENT LEVER WIRE STRAINER.

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Repairing a Broken Wire.

AGENTS WANTED

Capable of straining Barbed Strand or Plain Fencing, Signal, Telegraph, etc., wires of all sizes, exerting a pull of 12 cwt. Weight, 4½ lbs. Write for illustrated pamphlet. First Prize, Sydney, N.S.W., 1902-1903 Agricultural Shows, gained in competition with a dozen competitors.

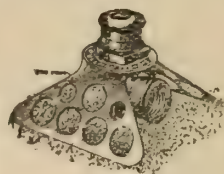
THE HANDIEST TOOL OF THE YEAR.

ADVANTAGES: Saving of time and labor. No need for expensive straining posts, ratchets, and other oddments. Cost saved in the erection of the first 100 yards of wire fencing.

E. W. GILMORE & BRO.

Extend a hearty invitation to any of the Trade visiting Toronto to make their office your headquarters while in Toronto.

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"Pullman" Lawn Sprinkler

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PULLMAN MFG. CO.
Rochester, N.Y., U.S.A.

There is no finer METAL
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"SOLARINE"

Our special proposition will both
prove this and interest you.

WRITE FOR OUR SPECIAL PROPOSITION.

"Solarine" 60 George St., TORONTO.

joint curators of the general business of Calixte Beaudry, St. Nazaire.

James M. Couillard, general merchant, St. Martine, has assigned; and a meeting of the creditors will be held on the 21st inst.

MANITOBA AND NORTHWEST TERRITORIES.

Mrs. J. B. Smith, general merchant, Millet, has sold out to Grant Bros.

W. L. Roblin & Co., general merchants, Carman, are advertising their business for sale.

A. H. Foulds & Co., hardware, lumber and implement dealers, Carnduff, have sold hardware stock to J. P. Shannon.

NEW BRUNSWICK.

D. Gavin & Co., general merchants, Pexton, has assigned to the sheriff; and there will be a meeting of the creditors on the 18th inst.

BRITISH COLUMBIA.

Steele & McDonald, general merchants, Trail, have dissolved partnership.

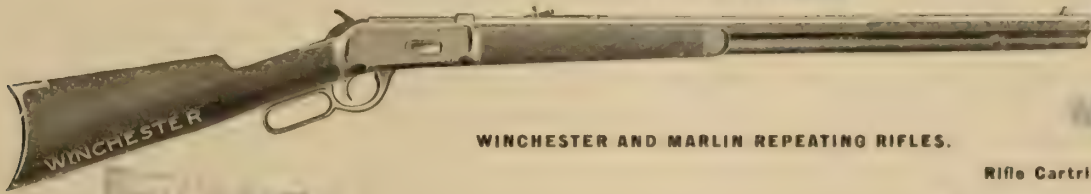
HARDWARE AND METAL

H. S. HOWLAND, SONS & CO.,

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WINCHESTER AND MARLIN REPEATING RIFLES.

Rifle Cartridge.

Dead Shot.



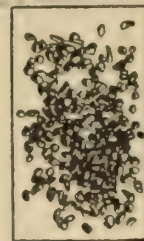
POWDERS.



F.F.G. F.F.G. F.G.

Metal Kegs - 25 lbs. each.

"Dead Shot"—Favorite Black Powder with all sportsmen; unsurpassed by similar grades of any other manufacture. A most remarkably and universally popular brand for general field and trap shooting.



Size 3 6 lb. kegs, and 25 lb. kegs.



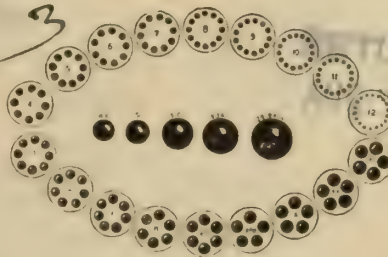
Rifle Cartridge Powder—A perfect powder for loading rifle cartridges, dense, and withstands compression in loading absolutely even and free from liability to cake behind the bullet; uniform in velocity and pressure, and moist burning.



Canadian Powders:

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FFF
Snap Shot
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Nos. A and B



Shot.

Dust to AAA,
AAAA, S, SC, SSG, 28 Ball.
Chilled Shot.



Genuine Schultze Smokeless.
Best English hard white Gunpowder made.
No. 1 tin.
No. 10
Absence of blowback, reduce coil,
no smoke.

For fuller particulars see our Hardware Catalogue.

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Graham Nails are the Best.

WE ship promptly

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Now is a good time for Apple Shippers to get
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Headquarters for everything in our line.

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(CORRECTED WEEKLY)

SCREW CUTTING ENGINE LATHES

14" x 11" x 14" 6" 24" 16" 25" x 12" 32" x 16" 32" x 18"

Revolving Lathes 15" x 6" 16" x 6" 17" x 6" 18" x 7"

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20-inch Plain, Silver.
20-inch Plain and Back Geared, Barnes.
25-inch Barnes.
30-inch London Sliding Head.
15-inch Knock Out Drill.
14-inch Hamilton Sensitive.
30-inch Bullard Boring Mill.
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15-inch MacGregor-Gourlay shaper.
24-inch Triple Geared London Shaper.

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Nos. 2 and 3 Back Geared Punching Presses.
Nos. 18, 19 and 21 Power Presses, Crosby make.

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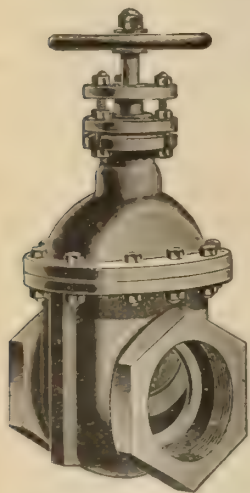
30-inch London Automatic and 30-inch Whitton Semi-Automatic Gear Cutters, New.

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36" x 36" x 11, 36" x 41" x 10, 60" x 60" x 16 London make, New.
Send for prices and catalogue of factory supplies.

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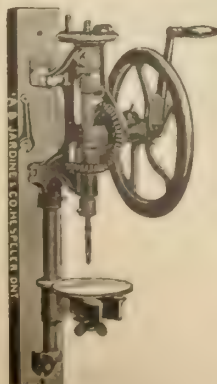


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**Blacksmiths'
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The very
best.

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"Say, Friend,"

your aim should be to start up for yourself.

Why Work

from morn till night for somebody else instead of
pushing a business for yourself and thus reap the full
profit of your labor?

We Will

start men of ability and good character in every
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of all shapes and sizes, finished, semi-
finished, case hardened, plated or
polished.



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Tailors' Shears,
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NEW YORK OFFICE, 155 Chambers St
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MACHINERY

NEW LOCOMOTIVE SHOPS AT MONTREAL.

ROME was not built in a day, as the wiseacres often assure us, but, after all, the architects of Rome would not be considered up-to-date and the skilled workmen of ancient Rome had not the same appliances, and probably not the same energy, as have been employed in Montreal this season in the construction of the works of The Montreal Locomotive Co. Certain it is that the modern builder could give the ancient Roman a few pointers in the art of hustling, and no better example could that aforesaid ancient find than is to be seen in this company's works at Longue Pointe, Montreal.

THE SITE.

Through the courtesy of E. R. Rolph, one of the architects, **HARDWARE AND METAL** was shown through the works last week. They are situated at Long Point about three-quarters of a mile beyond the terminus of the Notre Dame street cars. The site is what was formerly known as the Dickson farm. It has a water front of 1,200 feet, and Harbor Engineer Kennedy has already been instructed to prepare plans for a concrete pier to be built for the company's use. Most of the raw material, which will amount to 200,000 or 300,000 tons of iron and steel per annum, will be

imported from Great Britain. Besides their connection by water, the company have connection with the Great Northern Railway, and already over four miles of track are laid on the grounds. Two engines are constantly employed in shifting the material required for building operations.

WORK COMMENCED.

Ground was broken on these works about the first of April, but not until almost the first of June was any of the work which may be seen in the cut commenced. About two months were required to lay the foundations, and that being done, the upper structure has been raised with great rapidity.

STRUCTURAL STEEL PLANT.

It was not the original intention of the company to erect a structural steel plant, but they found that it would be impossible to procure in Canada a sufficient supply of structural steel for their works as soon as it would be required. Hence they decided to build a plant which would furnish the structural steel required for their building operations and afterwards to continue the industry in addition to that of the locomotive shops. A fine building was erected and completed on the 5th of May, but unfortunately on the same day it was destroyed by fire. With characteristic energy

the company undertook to repair the loss, and within eight days had so far completed a temporary shop, that they were able to re-commence work. It is the intention to complete this shop, which will be a large structure 300 x 200 ft. It is situated some little distance to the south of the locomotive shops and is not shown in the accompanying illustration. Here the steel frame works for bridges and sky-scrapers will be prepared. The capacity will be very considerable, and already, although in an unfinished state, it has been used to do all the structural work for the immense buildings, now either completed or in course of construction. The rough steel was taken just as it came out of the ship's hold, and was laid off, punched, put together, and erected right on the grounds. Although an afterthought, this plant will be almost of as much importance as the locomotive shops proper. Structural steel is now being used in increasing quantities in Canadian building operations every year, and there is, no doubt, a splendid opening for a large and up-to-date plant.

THE LOCOMOTIVE SHOPS.

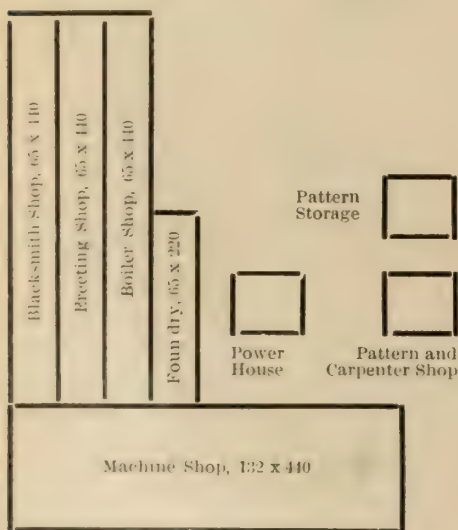
Work on the locomotive shops is proceeding very rapidly, and by the time this article appears in print the shops will present a much different appearance from that shown in the accompanying illustration,



Montreal Locomotive Company's Works at Longue Pointe, Montreal. From a Photograph taken August 7th, 1900.

which shows the works as they were on August 7.

Four shops are in the rear of the plant. On the west side (the left) is the blacksmith shop, which is 65 x 440 ft. Next to it are the erecting shop and boiler shop, which are of equal size, while on the east side is the foundry, which is 220 x 65 ft. Stretching along the entire front of these shops is the machine shop, which is 132 x 440 ft. This arrangement is worthy of special notice, as it allows the work to be done with a minimum of labor. There will be no unnecessary handling. The component parts of every locomotive or machine can be transferred from the forge, the foundry, the boiler shop into the machine shop direct to the tools which are to be used, and from there to the erecting shop with a minimum of labor. Powerful cranes are fitted up to move the heavier pieces. In the erection shop there will be two of these cranes, by means of which, when a locomotive is finished, it may be lifted over any unfinished work that impedes its progress and placed in position to be run out. To the east of the foundry there are three shops—the power house, which is already completed, the pattern and carpenter shop, and, a little to the north, the pattern storage house. The accompanying plan of the works should make the arrangement clear.



PLAN OF WORKS.

In the power house, which is now complete, is situated a 1,000 horse-power engine which generates the electrical power by means of which the machinery in the works is to be run. Each machine or tool is to have its own separate motor, and hence there will be no shafting in the works. The miles of belting seen in other shops will be replaced by wires which will furnish the necessary connection. This is a unique feature of the shops. About 125 Westinghouse motors will be in use throughout the works, and a consignment of them arrived on the grounds on the morning of *HARDWARE AND METAL'S* visit. The Westinghouse company state that these shops will

have the most complete equipment on the continent.

The installation of boilers is also pretty well completed. Eight boilers of Glasgow make were noticed, all fed by Jones mechanical underfeed stokers.

Scarcely any of the tools are yet in position, but over 75 per cent. of them are now on the grounds. Most of the machinery has been imported from Great Britain and the United States, and some from Germany. A small proportion was "made in Canada." The John Bertram & Sons Co., Limited, of Dundas, Ontario, were mentioned as having supplied some of the machinery. Much of it is very massive in appearance, the flanging presses weighing as much as 250,000 lbs. The tools are to be placed in concrete foundations which are now ready for their reception. At the present rate of progress they will very soon be installed.

A very substantial and somewhat expensive flooring is now being laid. It consists of concrete covered with three inches of pine and one inch of hard wood. This flooring is to be laid throughout the entire works wherever a floor is practicable.

A feature of the works will be the splendid lighting facilities. The skylights which are being put in will light the shops throughout in a very efficient manner. This is a feature worthy of special note, as so many foundries and machine shops are poorly lighted.

LOCOMOTIVE CAPACITY.

On the floor of the erecting house there will be room for 10 locomotives. It is expected that they will be turned out at the rate of four or five per week, which is an output that will compare very creditably with that of any locomotive works on the continent. Large as the works are, room has been left to admit of their being enlarged if necessary, and considering the rapid expansion of Canada's railway systems and business it does not seem improbable that in a few years large additions may have to be made to what is already an immense plant. The growing demand for structural steel may also necessitate an addition to the structural steel plant.

WORKS SOON TO BE COMPLETED.

It is expected that the buildings will be entirely completed by the 15th of October. With favorable weather, at least 100 feet of structural steel work is put up each day. Already the initial work upon a locomotive destined for British Columbia and upon a structural steel order for the new pulp mill at the Bay of Seven Islands has been begun.

PERSONNEL OF THE COMPANY.

The company was incorporated in November, 1902. The president is M. J. Haney, Toronto; first vice-president and general manager, J. T. Davis, Montreal. The other directors are: G. P. Brophy, Ottawa; Roger Miller, Ingersoll, and M. Connolly, Montreal. The architects are Messrs. Rolph and Sproatt. The whole work of construction is under the personal

supervision of R. T. Shea, who, previous to his appointment as general superintendent for this company, was the purchasing agent for the American combine. He has been ably assisted by M. J. Butler, the chief engineer.

NUMBERS EMPLOYED.

Over 600 men are now employed in the works, but it is estimated that as soon as the buildings are complete and work is in full swing there will be about 1,500 men on the pay-roll. The industry promises to be one of the most important in Montreal, and the large up-to-date plant now being erected would be a credit to any city.

A WRONG IMPRESSION.

In the last issue of *"Hardware and Metal"* in the machinery department there appeared an article on "Power From Humber River." The last sentence in that article, owing to faulty construction, conveys a very wrong impression. Of course the meaning the writer meant to convey is that the success of the company in bringing the plant into its present condition, in spite of the many difficulties experienced, was greatly due to the able and energetic management of the president, Samuel Nesbitt.

ELECTRICAL AND MECHANICAL NOTES.

THE Toronto Iron & Brass Bedstead Co., recently organized by Arthur Garner, have purchased the old plant of The Toronto Foundry Co., Niagara street, Toronto, which they have thoroughly remodeled and installed complete facilities for all kinds of foundry work.

The West Kootenay Power & Light Co. are considering the installing of an electric light system at Morrissey Mines for the lighting of the mine buildings and the town of Morrissey Mines.

The Boston Engineering Company, of Boston, propose the erection of a branch of their extensive plant at Sydney. It is said that work on the erection of this branch plant will begin shortly.

Crossley Bros., of Manchester, Eng., are at present constructing quite a number of large power gas engines for the United States. The contracts include four engines each averaging between 500 and 600 h. p., and two engines of about 350 h. p. each, these engines being all of the double cylinder type with crank in the centre.

THE ROSSENDALE BELTING COMPANY, Limited

The **ONLY** British Belting Manufacturers having a Branch in the Dominion dealing direct with the consumer.

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59 to 63 Front Street East, **TORONTO.**

SCIENCE AND SAWDUST.

THE problem of utilizing sawdust has found a new solution, and a wonderful one at that. No longer will the great mountains of wood waste that are built up by every large sawmill be looked upon as useless, or worse. Rather will men sigh when they reflect that for a hundred years and more the despised sawdust has been dumped into streams, or consumed with much trouble and little gain. If the fortunes that have been ruthlessly cast away could be recovered!—such will be the thought of not a few who learn for the first time that sawdust at the mill is worth from 50c. to \$1 a ton. Some of the

every ton of sawdust. Not only this, but after the extraction of spirit alcohol it is possible to make from the residue charcoal, wood alcohol, and the by-products of wood alcohol. It may be well at this point to distinguish between the two varieties of alcohol.

ETHYL ALCOHOL.

Ethyl or spirit alcohol is the intoxicating principle of wines and liquors. Up to the present time it has been made, commercially, from maize and other grain. The grain is treated chemically to convert the constituent starch into sugar. The sugar solution is made to ferment by the addition

formula for wood or "methyl" alcohol is C_2H_5O . Wood alcohol is a virulent poison. Regarding the method of its production, together with some account of its by-products, **HARDWARE AND METAL** readers are referred to the very full and interesting article in our issue of August 1.

ETHYL ALCOHOL FROM SAWDUST.

The processes of manufacture of ethyl alcohol from sawdust are by no means complex, and the plant required not over costly. The plant is erected at the mill site. Into a lead-lined and steam-jacketed drum is placed the sawdust or wood waste. To this is added a sulphurous acid solution. The drum is sealed and is set revolving so as to thoroughly mix the contents, and steam turned into the jacket.

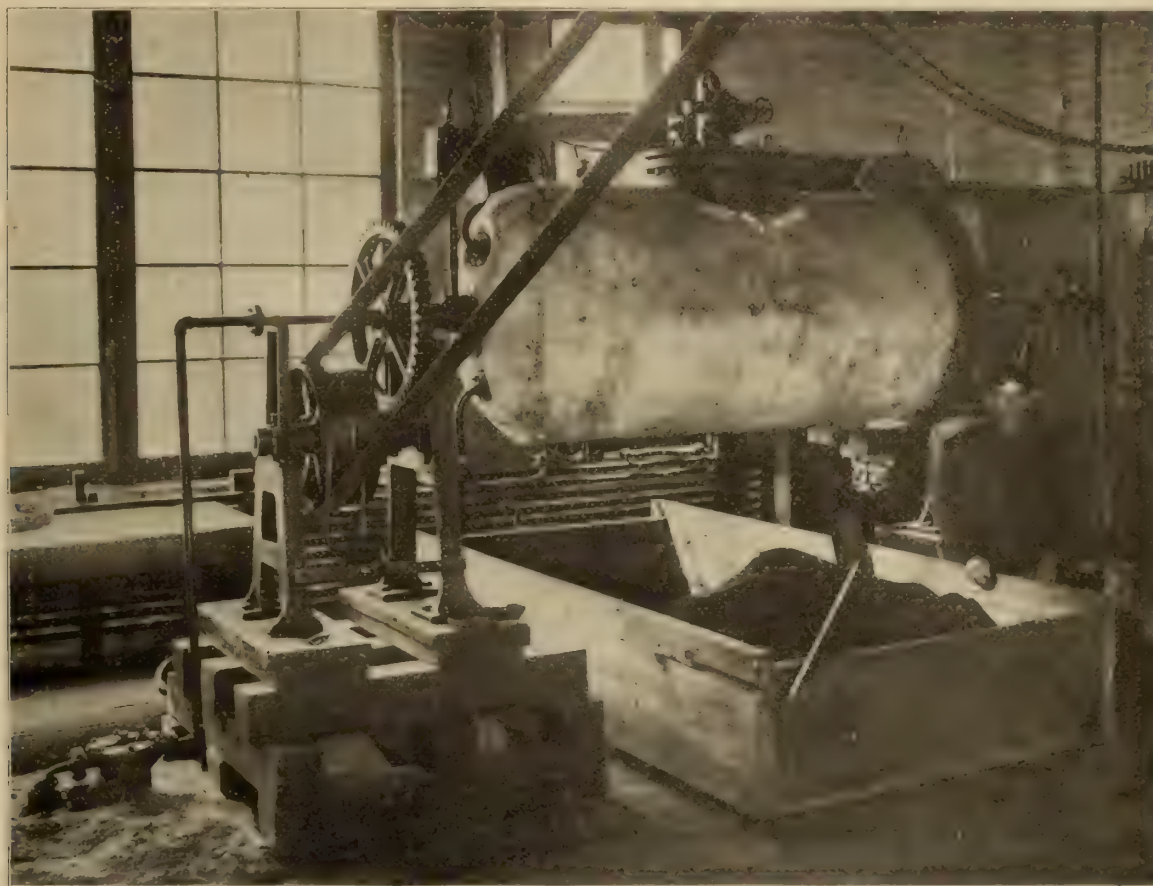


Fig. 1.—"The Digester" in which Cellulose is Converted into Sugar.

big mills of Canada have a yield of 100, 250, 500 tons of sawdust and waste per day. Think of the comfortable savings bank account a firm would accumulate in a year; \$250 a day, \$1,500 a week, 75,000 a year. A million from mill waste in 13 years!

Whether or not these figures are mere "pipe-dreams," or sane and realizable, we must let the future determine. All **HARDWARE AND METAL** can say is that from the terms of the proposition supplied, the arithmetical result is as given above.

THE SOBER STATEMENT.

The value that lies concealed in sawdust is its alcoholic potentialities, by which is meant that a bountiful supply of ethyl or "spirit" alcohol can be produced from

of yeast. The fermented liquor is distilled and produces alcohol. Absolute alcohol is pure alcohol, free from any water whatever. Proof alcohol contains a certain percentage of water. Absolute alcohol is rarely obtainable. Ethyl or spirit alcohol is non-poisonous. When sawdust is the base of supply, the only difference is that cellulose and not starch is the constituent to be converted into sugar. Thereafter the processes of manufacture are identical. The formula for ethyl alcohol is C_2H_5O .

WOOD ALCOHOL.

Wood alcohol, so called, is not really alcohol at all. It simply resembles alcohol in color, slightly in odor, and in the fact that it will burn. A better and more descriptive name is "wood spirits." The

The steam in this outside jacket heats the sawdust and other contents of the drum or "digester" to a temperature of about 295 degrees F. The heat drives the gas out of the water into the wood and converts the cellulose into sugar, the gas penetrating all the particles of wood and acting directly on the cellulose. This process lasts about three hours.

The digester and surrounding steam jacket having been blown off and in this operation 80 to 85 per cent. of the sulphurous acid is recovered for re-use—the cover is removed and the digester emptied of its contents, which now resemble brown and ground coffee more closely than anything else. This material, containing the wood fibre and the converted cellulose, now

sugar, is put in an "exhaustion battery"—a series of vats—to wash out or separate the sugar from the woody substance remaining. The result of this process is a sugar solution, which, after being thoroughly freed from any acids by a simple device, is pumped into fermenting vats. Yeast is added; fermentation begins. The further action and processes are too familiar to need description. A word, however, as to results: A long ton (2,240 lbs.) of sawdust yields approximately 50 gallons of proof alcohol, or 25 gallons of absolute alcohol.

QUALITY AND COST.

Regarding the quality of the alcohol produced it can be said that it is not merely the equal of that produced from corn or other grain, but in many tests a

superior grade has been obtained. What this difference in cost means is a matter for easy calculation and the figures are startling. Indeed it is when the calculations are made that belief is staggered.

THE TAILINGS.

The wood fibre, or residue, or "tailings," is capable of treatment in quite another direction. It has a fuel value which apparently has not been diminished by the extraction of the cellulose. There has been a shrinkage in volume, of course, to the extent of about one-third. The treatment of heat and acid has left these tailings dead, inert, inelastic; consequently, they can be pressed into briquettes without the use of an agglutinant or binder. These briquettes can be readily converted into a high grade of charcoal. If the process is

made to give an exhaustive account of the several processes; the technical account is furnished upon application to The Lignum Inversion Company of Chicago—the company in America that has investigated and tested very thoroughly the practicability experimentally and commercially of the idea. The discovery of the process was made by Alexander Classen of Aachen, Germany, who is a professor of chemistry in the Aachen Polytechnic School, a leading chemist of Europe, and a Privy State Councillor of the German Empire. His investigations and results have been confirmed by several others eminent in the world of chemistry, notably by Prof. Otto Hehner, of London, England, and Prof. John H. Long of the Northwestern University, Chicago, and president

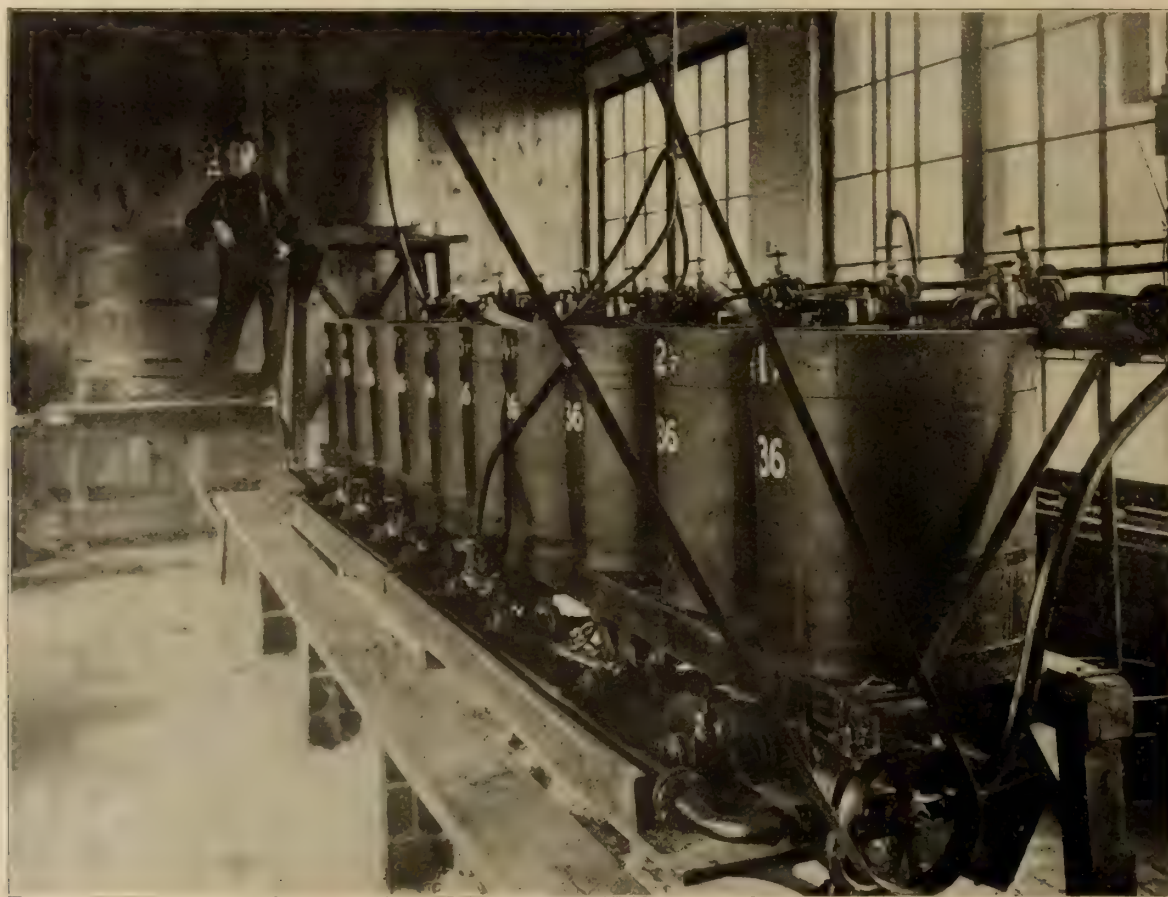


Fig. 2.—The Exhaustion Battery, in which the Sugar Solution is Drawn Off.

carried on in retorts, the by-products of the process can be preserved in the shape of wood alcohol, acetate of lime, wood tar, etc. The charcoal produced is of an unusually high grade, both because of the purity of the material used and because of the uniform size of the briquettes, which makes carbonization uniform. The molds for the briquettes can be of any size or shape desired, and the briquette both before and after carbonization retains its shape and hardness. Charcoal in this form is peculiarly suited to the requirements of charcoal iron manufacture. Charcoal iron is worth several dollars per ton more than iron made with coke.

THE MEN BEHIND THE PROJECT.
No attempt in the foregoing has been

superior grade has been obtained. As to the cost; when the experiments are conducted on a scale approaching the necessary capacity of a commercial plant, the cost is materially less than that of distilling alcohol from grain. This is readily perceivable. It may be taken for granted that the processes of conversion of starch and cellulose into sugar are about equal in cost. The subsequent processes are identical. Therefore the comparison as to cost falls between the raw materials, and this cost is regulated by two things, market value and yield. A long ton of sawdust yields 50 gallons proof alcohol. It takes 11½ bushels of corn to produce the same amount of alcohol. Give corn a low price, say 30c. a bushel, and we have \$3.45. Sawdust is well sold at \$1.00 a

of the American Chemical Association. An experimental plant was brought from Germany in October last and installed in Highland Park, a suburb of Chicago, under the supervision of Prof. John H. Long. This was done to satisfy some prospective promoters and investors. The result was the formation of The Lignum Inversion Co. Among the directors of this company is W. K. George, president of The Standard Silver Co., Toronto.

HARDWARE AND METAL learns that it

is the purpose of the American company to operate in Canada very soon. Canada, the envy of the world so far as lumber is concerned, will wait expectantly the advent of this new industry, which means much to the lumberman, and vastly more to the distillers of alcohol.

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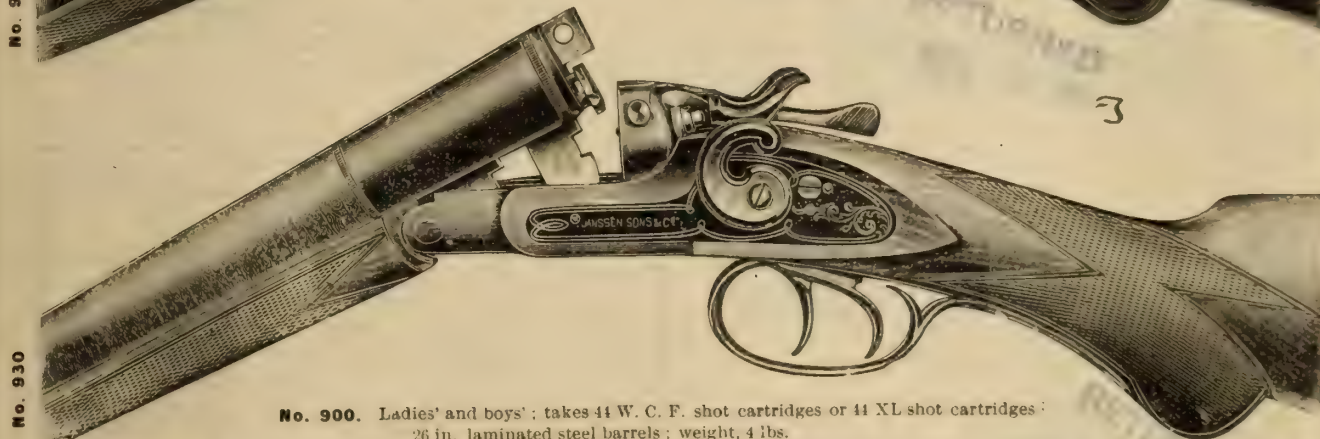


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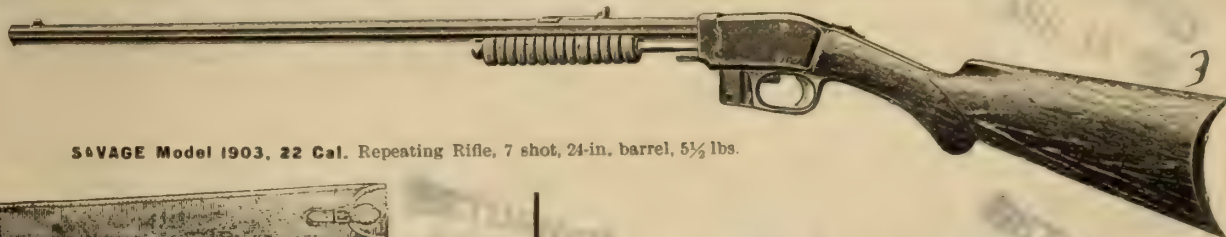
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No. 930

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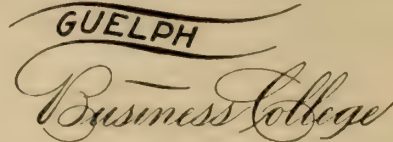
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how much the success of your business and the comfort of your household depend on communication with others you will appreciate the fact that telephone service is worth a great deal more than it costs.

Metallic Circuit Service—efficient; rapid, constant

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ALWAYS MADE OUT.



The Briggs Ledger System Co.,

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Write for Catalogue.

THE OFFICE

DEVOTED TO THE
OFFICE STAFFS OF
BUSINESS
ESTABLISHMENTS

CASH PAYMENTS.

By AN OLD TRAVELLER.

IT is so easy for a merchant to convince himself that the time datings are to his advantage, that one is surprised that the advantages of cash payment are not more fully dwelt upon by the traveller and the supply house. Primarily the wonder is that anything has to be said in favor of it, but, since it is such a general thing to accept the long datings without really reasoning out the results, much might be done by the traveller or by trade journals in drawing the attention of buyers to the fact that both money and credit are gained by accepting the cash discounts.

My experience on the road has taught me that with three out of five buyers, there is a demand for the full time, and very little interest in the cash discounts. And yet it has also been a part of my experience that by reasoning and a careful explanation at least one of those three will see the fallacy of banking their money and taking the time limit. With most travellers the habit is to avoid the mention of payment, leaving all that to headquarters, and relieving themselves of all responsibility by noting that the terms are printed on the copy of the order. This is not sufficient, however, as a "2 per cent. 10 days, net 30 days," conveys no idea to the mind of the three but the "net 30 days."

A simple statement of the fact that by paying cash that merchant is receiving 24 per cent. on his money will put the case in a new light to him. The saving of \$2 on \$100 seems a mere trifle when compared with the 30 or 60 days which he may have in which to pay; but the realization that he is getting 3 per cent. on his bank account and perhaps 5 per cent. on his mortgages, while he can make 10 to 25 per cent. on his cash payments will be almost sure to change his methods of business.

In the line which I carried there was not so much profit in paying cash, but there was enough to impress every merchant with its size, when it was properly brought before him. Three-quarters per cent. per month, although only 9 per cent. per annum, was an inducement which they could not pass by, and in the case of a 20 per cent. profit, I do not think any merchant would consider for a moment long datings if he realized the money he could make.

The objection might be raised that when there is a lack of funds, the discount cannot be accepted, however great it be. To this it is only necessary to say that any firm which sells to a man who is positively unable to pay cash, is taking a risk which stamps it as a loosely run business. With such interest a merchant should make desperate efforts to borrow elsewhere if he has not the money. He can borrow on reasonable security at 5 or 6 per cent., and in this way make from 4 to 16 or 18 per cent. on the money he has borrowed. In general it is not wise to "borrow from Peter to pay Paul," and some have such an antipathy to it that they would rather not only be in debt, but lose money.

The benefit derived does not proceed only from the actual money made, but also from the reputation which

a buyer gets among the supply houses. The man who pays cash is never put off in a rush of orders; he sees the very best samples of the very best houses; he is quoted prices at times that are minus the 3 to 6 per cent. which many firms allow for "risk"; he is visited regularly and treated in the very best way by the supply houses, each of which is anxious about his account. It was often the case that a time buyer was passed by me when I was in a rush, or else he was shown only part of the stock, and the price was necessarily higher than to the cash buyer. In the heavy season we naturally left his order to the last, and thus he was either unable to obtain exactly what he ordered, or any part of his purchase.

I have in mind a merchant who kept a thriving general store in a small village in Eastern Ontario, who was eagerly besieged by the largest and best houses with their best samples and prices. Mr. T— was the talk of the travellers, and many were the toasts drunk to his health "and more of him." One hot Summer afternoon I was driving to his store from the neighboring town of P—, when I met him on his way to town. Drawing up, I told him I was just going to see him and was in a hurry. Without more ado we drove under a tree, I opened up my samples, and in less than half an hour had sold him a bill of about \$250 dollars worth of goods. When the business was over and I had done up my trunks, he coolly put his hand into his pocket, pulled out 25 ten dollar bills and handed them over to me. And the goods were not to be delivered for over two months. This was not at all an unusual thing with him, if he had the money, and if he had not he often made out a cheque on the spot. You may be sure we used our very best manners in dealing with him. If that man through adverse circumstances should fail to-morrow, I know a score of firms that would fill his orders for any amount and wait until he was able to pay.

But such men seldom fail, for in conjunction with such principles go honesty and care in every other branch of business. It is the man who has not the common sense to realize that 20 per cent. saved is 20 per cent. gained who is weak in other ways and in the end figures in Bradstreet's list of failures in the column headed "Incompetency." It may be only an illusion of his that a month's time is better than \$2 on \$100, and it may require only a few words from the traveller to dispel the illusion.

A HELPFUL CARD.

The Pullman car shops at Wilmington, Delaware, have in use a workingman's record system which is adaptable elsewhere.

A card is used for each employe; this contains his name, number, department in which employed, date, weekly and monthly record, reasons for being absent or discharged; in fact, a complete report of a man's business history from beginning to end.

This is of value to the foreman or office manager who can determine at a glance whether a man is promising a considerable period, if entitled to promotion or to an increase in salary.

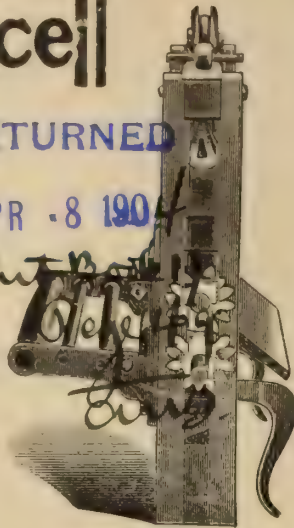
The nice|| points

RETURNED

APR -8 1904

in Winger manufacture are the little things,—things you might never think of. For example, such things as

- Reversible Water Board,
- Wheel Pressure Screws,
- Coil Springs,
- Clamps to fit round or square tubs,
- Ball Bearings,
- Enclosed Cog Wheels,



are features that make differences in Wringers. Then again, the size of the rolls, the quality of the rubber, and the firmness with which the rubber is attached to the shafts,—all these are points to be noted. It is attention to these little things quite as much as anything else that makes our Wringers the foremost in Canada.

CANADIAN WRINGER and SPECIALTY CO.,

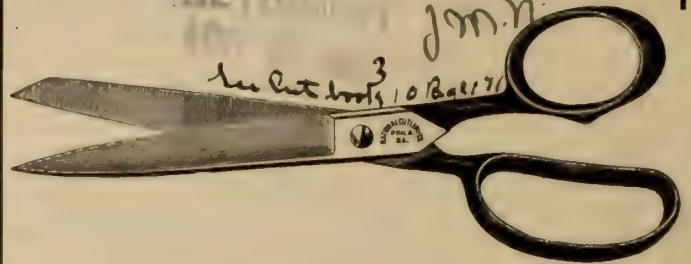
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TORONTO.

Limited

The NATIONAL CUTLERY CO'S Shears

are acknowledged the best,
“ all fully warranted.



No. 70—N. P. Blades and enamelled bows.
No. 80—N. P. “ “ N.P. “

Straight and Bent Shears.
Ladies’ “
Tailors’ “
Tinmen’s Snips.

DECATUR, BULL & CO.,
Montreal, Que.,

DIRECT REPRESENTATIVES.

“PANDORA” RANGE

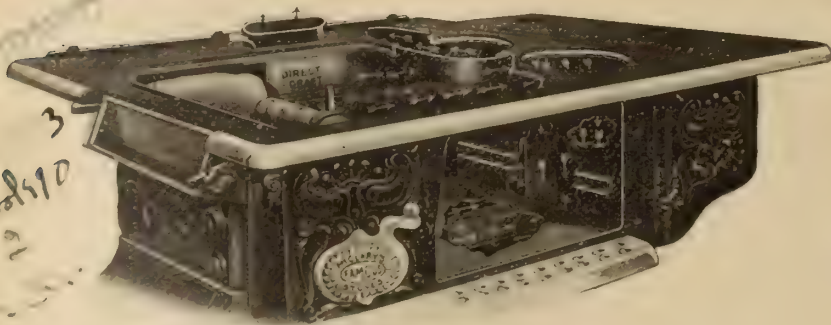
Special Flue Construction

Flues in the “Pandora” Range are constructed on most modern principles. They are deep and wide, all corners are made as round as possible, have no bolts, projections or crevices of any kind to collect dirt and impede the draft and are very easy to clean out.

The arrows in the accompanying illustration indicate the course followed

by the draft, and show that all the heat passes around the oven twice and directly under every pot hole before escaping into the chimney.

The “Pandora” is the most modern and finest looking range in Canada, and should be in every showroom. Advertising matter to all customers.



The McClary Manufacturing Co.,

London,

Toronto,

Montreal,

Winnipeg,

Vancouver,

St. John, N.B.

“EVERYTHING FOR THE TINSHOP.”

HARDWARE AND METAL

President:

JOHN BAYNE MACLEAN,
Montreal.

**The MacLean Publishing Co.
Limited**

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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Great Britain and elsewhere - - - 12s

Published every Saturday.

Cable Address { Adscript, London.
Adscript, Canada.

THE TOURIST TRADE.

WHAT are you doing to catch the tourist trade? These Summer months Canada is overrun with Americans. Bostonese and New Yorkers fill the hotels and railroad coaches of the Maritime Provinces. Cobourg and other Lake Ontario resorts are the haven of Southerners who have been yearly visitors almost since fo' de wah. The St. Lawrence, Muskoka, The Sault are the shrines of these latter-day pilgrims in search of the health-giving air and sunshine of this heaven-blessed Land of the Maple. There is hardly a town in Canada that has its little stream or lake that has not its share of the American traveller.

These people spend their money freely for anything they want. They are ever on the outlook for souvenirs. They delight in the unique, especially if it has local associations. These people would be the source of a large and lucrative trade if they were properly cultivated, as they have not been heretofore.

The souvenir goods offered to tourists at most resorts is the veriest trash and trumpery; stuff that might do for a child's

play-house, but absolutely useless and ridiculous in any home of ordinary good taste. That sort of thing of course appeals to children and a certain class, but the merchant is foolish who caters to this class to the exclusion of the better class.

The matter is worthy of thought. No store in the tourist belt should be without a tourist department. Local conditions should determine its nature. The articles exposed for sale should include some of the very best quality and should if possible be of local manufacture. In planning such a department a merchant could gain valuable ideas by visiting some of the larger centres and inspecting some of the novelty shops. The goods should be given an advantageous position in the window and possibly advertising matter might be used. A really superior line of tourist goods would be such a novelty that there is a "fortune in it" for the man who undertakes to provide it.

Once again, let not the local association idea be lost sight of. "Made in Canada" is good. For tourist purposes "Made in Minnicoganeshene or Bellchasse" is better.

TURPENTINE FROM STUMPS.

THERE has been quite a flurry in the Southern States recently in the turpentine markets on account of the turpentine manufactured from knots and stumps coming into competition with that made in the ordinary way. It is claimed by some that the process is a new one, but Canadians who were engaged in the paint and oil trade during the war between the North and the South will remember that turpentine similarly made was placed on this market. At that time the price of ordinary turpentine was \$1.50 to \$2 per gallon. When, however, the price receded to a normal figure, the turpentine thus manufactured retired from the market, as it could not be made at a figure which would enable it to compete with the ordinary article.

The knots and stumps in the Southern States contain, of course, a larger percentage of pitch than those obtained from Canadian trees. Consequently, the manufacturers there may be able to more suc-

cessfully compete with the producers of the ordinary turpentine than Canadians could 35 years ago.

None of the turpentine manufactured by the alleged new process has, as far as can be learned, yet reached Canada, but HARDWARE AND METAL is informed that the product has not as good a color as that made by the ordinary process and possesses an objectionable odor. It is held that on account of this objection the manufacturers will have more difficulty in marketing their product.

Our latest advices from the South are to the effect that the price has advanced a couple of cents a gallon during the last few days. The market in Canada is stronger in sympathy, and it is more than probable that by the time HARDWARE AND METAL is in the hands of its readers wholesalers here will have advanced their prices equal to the appreciation in the primary market.

CHANGES IN HARDWARE TERMS.

AT a meeting of the hardware jobbers in Montreal, held Wednesday, the 12th inst., at which was fully represented the jobbing trade of Manitoba, Ontario, Quebec and the Eastern Maritime Provinces, it was decided, in consequence of the recent changes in terms made by the manufacturers, to make the terms of sale on all goods formerly sold at four months or 3 per cent. cash, 90 days net (approved credit), or 2 per cent. cash in 30 days from date of invoice. The above took effect at once.

THE UTILIZATION OF WASTE.

IN the manufacture of leather belting the "edging" or trimming of the leather amounts in quantity to a good deal. Formerly it was burned as having no value; moreover the accumulation was troublesome. Nowadays there is a ready market for this waste. It is used to make fly nets for horses and for making grip handles for bicycles. Doubtless there will be found additional uses for this material. It is interesting to note how the ingenuity and the economic tendencies of our times convert offal into merchandise.

THE CONGRESS OF CHAMBERS OF COMMERCE.

ALL Canada joins in welcoming to Montreal the delegates to the fifth Congress of Chambers of Commerce of the Empire which begins its sessions on Monday. Previous meetings of this Congress have attracted much attention in Canada because of the importance of the subjects discussed and the reputation and ability of those taking part in its deliberations, but particular interest attaches to this meeting, not only because of the unusual importance of the subjects to be discussed but also because this is the first occasion on which the Congress has assembled outside the British Isles. Previous meetings have all been held in London, but this year, in recognition of the growing importance of colonial interests, the Congress meets in a colonial city. Fitting it is that the first colony so to be honored is the Dominion of Canada, and that the metropolitan city of Montreal should have been selected as the scene of this historical gathering.

Historical, for the meeting of this Congress may well be expected to mark an epoch in the history of the Empire. Ours is an immense Empire composed of various units whose interests may seem diverse. The Canadian business man may think he has very little in common with the business man in New Zealand. In this Congress will meet representative business men from all the important commercial centres of the Empire. The Australian and New Zealander meet their brothers from Canada and South Africa. Meeting face to face, they can discover and discuss their mutual interests and adjust any little differences. In this meeting they will discover opportunities for developing inter-imperial trade, and more may be accomplished from the intimacy resulting from this Congress than from any system of preferential tariffs. The business horizon of every delegate must surely be widened by being brought in touch with business men from all the British possessions.

The importance of this gathering can scarcely be over-estimated. Its debates, and the conclusions at which it may

arrive, will be watched with the greatest interest by the whole Empire. Subjects of mighty import are to be discussed in the four short days which the Congress has at its disposal. Its decisions are not legislative, but who can doubt the great influence which they are bound to have upon the trend of thought throughout the Empire and ultimately, perhaps, on the course of legislation? Who can doubt that the resolutions regarding the fiscal policy of the Empire, adopted by a representative body of business men from all parts of the British possessions, are bound to wield a mighty influence upon the course of the fiscal battle now in progress in the very heart of the Empire?

And indeed the trade question looms very large in the programme of resolutions to be submitted to the Congress. No less than eleven resolutions regarding inter-imperial trade are to be submitted. A resolution from the London Chamber of Commerce is to the effect "That this Congress urges upon His Majesty's Government the appointment by them of a Royal Commission composed of representatives of Great Britain and her colonies and India, to consider the possibilities of increasing and strengthening the trade relations between the different parts of the Empire." This resolution is in harmony with the general policy of "inquiry" of the Balfour-Chamberlain Government, and perhaps may be interpreted as not unfavorable to preferential trade. A counter resolution from the Manchester Chamber of Commerce is clearly opposed to the encouragement of trade by tariffs.

These two opposing resolutions will no doubt be debated at considerable length. While British opinion is divided, there is no uncertain sound in the resolutions submitted by Canadian bodies of which that of the Montreal Board of Trade may be taken as typical. It is to the effect "that this Congress is of the opinion that Great Britain can best serve the interests of the Empire by giving a preference in her markets to the products of the colonies as against the products of foreign countries, it being believed that such preference

would (1) benefit Great Britain by largely freeing her from dependence upon foreign countries for her food supplies; (2) stimulate reciprocal trade within the Empire; (3) develop colonial enterprises, and, moreover, serve to make the colonies attractive, not only to the large number of British subjects emigrating annually from the British Isles, but also to the surplus population of other countries.

But while the trade question is very prominent, other subjects of perhaps equal importance are to be discussed. Among these is the question of emigration to the colonies. The crying need of Canada and the other colonies at the present day is a volume of suitable immigration, and to the British Isles we must look for our better class of immigrants. Resolutions submitted to the Congress by the Canadian Manufacturers' Association and the Toronto Board of Trade advocate measures to direct British capital and immigration to the colonies rather than to foreign countries, primarily with the view of making the colonies Britain's chief source of food in time of war.

Resolutions are to be submitted with reference to the co-operation of the colonies in the defence of the empire. Three different resolutions from Canadian bodies declare in favor of colonial co-operation in the maintenance of both army and navy. La Chambre du Commerce of Montreal offers a counter resolution declaring that it is the first and most pressing duty of the colonies to develop their own resources.

The Imperial postal system is the subject of five resolutions. The Birmingham Chamber, alluding to the reduction by Canada of the postage on periodicals bound for Britain, urges that this action should be reciprocated. Various resolutions are submitted regarding fast steamship services. Eight resolutions deal with the metric system. The Canadian manufacturers' Association moves "that the Congress strongly recommends the adoption of a decimal currency and of the metric system of weights and measures together with a universal gauge for defining the thickness of metals."

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

W. Arthur
Lydiatt,

TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, **HARDWARE AND METAL**.

Stopping a clock is a poor way to save time—and stopping an advertisement a poor way to save money.

THE problem that confronts every retail dealer, enterprising enough to advertise at all, is how to get his money's worth of attention amid a crowding mass of dull monotony. Frequently he tries to settle it by purchasing all the space he can get, and then filling it—with wind.

So much has been said about the worth of getting one's name before the public that it has come to be accepted by advertisers of every class as the acme of advertising art.

The dealer who has bought a larger amount of space than he can furnish with ideas is inclined to think that he has done his full duty if he gets the firm name pretty often into "good black type."

He prefers a double-column space, and on special occasions spreads himself horizontally over three or four columns.

That sort of thing has a value, no doubt. It shows that the house is active and stirring. It attracts, on the whole, a good many readers, and some of these are hit occasionally by a stray shot. But is it worth what it costs?

What advertising is everybody knows, but who knows how to define it? It eludes definition.

We have seen it defined as "the creation of wants" or "to publish with a view to sale or recovery," but among the best definitions are the two: "To make the name and business of the advertiser familiar," and possibly the best of all, "to bring buyer and seller together."

These are lucid phrases, but fall short of the mark. For is not the crowning glory of successful advertising the making of a buyer out of one who did not want the goods until he read about them?

If this idea is correct, won't these attempted "definitions" prove entirely inadequate to completely express the real meaning of advertising?

As for retailers' advertising, I think we can be satisfied with the definition or conclusion that "advertising is the artificial creation and stimulation of wants," and as this idea is kept uppermost in

our minds we may prove more adept at preparing the kind of copy which will bear out this conclusion.

From one source and another I have gathered together a few "don'ts and do's", which, while not established rules, have their suggestive value. I do not know that one of them is new, but they will all bear resaying. One thing certain: no retailer but can be benefited by putting most of these precepts into practice. So take what you want and forget the rest.

Don't occupy more space in a newspaper than you can fill. A small advertisement, crisp and fresh, is better than a column or two grown stale. Change often.

Don't be satisfied merely to "catch the eye." 'Tis true, Addison pronounced that to be "the great art in writing advertisements," but as great a one is to hold the eye after it is caught, and thereby get the attention. The dominant line, the catchy first words, must not, of course, be undervalued, only they are not all-sufficient.

Make your advertisements readable. You can't do it with poster type, set in double measure. Avoid too many display lines. Drop all your superlatives and half your capital letters. Barnum's manner is well enough once a year—for a circus.

Cultivate style—not fine writing, not big words, but plain, direct English speech, shorn of both slang and tinsel; plain enough for the refined, as Shakespeare is, and the Book of Job.

Secure a special place in your newspaper, and run your advertisements in it regularly. Get people in the habit of looking there for them. The value of a special position depends very much upon the make up of the paper, and also upon the kind of goods you are advertising. Top of column next to reading matter is not the best position for every advertisement, or in the best position for every newspaper. Millinery on the financial page and plug tobacco next to the fashion column are incongruous.

Never exaggerate. Tell your little story in a modest, friendly way, and don't promise more than you can per-

form. Aim to create an impression of candor and fairness. Describe your goods, but don't overpraise them. Pay no attention to your competitors. Above all, don't be forever asking the public to buy, like an "old clo" man. It is enough that you have goods to sell. That you want buyers goes by inference.

Acquaint yourself with type, as as to use it effectively. Consider the value of plain Roman in broken paragraphs, as compared with ordinary display. Plenty of people will declare that such and such a book looks interesting from merely glancing at it, simply because it is full of conversational matter and broken lines. Take the hint and make your advertisement look interesting by introducing a sufficiency of open space. Ample white space top and bottom of an advertisement is a great help sometimes.

Troll your readers along from one short paragraph to another. There are various ways of doing it. One way is to set the several paragraphs of the same advertisement in different "measures" or lengths of line. A sudden change agreeable and effective. The firm name set extremely small is a 'useful variation.

Advertise one thing at a time. Make a distinct impression. Don't catalogue your wares. The man who read the Dictionary through complained that he couldn't remember much about it. A good many advertisements are similarly confusing.

Be versatile. Don't run in a rut. Don't try to. True, there are dealers who have adopted and popularized some odd forms of advertising, but for most of us variety is better. Mannerisms soon wear out—even in "experts." The moon would be less interesting were it always at the full.

The merchant who gives to his advertising the study and scrutiny that he does to other branches of his business will plan it broadly, systematize it carefully, and make a definite annual appropriation for its needs.

Then neither carelessness nor personal vanity will be allowed to get in the way.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

HARDWARE.

Toronto, August 14, 1903.

INDICATIONS all point to a very good fall trade. The Summer trade has been very good and repeat orders were very frequent, showing that retailers had not anticipated the volume of business. Travellers have now been out for but a short time but, judging from the orders sent in, conditions in the country must be good. Good orders for general assortment have been received. Some manufacturers have recently advanced prices and the general tendency is very firm. Others are not unlikely to follow and customers would do well to consider an early placing of orders.

FENCE WIRE.—The season is now about over. No change in price is noted.

WIRE NAILS.—A pretty good normal trade is being met. Stocks are fair and some better than recently. There is no change in prices. We quote: Carlots, Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

CUT NAILS.—The usual demand is being met. No change in price is recorded. We quote the base for nails at \$2.50 per keg f.o.b. Toronto.

HORSE NAILS.—A few sizes are going out. The trade is fair and prices remain unchanged. Our quotations are: "C" brand, oval head, 40 and 10 and 7½ per cent.; on "Monarch," 60 per cent.; "M," "Oval" and "Countersunk" head, 55 per cent.; on "Peerless," 45 and 7½ per cent.

HORSE SHOES.—Prices remain unchanged. The market is quiet. We quote as follows: f. o. b. Toronto: Iron shoes, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05. Steel, new light shoes, No. 2 and larger, \$3.95; No. 1 and smaller, \$4.20. Snow shoes, No. 2 and larger, \$4.05; No. 1 and lighter, \$4.30. If shipped from factory, 10 to 15c less.

SCREWS.—A fair trade is being done at unchanged prices. Orders as yet are light. Our quotations are as follows: Flat head bright, 7½ per cent. discount; round head bright, 82½ per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze, 75 per cent.

RIVETS AND BURRS.—Trade is fair. Prices remain the same as last week. We quote as follows: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.

BOLTS AND NUTS.—Demand still keeps up. Trade is fair and discounts remain the same. Our quotations are as follows: Carriage bolts, common (81 list), 50 and 10 per cent.; carriage bolts, full square (\$2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron (\$3 list), 55 and 10 per cent.; machine bolts, all sizes, 50, 5 and 10 per cent.; coach screws, cone points, 66 23 and 10 per cent.

BINDER TWINE.—Demand is fair and prices are unchanged. We quote: 650 ft., 13c.; 600 ft., 12c.; 550 ft., 11¼c.; 500 ft., 10¼c.

CORDAGE. There is a steady demand and prices are steady. We quote: Pure manilla, 14¼c.; British pure manilla, 12c.; sisal, 11¼c.; double lathyrarn, 11¼c.; single lathyrarn 11c.; double shingleyarn, 11¼c.; single shingleyarn, 11c.; sasheord, 25 to 30c.

LEAD PIPE AND SHOT.—There has been a fair movement since the discounts were increased to 35 per cent. for lead pipe and 17½ per cent. for shot. Shot is beginning to go out pretty freely.

SOIL PIPE AND FITTINGS.—Business is brisk, the demand is good and prices are firm. Discounts are as follows: Light soil pipe, 45 and 5 per cent.; light soil pipe fittings 50 and 5 per cent.; medium and extra heavy pipe and fittings, 55 and 5 per cent.; 7 and 8-in. pipe, 40 and 5 per cent.

BRASS GOODS.—A good trade is being met in brass goods and all steam fittings.

BUILDING PAPER.—The demand is good, but prices are, nevertheless, stationary. We quote as follows: Tarred felt, \$1.85 per 100 lb.; 2-ply ready roofing, 95c. per roll; 3-ply, \$1.20 per roll; carpet felt, \$2.30 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre 55c. per roll; tarred fibre, 65c. per roll, O.K. and I.X.L., 70c. per roll, heavy straw and sheathing, \$35 per ton; slaters' felt, 65c. per roll.

POULTRY NETTING.—Trade is quiet and prices unchanged. We quote as follows: 60 per cent. for 2-in. mesh, 19 w.g.; and 50 per cent. for 2-in. mesh, 16 w.g.

SCREEN DOORS.—A few are still going out but business is practically over. Prices are the same as previously quoted, viz.: Screen doors, common, 2 or 3 panel, walnut stained, 4-in. style, \$6.80; stained, yellow or green, \$7; in natural colors, oil finish, \$8.15; 3-in. style, 20c. per dozen less.

RUBBER HOSE.—Business is practically over but some are still going out at same prices. Lawn standard is now quoted at 5¼c. per ft. for ½ in. and 6¼c. per ft. for ¾ in.

FORK HANDLES.—No change in price is noted. A good business has been done this season.

SPORTING GOODS.—Customers are asking for shipments of orders placed earlier in the season. Trade is picking up and prices remain steady.

CUTLERY.—Quite a lot is going out at present. Prices remain steady for all grades.

TINWARE AND ENAMELWARE.—A very satisfactory trade is being met just now and prices are unchanged.

WOODENWARE.—Trade is reasonably good at prices unchanged since last week. We quote: Washboards—Victor, \$1.25; Crown, \$1.30; Improved Globe, \$1.45; Standard Globe, \$1.55; Original Solid

Globe, \$1.70; Superior, solid back, \$1.55; Jubilee, \$1.85; Pony, \$1.05. Tubs—No. 0, \$10.75; No. 1, \$8.60; No. 2, \$7.50; No. 3, \$6.45. Pails—No. 1, 2 hoops, \$1.77; No. 1, 3 hoops, \$1.93.

METALS.

Generally, business continues quite up to expectations. Although this season of the year is usually quiet, some lines, notably tin and copper, have been quite active during the past week. New York advices report a more confident feeling in pig iron. There has been no particular variation in values.

PIG IRON.—Feeling is improving and greater confidence as to the future is being manifested. We quote f.o.b. Hamilton and Midland, No. 1, \$21; Sydney No. 1, \$20; No. 1 Jarrow, \$21.50; No. 2 Summerlee, \$23.50.

BAR IRON. The market is firm at unchanged prices. The base price is now \$2. For extras cut to length while rolling: 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft., by special agreement according to length and size.

STEEL BOILER PLATES.—Prices are firm and a good steady demand is reported. The base price is \$1.96 f.o.b. Toronto.

TOOL STEEL.—There have been no alterations since last writing. We quote: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 10 to 20c.; ditto, "Air Hardening," 70c. per lb.; Chas. Leonard's, 8 to 9c.; Park's "Silver," 11 to 13c.; Park's "Special," 15 to 18c.

MACHINERY STEEL.—The demand is good. Prices are unchanged and steady. We quote: Rough finished or iron, \$1.80 to \$2.05; smooth finished, \$2.50 to \$3.

BLACK SHEETS.—Condition is practically unchanged since last week. We quote as follows: 10 to 16 gauge, \$2.25; 18 to 20 gauge, \$2.70; 22 to 24 gauge, \$2.90; 30 gauge, \$3.

CANADA PLATES.—The demand has improved of late, but no change in prices has been reported. We quote as follows: All dull, \$2.70; half-polished, \$2.85; and all bright, \$3.60.

GALVANIZED SHEETS.—A good steady demand is being met at unchanged prices. We quote: Queen's Head, \$4.50 for 28 gauge; American, \$4.40 for 21 gauge; Bell brand, \$4.30 for 28 gauge; Gordon Crown, \$4.50 for 28 gauge.

TIN.—The market has been quite active this week and considerable business done. Prices are firm. We quote \$32.50 to \$33.

TINPLATES.—The demand has been better since last week and prices are unchanged. Coke plates, bright, 14x20, \$3.85; charcoal plates, tene, 20x28, 112 sheets, \$8.

COPPER.—Outside markets are strengthening and a fair trade has been done locally. No change in prices is reported. We quote ingot copper \$15 and sheet copper \$21 per 100 lb.

BRASS.—Is unchanged in price and is in good demand. Discount, 10 per cent.

PORTLAND CEMENT

CANADIAN, ENGLISH,
GERMAN and BELGIAN.
FIRE BRICKS, FIRE CLAY,
ENAMELLED BRICKS, all colors.
BUILDING BRICKS.
SEWER PIPES, CULVERT PIPES,
WHEELBARROWS,
FOUNDERS' and CON-
TRACTORS' SUPPLIES.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

... FULL STOCK ...

Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond McCall & Co.

MONTREAL, QUE

or to

Canada Iron Furnace Co.

MIDLAND, ONT. Limited

LEAD.—The market has shown no change since last writing. We quote \$3.50 per 100 lb. for pig lead, and \$3.75 for bar lead.

IRON PIPE. Prices are unchanged. Demand continues steady. We quote: Per 100 ft. Black pipe, 1/2 in., \$3.15; 3/4 in., \$2.40; 1 in., \$2.65; 1 1/4 in., \$2.85; 1 1/2 in., \$3.65; 2 in., \$5.25; 2 1/2 in., \$7.35; 3 in., \$8.95; 3 1/2 in., \$12.55; 4 in., \$20; 4 1/2 in., \$23; 5 in., \$30; 6 in., \$36.

ZINC SPELTER.—Demand is good and stocks light. Prices are firm at 6 1/2 to 6 3/4 c. per lb.

ZINC SHEETS. A steady demand is being met for small lots with base prices as follows: Cask lots, \$6.75 to \$7, and part casks, \$7 to \$7.25.

SOLDER. The demand is fair; prices are unchanged. Guaranteed half and half is quoted at 18 to 19 c., and wiping 17 to 18 c.

PETROLEUM.

The market condition is unchanged. The arrival of orders for Fall delivery are encouraging, and dealers look for a good Fall trade. We quote: Canadian prime white, 16 1/2 c.; Canadian water white, 18 1/2 c.; American prime white, 17 1/2 c.; American water white, 19 c.

OLD MATERIAL.

There is a very weak feeling in the market at the present time. The demand is poor and prices are declining in nearly all lines. Heavy copper and wire have dropped 1/2 c. per lb., light copper 1/4 c., heavy red brass 1/2 c., yellow brass 1/2 c. and scrap zinc 1/2 c. The price of wrought iron has declined \$1 per ton., cast scrap 50 c. and stove plate \$1. Otherwise prices remain the same as last issue. We quote: Heavy copper and wire, 11 c. per lb.; light copper, 9 3/4 c. per lb.; heavy red brass, 10 c. per lb.; heavy yellow brass, 8 1/2 c. per lb.; light brass, 6 c.; lead, 2 1/2 c.; scrap zinc, 3 1/2 c.; iron, No. 1 wrought, \$13.50 per net ton; No. 2 wrought, \$5; machinery cast scrap, \$15.50; stove plate, \$10; malleable and steel, \$6; old rubbers, 6 c. per lb., and country mixed rags, 50 c. per 100 lb.

HIDES, SKINS AND WOOL.

The situation on this market is much the same as last week. A fair demand for hides is reported, but the calf skin market is weak. The wool market keeps quiet on account of the high prices ruling. Prices remain the same as quoted in last issue. We quote as follows:

HIDES.—No. 1 green, 8 c.; No. 2 green, 7 c. per lb.; No. 1 green, steers, 8 1/2 c.; No. 2 green, steers, 7 1/2 c. per lb.; cured, per lb., 8 to 8 1/2 c.

CALFSKINS.—Veal skins, No. 1, 6 to 14 lb. inclusive, 9 c.; No. 2, 7 c.; No. 1, 15 to 20 lb. inclusive, 8 c.; No. 2, 6 c. Deacons (dairies), each, 60 to 70 c. Lamb skins, each, 10 c.; pelts, each, 40 c.

WOOL.—Unwashed wool, per lb., 9 to 10 c.; fleece wool, 16 to 17 c.; pulled wools, super, per lb., 15 to 16 c.; extra, 19 to 20 1/2 c.

TALLOW.—We quote 5 to 5 1/2 c. per lb.

MANITOBA MARKETS.

Winnipeg, Aug. 12, 1903.

THE week has not brought any change in the price list, and none in the situation. Everyone is busy and satisfied with the trade they are doing. Implement men and others, handling

TINPLATES

"DOMINION CROWN"—Best Best Charcoal, treated.

"ALLWAYS"—Best Charcoal

"CANADA CROWN"—Charcoal.

"LYDBROOK"—Best Coke.

"TRYM"

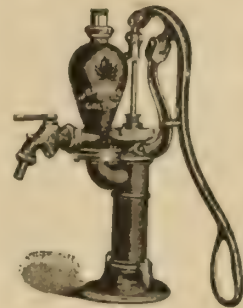
All standard brands. Accept no substitute.

A. C. LESLIE & CO.

509-512 Merchants Bank Building.

MONTREAL.

WE WILL BE GLAD



to answer any enquiries made about our pumps.

If there is anything you'd like to know about them, write us and find out. We can tell you.

The R. McDougall Co., LIMITED

Made in Canada.

GALT, ONT.

Pig Tin

BOUSTEAD & CO.'S PENANG.
INGOT COPPER

LAKE AND CASTING.

PIG LEAD
SPELTER
ANTIMONY
PIG IRON

ADAM HOPE & CO.
Hamilton, Ont.

NOVA SCOTIA STEEL
& COAL Co., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

OPEN HEARTH STEEL.

Business is extremely busy getting shipment out from premises to be an abundance of iron for all purposes, but at the same time there is no indication of surplus stock being rushed up here, and with no indication of slumping prices. One of the leading houses, dealing in iron, has furnished a price list for the week ending this date will be rigidly maintained for the balance of the season.

Round wire, 100 lb.	\$3 25
Plain galvanized.	6 to 8 3 39
"	9 2 50
"	10 3 50
"	12 3 10
"	13 3 20
"	14 3 40
"	15 4 95
"	16 4 60
Barbed wire, 100 lb.	\$3 25
Horse twist	3 25
Staples	3 65
Oiled annealed wire	10 3 42
"	11 3 48
"	12 3 56
"	13 3 66
"	14 3 76
"	15 3 91
Annealed wires (uncoiled) 10c. less.	
Horsenails, 40 percent discount.	
Horseshoes, iron, No. 0 to No. 1.	4 75
" No. 2 and larger	4 45
Snow shoes, No. 0 to No. 1	4 60
" No. 2 and larger	4 45
Steel, No. 0 to No. 1	4 45
" No. 2 and larger	4 20
Cut Nails—	
Wire Nails—	
2d 1 in.	\$4 10
3d Fin. 1 1/4 in.	4 10
3d 1 1/4 in.	3 75
4d 1 1/4 in.	3 50
5d 1 1/4 in.	3 50
6d 2 in.	3 40
8d 2 1/2 in.	3 25
10d 3 in.	3 20
20d 4 in.	3 15
30d 4 1/2 in.	3 10
40d 5 in.	3 10
50d 5 1/2 in.	3 10
60d 6 in.	3 10
Bar iron, \$2.60 basis.	
Swedish iron, \$4.75 basis.	
Sleigh shoe steel	2 85
Spring steel	3 25
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 16 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 gauge	3 90
26 gauge	4 00
28 gauge	4 10
Galvanized Iron, Apollo, 16 gauge	4 00
18 and 20 gauge	4 00
22 and 24 gauge	4 25
26 gauge	4 25
28 gauge	4 50
30 gauge or 10 1/4 oz.	4 75
Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.	
Queen's Head, 24 gauge	4 25
26 gauge	4 50
28	4 75
Extra sheets, 36-in. wide, an advance of 25 p.c. per 100 lb.	
Genuine Russian, per lb.	11
Imitation "	07 to 08
Tinned, 24 gauge, 100 lb	8 00
26 gauge	8 50
Tinplate, 1C charcoal, 20 x 28. box	10 00
" IX	12 00
" IXX	14 00
Ingot tin	35
Canada plate, 18 x 21, 18 x 24 and 20 x 28.	3 25
Canada plate, full polished	4 00
Sheet zinc, cask lots, 100 lb	7 50
Broken lots	8 60
Pig lead, 100 lb.	5 50
Black iron pipe, 1/4 inch	3 30
" 1/2 "	3 30
" 3/4 "	3 40
" 1 "	3 70
Black iron pipe, 1/2 inch	4 35
" 1 "	6 25
" 1 1/4 "	8 70
" 1 1/2 "	10 50
" 2 "	14 50

Rope, sisal, 7-16 and larger, basis.	\$12 25
Manila, 7-16 and larger, basis	15 25
Lathyrum	11 75
Solde	20
Axes, chopping.	\$ 6 75 to 12 00
" double bits	12 00 to 18 00
Bluestone	5 70
Screws, flat head, iron, bright.	85 and 10 p.c.
Round	80 p.c.
Flat " brass	75 and 10 p.c.
Round " "	70 and 10 p.c.
Coach	65 p.c.
Bolts, carriage	50 p.c.
Machine	50 and 5 p.c.
Tire	60 and 5 p.c.
Sleigh shoe	65 p.c.
Plough	50 p.c.
Flat head stove	60 and 5 p.c.
Round head	60 and 5 p.c.
Elevator	60 p.c.
Rivets, iron	50 and 10 p.c.
Copper, No. 8.	32
" No. 12	36
Coil chain, 3-16 inch	10 1/4
" 1/4 inch	8 1/4
" 5-16 inch	5 1/4
" 3/8 inch	5 1/4
" 7-16 inch	5
" 1/2 to 3/4 inch	4 1/4
Spades and shovels	40 and 5 p.c.
Harvest tools	60 p.c.
Axe handles, turned, s. g. hickory, doz.	\$3 15
No. 1	1 90
No. 2	1 60
Octagon extra	2 30
No. 1	1 60
Files common	70 and 10 p.c.
Diamond	60 p.c.
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells:	
Eley's soft, 12 gauge black.	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 20
Chilled	6 60
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned.	70 and 10 p.c.
" plain	75 and 2 1/2 p.c.
" pieced	
Japanned ware	37 1/2 p.c.
Enamelled ware, white	45 p.c.
" Famous	50 and 10 p.c.
" Imperial	50 and 10 p.c.
Green Wire Cloth	1 50.

PETROLEUM.

Water white American	26 1/2 c.
Prime white American	24 1/2 c.
Water white Canadian	24 c.
Prime white Canadian	22 1/2 c.

SCRAP.

No. 1 cast iron	\$16 per ton
No. 2 "	8 "
Wrought iron scrap	5 "
Copper (heavy)	7c. per lb.
Yellow brass (heavy)	7 1/2 c. "
Light brass	5c. to 6c. "
Lead pipe, or tea lead.	2c. to 2 1/2 c. "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels.	\$ 0 79
Less than barrel lots.	0 84
Linseed oil, raw	0 66
Boiled	0 69
Lubricating oils, Eldorado castor.	0 28 1/2
Eldorado engine.	0 27 1/2
Atlantic red.	0 33 1/2
Renown engine.	0 42
Black oil.	19 1/2 to 21 1/2
Cylinder oil (according to grade)	55 to 74
Harness oil.	0 56
Neatsfoot oil.	1 00
Steam refined oil	0 85
Sperm oil	2 00
Pure castor oil, first pressure.	0 10
Lubricating oil.	0 10

BINDER TWINE.

Jute, per lb.	\$0 10 1/2
Sisal, per lb.	0 11
Standard, per lb.	0 11

Manila, per lb., 550 ft.	0 12
Manila, per lb., 600 ft.	0 12 1/2
Manila (pure), per lb.	0 13 1/2
F.O.B. Chicago; discount 1/4 c. on 5-ton lots and 1/2 c. on car lots.	
American twine, 300 ft.	0 11 1/2
" 550 ft.	0 12
" 600 ft.	0 12 1/2
" 650 ft.	0 13 1/2

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., August 9, 1903.

EVERY one of the many shingle mills, large and small, on the coast of British Columbia will shut down for at least one month, from August 15. The decision was reached at a meeting held by The Shingle Manufacturers' Association on Thursday. Early in the season it was found that the output of the mills had already exceeded demands by a considerable percentage. To remedy this it was then arranged to shut down the mills working on the double shift, and only cut shingles in the day. Evidently this has not been sufficient to bring the market back to a level condition of supply and demand, and the big surplus of manufactured stock still remains in sight. Individual mills, acting for themselves, have, from time to time, been shutting down for a few weeks to reduce their stocks, but others have been keeping on. The demand in the Northwest and in Eastern Canada has not been equal to even the reduced output, added to the visible surplus, so that the surplus remains practically as large as it was in the early part of the season. In eastern Canada, the shingle mills of the Puget Sound district of the State of Washington have been competing very heavily. There too the burden of over-production has been felt and the mills of the Puget Sound district have been closed down for some months, with possibility of remaining in the same condition indefinitely.

* * *

Despite the threatened stagnation of the shingle market, there have been a number of shingle mills built here during the present season. On Burrard Inlet, or Vancouver harbor, two very large mills have been added to the shingle producers, while on False Creek, the other portion of the harbor of the city, four smaller mills have been built. One of these has not yet been erected, but the others are in the field producing shingles. There have been many difficulties met with by the shingle manufacturers in the past, but even the bitter price cutting which used to obtain was not so serious as the present state of the industry. There has been a continuous boom in the industry for two years or more and despite the assurance of those in the trade that the danger of over production and the competition of the Washington State mills made the shingle business a problematical one, new men have been rushing in, possibly taking all stories at a heavy discount, as only intended to keep others out of a good thing. In no other way can be explained the very great increase in the number of people interested in the manufacture of shingles.

Some of the manufacturers have been bitterly taught the uncertainties of the trade. The common custom in financing the stocks of shingles, is to draw against shingle cars in transit, with the expectation of having orders in before the cars reach "North Bay for orders" as the famil-

iar routine has it. But many shingle men drew against their in-transit cars, and when the shingles reached North Bay, there were no orders in sight from the Ontario market. There have been shingles unloaded from the cars and stored at North Bay this season just because of this lack of orders and every person knows just what that means. Not only has the profit disappeared when a car has to be unloaded and loaded again under such circumstances, but a margin of the cost has gone too. When the shingles had already been hypothecated in the banks, the stress on the shipper can be readily seen.

* * *

Though there has been an overproduction of shingles the lumber trade generally is in most flourishing condition. This apparent anomaly is easily seen, when it is remembered that the only trouble with the shingle business is overproduction. There has been a large business done in shingles, but there are too many shingles being made. The trade in lumber has been extremely active also, but there has not been an overproduction. There is a reason for this. It requires an immense plant to go into the lumber-sawing industry here and most of the plants are extremely large. Small mills are not encouraged by the conditions surrounding the industry. In fact small mills could not handle the raw material to advantage or profit.

* * *

The building trades in Vancouver appear to be flourishing as greatly as ever. It is the city's "growing time" indeed. Not only have there been large additions to the building of business blocks in the centre of the city but the increase in the number of residences under construction is unprecedented even in the great activity which the city has seen in the residential building for the past four years. There is not practically a house to rent in the city. True, there may be seen occasional vacant houses, but the same house is not vacant long, and most of the temporary vacancies occur through new houses being completed and occupied which leaves an old house without an occupant for a brief time. That residential building is still active and even on the increase can be judged that over \$20,000 in permits were issued by the building inspector for the first four days of August, and nearly all was for residences of modest proportions. The total value of buildings for which building permits have been issued in the seven months of the year reaches nearly half a million, if it does not exceed that amount.

* * *

One of the most extensive enterprises ever undertaken in the West by a private company is that now being carried through by The Vancouver Power Co., a subsidiary company to The British Columbia Electric Railway Co., Ltd., a corporation which owns the power, light and street car plants in the cities of Vancouver, New Westminster and Victoria. This power company is constructing works which are destined when completed to bring into available use for the city of Vancouver and the city of New Westminster electric energy totalling 30,000 horse power. At present there is under construction a tunnel which is to be two and a half miles in length, joining two small lakes, the level of the one being lower than that of the other by several

feet. A dam below the lower lake holds back the immense reserve water supply thus connected, and a very large power-generating station is being built on a level four hundred feet below the dam, thus giving a great head of water for the big turbines which will turn the water power into electric energy. The location of the plant is but ten miles from Vancouver, the lakes being enclosed by mountains, and so situated that the power station is located on the shore of Burrard Inlet, but nine miles or so from the city. The water power dam is only twelve hundred feet in from the shore, and, as stated, 100 feet above the tide water level. It will take two years yet to complete the tunnel joining the two lakes, Lake Beautiful and Lake Coquitlam. By the completion of the dam, which is now under construction, there will be water enough available from Lake Beautiful to generate several thousand horse power this fall, and the generating station will be built in time to make use of the power by November 1 it is anticipated. The electric light company will then shut down the present steam plant used for power, light and for operating the street cars. The present requirements of Vancouver, with the interurban line to New Westminster and the line in the latter city are set at from 1,200 to 1,500 h.p., including light, power and the street car service.

* * *

Two more rail ships are reported to be due to arrive at this port. The Alice, a French ship, which is nearly a year out, and was laid up in distress in the port of Falmouth, England, will discharge her cargo at the Moodyville wharf across the inlet from this city, where the Great Northern has a cargo already stored for the V.W. & Y. branch. It is likely they have bought the cargo of the Alice also. The other ship is the Vincent, a British vessel, loaded at Rotterdam for the C.P.R. She is due to arrive at any time.

G.S.B.P.

QUEBEC MARKETS.

HARDWARE.

Montreal, August 11, 1903.

THERE are few quotable changes to record this week. Business is fairly active. An advance in small cast iron hardware is expected almost immediately, as the factories have cancelled their price lists. All cotton goods, sash cords, cotton rope, clothes lines, lamp wires, etc., are advancing about 10 per cent. North-West orders for Autumn and Winter goods continue to come in freely, but trade in the east is still quiet.

BARB WIRE. Business is quiet, and there are no price changes to report. We quote: \$2.80 per 100 lb. f.o.b. Montreal, and \$2.55 f.o.b. Cleveland. Carlots of 15 tons, \$2.45 f.o.b. Cleveland.

GALVANIZED WIRE.—There is only a fair demand and business is quiet. Prices rule steady as follows: No. 5, \$3.70; No. 6, 7 and 8, \$3.15; No. 9, \$2.55; No. 10, \$3.20; No. 11, \$3.25; No. 12, \$2.65; No. 13, \$2.75; No. 14, \$3.75. In carlots, f.o.b. Cleveland: No. 5, \$2.20; Nos. 6, 7, 8 and 9, \$2.15; No. 10, \$2.20; No. 11, \$2.25; No. 12, \$2.30; No. 13, \$2.40; No. 14, \$2.50. In less than carlots, 12½c. per 100 lb. extra is charged.

OAKEY'S

The original and only Genuine preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL



COVERT MFG. CO.

West Troy, N.Y.

Auto Screw Jack

Harness Snaps Chain, Rope and Web Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICE

PRIEST'S CLIPPERS



Largest Variety.
Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and
Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.

Don't Forget the Name...

NEWMAN'S INVINCIBLE
FLOOR SPRINGS

Strong, Quick, Reliable, Effective.

Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.

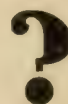
W. NEWMAN & SONS, Birmingham.

Oneida Community Goods

HALTERS, COW TIES, SNAPS, etc., etc.,

In all sizes and styles. May be had of all jobbers throughout Canada.

Factory—NIAGARA FALLS, ONT

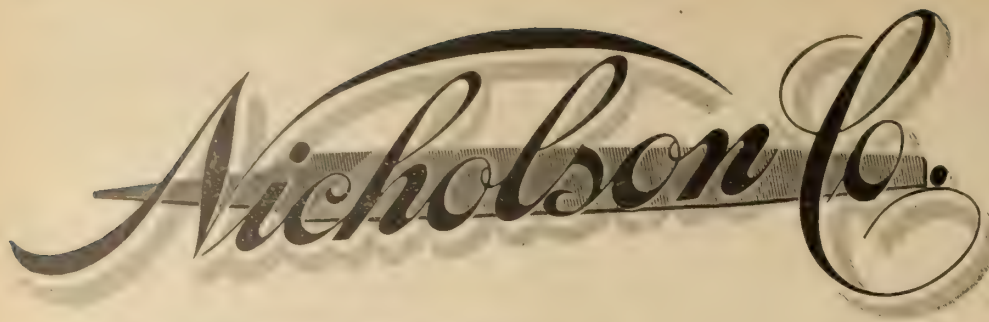


You will be asked for Dundas Axes next fall. Are you preparing to meet the inquiry by being able to show the goods?



Dundas Axe Works, Dundas, Ont.

W. L. Halmann, Jr., President, Montreal



3,000 VARIETIES

**NICHOLSON
BRAND**
"Increment Cut" and
X. F. Swiss Pattern
FILES

For Sale by the following prominent Hardware Houses :

W. J. V. & Co., 120 Vancouver, B. C.
J. H. A. & Co., 120 Vancouver, B. C.
H. S. H. & Co., Limited, London, Ont.
H. S. H. & Co., Limited, London, Ont.
T. F. & Co., Montreal, P. Q.
W. H. & Co., St. John, N. B.

McLennan, McFeeley & Co., Vancouver, B. C.
Geo. D. Wood & Co., Winnipeg, Man.
Wood, Vallance & Co., Hamilton, Ont.
Aikenhead Hardware Co., Toronto, Ont.
A. Macpherson & Son, Montreal, P. Q.
Black Bros. & Co., Halifax, N. S.

ARE THE STANDARD OF EXCELLENCE

Dominion Works, Port Hope, Ont., Canada



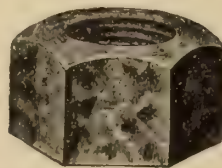
PAT. 1897

The FAIRGRIEVE GAS TOASTER

Retains at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.

THE FAIRGRIEVE MAN'FG. CO.,
295 COLLEGE ST., TORONTO.

U. S. Branch: 289 Jefferson Ave., DETROIT.



NEW

RAILS

Sessenwein Bros.,

103 Shannon St.

.. MONTREAL.

**THE JOHN MORROW MACHINE
SCREW COMPANY, Limited**

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs,
Etc. Cold Punched Nuts of every variety of finish.
INGERSOLL, ONT.

12, 14, 16, 18, 20, 24, 30, 35 and 56 lbs. to
the Yard—carried in STOCK for prompt ship-
ment. **TRACK REQUISITES.**

SMOOTH STEEL WIRE. The market is quiet and the volume of business small. We quote as follows: Bright and annealed, \$2.50 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c; tinned wire, \$2; oiling, 10c; spring wire, \$1.25; best steel wire, 75c; bright soft drawn, 15c; special hay-baling wire, 30c.

FINE STEEL WIRE.—Market is quiet. The discount is 25 per cent., with net extras as follows: 1 and 2-lb. hanks, 25c. per 100 lb.; 1/2 lb. hanks, 37 1/2c. and 1/4 lb. hanks, 50c.

BRASS WIRE.—The discount is 60 per cent.

PRESSED SPIKES.—The volume of trade is increasing; the discount is unchanged at 20 per cent.

FENCE STAPLES.—Business is quiet. Prices rule firm and unchanged as follows: \$3 per 100 lb. keg for galvanized, and \$2.50 for bright. 25 and 50 lb. packages 25c. extra.

CUT NAILS.—Business is very active, and the price remains unchanged at \$2.45 f.o.b. Montreal.

WIRE NAILS. The market for wire nails is fairly active and the price is steady at \$2.40 per keg in carlots, and \$2.45 per keg in small lots, f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

HORSE NAILS. Trade this week is fairly active and discounts are as follows: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Countersunk" heads, 55 per cent.; "C" brand, 40, 10 and 7 1/2 per cent. off; "Monarch," 50 and 7 1/2 per cent., and "Peerless," 50 per cent.

HORSESHOES.—Trade is fairly active, and prices are steady as follows: Iron shoes light and medium pattern, No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; X.L. steel shoes, new, light pattern, sizes 1 to 5, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05; featherweight, all sizes, 0 to 4, \$5.35, toe weight, all sizes, 1 to 4, \$6.60. Shoes, more than one size in a keg, 10c. per keg extra f.o.b. Montreal only.

RIVETS AND BURRS.—Business is fair and discounts are as follows: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off, and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS AND NUTS.—Trade continues brisk and discounts are unchanged. Our quotations are as follows: Common carriage bolts, 50 per cent.; full square carriage, 55; machine, 50 and 5; coach screws, 66 2-3; sleighshoe bolts, 65 and 5; blank bolts, 50 and 5; bolt ends, 50 and 5; plough bolts, 50 and 5; tire bolts, 67 1/2 per cent.; stove bolts, 67 1/2 per cent. Nuts, square, 3 1/2c. per lb. off list; hexagon nuts, 3 1/2c. per lb. off list.

SCREWS. Trade is fair and prices are as given in new list in last issue. The discounts are unchanged as follows: Round head bright, \$2 1/2 per cent.; flat head bright, 87 1/2 per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

CORDAGE.—There is no change in the price. Our quotations are as fol-

lows: Pure manilla, 14 1/2c.; British pure manilla, 12c.; sisal, 11 1/2c.; double lathyrn, 11 1/2c.; single lathyrn 11c.; cotton rope, 16 1/2c.; cotton twine, 17 and 20c for 3 and 4 ply. Cotton bed cord, 90 to \$1.35, according to length.

BUILDING PAPER.—Trade is very active and prices are steady and unchanged. We quote: Tarred felt, \$1.85 per 100 lb.; 2-ply ready roofing, 90c. per roll; 3-ply, \$1.15 per roll; carpet felt, \$2.25 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O.K. and I.X.L., 70c. per roll; heavy straw and sheathing, \$35 per ton; slaters' felt, 65c. per roll.

SHOT.—Trade shows some improvement. Our quotations are as follows: Ordinary drop shot, A.A.A. to dust, \$6.50 per 100 lb.; chilled, Nos. 1 to 10, \$7 per 100 lb.; buck and seal, \$7.50 per 100 lb.; ball, \$8 per 100 lb. Trade discount 17 1/2 per cent. f.o.b. Montreal, Toronto, Hamilton, London, St. John, N. B., and Halifax.

FIRE BRICKS.—The demand is active, English selling at \$16 to \$22 per 1,000, and Scotch at \$17 to \$22.

CEMENT.—Trade is very active at present. Our quotations are as follows: Canadian cement, \$1.90 to \$2.25; German, \$2.25 to \$2.40; English, \$2.15 to \$2.25; Belgian, \$1.70 to \$1.95 per bbl. ex-store, and American, \$2.20 to \$2.40 ex-cars.

SCREEN WIRE CLOTH.—For the season there is a fair business doing. The price is \$1.50 per 100 square feet.

POULTRY NETTING.—There has been a fair demand for 1904 delivery. The discount is 60 per cent.

LANTERNS.—Trade is fairly active. Our quotations are as follows: Lift,

hinged or tilt, \$4 to \$4.25 doz.; cold blast No. 2, \$7 to \$7.50; painted dashboard, \$6.50 to \$6.75; plain dashboard, \$6 to \$6.25; searchlight, \$20 to \$21 doz.; brass cold blast, small, \$9.75 to \$10.

METALS

There are very few changes to record this week. Trade continues very active for this season of the year, and some firms regret that there is not likely to be any breathing spell before the rush of Autumn business. Pig lead is a little lower, as is also sheet zinc. We quote:

PIG IRON.—The volume of business is small and prices remain steady. Summerlee, \$21; Carron, No. 1, \$21; do, No. 3, \$19.75; Middlesboro', No. 3, \$17.75; Ayersome, No. 1, \$20; do, No. 3, \$19.40.

BAR IRON.—Business is fairly active. Horseshoe iron has dropped 5c. We quote: Merchants' bar, \$1.95; horseshoe iron, \$2.20; forged iron, \$2.20.

BLACK SHEETS.—Trade is very active, and prices remain firm. The prices are: 28 gauge, \$2.45; 26 gauge, \$2.40; 22 to 24 gauge, \$2.35; 18 to 20 gauge, \$2.30 and 8 to 10 gauge, \$2.40.

GALVANIZED IRON.—There is very little doing, and prices remain unchanged. We quote as follows: 28, Queen's Head, \$4.40; Apollo, 10½ oz., \$4.30; Fleur-de-Lis, \$4.15; Comet, \$4; Bell brand, \$4.00. In less than case lots 25c. extra.

LEAD PIPE.—Composition and waste sell at 8c., ordinary at 7c. The discount remains at 35 per cent.

IRON PIPE.—Trade is very good and prices rule steady. Sales are now made at 2 per cent. in 30 days, or 60 days net. Standard pipe, per 100 ft., in lengths under 19 ft.: Black, 1, \$2.40; 2, \$2.65; 3, \$2.85; 4, \$3.65; 1-in., \$5.20; 1½, \$7.35; 1½, \$8.95; 2-in., \$12.55. Galvanized, 1, \$3.20; 2, \$3.45; 3, \$3.85; 4, \$5; 1-in., \$7.20; 1½, \$10.05; 1½, \$12.20; 2-in., \$16.85. Extra heavy pipe, plain ends, are quoted per 100 ft. as follows: Black, 1, \$4.20; 2, \$5.25; 1-in., \$7.55; 1½, \$10.55; 1½, \$12.75; 2-in., \$17.60. Galvanized, 1, \$5.20; 2, \$6.65; 1-in., \$9.55; 1½, \$13.25; 1½, \$16; 2-in., \$21.90.

TIN PLATES.—The price of cokes is \$1 and of charcoals \$4.25. The market is quiet.

TERNE PLATES.—Very little has been done this week and the price remains at \$7.25.

COIL CHAINS.—Business is quiet and prices are steady as follows: No. 6, 10c.; No. 5, 9c.; No. 4, 8½c.; No. 3, 7c.; 1-in., 6½c.; 5-16-in., \$4.90; 3-in., \$4.20; 7-16-in., \$4; 1-in., \$3.90; 9-16-in., \$3.75; 1-in., \$3.60; 3-in., \$3.50; 7-in., \$3.45; and 1-in., \$3.40, with 10c. allowance on carlots.

CANADA PLATES.—Only a fair business is being transacted, and prices are unchanged. Our quotations are as follows: 52s, \$2.60 to \$2.70; 60s, \$2.70 to \$2.80; 75s, \$2.80 to \$2.85; full polished, \$3.75 and galvanized, \$4.25 to \$4.35; galvanized, 60s, \$4.45 to \$4.55.

STEEL.—Prices are still unchanged, but some reductions are expected. We quote: Mild, \$2.05; sleighshoe, \$2.05; tire, \$2.15 to \$2.25; spring, \$2.85 to \$3; reeled machinery, \$2.75 to \$3; toe-calk, \$2.60 to \$2.75; machinery (iron finish), \$2.05; square barrow, \$2.05.

TOOL STEEL.—A fair business is being transacted this week, and

Eastlake Steel Shingles

The popular choice.

Because they can be so quickly and easily laid—are lightning proof—prevent fire—and are the most economically durable shingles made.

Either Galvanized or Painted.

In demand in all parts of Canada.

The Metallic Roofing Co., Limited

TORONTO

MONTREAL

WINNIPEG

prices are steady. Our quotations are as follows: Black Diamond, 8 to 9c.; Sander-son's, 8 to 9c., according to the grade; Jessop's 13c.; Jonas & Colver's, 10 to 20c.; "Air Hardening," 50 to 65c. per lb.; Conqueror, 7½c.

INGOT COPPER.—A typographical error made us quote ingot copper last week at 32c. The price is 11½c.

INGOT TIN.—The price is firm at \$34 to \$34.50.

PIG LEAD.—A fair business is doing this week. Prices are slightly lower as follows: \$3.20 to \$3.30.

ZINC SPelter.—Trade is very quiet and the price is still \$5.75.

SHEET ZINC.—Trade is quiet. Prices are lower. We quote \$5.75 in cask lots; \$6.50 for small quantities.

SOLDER.—A fairly active business was done this week. The price is 19c. for wire solder and 20c. for bar.

SCRAP METALS

Trade is very quiet, and there is a small volume of business this week. Prices are lower. We quote as follows: Heavy copper and wire, 9c. per lb.; light copper, 8c.; heavy red brass, 9c.; heavy yellow, 7c.; light brass, 4c.; lead, 2 to 2½c.; zinc, 2½ to 2¾c.; iron, No. 1 wrought, \$15 to \$16; No. 2, \$7.50 per ton; machinery scrap, \$16 to \$16.50; stove plate, \$13; malleable and steel, \$6; mixed country rags, 60c to 70c per 100 lb.; old rubbers, 6 to 6½c. per lb.

HIDES.

The market is featureless, except for an advance in lambskins. A fair trade is doing at the following prices: No. 1 hides, 9c.; No. 2, 8c.; No. 3, 7c.; No. 1 caliskins, 11c.; No. 2, 9c.; lambskins, 10 to 50c.

Messrs. A. Raymond and Jos. Beauchemin, of The Canada Hardware Co., Limited, Montreal, are enjoying a trip to Buffalo, Detroit, Cleveland and Chicago. They will return in a fortnight.

INCANDESCENT LAMPS.

The Ontario Lantern Co., Hamilton, Ont., have recently increased the capacity of their electric lamp department. They are now producing 1,500 lamps daily, and are in a position to supply the "Brilliant" (Edison type) lamp in addition to the "Radiant Shelby" to parties who prefer the former.

This lamp throws the light equally in every direction, and has the "Edison" or regular shaped bulb. The "Shelby" has a specially shaped bulb, and from the lip of the lamp throws a concentrated light on the table. It is called the "useful light."

These lamps are warranted for their high efficiency and long life, and their special merit is the large amount of light produced in proportion to the current consumed.

Walter Grose, Montreal, is the selling agent for these goods, and he carries a full stock of the different candle powers and voltages.

This company make a two-candle power lamp called the "Baby Shelby," which is very economical in consumption of current, and is particularly adapted for vestibules, closets and small rooms.

FAILURE OF A HARDWARE FIRM

Louis Trudel, hardware merchant, of St. Henri, has assigned, with liabilities of over \$30,000. The assets comprise two lots on St. Antoine street in Westmount, the stock-in-trade, fittings and book debts. The principal creditors are: Mrs. Louis Trudel, who, under her marriage contract, is entitled to \$10,000; Natissse Trudel, who made the demand for assignment, \$6,785; The Sun Life Assurance Co., mortgage, \$7,250; Quebec Bank, direct, \$3,000; J. K. Ward & Co., \$2,000.

CHAS. F. SMALLPIECE PROMOTED.

SOME men rise by pull, some by a lucky act, some by accident and some by mistake; but none of these events have played a part in the promotion of Chas. F. Smallpiece, who has just been appointed warehouse manager of the firm of Lewis Bros. & Co., wholesale hardware merchants, Montreal. Those who have had dealings with Mr. Smallpiece, and they are numerous, will know that push, honesty and sterling business qualities have earned only a just reward.

There is something more than pull, accident or mistake in the rise of a man, when yet very young, from the position of a messenger and warehouse boy to that of warehouse manager of such a large institution. Years ago, the year following the Northwest Rebellion, Mr. Smallpiece obtained the position of messenger boy in the wholesale department of Rice Lewis & Son, Toronto, when that firm was situated on the corner of King and Toronto streets. For fifteen years he filled different positions in the warehouse, and from the sample flat was advanced to travelling representative over North and Northwestern Ontario, which position he held for seven years. In January, 1902,

he accepted a position with Lewis Bros. & Company, Montreal, to represent them over the same territory. Just one year and



CHAS. F. SMALLPIECE.

a half afterwards, or to speak more accurately, a week ago last Saturday, Mr.

Fred Lewis, head of the firm, upon visiting Toronto, where Mr. Smallpiece resides, offered him the position of warehouse manager.

But while industry is the trump card in his hand, Mr. Smallpiece also carries a long suit of love of sports. He was a member of the old Wanderers Bicycle Club when the boys in gray on their high wheels used to cover the distance from Toronto to Whitby before breakfast. He is also a member of the Good Times Fishing Club, and this year occupies a seat on the executive committee. When at home, and a good baseball game is to be seen he can usually be found in the grand stand behind first base.

Nearly every customer of his has some pleasant recollection of his visits, and everyone will be pleased to learn of his success. Mr. Smallpiece will not take up his new duties until about October 1st, so that he will have an opportunity of calling on all his customers before leaving for the east. He is to be succeeded by Mr. Fred Hope, who is well known in Western and Northern Ontario, having represented Frothingham & Workman, Montreal, for a number of years.

APPLE PARERS

OUR HUDSON PATTERN APPLE PARER is made throughout from the best material. Every one is carefully adjusted and tested before leaving the factory.

In quality it is equal and in price lower than those made in the United States.

Manufactured by _____

Taylor-Forbes Co., LIMITED, Guelph, Canada

AT THE LARGEST AND BEST EQUIPPED HARDWARE FACTORY IN CANADA,

INDUSTRIAL GOSSIP

The Smith Bros. Mfg. Co., Ltd., Yorkton, N.W.T., have been incorporated.

The Brandon Brick & Lumber Co., Ltd., Brandon, Man., have been incorporated.

The New Freeman Publishing Co., Ltd., St. John, N.B., have been incorporated.

The Sussex Packing Co., Ltd., Sussex, N.B., have been incorporated with a capital of \$100,000.

The Royal Engraving Co., Ltd., Toronto, have been incorporated with a share capital of \$40,000, to carry on the business of engraving, designing, printing and publishing; the provisional directors are C. G. Beal, F. G. McKay and W. J. McWhinney, all of the city of Toronto.

The Scalp Food Co. of Hamilton, Ltd., have been incorporated, with a share capital of \$50,000, to manufacture, buy and sell patent medicines. The provisional directors are: G. T. Tuckett, C. I. Kelley, J. W. Lamoreaux, D. M. Cameron and Alice Porter, all of the city of Toronto.

The International Stock Food Co., Ltd., Toronto, have been incorporated with a share capital of \$40,000, to deal in foods and produce and to take over the business of The Naishitt Co.; the provisional directors are: J. J. Walsh, W. T. McMahon and Edward McCormick, all of the city of Toronto.

The Neebing Navigation Co., Ltd., Port Arthur, Ont., have been incorporated with a share capital of \$25,000, to carry on in all its branches the business of a navigation and transportation company; the provisional directors are: G. T. Marks, H. A. Wiley and F. S. Wiley, all of the town of Port Arthur.

The St. George's Hall Co., of Ottawa, Ltd., have been incorporated with a share capital of \$40,000, to erect and lease a public hall in the city of Ottawa; the provisional directors are S. J. Davis, H. McCarthy, John Storr, W. L. Marler, F. Cook, W. G. Black, G. E. Preston and J. P. Featherston, all of the city of Ottawa.

The Menzie Wall Paper Co., Ltd., Toronto, have been incorporated with a share capital of \$50,000, to manufacture, and deal in wall papers of all descriptions, and interior decorations, and for these purposes to construct and operate paper mills. The provisional directors are Robert E. Menzie, A. H. Hoover, John F. Brown, S. Johnston and Alex A. McMichael, all of Toronto.

The Toronto Telescope Machine Co., Ltd., Toronto, have been incorporated with a share capital of \$20,000, to manufacture, deal in and exhibit for gain, all kinds of slot machines other than gaming machines or machines for the sale of chances. The provisional directors are W. A. Noble, A. Asker and Lawrence Selman, all of Toronto; and H. B. Whittton and E. V. Wright, of Hamilton.

The Temiscaming and Hudson Bay Mining Co., Ltd., New Liskeard, Ont., have been incorporated with a share capital of \$25,000, to carry on, in all its branches, the operation of mining, milling, reducing and developing; the provisional directors are George Taylor, Angus McKelvie, A. J. Ritchie, E. P. Smith, A. Burwash, T. McCamus, John Bancroft, J. J. Grills and D. T. K. McEwen, all of the town of New Liskeard.

The Estates, Ltd., Toronto, have been incorporated with a share capital of \$70,000, to purchase, lease, or take in exchange lands, together with any buildings or structures that may be on the lands, and to sell, lease, exchange, mortgage or otherwise dispose of the whole or any portion of the lands and all or any of the buildings or structures that may be erected on them. The provisional directors are: R. E. Kemmerer, C. A. Mittlberger and Edward Proulx, all of the city of Toronto.

The Queen City Printing Ink Co., Ltd., Toronto, have been incorporated with a share capital of \$10,000, to manufacture and deal in printing and lithographic inks, varnishes and printers' rollers and supplies, and, for the said purposes, to acquire the formulae and business now owned by Frank William Manton, trading under the firm name of The Queen City Printing Ink Co. The provisional directors are: F. W. Manton, F. J. Aylward and Ziba Gallagher, all of the city of Toronto.

The Ontario Construction & Supply Co., Ltd., Toronto, have been incorporated with a share capital of \$100,000, to carry on in all its branches the business of contractors for the construction of railways and other public works, for the sinking of shafts and for other works in connection with the development of mines and to manufacture and sell timber, ties, lumber, pulp-wood and other woods. The provisional directors are: A. J. McComber, H. L. Drayton and S. S. Martin, all of Toronto.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion, 1c. a word each subsequent insertion.

Contractions count as one word, but five figures as \$1,000 are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

SITUATIONS VACANT.

WANTED—A bright, active young man as sales man for hardware, stoves, tinware, etc. Must be a good stockkeeper and a worker. State experience, age and salary, references required. W. A. Hurlhouse, Shelburne, Ont. (351)

WANTED—First class hardware clerk with experience; young man preferred, in large town, good salary to right man. Reply to Box 32 HARDWARE AND METAL, Toronto. (352)

FOR SALE

HARDWARE AND METAL STOCK for sale; forty years established, wholesale and retail, stock nearly new owing to recent fire in premises, business in excellent running order, retiring from hardware to enter manufacturing branch; located in best town in Ontario. Only bona fide correspondence solicited. J. Fennell & Son, Berlin. (332)

HARDWARE BUSINESS—Eighteen to twenty thousand dollars annual business done with five to six thousand capital; Western Ontario town; nine thousand. For full particulars, apply to Box 48 HARDWARE AND METAL. (322)

AGENTS WANTED.

TIN PLATES, BLACK PLATES, IRON, STEEL AND METALS. Agents wanted in Montreal, Quebec, Vancouver, Halifax, Toronto and Winnipeg. A leading and pushing English firm is open to appoint energetic agents conversant with the trade and known amongst buyers. References required. Address, STRAUS CANADIAN HARDWARE AND METAL, 199 Fleet Street, London, England. (332)

AGENCIES WANTED.

FOR CANADIAN MARITIME PROVINCES, on salary or commission basis by progressive manufacturers' agent, At standing and twelve years thorough personal acquaintance with entire jobbing, manufacturing and mining interests of New Brunswick, Nova Scotia and P.E.I. Exceptional testimonials. Correspondence solicited. Address "St. John," Drawer "B," St. John, N.B. (353)



FOR SALE on Royalty, my Canadian Patent on Improved Knapsack Gasoline Torch. Represents a new and distinct principle of combating insects and fungi. Makes it possible to combat any insect. Average cost of old system. Also works as a trap to catch. One catch of 2 hours, sent to Washington, D.C. showed 1,500 insects. Is being manufactured by U.S. Government, part of reports already in. If you want explanatory matter for the asking. Patent to be supported by copyrights. Apparatus easy to make, and terms and sale terms to the early bird. Address Fred B. M. Vernon III, U.S.A.

Armstrong & Co.

require agents in the principal centres of Canada for the sale of their Sporting Guns. To secure the most direct touch with the users, they will accept of no consignment. Replies should give the agent's name and references. ARMSTRONG & CO., Sporting Gun Dept., 115 N. 4th Street, New York, U.S.A. (354)

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

AN extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES.

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors,
Prepared Paints, Window
Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green

of JOHN LUCAS & CO.,
PHILADELPHIA.

And CELEBRATED
English Varnishes

of CHAS. TURNER & SON,
LONDON.

Please mention HARDWARE AND METAL when writing.

LINSEED OIL

Raw and Boiled

"GUARANTEED PURE"

MANUFACTURED BY

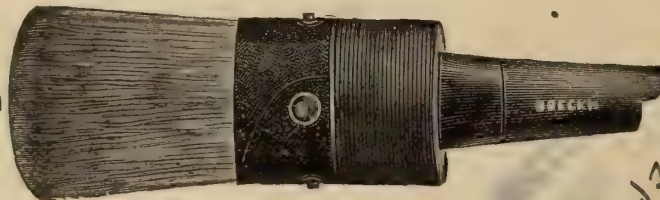
Canada Linseed Oil Mills

LIMITED
MONTREAL.



BARRELS WANTED!!

We are open to buy good sound, oak
Linseed Oil, Turpentine, Varnish, and
Machine Oil Barrels.



HIGHEST AIM TO PLEASE CUSTOMERS

is the object of every progressive dealer. He is aware that every transaction must please the purchaser to make him a permanent customer. Goods that must attain the eminence of excellence are :

BOECKH'S

PATENT BRIDLED BRUSHES
FLAT AND OVAL PAINT BRUSHES
FLAT VARNISH, CHISELLED VARNISH
KALSOMINE BRUSHES

Alert buyers make no mistake in placing orders with us. Our large purchases of bristles and other raw materials, together with our greatly increased factory facilities, have enabled us to improve qualities without corresponding increase in cost, thus leaving a wider margin of profit than before to the dealer.

If our representative does not visit your town, write us, and we will, if possible, arrange for him to call upon you,
or we will send you quotations and full particulars of these goods by mail.

UNITED FACTORIES, Limited,

OPERATING:

Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

Head Office: Toronto.

LONDON WAREHOUSE:
71 Dundas St.

MONTREAL BRANCH: 1 and 3 DeBresoles St.

PAINT, OIL AND BRUSH TRADES

ESSENTIALS OF GOOD OIL PAINT.

THE essentials of good structural oil paint are: It must work properly; it must dry in a reasonable time; it must wear well; it must produce a satisfactory appearance, and it must exclude moisture from the material it covers. In addition to these essentials the cost must also be considered.

Wood usually contains water, extractions, ligno-cellulose and mineral matter, and the first two of these are enemies of paint. An oil paint, to preserve or protect, must be repellant of water, for water and sap cause the decomposition of wood. Paint composed of hydrofuge material cannot be expected to stick to a damp surface. Most of the complaints of paint spotting, cracking, crawling, wrinkling or blistering on wood may be attributed to water, sap, soot or grease under it. Some parts of a board will suck the liquid out of an oil paint and leave more or less of the dry pigment on the surface, while other parts, less absorbent, will support the paint so that it will give the desired appearance. The painter must therefore make a study of the things to which the paint is applied as well as the method of mixing and applying it.

Pigments are used in oil paints to color or better the appearance of surfaces; to permit the application of more oil than can be accomplished by the use of oil alone; to protect the oil mechanically; to hasten the hardening of the oil and to increase the thickness of the covering layer. It is claimed that all pigments good for use in paint making have a defined crystalline structure.

The manufacture of oil paint as used today is based upon the theory that the solids are co-efficient with the liquids in producing the best material, and the secret, if there be any, lies in the determination of the amount and kind of each needed in the mixture to secure the best results.

All paints are defined as a close union of solids or pigment and liquids or binder. The inorganic or solid matter in a finely divided state is mixed with the organic or liquid matter, and they are linked together chemically or mechanically. The quality of paint is fully as dependent upon its physics as it is upon its chemistry.

SUBSTITUTE FOR WHITE LEADS AND ZINGS.

A new substitute for the white leads and zings which have been used by painters for so long is now being brought before the public. Its base consists of powdered as-

bestos, which is heated to a very high temperature. It possesses little or no body in itself, but this defect is removed by the admixture of any heavy white powder, such as sulphate of barium. The advantages of this substitute are that the paint thus prepared is non-poisonous and is said to harden well. As to its covering properties, no reliable information is as yet forthcoming, and it is doubtful whether the new mixture will be able to compete with the time-honored carbonate of lead in that respect. However, in France there are legal restrictions on the use of lead, and for that reason the substitute may find a favorable market in that country and in countries similarly situated.

A SMOKELESS FUEL.

The California petroleum, says The Honolulu Advertiser, which is now burned on the island for fuel is smokeless. Not comparatively so, but absolutely smokeless. If any smoke issues from the smokestack it is proof positive that there is some defect in the burner used or in the arrangement of the furnace. An inspection of the Rapid Transit furnace and smokestack will demonstrate this fact to anyone who desires to prove it. This advantage is of great importance to Honolulu. With only soft coal available, even the few fuel-using concerns in town were becoming a serious nuisance to all in their immediate neighborhood. A few more years of development would have made us a small Pittsburg, so far as the smoke nuisance is concerned. No smoke producer in Honolulu can hereafter plead that he cannot prevent it. With cheapness, economy and labor, cleanliness and abolition of smoke in its favor, there does not seem to be any reason why oil should not at an early date entirely supersede coal in Hawaii as a power-producing fuel.

PETROLEUM FIELDS NOT FAILING.

Unnecessary alarm has been expressed over the probable failure of the Pennsylvania oil fields, says The Paint, Oil and Drug Review. Estimates have been made to show that there is not more than sufficient oil to last 10 years longer. This is a pessimistic view. While it is true that the older fields are being exhausted, yet new fields are being opened and deposits of oil not now known will be discovered, so that it is the part of optimism to believe that the supply of petroleum of some grade will never fall very far below the demand.

While there has been a falling off in production of about one and a quarter million barrels in the high-grade fields since the

first of the year, developments in new territories are most satisfactory. About 1,500 barrels of better oil than the Lima brand are being obtained in Kentucky daily, while Kansas and the Indian Territory are yielding 3,000 more. The decline in the oil fields is forcing operations in other directions, and thus the results have been beyond the most sanguine expectations.

We have made no mention of the Texas or Alaska or California or Wyoming fields, all of which are full of promise. The refiners have found a way to produce a good grade of illuminating oil of the Texas and California petroleum, and the Wyoming and Alaska grades are said to equal the Pennsylvania oils. We see no prospect of a failure of the supply for a long time to come.

WOOD TURPENTINE.

It is not thought that the new wood distilled spirits will prove a very serious rival to turpentine for some time at least. This new product is patented, and therefore cannot be generally manufactured and sold; and then only a small per cent. of the products manufactured in the process consist of this substitute for turpentine. Therefore the manufacture of this substitute cannot be immediately increased until a market for the entire output of the distillation plants can be found. These markets require a careful and business-like building up. There has been much interest aroused in regard to the making of spirits of turpentine and other products from pine light wood by retort process, but there has been much false information spread abroad in regard to what this process will do. Consequently, there has been much money lost in trying to make these products. The process has been represented as very simple and not expensive to run, whereas it is, in fact, as complicated as the coal tar industry, and requires large capital to manufacture and sell the products. The process can only be made a success when the manufacture is under the supervision of an experienced chemist and when the by-products are fully worked up. The business must be conducted on good business principles, which involve having a large production and proper selling facilities to reach the trade.

For the year ended May 31, The American Glue Company earned \$301,000 net, after charging off \$100,000 for depreciation. This amounts to 8 per cent. upon the \$1,300,000 preferred stock and 22 per cent. upon the \$800,000 common stock. The company has no funded or floating debt.

HOW CHIPPED GLASS IS MADE.

THE ever increasing use of forms of glass which will serve as a screen and yet admit of a maximum amount of light, writes T. W. Sharp in Scientific American, makes the study of their manufacture an interesting one. The form most generally used is known as chipped glass. In the manufacture of chipped glass the second grade is used, such imperfections as clusters or pimples, called stones, do not affect the quality of the finished product. The large sheets are first placed on a platform and passed slowly under a powerful sand blast of fine white sand, such as is used in glass making. In a couple of minutes they emerge with the glaze out from the surface, and are known as ground glass, and much is sold in this form.

The sheets are then coated on the ground surface with a high-grade glue in liquid form, American or Swiss being considered best. They are then carried to the drying room and placed on racks, where they lie flat until the glue is well dried, which takes from twelve to fifteen hours. They are then placed in the chipping rooms, which are about five feet deep by six high, and as long as the size of the building will permit. They are divided by light frame partitions into spaces sufficient to admit two sheets of glass standing on edge with the coated surfaces outward. Coils of steam pipe run under the frames holding the glass, and when the heat is turned on, and as the glue reaches its driest point, it curls up in pieces from the size of a finger nail to a couple of inches long by an inch wide. The glue adheres so closely to the ground surface that in pulling loose a film of glass is taken with it. The result is the beautiful fern-like tracery, familiar to all who have noticed this kind of glass. About thirty-six hours is required for it to peel off clean, and thus complete the process of single chipping. For double chipping the glue is applied to the rough surface without sanding, as the surface is sufficiently rough to hold the glue. It is then passed through the same process, but the chips are smaller and break up the fern-like appearance of single chipping.

The secret of the process consists in the quality and preparation of the glue used, as none but the best will do the work. Also in having the draft and temperature right in the chipping rooms. Ordinarily a heat equal to a summer heat will do the work. The glue is cleaned and used repeatedly, as is also the sand. The sand, after striking the glass, falls into a pit underneath, and is carried up by the elevator.

The chipping process increases the value

about half for single, and in the same proportion for double chipped. The Johnston Glass Company, of Hartford City, Ind., has a special department for this product, and ordinarily turns out about 100,000 square feet per month.

PAINT AND OIL MARKETS.

MONTREAL.

Montreal, August 11, 1903.

As there has been no improvement in the linseed oil situation, prices are locally marked down 2c. per gallon, but turpentine, on a stronger market, remains unchanged. Oil, turpentine and white lead are still in good demand but business in mixed paints and general lines has shown a marked falling off during the past week. We quote:

GROUND WHITE LEAD.—Best brands, Government standard, \$5 to \$5.25; No. 1, \$4.27½ to \$4.87½; No. 2, \$4.40 to \$4.50; No. 3, \$4.02½ to \$4.12½; No. 4, \$3.65 to \$3.75, all f.o.b. Montreal. Terms, four months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—\$4.75 in casks and in kegs, \$5.

DRY WHITE ZINC.—Pure dry, in casks, 6½c.; in 100-lb. kegs, 6¾c.; No. 1, zinc, in casks, 5½c.; in 100-lb. kegs, 5¾c.

WHITE ZINC (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No. 2, 6c.

PUTTY.—We quote: Bulk, in barrels, \$1.60; bulk, in 100-lb. packages, \$1.85; bladders, in barrels, \$1.90.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, 7½c.; smaller quantities, 8½c.

RED LEADS.—Genuine red lead, in casks, \$4.25; in 100-lb. kegs, \$4.50; in less quantities, \$5.50 per 100 lb. No. 1 red lead, casks, \$4; kegs, \$4.25, and smaller quantities, \$5.25.

LITHARGE.—Ground, casks, 5c.; in less quantities, 5½c.; flake litharge, casks, \$5.25; smalls, \$5.75 per 100 lb.

LINSEED OIL.—Raw, 1 to 4 bbls., 50c.; boiled, 53c.; raw, 5 to 9 bbls., 1½c.; boiled, 52c. Terms, net cash in 30 days. Delivered in Ontario between Montreal and Oshawa, at 2c. per gallon advance.

TURPENTINE.—Single bbls., 7½c.; 2 to 4 bbls., 73c. Terms, net cash in 30 days

BENZINE.—25 to 26c.

SHELLAC VARNISH.—Pure white, \$2.20 to \$2.35; orange, \$2.10 to \$2.25.

MIXED PAINTS.—\$1.20 to \$1.40 per gallon.

CASTOR OIL.—8¾ to 9½c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PURE ENGLISH PARIS GREEN.—Petroleum barrels, 14½c.; arsenic kegs, 14½c.; 50 and 100-lb. drums, 15c.; 25-lb. drums, 15½c.; 1-lb. paper boxes, 16c.; 1-lb. tins, 17c.

TORONTO.

Paint and oil men report a very good year's business, and, considering the season, a very fair run is being met at present. Turpentine has advanced 2 or 3c. in the south, owing to the contraction of product and improved storage facilities. The market will probably be steadily maintained hereafter. While this is being written the fixation of the price is being considered locally, and an advance of 2 or 3c. is anticipated immediately. Linseed oil is firm. The market has been depressed in Chicago by surplus stock and anticipated large crops, but latest reports indicate a short crop. Seed is now 3 to 4c. higher in Chicago than a few weeks ago. We quote:

WHITE LEAD.—Ex-Toronto, pure white lead, \$5.10 to \$5.25; No. 1, \$4.62½ to \$4.87½; No. 2, \$4.25 to \$4.50; No. 5, \$3.87½ to \$4.12½; No. 4, \$3.50 to \$3.75 in packages of 25 lb. and upwards; ½c. per lb. extra will be charged for 12½-lb.

THE RESULT

Of 30 years' experience,—
Use of the best materials,—
Employment of skilled labor,—
Modern factories,—
Introduction of the best white lead in the world—**Brandram's B.B. Genuine**—into a liquid paint,—
Is the production of

ANCHOR LIQUID PAINT.



HENDERSON & POTTS

ESTABLISHED
1874,

Halifax and
Montreal.



packages; genuine dry white lead, in casks, \$5.02½.

RED LEAD.—Genuine, in casks of 560 lb., \$4.75 to \$5; ditto, in kegs of 100 lb., \$5.25 to \$5.50; No. 1, in casks of 560 lb., \$4 to \$4.25; ditto, in kegs of 100 lb., \$1.25 to \$4.50.

LITHARGE.—Genuine, 6 to 6½c.

WHITE ZINC.—Genuine, French V.M., in casks, \$6 to \$6.25; Lehigh, in casks, \$6 to \$6.25.

SHINGLE STAIN.—In 5-gallon lots, 60 to 85c. per gallon.

PARIS WHITE.—90c to \$1 per 100 lb. **WHITING.**—60 to 65c. per 100 lb.; Gilders' whiting, 75 to 80c.

GUM SHELLAC.—In cases, 38c.; in less than cases, 40c. per lb.

SHELLAC.—Pure orange, in bbls., \$2.10; white, \$2.25 per gallon; No. 1, 15c. less; in less quantities, 10c. extra.

GLUES.—Broken sheet, in 200-lb. bbls., 8 to 8½c. per lb.; cabinet glue, in bbls., 11½ to 12c.; emery glue, in bbls., 17c.; bookbinders', ground, 10½c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

PUTTY.—Bladders, in bbls., \$2.10; bladders, in 100-lb. kegs, \$2.25; bulk, in bbls., \$1.80; bulk, less than bbls. and up to 100 lb., \$2.05; bladders, bulk or tins, less than 100 lb., \$2.75.

PARIS GREEN.—Petroleum bbls., 15½c. per lb.; arsenic kegs, 15½c.; 50 and 100-lb. drums, 16c.; 25-lb. drums, 16½c.; 1-lb. packages, 17c.; ½-lb. packages, 19c.; 1-lb. tins, 18c.

PLASTER PARIS.—New Brunswick, \$2 per barrel.

PUMICE STONE.—Powdered, \$2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots and 8c. in bbls.

LIQUID PAINTS.—Pure, \$1.20 to \$1.40 per gallon; No. 1, \$1.10 per gallon.

BARN PAINTS. 65 to 70c. per gallon.

CASTOR OIL.—English, in cases, 8 to 10c. per lb.; and 9 to 10c. for single tins.

LINSEED OIL.—Raw, 1 to 2 bbls., 55c.; boiled, 58c.; 3 to 5 bbls., raw, 54c.; boiled, 57c., delivered. To Toronto, Hamilton and London, 2c. less.

TURPENTINE.—Single bbls., 77c.; 2 to 3 bbls., 76c., delivered. Toronto, Hamilton and London, 2c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10 gallon packages, 80c. will be charged.

WINDOW GLASS.

MONTREAL.

There is a fair business doing and prices remain steady. We quote as follows: First break, 50 ft., \$1.85; second break, \$1.95 for 50 ft. First break, 100 ft., \$2.50; second break, \$2.70; third break, \$4.20; fourth break, \$4.15.

ELECTROLYTIC STEEL.

For some weeks back Canadian officials and capitalists have been in Lockport, N.Y., witnessing secret tests of the electric furnace invented by Marcus Ruthenbourg, Philadelphia, which have been going on at The Cowles Electric Smelting & Aluminum Works in that city.

It is claimed that the new process will revolutionize the making of steel. The inventor claims that his process will reduce the cost of producing steel 20 per cent., and that his production is superior to that of the Bessemer process. He claims that electrolytic steel is not only a possibility but an assured fact; and the two weeks' experiments seem to have verified this statement. An enterprise will be started, backed by Canadian capital, to establish a large steel plant on the Canadian side of the Niagara River near the Falls, where Ruthenbourg's process will be put to a commercial test.

Franz Bopp

This is rather an unusual name. It is the name of the respected Imperial German Consul for Canada. The

BOPP,

however, of whom we wish to speak is the brother of the Consul, viz.:

ADAM BOPP,

PAINTER
AND DECORATOR

175 St. George St. - MONTREAL

Addressing Messrs. Wall Bros., Bleury St., Montreal, the well-known paint and varnish jobbers, Mr. Bopp says, "I buy nearly all my supplies from you and when I see the name of The Canada Paint Co. upon the package, I know I have good and reliable painting material. My workmen like the lead, colors and varnishes of The Canada Paint Co., because they know they can do a good job, as the colors are strong and free from all gritty matter."

For the finest paints made address:



Nobles & Hoare.

CORNWALL ROAD STAMFORD STREET.

LONDON, ENG.

Manufacturers of

HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works or from the principal Color Dealers in Canada.

Manufacturers of FINE READY-MIXED PAINTS, FLOOR PAINTS and VARNISHES, and WHITE LEAD. Full line of best DRY COLORS, OILS, and all PAINTER REQUISITES always in stock. Send for prices.

The Globe Paint Co.,

Limited

422-424 Adelaide St. W., Toronto.



HEATING AND PLUMBING

BY THE WAY.

WHILE Toronto has, in some respects, a very fair plumbing by-law, and a staff of inspectors who see that the by-law is adhered to, it does not go far enough. True, none can engage in the plumbing business before first having obtained a license, but what special value there is in that condition is not apparent. Any person can get one, be they ignorant of the very first rudiments of sanitation. This is not right; any one, who desires to carry on the business of master plumber should certainly have a pretty fair theoretical knowledge, at least, of up-to-date sanitation. Why there should be any opposition to such a desirable change cannot be conceived. The disposition is to fall back on the hackneyed phrase, "We have good inspectors." This does not fill the requirements. Most of the work done by firms whose heads are not practical, is work that does not come under inspection. Where is the safe guard in such cases as these?

When the change is suggested, it is met with the reply that it would put quite a few out of business. If those at the head of affairs have the interest of these few so at heart, they could adopt a scheme that was adopted, according to an exchange, by the Superior Board of Health at San Juan, Porto Rico, who have given their plumbing inspector, George Spavin, permission to form a class for instruction in modern plumbing, the class not to exceed eight at any one time. No fee is to be charged for the instruction, beyond the bare cost of materials used. The object of the formation of this class is to bring all plumbers, operating within the municipality, into a sufficient state of proficiency that they may be able to pass the requirements of the new law, just going into force.

The hearty response of the master plumbers of the Toronto Association, to the invitation sent out to attend the outing at Oakville, showed that there is great harmony in the ranks. Most of the members were accompanied by their ladies. Men engaged in the same line of business should be brought together oftener. Nothing like social intercourse to bring out the best there is in us.

One often hears remarks of lack of attention paid by Canadian business houses

to correspondence. Letters, and even orders, sent in are left unanswered or unacknowledged. While there is no doubt that the outcry is greatly exaggerated, there is a great deal of truth in it. There is nothing more annoying than to send in an important letter or order and have to wait for the answer that never comes. The business man knows that there is very little sincerity outside of a business getter in a great number of replies received from firms across the border, yet they are business bringers. The Canadian business houses are just a little too matter of fact. A little more sentiment would be an advantage. There is no question but that the products of Canadian workmen will compare favorably with any. This is evidenced in the fact that Canadians who have crossed the border have commanded the very best wage that is going. Those who are engaged in office work show that they are fully capable of meeting all the requirements of the up-to-date ideas. Why not stay at home and get enlarged ideas here?

* * *

Occasionally, one sees a case in court of a master plumber charged with an infraction of the plumbing by-law. This does not seem a wise course to pursue. The offender mostly pleads ignorance of the law's requirements, which is a very lame excuse. One of the main reasons is an over-keen desire to get work. Jobs that would be costly to have done in accordance with the law, and which may not in that case be done, are put in in the cheapest way. The plumber makes a little profit out of it, and takes his chances of being caught. If perfect laws cannot be had, the ones we have should be fully lived up to.

A NEW LIGHTING DEVICE.

Cluster lights are being freely used nowadays in both stores and dwellings. The multiplication of candle power by this means is a happy evolution in lighting devices. Hitherto, cluster lights have been obtainable only for drop-light fixtures. Now, however, a cluster-light lamp can be had that can be attached to any existing fixture, wall or drop, as readily as a single burner lamp. This announcement ought to prove interesting to merchants, for their store and window lighting, and to dealers in gas lamps. The lamp complete retails at from \$1.00 to \$5.00; It is sold by The Rochester Lamp Co. of Toronto.

MANUFACTURERS AND PLUMBERS PLAY BALL.

WHAT promised to be an exciting game of baseball took place at the Woodbine race course, Toronto, last Saturday, between the manufacturers and supply men and the Toronto Master Plumbers' Association. The players were chosen by the rival associations. In consequence, the teams were made up of "has beens." Most of the players showed that they could make runs, if they had time enough.

At the completion of the first innings, it looked like a "lead-pipe cinch" for the plumbers. Right here the manufacturers came together and lowered the discount, with the result that orders did not come in so fast in the next round. Owing to the time players were in going between bases, darkness set in before the sixth innings was completed, and the match came to an end, with the manufacturers easy winners.

Along about the third innings, when things were looking blue for the plumbers, the members who were rooters were heard to murmur "Oh, that night or victory would come." The score tells the story of the slaughter:

Manufacturers.....	4	5	5	3	9	x-26
Master Plumbers.....	8	0	4	0	4	2-18

The following were the players:

Manufacturers—P. McMichael, A. Fleming, C. World, F. N. Cullen, W. Cluff, W. L. Helliwell, H. Carrick, Pearsall, Meen and Ormiston.

Master Plumbers—W. Mansell, George Clapperton, George Cooper, R. Harrison, R. T. Robinson, C. Robertson, C. E. Pickard, L. Le Grow and W. G. D. Adams.

NOTES OF THE GAME.

At the completion of the game, P. McMichael, the star pitcher of the manufacturers', was presented with a handsome bouquet, and also a medal. He certainly deserved them.

When one of the "old boys" was at bat, he made a "swipe" at the ball as though to land it out of sight. It gracefully rolled about five feet away. Before the "juveniles" discovered where it lay, the "old boy" was on second base.

W. Copping, of the inspection department, ably umpired the game.

One of the players had the "smoke test" applied. He was trying to put a man out on second base, when both slipped, and the friction lighted matches in his pocket. He got both the man and

BARN PAINTS



Money is made in Barn Paints. The farmer paints his barns, his outhouses, his fences. He will do it readily if he knows he can get a good paint at a reasonable price.

Have you offered your farmer customers

RAMSAY'S OUTSIDE PAINTS

put up specially for the farmer's barn, the farmer's fences, outhouses, etc.? Have you told him you could sell them at \$1.00 per gallon and guarantee him splendid results? If not, why don't you think it over? It's one way of bringing money to you.

Take a look at our paint card; if you haven't one, ask us for it. See our leader—No. 108—nothing in the paint line to equal it in value.

SELLS AT \$1.00. REAPS A PROFIT.

A. RAMSAY & SON
MONTREAL

EST'D
1842

PAINT
MAKERS

J. Nicklin & Co.

Great Charles Street, Birmingham, Eng.

MAKERS OF



Curtain Rings, Tinned Blind Rings
Brass Rimmed Tablets,

Also the following:

Mill Brand Fastener.

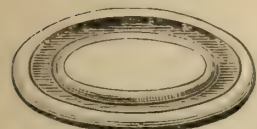


Brass Sail Eyelet and Ring

"Lion" Mill Band Fastener.



Brass Stamped Label.



Brass Candle Save-all.

"Utile" Curtain Hook.



Agent: F. P. Roger, Carlaw Building, 30 Wellington Street W., Toronto.

"Telephone City" Air-Tight, Top-Draft Wood Stoves

Many new and valuable features.



Workmanship, material and working
qualities guaranteed.

WRITE FOR CIRCULAR AND PRICES.

Telephone City Stoves, Limited
BRANTFORD, CANADA.

See our exhibit at Toronto Exhibition.

Children's Sleighs.



Flat Sleds Cutters Baby Sleighs

WRITE FOR CATALOGUE AND PRICES.

Nerlich & Co.,
146-148 Front St. W., TORONTO.

...the only fiery
...the game.

Notwithstanding that the next day was
Sunday most of the players were late in
...the business on Monday
morning. The Sunday rest and free ap-
proach to goose grease helped some.

It is said that the manufacturers came
to the after the game, and concluded
to give an extra five per cent. They
thought it was too bad to take advan-
tage of such "easy marks."

PLUMBING AND HEATING CONTRACTS.

E. C. Hunt, London, Ont., has at present the following contracts on hand:
The Military School; C. McHugh, three
houses; George Lewis; Mr. Fox, bank at
Lucan; Methodist church, Brantford; R.
Wilson; N. Linder; all of London, ex-
cept those stated otherwise.

BUILDING NOTES.

The total cost of the new buildings
erected in Vancouver during the month of
July amounts to \$93,894.

The contract for the \$9,000 residence of
H. C. Kilby, Vancouver, B.C., has been
awarded to C. P. Shindler.

The contract for building the Govern-
ment wharf at Port Hood, C.B., has been
awarded to Reid & Archibald.

There is a scarcity of builders' material
in Berlin, Ont., and on this account sev-
eral firms are delaying building opera-
tions until the next Spring. Two of these
firms are The D. Hibner Co. and The H.
Krug Co.

Building operations in Montreal, since
the beginning of the year, have been very
brisk, indeed, as compared with the same
periods of the last three years. In 1900,
\$1,055,980 was expended, in 1901, \$2,105,-
980, in 1902, \$2,979,003, and in 1903,
\$3,652,530.

There is quite a building boom in
Sydney, B.C. Fifty houses for The Nova
Steel & Coal Co., in the close vic-
inity, have been completed, and on Aug.
5th a contract for 100 more was awarded
to Wm. Carr & Son, some of which are
to be built in the town and some near
the mines.

According to reports, there is a great
boom in the building industry in Mani-
toba, especially in, and in the vicinity
of, Winnipeg. Bricklayers are very scarce,
and Kelly Bros. & Co., contractors, Win-
nipeg, are offering fifty five cents an hour,
besides paying railway expenses to and
from Winnipeg.

M. R. Miller, Westbourne, Man., recently
concluded the purchase, in Winnipeg, of
a cement block plant, which he intends
to operate near Westbourne. He will
make building blocks for farm houses and

stables; and he is convinced that the
cement blocks will solve the building prob-
lem in the rural districts.

The Manitoba Free Press says that the
building record in Winnipeg, thus far
this season, both in regard to the num-
ber of permits issued and the value of
them, exceeds that of the entire season of
last year. Up to Aug. 1, permits were
issued authorizing the erection of 966
buildings, the cost of which represents
the sum of \$3,417,300.

BUILDING PERMITS.

TORONTO.

R. Robson, brick dwelling, Harrison
street, to cost \$5,500.

S. McKenzie, brick building, Sherbourne
street, to cost \$1,650.

John Brickenden, brick dwelling, Morse
street, to cost \$1,100.

Thos. Sawdin, brick dwelling, Leslie
street, to cost \$1,500.

W. A. Elliott, brick dwelling, McDon-
nell avenue, to cost \$5,000.

John Dunn, brick and stone dwelling,
Givens street, to cost \$1,150.

A. McCreery, brick and stone dwelling,
College street, to cost \$1,200.

M. H. Pringle, veneer dwelling, on St.
Helen's avenue, to cost \$2,000.

Edwin Ashton, brick and roughcast
dwelling, Queen street, to cost \$1,800.

Nesbitt & Elliott, brick cased dwelling,
North Beaconsfield street, to cost \$12,800.

F. Johnston, brick and plaster dwelling,
on Claremont street, to cost \$2,100;
H. Simpson, architect.

H. C. Cox, interior alterations to dwell-
ing, Queen's Park, to cost \$5,000;
Sproatt & Rolph, architects.

C. R. S. Dinnick, brick dwelling, Bath-
urst and Wells streets, to cost \$3,500;
Chadwick & Beckett, architects.

OTTAWA.

H. A. Bate, addition to shop, Bank
street, \$1,500.

P. Roy, addition to dwelling, Second
avenue, \$700.

Alex. Elliott, two brick dwellings, Mac-
Laren street, \$2,500.

Mrs. Mary Slater, alteration to dwell-
ing, Lewis street, \$500.

C. Berkeley Powell, M.P.P., addition to
residence, Metcalfe street, \$3,000.

HAMILTON.

Wm. Goldberg, fine brick dwelling, York
street, to cost \$6,500; Wm. Hancock,
architect.

VANCOUVER.

E. C. Kilby, residence, Jarvis street, to
cost \$9,000; C. P. Shindler, architect.

Mr. White, residence, Comox, to cost
\$3,100.

D. H. Elliott, residence, Melville street,
to cost \$3,000.

N. D. Sjolander, residence, Fifth avenue,
to cost \$1,200.

ACCIDENT TO THE HAMILTON.

The steamer Hamilton struck a rock
while shooting the Long Sault rapids
last Saturday. It was beached on passing
through and did not arrive in Montreal
until Monday night, when it was placed in
dry dock. The cargo is considerably
damaged by water and several Montreal
merchants suffer severely.

Besides the direct pecuniary loss there
is to be reckoned the inconvenience in
being unable to fill orders. One firm has
been waiting for weeks for a consignment
of washing machines which were shipped
on this vessel. The goods are damaged
and orders cannot yet be filled. Another
firm had a large consignment of locks and
metal goods on board to which a bath
could do no good. The accident is very
much to be regretted, as it will seriously
inconvenience several firms.

The BRILLIANT and SHELBY

LAMPS

will give you

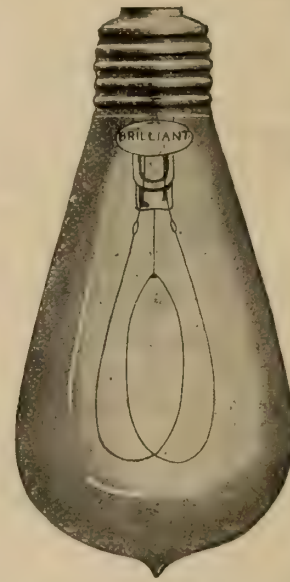
The Cheapest
Light
The Most Use-
ful Light.

TRY
THEM.

Ontario
Lantern
Co.,

HAMILTON,
ONT.

WALTER GROSE,
Selling Agent.



To Manufacturers' Agents

HARDWARE AND METAL has inquiries
from time to time from manufacturers and
others wanting representatives in the lead-
ing business centres here and abroad.

Firms or individuals open for agencies
in Canada or abroad may have their names
and addresses placed on a special list kept
for the information of inquirers in our var-
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Montreal and Toronto.

Portland Cements

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German, Belgian and English Brands.

Fire Bricks,
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Flue Linings,
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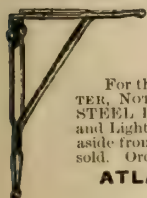
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BUILDERS' and CONTRACTORS' SUPPLIES.

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40 to 52 McGill Street,
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Will Hold Up a Shelf!

That's what a shelf bracket is for.
For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.

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New Haven, Conn., U.S.A.



WRIGHT'S No. 4 COLD BLAST LANTERN is THE Lantern See it and be convinced.
E. T. Wright & Co., Manufacturers, Hamilton and Montreal.

HARDWARE AND METAL

Have you
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Tried what?

**SELLING
MANTELS.**

This is in your line of business, and it will
pay you.

The Batty Stove & Hardware Co.
76 YORK ST., TORONTO.



**J. M. MAST MFG. CO.'S
RAT and MOUSE TRAPS**

Strongest Traps Made.

Prices Exactly Right.

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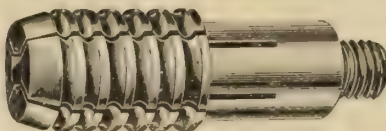
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Shot Gun Cleaner



Actual size for 12 gauge.

A cleaner that is practical and really clean⁵
without injury to the bore.

Your jobber handles this article.

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J. Stevens Arms & Tool Co., P.O. Box 217 Chicopee Falls, Mass., U.S.A.

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Gauge.
Steel and Twist Barrels

Superior in Design, Workmanship
and Finish, and the most popular
Gun on the Market.



HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers.
Catalog on request. Worcester, Mass., U.S.A.

Simplest
"Take Down"
Gun Made

DIAMOND EXTENSION STOVE BACK

They are easily
adjusted and
fitted to a stove
by anyone.

Please your
customers by
supplying them
immediately
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they want.

Patented, July 11th, 1893.

Canadian Patent, June 14th, 1894.



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Jobbers
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**Hardware
Tinware
and
Stoves.**

Manufactured by **THE ADAMS COMPANY,** Dubuque, Iowa, U. S. A.

" " **TAYLOR-FORBES CO., Limited,** Guelph, Ontario.

MASTER PLUMBERS' PICNIC.

THAT the Master Plumbers' Association have a social side had a demonstration on Wednesday last when from both Toronto and Hamilton there gathered at Oakville upwards of 300 people—the master plumbers themselves and their families. The occasion was the annual picnic. The Toronto contingent went by special train. The day was made enjoyable by baseball, bowls, races for young and old, fat and lean, music and dancing. An orchestra accompanied the excursion. What with perfect weather and merry-hearted people the picnic was a complete success.

The large Toronto supply houses were well represented:—A. A. McMichael, of Jas. Robertson Co., Limited; H. W. Anthes, Toronto Foundry Co.; P. McMichael, Dominion Radiator Co., Limited; F. Sommerville, Ontario Lead & Wire Co.; F. N. Cullen, of Cullen & Jackson; A. Fleming, of Stevens Mfg. Co.; W. Terry, of F. W. Webb Co.; A. MacArthur, of Standard Ideal Sanitary Co.; C. World, of The Jas. Morrison Brass Mfg. Co., Limited.

Ald. Hugh S. Wallace, of J. Wallace & Son; S. Mellow, W. J. Smith and A. Rogers, of A. Rogers & Co., were present from Hamilton.

These annual assemblies do more than provide a day's outing for the members and their families; they serve to relax the tension of business, to develop cordiality and good will, to take away from the asperities of competition. Picnics are social levellers, reminders of our national democracy.

The baseball game between the supplymen and the master plumbers resulted as follows:

Supplymen.....	0	3	0	1	1	4	5—14
Plumbers.....	9	6	5	1	2	1	10—34

Teams — Supplymen:—A. Rogers, W. Cluff, P. McMichael, F. Sommerville, A. MacArthur, C. World, Pearsall, Brown and R. Cluff. Plumbers:—W. Mansell, D. Menzie, J. Wright, A. McPherson, D. McMullen, J. J. Lyndon, J. Fullerton, J. Wright and W. G. D. Adams. Umpire:—H. Mahoney, of Guelph.

NOTES OF THE PICNIC.

Where, oh where, did the babies come from? Everybody had one. Some more young plumbers and young plumbers' wives.

Say, it was certainly a great day for the ladies. No man was alone. The ladies came along in bunches. Did they have a good time? Well, I guess yes.

Could the married ladies run? You would smile to see them. It was a sort of go-as-you-please. They got there just the same, and some got prizes. Each husband was there to embrace his own at the finish.

Did you see the broad smile of F. N. Cullen, G. W. Wallace and J. T. Aggett when their ladies won the prizes? Mrs. Cullen won first prize, a handsome um-

brella; Mrs. Wallace second prize, a fine chatelaine, while Mrs. Aggett carried off a lovely pocketbook for third prize.

A very unfortunate accident happened just before the baseball game started. W. Copping, of the City Inspection Department, got a heavy blow on the bridge of his nose which laid it open. Mr. Copping was hurried off to the doctor, who attended the injured organ. Regrets were expressed on all sides. Mr. Copping recovered somewhat before the excursionists returned home.

Oh, that curve of Anthes'. It was the feature of the game. The umpire decided that any batter who could not get on to it deserved to be put out. Consequently it was one man out.

A. A. McMichael's catching was amusing. The ball could not pass him, it was up against a "wall of defiance."

Stop that laughing. It was only 14 to 34. The laugh will be on the other side when the poor plumbers get it in the neck. The extra five allowed last Saturday is now off.

W.H. Meredith, the ubiquitous, must eat Force, else whence that untiring energy and good nature. Possibly it was he distributed the Sunny Jim buttons that were so much in evidence. His services were fittingly acknowledged on the journey home when he was presented with a magnificent bouquet consisting of cabbages and carrots. The first fruits (likely stolen) of some tempting Oakville garden.

FORTY YEARS IN THE RETAIL TRADE.

ONE of the oldest retail hardwaremen in Ontario is John Fennell, of J. Fennell & Son, Berlin, Ont. He has been in business there in the hardware and metal trade continuously for 40 years.

While in Toronto a few days ago he informed a representative of **HARDWARE AND METAL** that he was now contemplating retiring from the retail trade, not, however, for the purpose of spending the balance of his days in idleness, but to engage in a certain manufacturing industry. His retail business he now proposes to offer for sale, and, as the business is a good one, it should not be difficult for him to find a purchaser.

In reply to an inquiry from **HARDWARE AND METAL**, Mr. Fennell said that when he began business Berlin was a small village. To-day its population is approaching 1,100, and it is therefore qualified to become a city.

Busy man and all that Mr. Fennell has

been, he is president of The Economical Mutual Fire Insurance Company, and has been for some years. He was one of the original founders of the local board of trade, and was for two years its president. He has also occupied a seat in the Town Council.

Although he has spent 40 years in business, Mr. Fennell is still as active and vigorous as a man in middle life. As he is an enthusiastic lawn bowler, possibly this has something to do with it.

PERSONAL MENTION.

Mr. E. T. Dean, of Stewart & Wood, Toronto, is spending his vacation on a fishing trip.

Mr. J. W. Benson, the Toronto manager for the Sherwin-Williams Paint Co., has returned from a short vacation at Windermere, Muskoka.

Mr. Geo. M. Edwards, managing director Henderson & Potts Co., Limited, Montreal, left for a trip to the United States on Monday last.

Mr. Jos. R. Henderson, president of Henderson & Potts Co., Limited, arrived from Halifax in Montreal on Monday last, where he will remain for a fortnight.

Mr. T. G. Dexter, of H. S. Howland, Sons & Co., Limited, Toronto, is off on a vacation. He has joined his wife and family who are summering at Burlington Beach.

Mr. John M. Ewen, consulting engineer of The Geo. A. Fuller Construction Co., of Chicago, is in Toronto this week. His company have the contract for the new Union Bank at Winnipeg.

HENRY T. SEYMOUR SHEAR CO.

On another page we call attention to this firm's goods. Seymour shears have been on the market since 1839, and their increasing sale is a guarantee that the standard quality of the goods has been carefully maintained. Seymour Shear Co. make a full line of trimmers', bankers', barbers' and tailors' shears and tinner's snips.

A LARGE DRIVING BELT.

An envied belting contract was that for the equipping of the large mill of Fraser & Co., Ottawa, lumber merchants. The contract was awarded to The Beardmore Belting Co., of Toronto. The main drive is a 18-inch heavy double belt, 235 feet long, the longest belt of the width, it is stated, in use in Canada. The Beardmore Belting Co. are making up a large order for Australia—a notable thing, since Canada does comparatively little business in belting for export.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export. With or without "Emlyn" Patent Guard—Sole maker—

CHARLES D. PHILLIPS,

Cables—Emlyn Engineering Works.
Machinery," Newport. NEWPORT, MON., ENGLAND.

ONTARIO SILVER CO.,

Limited,

NIAGARA FALLS, CANADA.

Manufacturers of FLATWARE, CUTLERY and ELECTRO PLATE.

Ask for our Catalogue and Quotations.

Steward & Romaine Mfg. Co.

EXPANSION and TOGGLE BOLTS

For fastening all kinds of material to Brick, Stone or Cement,

124 North Sixth St., Philadelphia, Pa.



ONTARIO WIND ENGINE & PUMP CO.
Limited.

CALVANIZING.

Phone
Park 822
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STOVE BRICK

Fire Clay and Asbestos, Furnace Cement.

All kinds of Fire Clay products made to order from patterns. Write for Price List.

JONES BROS., BRACONDALE, P.O., ONT. (NEAR TORONTO)

Again and Again

you want **COPPER** or **BRASS** Sheets, Tubes or Rods, cut to a given size.

To whom can you go for this class of work?

We do it. Can you find others?

BOOTH COPPER CO.

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in wrapping paper. Our brown and manilla wrapping papers are deservedly winning approbation from all who use them. They assure the safety of your parcel.

Full Count.

Full Weight.

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TORONTO MONTREAL.



"BUILD TO-DAY THEN,
STRONG AND SURE.
WITH A FIRM AND
AMPLE BASE."
—Longfellow.

DO YOU?

WISH THUS TO BUILD
an
advertisement
in the
**CONTRACT-
RECORD.**

TORONTO
will bring you
tenders from the
best contractors.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as \$1 000) may pass as one word. Cash remittance to cover cost must in all cases accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto



G. A. Crosby & Co. of Ontario, SARNIA, ONT.

LIMITED

Manufacturers of

Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal

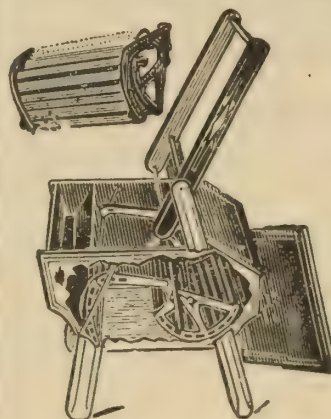
H. W. Petrie, 141-145 Front Street West, TORONTO—Selling Agent.

When ordering your stock of Whips, remember that

THE MORGAN WHIPS

Are the standard for
Quality, Workmanship, Durability,
LOOK FOR THE MORGAN LABELS.

Manufactured by **THE MORGAN COMPANY, Limited**
Ask your dealer for them. TORONTO, ONT.



Vollmar Improved Washer

It has a most enviable record. A perfection of its kind—will wash more clothes in less time, do it better and easier, with less wear and tear, than any other machine. Prices on application.

CORBORN, Sept. 10th, 1902,

MRS. WORTMAN & WARD MFG. CO., LONDON.

DEAR SIRS.—We have used the washer again and find that further use increased its value to us. The girls are simply delighted with it, as they can do the washing and be presentable for callers if need be.

MRS. R. WEEKS.

The above is a sample of the many kind words said about the Vollmar (Use the street No. when addressing us.)

The Wortman & Ward Mfg. Co., Limited

No. 1500 William Street, London, Ont.

CHAS. P. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

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Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it wishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

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PENINSULAR

STOVES and RANGES.

The
Home
Peninsular
Range.



Four
Holes
for
Coal
or
Wood.

Announcement

Our new catalogue for 1903 will be published August 15, 1903, containing illustrations and descriptions of all our Stoves, Ranges and Heating Goods. We have endeavored to issue a book in keeping with the character of our goods, and our printers have promised us an exceptionally fine production.

No Stove and Furnace man who is looking for a complete and up-to-date line can afford to be without a copy of the Peninsular Book.

We want the names of all who are interested. Send us a card and the catalogue will be forwarded by the next mail.

Clare Bros. & Co., Limited

PRESTON, Ont., and WINNIPEG, Man.

STOVES AND TINWARE

IS OLD-TIME TINWARE PROFITABLE?

A VERY interesting question is presented in a communication from an old time tinsmith. He asks if there is, in any part of the United States or its territories, a place where tinware is manufactured profitably in the old style tin shop. We join him with some interest in this question and shall be glad to present the views and experiences of tin smiths in districts where they find the manufacture of pieced tinware with the old shop equipment a source of profit.

The older tinsmiths well remember the days when the Winter months were occupied in making up pieced tinware, such as coffee pots, milk pans, wash basins, dippers, strainer buckets and similar articles, and in the Spring, as soon as the roads were fit, the tin peddler's wagon was out with an assortment of pieced tinware ready for trade or for direct sale. They are familiar with the fact that the coming of the stamped tinware crowded out the practice of making pieced tinware in many shops. This necessitated the laying off of many tinsmiths in the Fall months and discouraged apprentices from taking up this branch of trade. These conditions in the tinsmithing trade are largely responsible for the lack of competent tinsmiths today. A discussion of what tinsmiths find profitable in different sections may develop some new demand for their services. In the mill districts the making of some kinds of cans for keeping the material and the finished articles keeps many tin shops well occupied. In view of the lightness and convenience of stamped tinware and enameled ware, the housewife has overlooked the lasting qualities of pieced tinware made of heavy bright tin. While it seems improbable that pieced tinware will ever again come into general use, it is more than probable that a greater quantity of well-made pieced tinware could be marketed if the proprietors of tinsmithing establishments would expend some time and effort in the endeavor to enlarge the market for this class of ware.

If the tinsmiths who still find sufficient demand for their services in making pieced tinware and derive a profit from it will give some description of the kind of work they make and the course they pursue to make a profit, whether in a mill district, a dairy section, or some other district where good pieced tinware is in

demand, they will lend assistance to the preservation of a very important branch of trade and contribute practically to the production of more capable mechanics than are now available for the work. —
Metal Worker.

WATER ON LEAD PIPING.

The injury done to lead water pipes and tanks is not due, as is sometimes supposed, strictly to any chemicals in the water, but rather to the purity of the water. Pure aerated water is a slow solvent of lead. However, the action of some of the components of pure water and also of some of the foreign elements in water which is not chemically pure, tend to help in the dissolving and destroying process. Carbonic acid, even in unobserved quantity, facilitates the destructive process in no small degree. The action of the oxygen in the water is to form a scaly white powder on the surface of the lead, which is a hydroxide of lead. The carbonic acid in water attacks the lead in a similar way, forming carbonate of lead. The nitric acid in minute portion, known as nitrates and nitrites, is also a solvent of lead. All combined are probably the principal sources of the trouble with lead pipes and tanks.

ALL LOVE THE OPEN FIRE.

THERE is something more than mere fancy in the deeply-rooted love for an open fire. We may inveigh as we will, says Stoves and Hardware Reporter, against the crude, unscientific method of heating a home by means of an open fire, which scorches on one side while the other side freezes. We may prove that the only heat from an open fire that is utilized is what is radiated and strikes the objects in the direct course of the heat rays and that the air of an apartment is not warmed, because radiated heat does not warm the air it passes through. For all this there is something exquisitely enjoyable, something homelike and companionable in the open fire, which to many is a sufficiently potent charm to make up for everything else the open fire is supposed to lack.

There is one great merit possessed by it and upon this the scientists all agree. It ensures ventilation, perhaps with more certainty than any other form of heating. How to combine the delight and the healthfulness of the open fire with the economy of the closed stove is a problem that has occupied the attention of many.

This, it would appear, has been at last solved by Smead's Fire on the Hearth, made by Isaac D. Smead & Co., 111 East Fourth street, Cincinnati, Ohio, and sold by The New Jersey Hot Water Heating Co., Baltic and Pennsylvania avenues, Atlantic City, N.J.

Millions have been expended for apparatus that will warm and ventilate the expensive home; but how about the thousands of cottages and small homes of those who cannot afford a furnace, steam or hot water apparatus? In these stoves must be used, and as much ventilation as possible be obtained by open doors and windows, when the rooms are chilled by the currents of cold air. To provide against this the Fire on the Hearth, an open fire ventilating stove, has been designed. It can be placed in the corner of the room and if it stands over a cold air duct leading to the outside air, as soon as the fire is built it floods the house or room with fresh warm air, the foul and cold air being drawn off through the open fire as with a fire place. It pulls the cold air off the floor, which passes through the open top as warmed air.

The rooms are not only warmed but ventilated, and all at the least possible cost for fuel. Any kind of fuel can be used, soft coal, hard coal, or wood. The cost is but little more than for ordinary stoves that heat, but do not ventilate.

TIN SITUATION IN UNITED STATES.

THE Stoves and Hardware Reporter says that the pig tin market in the United States will give trouble to many of the mills, and some of them will have to close down for a time for lack of tin. Merchants made a serious miscalculation. They felt sure that the price of tin would decline, they also thought that there would be good stocks in the hands of the dealers, so they withheld their orders. The metal merchants in London, Eng., which is the world's market, were of the opposite opinion, and bought all they could get.

At the London sales of two weeks ago, of Banca and Straits tin, prices were a pound higher. The situation is the same. There is very little tin afloat and tinplate are all sold. There will not be any arrivals of tin worth mentioning before the middle of September. All this will cause inconvenience and delay deliveries, but there is not likely to be an advance in tin plate.

TIN IN ALASKA.

According to the reports of experts who have been examining the deposits in the tin lodes along Bering Sea, north of Cape Nome, Alaska, those deposits are likely to become a factor in the world's tin supply. A company of New York capitalists has been formed by W. C. J. Bartels, who made the recent discovery of tin deposits at Cape York, Alaska, to develop the tin resources in that district to the fullest extent; and preparations are now being made to erect a plant at Cape York to crush the tin ore. A plant will also be established this summer at Tin City, some 15 miles from Cape York. This plant will include a complete tin stamp mill. It is expected, on condition that the work done by the present plant is satisfactory, that it will be enlarged next year.

SHEET ZINC AND ITS USES.

THE use of sheet zinc in its many forms, although employed for a great variety of purposes, may as yet be regarded to be hardly more than in its infancy, in America at least. Certain it is that many lines of consumption, tested through years of practical experience in Europe, are hardly known in this country. To-day its principal consumption is in the galvanizing and brass trades, with the use of zinc in sheets ranking third in point of tonnage actually employed. It is in this latter channel that there is apparently most room for increased demand. The galvanizing consumption may be regarded as limited at this time, through the fact that it is one of the best known of the uses of zinc.

Sheet zinc has been manufactured in Europe for the past century. The many avenues of consumption of this product were first recognized on the continent and one of the earliest recorded uses to which the product was put was in roofing. During the early years of the past century, when the zinc industry was practically in its infancy, was the zinc roofing done. It was found that such roofing material stood well, and these early tests established the utility of sheet zinc for roofing purposes: since then the use of sheet zinc for this purpose has increased each year.

Sheet zinc owes its value to its durability, lightness and economy, as compared to galvanized iron, tinplate, copper, lead, slate and tile. Galvanized iron, being coated with zinc, should possess theoretically as much durability as sheet zinc, and less weight for the same strength, together with less first cost, but as a matter of fact the union of the zinc and iron effected in the ordinary process of galvanizing is not sufficiently strong to withstand long the expansion of the

two metals, wherefore the zinc coating gradually scales off, exposing the iron, and thus creates an electrical couple, which results in the more rapid corrosion of the iron and destruction of the roof, although that may be delayed somewhat by a frequent and thorough painting.

Zinc is also particularly adapted to use in the manufacture of ornamental architectural work, metal ceilings and for water pipes. These later uses of zinc in sheets are more generally employed than for roofing, especially in the matter of ceilings in many designs.

The metal is now regarded as well nigh indispensable in the electric trades, especially for use in batteries. Cardboard and paper manufacturers employ sheets of zinc in imparting a high glaze to their product. Half the engravings now turned out in the country are on zinc plates. In fact, one might chronicle a multitude of avenues of consumption in which sheet zinc is entering, or in which it has become firmly entrenched. Its actual worth is now more generally recognized than it was some years ago, and the outlook for its future is bright.

THE J. STEVENS CATALOGUE.

The J. Stevens Arms & Tool Co., manufacturers of rifles, shot-guns and pistols, Chicopee Falls, Mass., have issued a supplementary list of new goods. In this is described and illustrated the drop-forged frame and sliding breech-block action on the new No. 44½ Ideal rifle. This new action is put on all Ideal rifles No. 44½ to 51 inclusive. On the back of the cover the Stevens-Pope Re and De Capper are shown, and also Stevens Anti-rust Gun Grease and the No. 505 bristle-end cleaning rod are shown. Parts for the new rifle and shot guns are illustrated in this list.

The company report that the new single trigger action, single barrel guns, with drop-forged frame, No. 160, No. 165 and No. 170, are proving very popular, and that the demand has been much greater than they anticipated; hence they have been obliged to back order these goods all season. However, they have now increased the output, and expect within the next 60 days to have all back orders cleared up.

The firm will take pleasure in mailing this supplementary catalogue and also their complete catalogue to readers of "Hardware and Metal" upon application.

SECOND-HAND RAILWAYS.

Dealing in second-hand railroads is surely an unusual business, yet second-hand railroads,—locomotives, cars, rails, ties,—are both bought and sold, sometimes re-bought and re-sold, a second and even third time. A lumber or mining camp, for example, finds it profitable to

build a railway, frequently a narrow-gauge line, and does not require brand new equipment. Where can the needed supplies be had, and bought cheap? Later, when camp is to be abandoned, there is a railway to sell—who will buy it? Or again, a city street railway company finds it necessary to replace old rails with new and heavier stock, and a suburban electric system may find these rejected rails entirely satisfactory for its traffic. Then the necessity arises for an agent, a go-between, who will bring buyer and seller together. In Toronto John J. Gartshore performs this office; that is, he buys and sells railways rather than negotiates transfers between principals. Mr. Gartshore's field of operations covers all Canada, and occasionally beyond. He has, at the present time, a Mexican contract for 5 miles of rails for an electric railway. Mr. Gartshore does not confine his purchases to second-hand goods, but deals at first hand if new goods are specified.

INQUIRIES ABOUT CANADIAN TRADE

The following were among the recent inquiries relating to Canadian trade received at the Canadian Government Office in London:

1. A London firm doing a brokerage and merchant's business in grain, chiefly wheat, is anxious to obtain the agency for a reliable firm of grain merchants in Canada.
2. Inquiry is made for names of shippers of Gaspe dried codfish from Canada.
3. A South African firm inquire through their English agents respecting Canadian-made disc ploughs, mealie planters and manna sowing machines.
4. A Belfast firm offering good references is desirous of representing reliable Canadian milling firms exporting flake and oat meal, etc.
5. A Sheffield firm of tool steel manufacturers is desirous of falling in with a reliable wholesale hardware dealer in Canada who can hold a stock of best quality tool steel, as used by engineers, ship-builders, etc.
6. An English firm of cider manufacturers and bottlers are desirous of hearing from Canadian exporters who will be in a position to ship large quantities of next season's production.

Among the inquiries received by the Canadian Section of the Imperial Institute were the following:

1. A company manufacturing edge tools wishes to hear from Canadian manufacturers who can supply hickory handles for same in quantity.
2. The manufacturers of sauces ask to be placed in touch with a Canadian firm prepared to take up sale of their goods.
3. A Liverpool house conducting an export trade in grocers' sundries and specialties invites correspondence from Canadian importers of these lines.
4. An inquiry has been received for the addresses of Canadian producers of spruce and hemlock oils.
5. A Swiss manufacturer of pates alimentaires is prepared to appoint a suitable Canadian resident agent.

[The names of the firms making the above inquiries can be obtained on application to the Editor of **HARDWARE AND METAL.**]

Established 1860.

Incorporated 1895.

STOVE BOARDS



Lithographed in Colors,
Artistically Decorated, also
Made Crystallized.



Seamless, with Seamless
Corners,
Well Finished, New Designs

PRICES ON APPLICATION.

The Thos. Davidson Mfg. Co., Limited, Montreal.

COAL HODS, FIRE SHOVELS, STOVE PIPES, ELBOWS, LANTERNS, Etc.

DID YOU EVER HANDLE THE

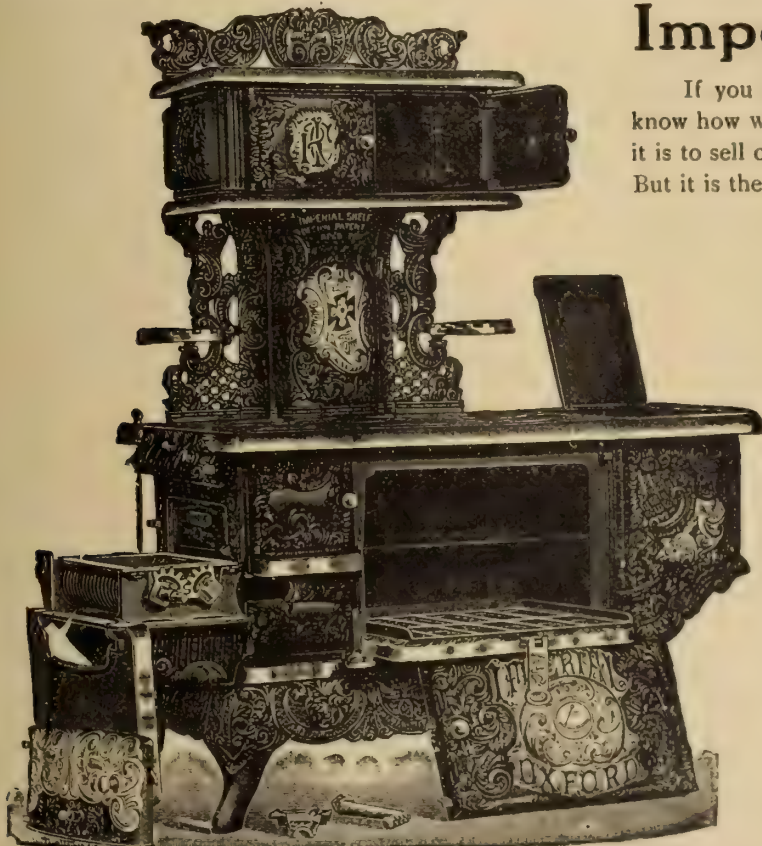
Imperial Oxford Range?

If you have, we needn't talk to you of its good points. You know how well every user speaks of it. You know how much easier it is to sell on this account. You know its many good talking points. But it is the merchant who has never sold the

Imperial Oxford Range

to whom we address ourselves. We would like to have a heart-to-heart talk with him. Explain to him the satisfaction he will have in selling such an excellent range—and the profit he will make.

Drop us a line and we'll have our representative call on you.



THE GURNEY FOUNDRY CO., Limited

TORONTO. WINNIPEG. VANCOUVER.

THE GURNEY-MASSEY CO., Limited, - MONTREAL

JOHN ABELL DEAD.

ONE of the patriarchs of Canadian industry passed away on August 7, in the person of John Abell, the founder of what is known as The American Abell Engine & Thresher Co., Ltd., Toronto. His death occurred at his home on Madison avenue, in Toronto. He was in his eighty-second year, and had been in ill-health for some years. He was born in England, and there was trained in mechanical pursuits. While a young man he came to Canada and settled at Woodbridge, where in 1847 he started a small factory for the manufacture of plows and waggons. Then he branched out into reapers and mowers. In 1847 he built one of the first separators made in Canada which was then operated by horse-power. In 1863 and 1864 he manufactured the first portable threshing engine built on this continent. In 1864 he commenced to operate machines by steam power, being the first in America. In 1871 the first Abell threshing machine outfits were shipped into Manitoba, being transported by waggon from St. Paul into Manitoba territory. In 1886 the factory at Woodbridge was removed to Toronto, and in 1894 the firm was incorporated under the name of The John Abell Engine & Machine Works Co., Ltd., with a capital of \$500,000. On May 15, 1902, the company was reorganized as The American-Abell Engine & Thresher Co., Ltd., with a paid-up capital of one million dollars.

The late John Abell was a man of engaging personality. He had a strong, scientific bent and exceptional mechanical aptitude; he was by nature an inventor and by temperament a student. His main interest in his work was not the amount of money he could make out of it, but the amount of good he could accomplish by relieving the toilers through the improvement of the implements with which they have to work.

HOW TO JUDGE A LAMP.

THE majority of paraffin lamp accidents are undoubtedly preventable, says The Ironmonger, inasmuch as they arise either from some defect in the lamp, or from neglect of ordinary precautions. There is no reason why the risk of fire should be greater with mineral oils than with other illuminating agents. In choosing a lamp the purchaser, without guidance, is not qualified, as a rule, to determine whether the conditions essential to safety have been studied by the manufacturer or not. Unfortunately with a very large proportion of merchants, price is the chief consideration, since they are compelled on account of competition to study the cost

rather than the safety in laying in a stock of these goods.

Stability is the first requisite to be sought in a lamp for burning mineral oil. Lamps which have no support or base below the oil-container are usually sufficiently stable, but sometimes the container is rounded off or contracted so as to leave only a small surface on which the lamp actually stands. In such cases the stability may be less than that of a tall lamp with a pedestal. Insufficient stability is a defect which can often be remedied by having a block of wood of suitable diameter firmly attached to the base of the lamp. Scarcely less important than stability are the strength of the oil-container to withstand a fall and the security of attachment of the container to the pedestal or base. Much difference of opinion has been exhibited as to the relative merits of metallic and glass containers. The least heating of the oil occurs in the glass container, and one can see at a glance when it needs replenishing; but, on the other hand, a well-made metallic container is far the stronger. This important element of superiority should cause the preference to be given to lamps with a metal container, although, no doubt, the substantial glass reservoirs of some of the high-priced lamps are of ample strength if used with care. Unsubstantial glass reservoirs are certainly a source of danger, and the small hand lamps having glass containers with handles of the same material are by no means the safest kind of a lamp. The container should be broad and shallow, rather than narrow and deep.

Metal is by far the best material of which to make the pedestal, and when

the oil-container and the pedestal are both made of metal it is comparatively easy to unite them securely by means of soldering. Lamps with containers made to fit into an ordinary candlestick are not a good variety to purchase since usually the fit is very imperfect, and therefore they are liable to be dislodged. The provision of a filling hole is unnecessary, but if one is provided it should be extremely small, so that the vapour inside the reservoir cannot become ignited. With regard to the attachment of the burner to the container, on the whole a good screw is preferable to a bayonet joint. A cut thread is by far the most durable, and preference should be given to it. There should be at least three complete turns of the thread in both the external and the internal screws.

The cheap lamps with the soldered tin burners should not be purchased on any account, since they are dangerous.

Every burner should admit of being readily taken to pieces for periodical cleaning. The wick-tube should be solid-drawn, brazed, or made with a double-folded joint, and should be securely and completely soldered or brazed in position in the burner. The wick should fit the wick-holder so that there will be no room for the passage of flame. The wick should be loosely woven, of good, long staple cotton. It is well to have the burner fitted with an extinguisher, and automatic burners, so long as they remain in an efficient condition, tend to diminish risk. The chimney gallery should be made of hard-rolled brass, so that the projecting tongues which grip the chimney may have a considerable amount of spring.

WE HAVE COMMON INTEREST WITH YOU

in galvanized iron: Return a whole sheet for an inch of fault.

It is the proper foundation for business.

American Sheet Steel Company
Battery Park New York

H. BOKER & CO'S



Shears and Scissors

All Styles and Sizes Made.

Warranted to Give Satisfaction.

For Sale by all Leading Wholesale Houses.

CURRENT MARKET QUOTATIONS.

Aug. 14, 1903.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—
56 and 23-lb. ingots, 100 lb. \$32.50 \$33.50

TINPLATES.

Charcoal Plates—Bright.

M.L.S., equal to Bradley—	Per box.
I C, usual sizes.....	\$6 75
I X ".....	8 25
I X X ".....	9 75

Famous, equal to Bradley—

I C.....	6 75
I X.....	8 25
I X X.....	9 75

Raven and Vulture Grades—

I C, usual sizes.....	5 00
I X.....	6 00
I X X.....	7 00
I X X X.....	8 00
D C, 12x17.....	4 50
D X.....	5 25
D X X.....	6 00

Coke Plates—Bright.

Bessemer Steel—	
I C, usual size, 14x20.....	3 85
I C, special sizes, base.....	4 25
20x28.....	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I C, 20x28, 112 sheets.....	8 00
I X, Terne Tin.....	10 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs. } " 14x60, " } " 14x65, " }	7 00

Tinned Sheets.

72x30 up to 24 gauge.....	7 50
" 26.....	8 00

IRON AND STEEL.

Common bar, per 100 lb.....	2 05
Refined.....	2 45
Horseshoe Iron.....	2 40
Hoop steel, 1 1/2 to 3-in. base.....	2 90
Sleigh shoe steel.....	2 10
Tire steel.....	2 30
Reeled machinery.....	3 00
Top cake steel.....	2 85
T. Firth & Co.'s tool steel, per lb.....	0 12 1/2
Jessop's tool steel.....	0 14
Morton's tool steel.....	0 12 1/2
Black Diamond and "B.C." tool steel.....	0 10
Chas. Leonard's tool steel.....	0 08
Park's "Silver" tool steel.....	0 12
" "Special".....	0 15
Jonas & Colver's tool steel.....	0 10
" "Air Hardening".....	0 07
Drill steel, per lb.....	0 08

BOILER TUBES.

	Per foot.
1/2 in.....	0 09
2 in.....	0 10 1/2
2 1/2 in.....	0 13 1/2
3 in.....	0 14 1/2
3 1/2 in.....	0 17
4 in.....	0 34

STEEL BOILER PLATE.

1/2 in.....	2 50
3-16 in.....	2 60
1/2 in. and thicker.....	2 50

BLACK SHEETS.

10 and 16 gauge.....	2 55
18 gauge.....	2 70
20.....	2 80
22 to 24 gauge.....	2 90
26.....	3 00
28.....	3 00

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

All dull, 52 sheets.....	2 75
Half-polished.....	2 85
All bright.....	3 60

IRON PIPE.

Black pipe—	Per 100 feet.
1/2 inch.....	3 00
3/4 ".....	2 30
1 ".....	2 40
1 1/4 ".....	2 65
1 1/2 ".....	2 85
2 ".....	3 65
2 1/2 ".....	5 20
3 ".....	7 35
3 1/2 ".....	8 95
4 ".....	12 55
4 1/2 ".....	21 00
5 ".....	25 00
5 1/2 ".....	32 00
6 ".....	38 50
6 1/2 ".....	45 00
7 ".....	48 00
8 ".....	63 00

Galvanized pipe—

1/2 inch.....	3 20
3/4 ".....	3 45
1 ".....	3 85
1 1/4 ".....	5 00
1 1/2 ".....	7 20
2 ".....	10 05
2 1/2 ".....	12 20
3 ".....	16 85

Malleable Fittings—Discount 15 p.c.

Cast Iron Fittings—

On unions, 55 per cent.; on nipples, 60 per cent.; on all others, 50 per cent.

GALVANIZED SHEETS. Queen's

	G.C. Comet Bell.	Head
16 gauge.....	4 05	3 75
18 to 24 gauge.....	4 25	4 00
26.....	4 50	4 25
28.....	4 50	4 25
American brands, \$4.40 for 28 gauge.		
Less than case lots 10 to 15c. extra.		

CHAIN.

cof. coil, 3-16 in., per 100 lb.....	7 85
" 1/2 ".....	8 10
" 3/4 ".....	8 25
" 1 ".....	8 40
" 1 1/4 ".....	8 55
" 1 1/2 ".....	9 10
" 2 ".....	9 25
" 2 1/2 ".....	9 40
" 3 ".....	9 55
" 3 1/2 ".....	10 10
" 4 ".....	10 25
" 4 1/2 ".....	10 40
" 5 ".....	10 55

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties.....	40 p.c.
Tie out chains.....	35 p.c.
Stall fixtures.....	35 p.c.
Trace chain.....	45 p.c.
Jack chain, iron, single and double, discount 35 p.c.	
Jack chain, brass, single and double, discount 40 p.c.	

COPPER.

	Ingot.	Per 100 lb.
Casting.....	15 00	

Bars.

Cut lengths, round, 1/2 to 1 in., round and square, 1 to 2 inches.....	23 00	25 00
Sheet.....		
Plain, 14 oz., and light, 16 oz., 14x48 and 14x96.....	22 00	22 50
Plain, 14 oz., and light, 16 oz., irregular sizes.....	22 50	23 00
Tinned copper sheet.....	24 00	
Planished.....	32 00	

Braziers' (in sheets)

4x6 ft., 25 to 30 lb. each, per lb.....	0 23
" 35 to 45.....	0 22
" 50-lb. and above.....	0 21

BOILER AND T.K. PITTS.

Plain tinned, per lb.....	0 28
Spun, per lb.....	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent.....	0 23
Sheets, hard-rolled, 2x4.....	0 23 1/2
Tubing, base, per lb.....	0 23 1/2

ZINC SPelter.

Foreign, per 100 lb.....	6 25
Domestic.....	6 50

ZINC SHEET.

5-cwt. casks.....	6 25
Part casks.....	6 75

LEAD.

Imported Pig, per 100 lb.....	3 50
Bar, per lb.....	0 05
Sheets, 2 1/2 lb. sq. ft., by roll.....	0 04
Sheets, 3 to 6 lb.....	0 06

NOTE.—Cut sheets 1/2 per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 35 p.c. list, f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

SHOT.

Common, \$6.50 per 100 lb.; chilled, \$7.00 per 100 lb.; buck, seal and ball, \$7.50. Discount, 17 1/2 p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS.

Light soil pipe, discount, 45 and 5 per cent. fittings, discount 50 and 5 p.c. Med. and Extra heavy pipe and fittings, dis. 55 and 5 per cent. 7 and 8-in. pipe, discount 40 and 5 per cent.

SOLDER.

	Per lb.
Bar, half-and-half, guaranteed.....	0 20
Bar, half-and-half, commercial.....	0 19
Refined.....	0 19
Wiping.....	0 17

ANTIMONY.

Cookson's.....	per lb. 9 00
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WHITE LEAD.

	Per 100 lb.
Pure.....	5 00
No. 1.....	4 82 1/2
No. 2.....	4 25
No. 3.....	3 87 1/2
No. 4.....	3 50
Mumro's Select Flake White.....	5 75
Elephant and Decorators Pure.....	5 25
Brant-Iram's Genuine.....	6 50
" "Decorative.....	6 00
" "No. 1.....	5 50
" "Monarch" brand.....	6 12 1/2
Decorators Pure.....	5 50

Essex Genuine.....	5 25
Ramsay's Pure Lead.....	4 75
Ramsay's Exterior.....	4 50

RED LEAD.

Genuine, 500 lb. casks, per cwt.....	84 75
Genuine, 100 lb. kegs.....	5 25
No. 1, 500 lb. casks, per cwt.....	4 00
No. 1, 100 lb. kegs, per cwt.....	4 25

WHITE ZINC.

Extra Red Seal.....	0 06
No. 1.....	0 05 1/2
No. 2.....	0 05

DRY WHITE LEAD.

Pure, casks.....	5 25
Pure, kegs.....	5 75
No. 1, casks.....	5 00
No. 1, kegs.....	5 25

PREPARED PAINTS.

In 1, 1/2 and 1-gallon tins.

Pure, per gallon.....	1 20
Second qualities, per gallon.....	1 00
Barn (in bbls.).....	0 60
The Sherwin-Williams paints.....	1 40
Canada Paint Co.'s pure.....	1 25
Toronto Lead & Color Co.'s pure.....	1 25
Sanderson Peck's pure.....	1 20
Standard Co.'s "New Era".....	1 30
"Globe" barn.....	60
Francis Frost Co.'s "Ark" Barn.....	1 25
"British Navy deck.....	1 30
Henderson & Potts' "Anchor".....	1 35
Globe Paint Co.'s mixed.....	1 30
"barn and bridge.....	0 75
Ramsay's paints, Pure, per gal.....	1 20
"Thistle.....	1 00
"Outside, bbls.....	0 35

COLORS IN OIL.

25-lb. tins, Standard Quality.

Venetian red, per lb.....	0 03 1/2
Chrome yellow.....	0 12
Golden ochre.....	0 07
French.....	0 06
Marine black.....	0 08
Chrome green.....	0 10
French Imperial green.....	0 14
Signwriters' black.....	0 16
Umber.....	0 04
Sienna.....	0 07

COLORS, DRY.

Common ochre, bbls.....	1 15
Yellow ochre (J. F. L. S.) bbls.....	2 01
Brussels ochre.....	2 00
Venetian red, bbl.....	1 50
English oxides, per cwt.....	3 25
American oxides, bbls.....	1 25
Canadian oxides, bbls.....	1 25
Super magnetic oxides, 95 p.c.....	2 00
Burnt sienna, pure, per lb.....	0 10
" "umber.....	0 08
Raw umber.....	0 08
Drop black, pure.....	0 16
Chrome yellow, pure.....	0 12
Chrome greens, pure per lb.....	0 09
Golden ochre.....	0 03
Ultramarine blue, in 28-lb. boxes, per lb.....	0 06
Fire proof mineral, per 100 lb.....	1 00
Genuine Eng. Litharge, per lb.....	1 25
Mortar color, per 100 lb.....	1 25
Pure Indian red, No. 45, lb.....	0 08
Whiting (common), bbl.....	0 05
English vermilion, bbl.....	0 05

BLUESTONE.

Casks, for spraying.....	5 50
100-lb. lots do per cwt.....	0 08

WADE & BUTCHER'S

"SPECIAL" Razors

Are unequalled for quality and finish.

JAMES HUTTON & CO., - MONTREAL

Sole Agents for Canada.

PUTTY.	
Bulk in tubs	1 70
Bulk in less quantity	1 95
Bladders in tubs	2 00
Bladders in kegs, boxes or loose	2 25
2 lb. tubs	2 25
12 lb. tubs	2 50
Bladders in bulk or tubs less than 100 lb.	2 50

VARNISHES.		
In 5-gal. lots.	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak	1 50	1 60
Furniture, extra	1 10	1 25
No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
black japan	1 10	1 20
No. 1	0 85	0 90
Elastolite varnish, 1 gal. can, each	2 00	
Granitine floor finish, per gal.	2 75	
Maple Leaf enamel, size 1, \$1.20; size 2, 70c; size 3, 40c each		
Sherwin-Williams kopal varnish, assorted case, from 1 pts. to 1 gal., \$2.50.		

CASTOR OIL.		
British, 1st. qual. in cases, per lb.	0 08 1/2	0 09 1/2
" small lots	0 10	0 10 1/2
COD OIL, ETC.		
Cod oil, per gal.	0 50	0 55
Pure olive		1 40
" neatfoot		0 90

GLUE.		
Common	0 08	0 09
French metal	0 10	0 14
White, extra	0 18	0 22
Gelatin		
Strip	0 18	0 20
Copiers	0 19	0 20
Hottel		
Ground	0 12	0 16
Cologne, genuine		

HARDWARE.

AMMUNITION.	
Cartridges.	
B. B. Caps Dominion, 50 and 5 per cent.	
Rim Fire Pistol, discount 40 p.c., American.	
Rim Fire Cartridges, Dominion, 50 and 5 p.c.	
Central Fire Pistol and Rifle, 10 p.c., Amer.	
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.	
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent.	
Central Fire, Military and Sporting, American, add 5 per cent. to list. B.B. Caps, discount 40 per cent., American.	
Loaded and empty shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nuts, 10 per cent. advance on list.	
Brass shot shells, 50 per cent.	
Primers, Dom., 30 per cent.; American, \$1.60.	

Wads.	
	per lb.
Best thick white felt wadding, in 1-lb. bags	\$1 00
Best thick brown or grey felt wads, in 1-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 25
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	

Chemically prepared black edge grey cloth wads, in boxes of 250 each—Per M.		
11 and smaller gauge	0 60	
9 and 10 gauges	0 70	
7 and 8 "	0 90	
5 and 6 "	1 10	
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each		
11 and smaller gauge	1 15	
9 and 10 gauges	1 40	
7 and 8 "	1 65	
5 and 6 "	1 90	

ADZES.		
Discount 20 per cent.		
ANVILS.		
Wright's, 80-lb. and over	0 10 1/2	
Hay Budden, 80-lb. and over	0 09 1/2	
Brook's, 80-lb. and over	0 11 1/2	

AUGERS.		
Gilmour's, discount 65 and 5 per cent. off list.		

AXES.		
Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit,	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 50	10 00

AXLE GREASE.		
Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

BATH TUBS.		
Zinc		6 00
Copper, discount 15 per cent. off revised list.		

BATHS.		
Standard Enameled.		
5 1/2-inch rolled rim, 1st quality	24 00	
2nd	20 00	

RABBIT METAL.		
"Tandem," A	per lb.	0 27
B		0 21
C		0 11 1/2
Frictionless Metal		0 23

Syracuse Smelting Works:		
Aluminum, genuine	0 45	
Government,	0 44	
Tough,	0 40	
Hard,	0 40	
Dynamo,	0 30	
Special	0 25	
Harmony	0 22	
Car Box	0 20	
Extra	0 15	

The Canada Metal Co.:		
Imperial, genuine	0 40	
Metallic	0 30	
Hercules	0 20	
Star	0 15	
No. 1	0 12	
No. 2	0 10	
No. 3	0 06	
No. 4	0 05	

BELLS.		
Hand.		
Brass, 60 per cent.		
Nickel, 55 per cent.		

Cow.		
American make, discount 63 1/2 per cent.		
Canadian, discount 45 and 50 per cent.		

Door.		
Gongs, Sargent's	5 50	8 00
" Peterboro', discount 46 per cent.		

Farm.		
American, each	1 25	3 00

House.		
American, per lb.	0 35	0 40

BELLINGS.		
Hand, per doz	3 35	4 75
Moulders, per doz.	7 50	10 00
Blacksmiths', discount 10 per cent.		

BELTING.		
Extra, 60 per cent.		
Standard, 60 and 10 per cent.		
No. 1, not wider than 6 in., 60, 10 and 10 per cent.		
Agricultural, not wider than 4 in., 75 per cent.		

BITS.		
Auger.		
Gilmour's, discount 60 and 5 per cent.		
Rockford, discount 50 and 10 per cent.		
Jennings' Gen., net list.		

Car.		
Gilmour's, 47 1/2 to 50 per cent.		

Expansive.		
Clark's, 40 per cent.		

Gimlet.		
Clark's, per doz	0 65	0 90
Diamond, Shell, per doz.	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.		
All sizes, per lb.	0 07 1/2	0 12

BOLTS AND NUTS.		
Carriage Bolts, common (\$1 list)	50	and 10
" full sq. (\$2.40 list)	55	and 10
" Norway Iron (\$3 list)	55	and 10

Machine Bolts, all sizes	50, 5	and 10
Plough Bolts	50, 5	and 10
Blank Bolts	50, 5	and 10
Bolt Ends	50, 5	and 10
Sleigh Shoe Bolts	65, 5	and 10
Coach Screws, cone point	66 1/2	and 10
Nuts, square, all sizes, 3/4c. per lb. off.		
Nuts, hexagon, all sizes, 4c. per lb. off.		
Stove Rods, per lb., 5 1/2 to 6c.		

BOOT CALKS.		
Small and medium, ball	per M.	4 25
Small heel		4 50

BRIGHT WIRE GOODS.		
Discount 62 1/2 per cent.		

BROILERS.		
Light, discount 65 to 67 1/2 per cent.		
Reversible, discount 65 to 67 1/2 per cent.		
Vegetable, per doz., discount 37 1/2 per cent.		
Henis, No. 8	per doz.	6 00
Henis, No. 9		7 00
Queen City		7 50

BUTCHERS' CLEAVERS.		
German	per doz.	6 00
American		12 00
		20 00

BUTCHER KNIVES.		
Bailey's	per doz.	0 60
		6 30

BUILDING PAPER, ETC.		
Tarred Felt, per 100 lb.		1 85
Ready roofing, 2-ply, not under 45 lb.		0 90
per roll		
Ready roofing, 3-ply, not under 65 lb.,		1 15
per roll		
Carpent Felt	per ton	45 00
Heavy Straw Sheathing	per ton	35 00
Dry Sheathing	per roll, 400 sq. ft.	0 50
Tar	400 "	0 55
Dry Fibre	400 "	0 65
Tarred Fibre	400 "	0 70
O. K. & I. X. L.	400 "	0 45
Resin-sized	400 "	1 00
Oiled Sheathing	400 "	0 70
Oiled	400 "	0 17
Roof Coating, in barrels	per gal.	0 25
Roof	small packages	0 25
Refined Tar	per barrel	5 00
Coal Tar	"	4 00
Coal Tar, less than barrels	per gal.	0 15
Roofing Pitch	per 100 lb.	1 10

BULL RINGS.		
Copper, \$2.00 for 2 1/2-inch, and \$1.90 for 2-inch.		

BUTTS.		
Wrought Brass, net revised list.		
Cast Iron.		
Loose Pin, discount 60 per cent.		

Wrought Steel.		
Fast Joint, discount 65, 10 and 2 1/2 per cent.		
Loose Pin, discount 65, 10 and 2 1/2 per cent.		
Berlin Bronzed, discount 70, 70 and 5 per cent.		
Gen. B. Bronzed	per pair	0 40 0 65

CARPET STRETCHERS.		
American	per doz.	1 00
Bullard's		6 50

CASTORS.		
Bed, new list, discount 55 to 57 1/2 per cent.		
Plate, discount 52 1/2 to 57 1/2 per cent.		

CATTLE LEADERS.		
Nos. 31 and 32	per gross	8 50 9 50

CHALK.		
Carpenters' Colored, per gross	0 45	0 75
White lump	per cwt.	0 60 0 65
Red		0 05 0 06
Crayon	per gross	0 14 0 18

CHISELS.		
Socket, Framing and Firmer.		
Broad's, discount 60 and 10 per cent.		
Warnock's, discount 50 and 10 per cent.		
P. S. & W. Extra, discount 60 and 10 per cent.		

CHURN.		
Revolving Churns, metal frames—No. 0, \$8		
No. 1, \$8.50; No. 2, \$9.00; No. 3, \$10.00		
No. 4, \$12.00; No. 5, \$16.00 each. Ditto		
wood frames, 20c. each less than the above		
Discounts: Factories, 30 and 30 per cent.		
f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.		
Terms 4 months or 3 per cent. cash in 30 days.		

CHURN FRAMES, including bearings, levers, etc.		
Nos. 0, 1, 2 and 3, wood, \$2.40; and 4 and 5, \$2.65. Metal frames, 25c. extra. Discount 15 per cent., net 30 days.		

CLIPS.		
Axle, discount 65 per cent.		

CLOSETS.		
Plain York or Ontario Syphon Jet	per doz.	\$9 60
Emb.		10 20
Fittings		1 00
Plain Elgin or Teu. Syphon Washout		6 00
Emb.		6 60
Fittings		1 25
Low Down Elgin or Teutonic, plain		6 00
Low	emb.	6 50
Plain Richelieu		4 25
Emb.		4 50
Connections		1 25
Low Down Ontario Syphon Jet, plain		11 70
Low	emb'd.	12 30
Closet connection		1 25
Basins, P.O., 14-in.		0 70
Basins, oval, 17 x 14-in.		1 50
Basins, " 19 x 15-in.		2 25

COMPASSES, DIVIDERS, ETC.		
American, discount 62 1/2 to 65 per cent.		

CONDUCTOR PIPE.		
Plain or Corrugated.		
2-inch	per 100 feet	3 00
3 "		4 00
4 "		5 25
5 "		6 75
6 "		9 00

CRADLES, GRAIN.		
Canadian, discount 20 to 25 per cent.		

CROSSCUT SAW HANDLES.		
S. & D., No. 3	per pair	0 17 1/2
S. & D., " 5		0 22 1/2
S. & D., " 6		0 15
Boynton pattern		0 20

DOOR SPRINGS.		
Torrey's Rod (15 p.c.)	per doz.	2 00
Coil		0 88 1 60
English		2 00 4 00

We Make the Goods You Want

because your customers want the goods we make. Send us your orders for
BUILDING PAPERS, ROOFING FELTS, WIRE EDGED READY
ROOFING, and all parties will be satisfied.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

DRILLS.			Fork.			KETTLES.			NAIL PULLERS.		
Hand and Breast.			C. & B., discount 40 per cent., revised list.			Brass spun, 7½ per cent. discount off new list.			German and American . . . 1 75 3 50		
Millar's Falls, per doz., net list.			Hoe.			Copper per lb. 0 30 0 50					
DRILL BITS.			C. & B., discount 40 per cent., revised list.			American, 60 and 10 to 65 and 5 per cent.			NAIL SETS.		
Morse, discount 37½ to 40 per cent.			Saw.						Square, round and octagon,		
Standard, discount 50 and 5 to 55 per cent.			American per doz. 1 00 1 25			Lock, Canadian dis. 40 to 40 and 10 per cent			per gross. 3 38 4 0		
FAUCETS.			Plane			Cabinet, trunk and padlock,			Diamond 1 00 2 0		
Common, cork-lined, discount 35 per cent.			American per gross 3 15 3 75			American per gross . . . 0 60			POULTRY NETTING.		
EAVETROUGHES.			Hammer and Hatchet.						2-in. Mesh, 19 w.g., dia. 60 per cent.		
10-inch per 100 ft. 3 10			Canadian, discount 40 per cent.			Door, japanned and N.P., per			2 in. Mesh, 16 w.g. and heavier, 50 per cent.		
ELBOWS (stovepipe.)			Cross-Cut Saws.			doz. 1 50 2 50			OAKUM.		
and 6-inch, common. per doz. 1 20			Canadian. per pair . . . 0 13½			Bronze, Berlin. per doz. 2 75 3 25			U. S. Navy per 100 lb. . . . 6 75		
Polished, 15c. per dozen extra.			HANGERS.			Bronze, Genuine 6 00 9 00			Plumbers 3 00		
7-inch. 1 35			Steel barn door. 5 85 6 00			Shutter, porcelain, F. & L.			OILERS.		
ESCUTCHEONS.			Stearns, 4-inch 5 00			screw per gross 1 30 4 00			McClary's Model galvanized		
Discount 40 per cent.			5-inch 6 50			White door knobs. per doz. 1 00			oil can, with pump, 5 gallon,		
ESCUTCHEON PINS.			Lane's covered—			HAY KNIVES.			per dozen 10 00		
Iron, discount 40 per cent.			No. 11, 5-foot run 8 40			Net prices.			Zinc and tin, discount 50, 50 and 10 per cent.		
FACTORY MILK CANS.			No. 11½, 10-foot run 10 30			Discount, 60 per cent.			Copper per doz. 1 25 3 50		
Discount off revised list, 40 per cent.			No. 12, 10-foot run 12 60			LAMP WICKS.			Brass 1 50 3 50		
FILES AND RASPS.			No. 14, 15-foot run 21 00			LANTERNS.			Malleable, discount 25 per cent		
Great Western. 70 and 10 per cent.			Lane's O.N.T. track, per foot . . . 0 04½			Cold Blast per doz. 7 00			GALVANIZED PAIRS.		
Arcade. 70 " 10 "			HARVEST TOOLS.			No. 3, "Wright's" 8 50			Dufrin pattern pails, discount 45 per cent.		
Kearney & Foot 70 " 10 "			Discount 60 per cent.			Ordinary, with O burner. . . . 4 00			Flaring pattern, discount 45 per cent.		
Disston's. 70 " 10 "			HATCHETS.			Dashboard, cold blast. 9 00			Galvanized washtrubs, discount 45 per cent		
American. 70 " 10 "			Canadian, discount 40 to 42½ per cent.			No. 0 5 75			PIECED WARE.		
J. Barton Smith 70 " 10 "			HAT ENAMEL.			Japanning, 50c. per doz. extra.			Discount 40 per cent off list, June, 1899		
McClellan 70 " 10 "			Hen derson & Potts "Anchor Brand"			LEMON SQUEEZERS.			10-qt. flaring buckets, discount 40 per cent.		
Eagle 70 " 10 "			HINGES.			Porcelain lined. per doz. 2 20 5 60			6, 10 and 14-qt. flaring pails, dis. 40 per cent.		
Nicholson, 60 and 10 to 60, 10 and 5			Blind, Parker's, discount 16½ per cent.			Galvanized. 1 87 3 85			Creamer cans, discount 40 per cent.		
Royal 80			Heavy T and strap, 4-in., per lb. . . 0 06½			King, wood. 2 75 2 90			PICKS.		
Globe 70 to 75 "			5-in. 0 06½			King, glass. 4 00 4 50			Per dozen 6 00 9 00		
Black Diamond, 60 and 10 to 60, 10 and 5 per			6-in. 0 06			All glass 0 50 0 90			PICTURE NAILS.		
cent.			8-in. 0 05½			LINES.			Porcelain head per gross 1 35 1 50		
Jowitt's, English list, 25 to 27½ per cent.			10-in. 0 05½			Fish per gross 1 05 2 50			Brass head 0 40 1 00		
Nicholson File Co.'s "Simplicity" file handle,			Light T and strap, discount 65 and 5 per cent.			Chalk 1 90 7 40			PICTURE WIRE.		
per gross 85c. to \$1.50			Screw hook and hinge			LAWN MOWERS.			Tin and gilt, discount 75 per cent.		
GLASS.			6 to 10 in. per 100 lb. . . 4 50			Woodyatt, 12-in. wheel 7 50			PINE TAR.		
Window. Box Price.			12 in. up 3 25			Star 5 50 6 25			½ pint in tins per gross . . 7 80		
Star			Spring. per gro. pairs . . 10 50			Daisy 4 90			1 " 9 60		
Size United			HOES.			Philadelphia, 12-in. wheel . . . 6 50			PLANES.		
Inches. Per			Garden, Mortar, etc., discount 60 per cent.			Ontario. 14 25			Wood bench, Canadian discount 40 per cent.,		
Per			Planter per doz. 4 00 4 50			Discount, 50 per cent.			American discount 50 per cent.		
100 ft.			HOLLOW WARE.			Canadian, 40 to 40 and 10 per cent.			Wood, fancy Canadian or American, 37½ to		
Under 26. 2 0 3 80			Discount 45 and 5 per cent.			Russell & Erwin. per doz. 3 00 3 25			40 per cent.		
26 to 40. 2 10 4 00			HOOKS.			LOCKS.			PLANE IRONS.		
41 to 50. 4 50			Cast Iron.			Canadian, 40 to 40 and 10 per cent.			English per doz. 2 00 5 00		
51 to 60. 4 75			Bird cage. per doz. 0 50 1 10			Russell & Erwin. per doz. 3 00 3 25			PLIERS AND NIPPERS.		
61 to 70. 5 00			Clothes line. 0 27 0 63			Eagle, discount 30 per cent.			Button's genuine, per doz. pairs, discount		
71 to 80. 5 50			Harness. 0 72 0 88			Cabinet.			37½ to 40 per cent.		
81 to 85. 14 00			Hat and coat per gro. 1 00 3 00			Padlocks.			Button's imitation. . . per doz. 5 00 9 00		
86 to 90. 16 50			Chaudier per doz. 0 50 1 00			English and Am. . . . per doz. 0 50 6 0			German 0 60 2 60		
91 to 95. 18 00			Wrought Iron.			Eagle, discount 20 to 25 per cent.			PLUMBERS' BRASS GOODS.		
96 to 100. 20 00			Wrought hooks and staples, Canadian dis-			MACHINE SCREWS.			Standard Compression work, dis. 60 per cent.		
A discount of 25 per cent. is offered on			count 47½ per cent.			Iron and Brass.			"J.M.T." Cushion work, discount 50 per cent.		
"Double Diamond."			Wire.			Flat head, discount 25 per cent.			Fuller work, discount 65 per cent.		
GAUGES.			Hat and coat, discount 45 per cent.			Round head, discount 20 per cent.			6 dozen lots and over of the above, extra dis-		
Marking, Mortise, Etc.			Belt per 1,000 . . . 0 60			Tin Smiths'. per doz. 1 25 1 50			count 10 per cent.		
Stanley's, discount 50 to 55 per cent.			Screw, bright, discount 55 per cent.			Carpenters', hickory. 1 25 3 75			"J.M.T." Globe, Angle and Check Valves,		
Wire Gauges.			HOISE NAILS.			Lignum Vitae. 3 85 5 00			discount 55 per cent.		
Winn's, Nos. 26 to 33 . . . each 1 65 2 40			"C" brand, 40, 10 and 7½ per cent. off list			Caulking, each 0 60 2 00			Standard Globe, Angle and Check Valves,		
HALTERS.			"M" brand, 50, 10 and 5 per cent. { head			MATTOCKS.			discount 60 per cent.		
Rope, 3-inch per gross 9 00			Counterbore, 57½ per cent.			Canadian. per doz. 5 50 6 50			"J.M.T." Radiator Valves, discount 55 per		
Rope, 4-inch 14 00			"Monarch," 60 per cent.			American, discount 33½ per cent.			cent.		
Rope, 5-inch 14 00			"Peerless" 50 per cent. dis.			German, 15 per cent.			Standard Radiator Valves, discount 60 per		
Leather, 1-inch per doz. 3 87½ 4 00			HORSESHOES.			Gem each . . . 1 15			cent.		
Leather, 1½ 5 15 5 20			F.O.B. Montreal			Discount 25 per cent.			Patent Quick-Opening Valves, discount 65		
Web. 1 87 2 45			No. 2 No. 1			NAILS.			per cent.		
HAMMERS.			and and			Cut Wire.			No. 1 compression bath cock. net 2 00		
Nail.			larger and smaller.			2d and 3d 3 45 3 45			No. 4 "		

"SHIELD BRAND" SHEATHING

TARRED or DRY.

For Lining—Houses, Barns and Stables. Extra strong, full weight, best quality. When ordering from your dealer DEMAND the "Shield Brand." It's a quick seller.

MANUFACTURED ONLY BY

Lockerby & McComb, 65 Shannon St., Montreal

Bell Telephone Main 1989.

DRILLED SPIKES

Disc. 20 per cent.

	per doz.	per 100
H. Larks	0 35	1 00
A. Larks	0 22	0 33
S. Larks	0 27	1 01
Awning	0 35	2 50

	per doz.	per 100
Canadian eastern	1 80	3 60
Canadian pitcher spout	1 40	2 10

	per doz.	per 100
S. Larks	1 00	1 85
Canadian Larks	9 00	15 00
Finners, solid	0 72	
" hollow	1 00	

	per doz.	per 100
Domestic, 30 gallon	6 00	
" 35	7 00	
" 40	8 00	
Ronald's Galvanized, 30 gallon	7 40	
" 35	8 40	
" 40	9 60	
Copper, 30 gallon	22 00	
" 35	24 00	
" 40	28 00	

Discount off copper boilers 15 per cent.

	per doz.	per 100
Wood	1 20	up.

	per doz.	per 100
Elliot's	4 00	18 00
Case Butcher & Co's	4 00	18 00
Brooks	7 50	11 00
" King Cutter	12 50	15 00
Wade & Butcher's	3 60	10 00
Therle & Quacks	7 00	12 00
Barley & Brantford	10 00	11 00
Chester Magnete	15 00	
Griffin Barber's Favorite	10 75	
Griffin No. 65	13 00	
Griffin Safety Razors	13 50	
Griffin Shaving Machines	13 50	
Lewis Bros. "Klean Cutter	8 50	10 50

Discount 40 per cent.

	per doz.	per 100
Iron Rivets, black and tinned, discount 60 and 10 per cent.		

Extra on Iron Rivets in 1-lb. cartons, 1c. per lb.

Extra on Iron Rivets in 1/2-lb. cartons, 1c. per lb.

Copper Rivets, with usual proportion burrs, 45 per cent. discount. Cartons, 1c. per lb. extra.

Copper Rivets only, discount 30 and 10 per cent. Extra on Tinned or Coppered Rivets, 1/2-lb. cartons, 1c. per lb.

Canadian, discount 50 to 37 per cent.

	per doz.	per 100
Sisal	0 11	
Pine Manilla	0 14	
"British" Manilla	0 12	
Cotton, 3/4 inch and larger	0 15	
" 5/8 inch	0 21	
" 3/4 inch	0 22	
Russia Deep Sea	0 05	
Yard, Yarn, single	0 11	
" double	0 11	
Sisal and cord, 1/2 inch	0 05	
" 3/4 inch	0 05	
" 1/2 inch	0 05	

	per doz.	per 100
Boxwood, discount 45 per cent.		
Ivory, discount 37 to 40 per cent.		

	per doz.	per 100
Mrs. Polla, No. 55, polished	0 70	
" No. 50, much plated	0 80	

B & A sand, discount, 40 and 5 per cent.

Finery, discount 40 per cent.

Garnet (Rutons) 5 to 10 per cent. advance on list

SAP SPOUTS.

Bronzed iron with hooks... per 1,000 9 50

Hand, Disston's, discount 12 1/2 per cent.

S & D, discount 40 per cent.

Crosscut, Disston's... per foot 0 35 0 55

S & D, discount 35 per cent. on Nos. 2 and 3.

Hack, complete... each 0 75 2 75

 " frame only... 0 75

Sectional... per 100 lb. 2 25

Solid... 1 75

Per lb. 0 22 0 22

Lincoln and Whiting... 4 75

Hand Sets, No. 1 Woodyatt (Morrill) 4 25

X-Cut Sets, No. 3 Woodyatt (Morrill) 9 50

Gurney Standard, 40 per cent.

Gurney Champion, 50 per cent.

Burrow, Stewart & Milne—

Imperial Standard, discount 40 per cent.

Weight Beams, discount 35 per cent.

Champion Scales, discount 50 per cent.

Fairbanks standard, discount 35 per cent.

 " Dominion, discount 55 per cent.

 " Richieu, discount 55 per cent.

Warren's new Standard, discount 40 per cent.

 " Champion, discount 50 per cent.

 " Weightbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's... per doz. 0 65 1 00

Common doors, 2 or 3 panel, walnut

 " stained, 4-in. style... per doz. 6 80

Common doors, 2 or 3 panel, yellow and

 " green stained, 4-in. style... per doz. 7 00

Common doors, 2 or 3 panel, in natural

 " colors, oil finish... per doz. 8 15

3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87 1/2 per cent.

Wood, R. H., bright, dis. 82 1/2 per cent.

 " F. H., brass, dis. 80 per cent.

 " R. H., dis. 75 per cent.

 " F. H., bronze, dis. 75 per cent.

 " R. H., dis. 70 per cent.

Drive Screws, dis. 87 1/2 per cent.

Bench, wood... per doz. 3 25 4 00

 " iron... 4 25 5 00

Set, case hardened, dis. 60 per cent.

Square Cap, dis. 50 and 5 per cent.

Hexagon Cap, dis. 45 per cent.

Per doz. net... 6 00 9 00

SCYTHES.

Canadian, discount 40 per cent.

BAILEY CUTLERY CO., full nicked, dis. 67 1/2 per cent.

Seymour's, discount 50 and 10 per cent.

Canadian, discount 45 per cent.

CASTIRON, 16 x 24... 0 85

 " 18 x 30... 1 00

 " 18 x 36... 1 40

SNAPS.

Harness, German, discount 25 per cent.

Lock, Andrews... 4 50 11 50

SOLDERING IRONS.

1, 1 1/2 lb. ... per lb. 37

2 lb. or over... 0 34

IRON, No. 493... per doz. 2 40 2 55

 " No. 494... 3 25 3 40

Steel, discount 60 to 60 and 5 per cent.

Try and Basel, discount 50 to 52 1/2 per cent.

STAMPED WARE.

Plain, discount 75 and 12 1/2 per cent. off revised list

Returned, discount 75 per cent. off revised list.

STAPLES.

Galvanized... 3 25 3 50

Plain... 2 90 3 15

Coopers, discount 45 per cent.

Poultry netting staples, discount 40 per cent.

American discount 25 per cent.

STONE.

Washita... per lb. 0 28 0 60

Hindostan... 0 06 0 07

slip... 0 09 0 13

Labrador... 0 15 0 15

Axe... 0 50 0 50

Turkey... 1 50 1 50

Arkansas... 0 10 0 10

Water-of-Ayr... 3 50 5 00

Scythe... 25 00 28 00

Grind, 2-in., 40 to 200 lb., per ton... 29 00

 " under 40 lb.,... 29 00

 " under 2 in. thick, ... 29 00

STOVEPIPES.

5 and 6 inch, per 100 lengths... 7 00

7 inch... 7 50

ENAMELINE STOVE POLISH.

No. 4, 3 doz. in case... 4 80

No. 6, 3 doz. in case... 8 40

TACKS, BRADS, ETC.

Carpet tacks, blue... 80 and 15

 " tinned... 80 and 20

 " (in legal)... 40

Cut tacks, blue, in dozens only... 60

 " 4 weights... 60

Swedes cut tacks, blue and tinned... 80 and 10

 " In bulk... 75

Swedes, upholsterers', bulk... 85, 12 1/2 and 12 1/2

 " brush, blue and tinned... 70

Swedes, gimp, blue, tinned and... 75 and 12 1/2

 " japanned... 35

 " Patent heads... 40

 " Leather carpet tacks... 55

 " Copper tacks... 50

 " Copper nails... 52 1/2

 " Trunk nails, black... 65 and 5

 " Trunk nails, tinned... 65 and 10

 " Clout nails, blue... 65 and 5

 " Chair nails... 35

 " Patent heads... 40

 " Fine finishing... 40

 " Lining tacks, in papers... 10

 " " in bulk... 15

 " " solid heads, in bulk... 75

 " Saddle nails, in papers... 10

 " in bulk... 15

 " Tufting buttons, 22 line, in dozens only... 60

 " Zinc glaziers'... 50 and 10

 " Double pointed tacks, papers... 40

 " bulk... 40

 " Clinch and duck rivets... 45

TAPE LINES.

English, as skin... per doz. 2 75 5 00

English, Patent Leather... 5 50 9 75

Chesterman's... each 0 90 2 85

 " steel... each 0 80 8 00

TINNERS' SNIPS.

Bailey's, discount 25 per cent.

THERMOMETERS.

Tin case and dairy, discount 75 to 75 and 10 per cent.

TRAPS (steel).

Game, Newhouse, discount 25 per cent.

Game, H. & N., P. S. & W., 65 per cent.

Game, steel, 72 1/2, 75 per cent.

TROWELS.

Disston's, discount 10 per cent.

German... per doz. 4 75 6 00

S. & D., discount 35 per cent.

TWINES.

Bag, Russian... per lb. 0 27

Wrapping, cotton, 3-ply... 0 19

 " 4-ply... 0 23

Mattress... per lb. 0 33 0 45

Staging... 0 27 0 35

VISES.

Wright's... 0 13 1/2

Brooks... 0 12 1/2

Pipe Vise, Hinge, No. 1... 3 50

 " No. 2... 5 50

Saw Vise... 4 50 9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White

discount 50 per cent.

Diamond, Famous, Premier, discount 50 and 10 per cent.

Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge... \$2 50

 " 10... 6c. extra.

 " 11... 12c. "

 " 12... 20c. "

 " 13... 30c. "

 " 14... 40c. "

 " 15... 55c. "

 " 16... 70c. "

 " 17... 85c. "

 " 18... 1.00 "

 " 19... 1.15 "

 " 20... 1.30 "

 " 21... 1.45 "

 " 22... 1.60 "

 " 23... 1.75 "

 " 24... 1.90 "

 " 25... 2.05 "

 " 26... 2.20 "

 " 27... 2.35 "

 " 28... 2.50 "

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Manufacturers of every description of **Limited**
CABINET BUILDERS' FURNISHING AND NAVAL BRASSFOUNDRY
BIRMINGHAM, ENGLAND.



London Showrooms: 57 Holborn Viaduct, E.C.

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The thrashing season will soon be here.
It pays at this time of year to stock

OUR

Endless Rubber Belts
Narrow Belting
Suction Hose
Conducting Hose



Our Extra Star Rubber Thrasher Belt is
the standard thrashing belt of Canada.
Our Thrasher King Stitched Rubber
Belt is a good belt for the money.

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MONTREAL TORONTO WINNIPEG VANCOUVER

Other Tools are very
good Tools, but

"YANKEE TOOLS"

ARE
BETTER



No. 15. "Yankee" Ratchet Screw Driver, with Finger Turn on Blade.



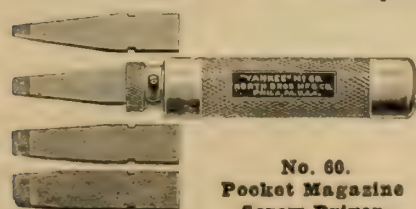
No. 30. "Yankee" Spiral-Ratchet Screw Driver, Right and Left Hand.



No. 41. "Yankee" Automatic Drill, Eight Drill Points in Handle.



No. 50. "Yankee" Reciprocating Drill for Iron, Steel, Brass, Wood, etc.



No. 60.
Pocket Magazine
Screw Driver.

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tells all about them. Mailed
free on application.

Manufacturers also of

**LIGHTNING,
GEM and
BLIZZARD**

Ice Cream Freezers.

**Toy Freezers,
Ice Shaves and
Ice Chippers.**

**Fluting Machines,
Hand Fluters.**

Sold by Leading Jobbers
in Canada.

NORTH BROS. MFG. CO.,

Philadelphia, Pa., U.S.A.

The New Century Ball-Bearing Washing Machine.



Not the cheapest but decidedly the best Washing Machine made.

Five to seven minutes only required for a tubful. The operator need not stand when using it, and there is practically no wear on garments.

Full information given on application.

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Hamilton, Ont. Limited.

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Four Registered Trade Marks.

Wilkinson's Garden Shears for Ladies.



All Garden Shears with WILKINSON'S label are made by Burgon & Ball, Limited, and are noted for high quality and



finish all over the world. See that you always have Wilkinson's Ladies' Garden Shears, No. 107. These are half the weight, specially for Ladies' use, solid steel, keen edges, beautiful finish and always wanted, like all Wilkinson's Shears.

TRADE MARK.



All jobbers stock them.

TRADE MARK.



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MONTREAL, QUE.

Canadian Representatives.

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General Importers and Exporters and Metal Merchants

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EUROPEAN HOUSE—16 PHILPOT LANE, LONDON, ENG.



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FIRE GOODS WILL BE SELLING

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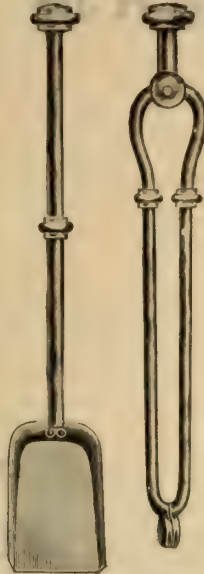
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ENORMOUS PROPORTIONS.

AS TO PRICES, IF YOU HAVE LEWIS
BROS & CO. QUOTE YOU, YOU WILL FIND

THE BOTTOM REACHED.

PLACE YOUR ORDER NOW FOR

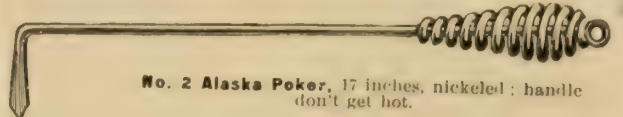
FIRE GOODS.



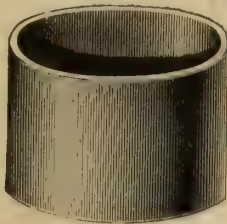
No. 3 Fire Set, 24-in.
shovel, 23-in. tongs, heavy
wrought iron, polished.



No. 4 Alaska Lid Lifter, nicked; handle don't get hot.



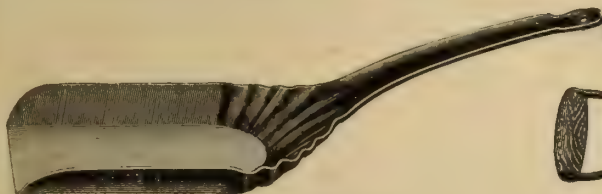
No. 2 Alaska Poker, 17 inches, nicked; handle don't get hot.



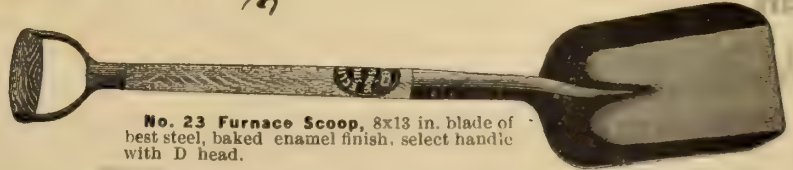
Flue Thimble, 7-in. diameter x 6 in. long, cast iron.



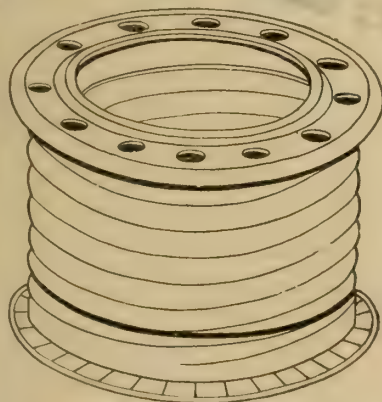
Yankee Damper, 6 and 7-in., wood handle.



No. 54 Fire Shovel, 4 1/4 x 7-in. scoop, entire
length 15 inches, Japanned.



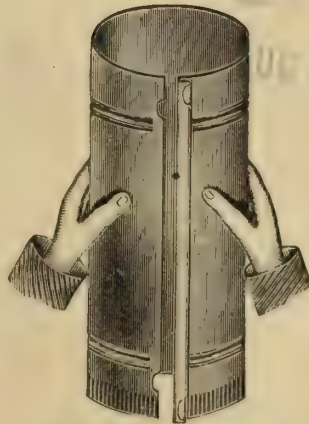
No. 23 Furnace Scoop, 8x13 in. blade of
best steel, baked enamel finish, select handle
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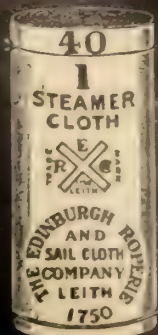
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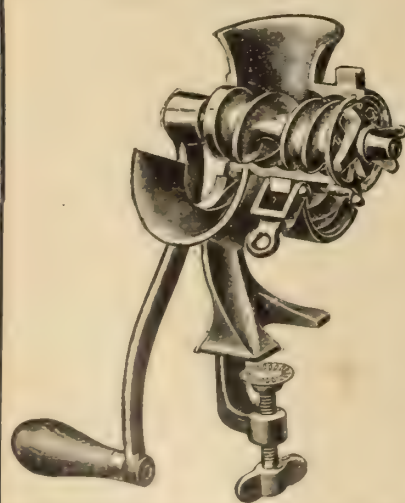
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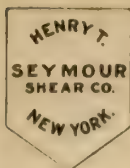
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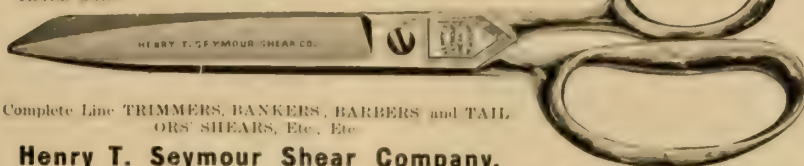
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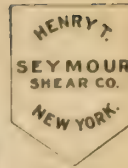
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ATKINS Silver Steel Hand Saws with Perfection Handles are warranted
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Kemp's COLD BLAST LANTERNS



If your customers want a Lantern that won't blow out
" smoke
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Subjects Being Discussed at Ottawa

Written for Hardware and Metal by a Member of Parliament.

MONDAY is usually an easy-going day in Parliament. A large number of members go home for Sunday, and these keep dribbling back by the various trains up to those arriving quite late at night. As a consequence, it is very unusual for committees to sit in the morning, and no man thinks of making what he considers an important speech on that day because of lack of a sufficient audience. Monday of this week was, however, an exception to the rule. Whether or not the fact that this was the hundredth working day of the session had anything to do with it or not, it is impossible to say, but it would not be unreasonable to suppose that if that fact dawned upon the minds of the members it might reasonably occur to them that it was high time to be up and doing if they wished to eat their Thanksgiving turkey at home with the session concluded. At any rate a good deal of work was done, and two very important measures were finally disposed of by the Commons, to wit: the Grand Trunk Pacific Bill and the Railway Commission Bill. As to the last, we fancy no such lengthy piece of legislation has passed through Parliament since Sir John Thompson codified the criminal law, and legal practitioners will heave a sigh of relief when they take down the statutes to advise with regard to railway law and find the same "all in one spot," instead of having to dodge through numerous volumes as heretofore, with the danger of missing the right one.

...
In the last stages of the bill Mr. Maclean introduced an amendment to the effect that all passenger rates should be two cents a mile hereafter. In the course of his speech he brought out two or three things which were decidedly use-

ful pieces of information. He declared that American railways passing through Canadian territory actually charged their American travellers only two cents a mile while passing over our land, while the Canadian sitting in the seat beside them was charged three cents per mile. This, to a Canadian, is very jarring news, just as to an American the reverse would be. In this world what men crave is equality of treatment, and in this respect human nature seems to be just about what it was two thousand years ago. When he who hired his men for a penny a day gave the same wage to him who was hired at the eleventh hour, there was danger of a strike among his old employees. His answer to these men was absolutely logical—did I not hire you for a penny a day? You are getting your wage, and as for this other man, this new comer, who it is true has not borne the labor and heat of the day, what of his pay, cannot I do what I will with mine own? Yes, they were answered, these men of old, answered, but not satisfied. If we were buying guineas at 13 shillings each our enjoyment would at once be clouded by the news that some other man was buying them for fifteen—equality is what we want, never mind the reasoning. Then again, Mr. Maclean proved that in certain well-travelled parts of Canada, more than three cents a mile is being charged, for example from Cobourg to Toronto, and from Ottawa to Gracefield. These are excessive rates which must and will be corrected by the Railway Commission at a later date, we have no doubt.

...
Mr. Chas. B. Heyd, in replying to Mr. Maclean, found some holes in his armor. He pointed out that the much vaunted two-cent rate in Michigan applied only to

roads earning three thousand dollars a mile, and that on this basis the Canada Southern Railroad only would be subject to a lowering of the fares. The Premier agreed with Mr. Maclean in several points made by him, but pointed out that there must be elasticity in matters of this kind. It might be possible to impose a two-cent rate in certain parts of the country where traffic was heavy: it would be impossible to do so in most cases, our distances being great, and our population scattered over wide areas. This being the case, it is impossible for Parliament at this late date, even through the agency of its railway committee, to collect the necessary evidence to formulate a comprehensive scheme, and as the Railway Commission Bill under section 257 gives the commissioners power to deal with all such questions, he thought it best to leave the matter in the hands of that commission. He could not agree, therefore, to accept the amendment of the member for East York, though agreeing with him that there were grievances requiring a remedy, and which would be remedied when the commission began its sittings. In spite of the Premier's explanation Mr. Maclean pressed his amendment to a vote. It then became a question of want of confidence in the Government and not a question as to who favored and who did not favor a two-cent rate, though to those unacquainted with parliamentary procedure this might seem to be the case. As a matter of fact a member of Parliament is, selfishly, almost as much interested in a low rate as is any other person. True, he himself rides on a pass so long as he remains a member, but how long he will so remain is the height of uncertainty. Moreover, his pass does not extend to his family, for whom he has quite properly to pay. No, we would all like low rates, whether members or not

... when the leader of the Government takes a stand, and his opponent challenges him to a vote upon it there is only one thing under the party system for his followers to do—support him for it they do not and his content on the subject of the Government has been decided, and the confidence of the majority in what his power constitutionally rests upon. We take time to explain this here because nothing is of more interest in the field of smaller affairs than this question of low passenger rates; it is one the people will read about, and it is not fair that those who voted to support the Government should be credited with having voted against cheap fares. The explanation is all the more necessary because The Toronto World of the 11th contains in large type, on the front page, the following legend: "By a vote of 45 to 34 Commons declare against cheap railway fares in Canada." The Commons declared nothing of the kind. The facts, as we have endeavored to show them above, are that the Premier declared that the railway commission was the proper body to deal with the question, and that his view being challenged, his followers chose to continue their confidence in him as a leader. A man so well versed as is Mr. Maclean in parliamentary procedure, must surely know this, and it is a pity that the paper which he owns and controls with ability should be guilty of so false a suggestion. It leaves Mr. Maclean open to the charge made against him in this very debate on the floor of Parliament, that he is more anxious for his own popularity and the prosperity of his party than to remedy the grievances upon which he talks with energy and force.

* * *

Of course the most intense interest has this week centred in the discussion of the Government's transcontinental railway policy, and, while several excellent speeches have been made, the most dramatic was the utterance of Mr. Blair, made on Tuesday last, covering a period of four hours, and given throughout with unflinching vigor, amid the plaudits of his old enemies, and the bitter silence of his old friends.

To discuss his arguments and those of Mr. Charlton, who replied to him with extreme ability, would be impossible in a dozen letters such as this one, besides which, the political press of Canada will thresh the matter out for six months to come, while from every school-house platform and from the door of every town hall throughout the length and breadth of Canada will come the criticism, yes, and not infrequently, the downright burning eloquence, of the stump, if what we hear about an approaching election is true.

In his earlier speech, made on the occasion of the Premier's explanation of "ministerial changes," Mr. Blair showed a quiet dignity that gained for him the respect of the House. Not one hard word had he to say of any of his colleagues, while his references to his old leader were full of kindness and sympathy. His effort of Tuesday, therefore, came as a complete surprise to all, at least to the uninitiated, for it was in parts extremely bitter; in fact, as one member expressed it, had it come from the fighting leader of an aggressive Opposition it could not have been uttered with more intensity. To give the most marked example of what we are trying to express, Mr. Blair, early in his remarks, after quoting from the speech of Sir Wilfrid, in that part of it which urged early construction, said, "What does the right honorable gentleman mean when he says 'We cannot wait because time does not wait?' I think Mr. Speaker, and I say it with all respect to my right honorable friend, that it would have been as correct, if not so poetic, for him to have said: 'We cannot wait because Senator Cox cannot wait.'" Naturally this utterance was met by a storm of cheers and laughter from the Opposition, but the close observer could see black looks on the faces of the Liberals, and friendships formed through long years of hard political fighting in the same political force, melted in a moment under the slur put upon the leader they loved. This is, indeed, the sad part of such scenes as these—the severing of old ties, the creation of new and life-long hatreds.

* * *

Another example of Mr. Blair's straight fighting against his former leader is contained in the biting, though clever, sarcasm with which he treated Sir Wilfrid's reference to the impression made upon him by a visit made in company with Mr. Booth to what is now Depot Harbor, when the Canada Atlantic was in course of construction. Sir Wilfrid described the barren houseless shore to which Mr. Booth pointed as the future terminus of his road.

"But where will you get the traffic with which to feed the line," asked the Premier.

"I must create it," said Mr. Booth, "I must draw it from Chicago and Port William and Port Arthur; I may even have to buy wheat here to make freight for my road."

The prospect of the building of elevators, the running of a steamship line, the entry into the grain market, etc., forced Sir Wilfrid to the conclusion that Government ownership was out of the question for years to come.

In dealing with this paragraph, the outline of which we have endeavored to give,

Mr. Blair said, "I regret, I am sure, as much as any man can, that unfortunate visit which the right honorable gentleman paid to Depot Harbor, on the occasion which he mentioned in his speech. It left an ineradicable impression upon his mind, fatal to all ideas of Government ownership; fatal to any ideas of progress in that direction. It is enormously regrettable, because that impression cannot be removed. No amount of argument, no amount of reason, no amount of experience could possibly lift from my honorable friend's mind the load of conviction that was brought to him by the visit on the occasion referred to. I know that some former colleagues of mine were not a bit more friendly to Government ownership than he was; whether it was owing to a visit to Depot Harbor I am not at all clear, but I am not yet content to accept that explanation as to their attitude upon the question of Government ownership." Now this is undoubtedly a good example of parliamentary sarcasm,—subtle, ingenious; but, from the politician's standpoint, was it good judgment? Mr. Blair had taken the position that he left the Cabinet because he could not adopt the views of his colleagues on the railway question. He stood before the country as a man who had given up a position of great power and some financial worth for the sake of a conviction. He strengthened this opinion by the extreme moderation of his earlier utterances, and then he weakens it all by a show of temper and bitterness which leads his opponents, men quick to see an opening, to remark, as we have heard them say already, "Is this Blair, the high-minded statesman? Is it not more Blair the angry; Blair the man who unable to impose his will upon his leader and his colleagues has left the Cabinet embittered, and determined to attack not the policy alone, as at first he indicated, but the men who promulgated it to the extent of personal attack? Be this as it may, his speech will rank as a great one, and will undoubtedly furnish the Opposition with great ammunition both for discussion in the House and for speeches on the stump at the next election, be that far or near.

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FOREST CITY GOSSIP.

Office of HARDWARE AND METAL,
365 Richmond street,
London, Ont., August 19, 1903.

NO London wholesale hardware house is likely to be materially affected by the surtax on German goods imported for the coming Fall season, as the largest bulk of orders were placed with German houses or their representatives prior to the precluding date of the old tariff. So the purchasers of the vast range of shelf goods imported from that country can depend upon their wants being supplied in this city at figures closely akin to those of the same season last year. There are many indications of a heavy demand for everything, from a needle to an anchor, and everything points as well to a heavy trade in all other branches of Canadian business and plenty of ready cash. There is a strong inclination on the part of Canadian manufacturers to advance many of their lines. Some have already changed their lists and others are certain to follow. Retail hardwaremen who peruse this would be well advised if they proceed early to make up their want lists for the Fall and place their orders without any delay.

* * *

There is little or no change to note in the condition of business with either the retail or wholesale hardwaremen since last week. Those at present in the shops and warehouses are leisurely getting stocks rearranged while looking forward to the busy Western Fair time, already looming up. Holidays will all be over, and all hands during Fair time are expected to be at it early and late.

* * *

Building operations commenced this week upon the construction of two large new buildings at The McClary Company's new plant near Adelaide street. These consist of a storage shed and a big coal shed, both being of brick. The former will be 130 x 36 ft. and one storey in height. The coal shed will be 50 ft. square. The latter will be fitted up so as to facilitate as much as possible the handling of the immense quantities of coal that are used. The railway track runs upward until it is at the top of a large pit, into which the coal is dumped from the cars. It is then wheeled into the bunkers in the big shed. The contractor for the masonry is Edward Martin. Moore & Henry are the architects.

* * *

Quite a number of hardware youths went from this city as Hamilton Old Boys to the Ambitious City this week. About

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100 in all have gone to see parents, brothers, sisters and sweethearts.

* * *

At a meeting of the Board of Trade last week the following members were appointed to accompany the visiting delegates of the Congress of the Chambers of Commerce from London to Detroit on August 26: Mayor Beck, J. R. Minhinick, John Bowman, A. B. Greer, J. A. Carrick, C. B. Hunt, W. J. Reid, S. Stevely, A. St. L. McIntosh and G. B. Gerrard. This visit of foreign delegates to London is anticipated with increasing interest.

* * *

George H. Davey, of South London, has just returned from a very successful trip to the Northwest, and leaves for Meaford to manage the new canning factory there.

W. H. L.

THE BIG FOUR EXHIBIT AT THE "DOMINION."

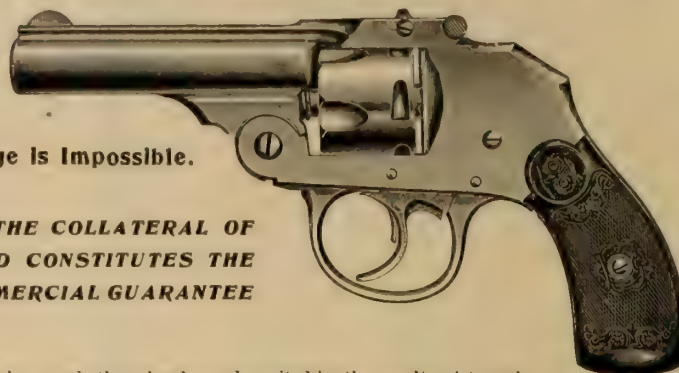
The Dominion Fair this year will in all probability go down to history as the exhibition which marked the successful introduction of the horseless carriage into Canada. The Canada Cycle & Motor Co. have seized the opportunity to make an up-to-date and complete exhibit in the Transportation and in the Process and Manufacturers' Building of automobiles and bicycles. There will be four complete displays, one demonstrating how accurately the different portions of the "Massey Harris" and "Cleveland" bicycles are made by automatic machines. We might say that in the minute and delicate handling of the different parts, these machines seem to possess almost human intelligence. These exhibits are very complete and extensive, and promise to be one of the attractions of the Fair.

Experience and Knowledge
BACK OF EVERY
IVER JOHNSON REVOLVER.

**ABSOLUTELY
SAFE.**

Accidental Discharge Is Impossible.

**EXPERIENCE IS THE COLLATERAL OF
KNOWLEDGE, AND CONSTITUTES THE
STRONGEST COMMERCIAL GUARANTEE
EXTANT.**



For every Iver Johnson Revolver made there has been deposited in the vaults of knowledge the collateral of experience for which there has been issued a certificate of "guarantee," good for its face value to every purchaser of an Iver Johnson Revolver.

SEND FOR CATALOGUE. Mailed Free upon Application

IVER JOHNSON'S ARMS & CYCLE WORKS,
New York Salesrooms, No. 99 Chambers St. FITCHBURG, MASS.

AN UP-TO-DATE FENCING TOOL.

PAGE'S PATENT LEVER WIRE STRAINER.

Sole Licensees and Manufacturers:—IRONSIDE, SON & CO., 16 Water Lane, Gt. Tower St., London, Eng.



Repairing a Broken Wire.

AGENTS WANTED.

Capable of straining Barbed Strand or Plain Fencing, Signal, Telegraph, etc., wires of all sizes, exerting a pull of 12 cwt. Weight, 4½ lbs. Write for illustrated pamphlet. First Prize, Sydney, N.S.W., 1902-1903 Agricultural Shows, gained in competition with a dozen competitors.

THE HANDIEST TOOL OF THE YEAR.

ADVANTAGES. Saving of time and labor. No need for expensive straining posts, ratchets, and other oddments. Cost saved in the erection of the first 100 yards of wire fencing.

**GOOD HOLLOW-WARE and GOOD FLAT-WARE
MEAN GOOD BUSINESS.**

This is what you want!

THEN see our Samples, none more up-to-date, before ordering for Holiday Trade.

E. W. GILMORE & BRO.

Importers of Silver-Plated Ware. - 86 Bay St., Toronto.

**DOMINION STEEL PRESIDENT
RESIGNS.**

ON Tuesday, Mr. James Ross, president of The Dominion Iron and Steel Co., handed in his resignation. The reason assigned is his objection to being on the directorate of both that company and The Dominion Coal Co. while the proposal to discontinue the case between the coal company and the steel company was under consideration. His letter in resigning was as follows:

Montreal, Que., Aug. 18, 1903.

W. B. Ross, Esq., Secretary Dom. I. & S. Co.:

Dear Sir,—As I explained to the Executive Committee, it seems to me that it is quite impossible for me, under existing relations, and in view of the negotiations going on between this company and the Dominion Coal Company, to remain on the boards of both companies, and accordingly feel it my duty to resign my position as president and director of The Dominion Iron and Steel Com-

pany, Limited, and I will be obliged if you will at the meeting to-day place my resignation before the board.

I would like at the same time to say how much I regret to be obliged to take this course at this time, as I should like to do all I can to make the company a success, for I believe it should soon recover from all its preliminary troubles.

Please assure the board that I am at their service at any time to do all I can when required to assist the enterprise with advice or in any other way.

Yours truly,
(Signed) James Ross.

Most of the points in dispute between the two companies have been settled, but the one that materially affected the coal company seemed to keep the different interests as far as ever apart. As it now stands, the situation is quite acute, and it is just possible that after all some arrangement will have to be made whereby the lease will continue.

Business Changes

ONTARIO.

Chas. Bonlander, hardware dealer, Elm Street, has sold out.

Leonce Gauthier, general merchant, Grande Baie, has assigned.

The assets of the general business of Geo. Pouliot, Rockland, were sold by auction on August 18.

QUEBEC.

The Berry Furnace Co., Warden, have been registered.

Findel & Cloutier, blacksmiths, St. Monique, have dissolved partnership.

Larose & Riopel, hardware merchants, St. Louis de Montreal, have been registered.

A meeting of the creditors of J. A. Lacerte, Ste. Severe, will be held on August 22.

The Standard Tinware Co., Montreal, have dissolved partnership, and there will be a new registration.

J. M. Laganiere, general merchant, La Chevrotiere, has sold stock at 62½c. on the dollar to A. Naud.

A meeting of the creditors of Calixte Beaudry, general merchant, St. Nazaire, was held on August 20.

P. J. Normand, general merchant, St. Julie de Somerset, is dead. A meeting to appoint a curator has been called for August 28.

A meeting of the creditors of J. L. Aubert, general merchant, Thetford Mines, to appoint a curator, has been called for August 29.

NOVA SCOTIA.

C. P. Terrio has registered consent for Fannie M. Terrio to carry on a lumber and general business in Arichat, in her own name.

MANITOBA AND NORTHWEST TERRITORIES.

A. C. Lawson, Cartwright, is commencing a general store.

Wm. Young, general merchant, Rossburn, has sold out.

Reid & Galbraith, blacksmiths, Arcola, have dissolved partnership.

Bain Englewin, general merchant, Treherne, is retiring from business.

John Sharpe, harness and hardware dealer, Elva, has sold to F. E. Wright.

Peterson & Monson, hardware dealers, Wetaskiwin, have dissolved partnership; Chas. Peterson continues.

BRITISH COLUMBIA.

M. Foley, general merchant, Atlin, is advertising his business for sale.

The stock of the hardware business of C. S. Ryder, Ladysmith, is advertised for sale by tender.

HARDWARE AND METAL

H. S. HOWLAND, SONS & CO.,

WHOLESALE
ONLY

37-39 West Front Street, **Toronto.**

LIMITED
ONLY
WHOLESALE

Hunters' Equipments.



Pistol Holsters,
Russet Leather.



Canvas and Corduroy Caps.



Canvas Knee Leggings.
To Lace and Spring



Shell Belts.
With and without Shoulder Straps.



"DEAD SHOT" Powder is the best Black Powder made.



Canvas Shell Bags.
To hold 50, 100 and 200 Rounds



Canvas Hunting Coats.



Tan Duck Gun Covers.



Corduroy Hunting Coats.



Tan Duck Rifle Covers.



Tan Duck Shot Gun Covers.

For Guns, Rifles and Ammunition see our Hardware Catalogue.

H. S. HOWLAND, SONS & CO. LIMITED, Toronto.

OUR prices are right.

Graham Nails are the Best.

WE ship promptly.

Factory: Dufferin Street Toronto

Hardware and
Metal

MACHINERY



Key Electric Dynamo and Motor Co., Limited

Write for our list of Motors for all pur-
poses, and for the conditions. Special
prices.
We are located at 100 Queen St. East, Toronto.
Phone Main 1244. Estimates cheerfully given.

"THE PEERLESS"

is the best Bolster Spring ever produced. A fine
line for the hardware trade. Write Us for Prices



JAMES WARNOCK & CO., - GALT, ONT.

THE ROSSENDALE BELTING COMPANY, Limited

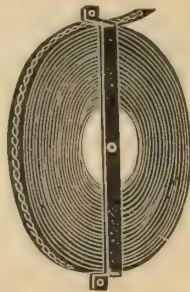
The **ONLY** British Belting Manufac-
turers having a Branch in the Dominion
dealing direct with the consumer.

Sole Agents for Canada for "JACK-
SON'S PATENT BELT FASTENERS."

SEND FOR PRICE LIST.

59 to 63 Front Street East, TORONTO.

BOX STRAPPING OF ALL KINDS



Steel and Wire Box Straps, Flat, Plain,
Embossed, or Twisted, with or without nail
holes, in all widths and gauges.

MANUFACTURED BY

STANDARD METAL STRAP CO.

336-342 East 38th St.,

Cable Address: "Metalstrap." NEW YORK, U.S.A.

FAIRBANKS

Renewable
Asbestos Disc

VALVES



The longest wearing and most economical valve in the world to-day.

The **Renewable Asbestos Disc** can be easily changed without the
use of tools or loss of time, and after this change the valve is practi-
cally new again.

Their many points of superiority have been fully demonstrated by the
severe test of actual service, and for this reason Fairbanks valves are
specified by the leading architects and engineers throughout the **world**.

We would like to send **you, Mr. Dealer**, our special valve cata-
logue on request. Write us.

THE FAIRBANKS COMPANY

MONTREAL

WINNIPEG

VANCOUVER

MACHINERY

NEW MODEL TURRET LATHE.

THE accompanying cut is an illustration of the 2x26 New Model turret lathe, made by The Pratt & Whitney Co. of Hartford, Conn., and sold through their Canadian agents, The Fairbanks Co. of Montreal. In the manufacture of these lathes it has been the aim to reach a higher degree of mechanical excellence than has heretofore been obtained in turret machines and results have been highly satisfactory. The features of early construction, the merits of which have been established by years of use, have been retained, while new features, the need of which have been pointed out in practice, have been added to the improvements incorporated, making possible greater accuracy, capacity, convenience and durability.

The machines are not only adapted to repetition work, in the production of duplicate pieces in large lots, but their

work is advantageous for the manufacture of duplicate work in lots of not more than six pieces. It has been demonstrated that the New Model turret lathe can be set up for any kind of work in less time, and with less expense for tools, than any other machine of its class.

The head, stock bed and pan of these lathes are cast together in one piece. It is of direct mechanical advantage to cast the head, stock and bed together to ensure against derangement of alignment, and by casting the pan integral with the bed, the latter is materially reinforced, without increasing the weight of the machine as a whole. In fact, the machines are materially less in weight than would be permissible were the bed and pan to be cast separate, and the present strength and stiffness maintained. Further, by reversing the cone pulley, on the small sizes, the front bearing of the spindle is greatly reinforced, better

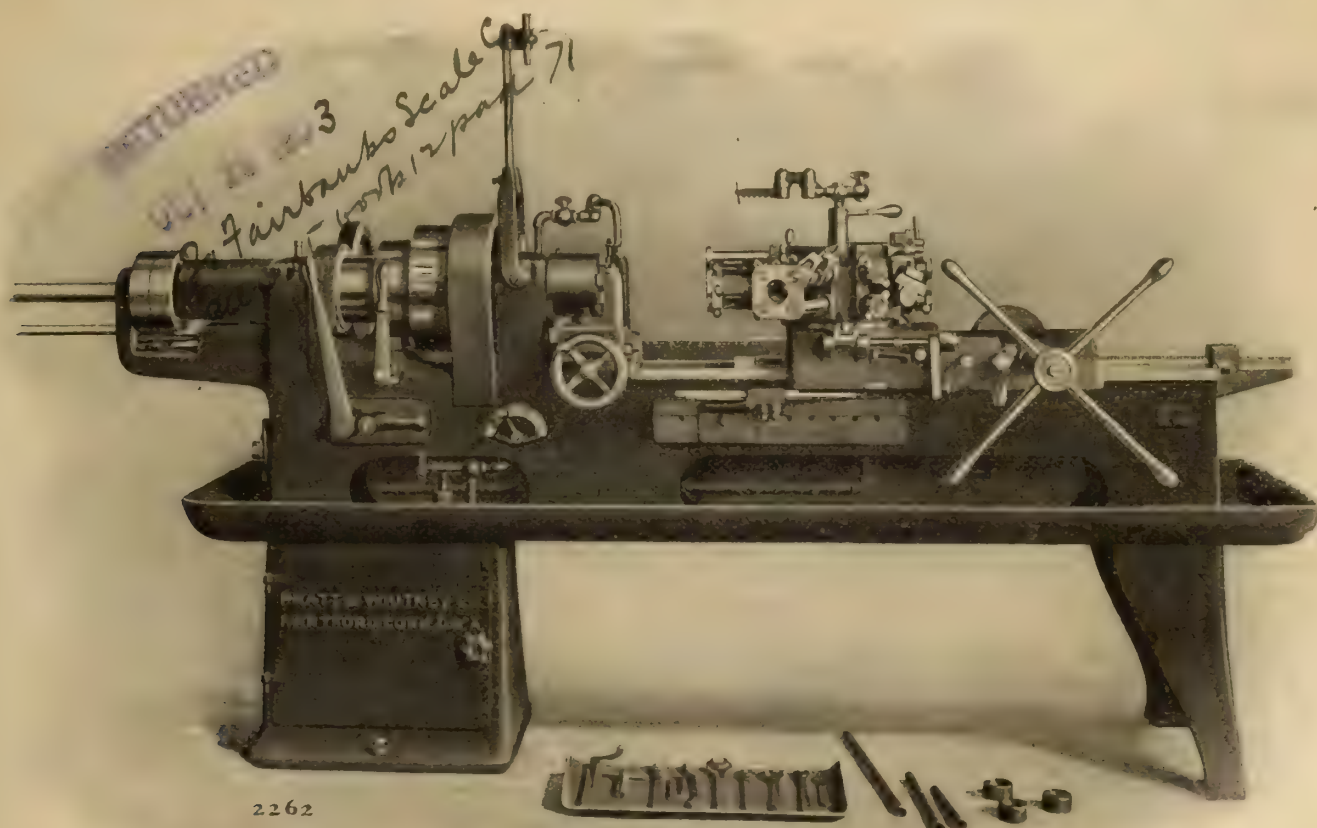
providing against springing, when heavy cuts are being taken. The end thrust and spindle are entirely taken up by the main bearing.

The value of a collet which, in closing, does not withdraw or further advance the stock, particularly on "second operations," will be appreciated by all familiar with turret lathe work.

For turning short work, such as rings and collars, in diameter above the regular collet capacity of these machines on rod work, blank split step-chucks and closers are furnished, which materially increase the range of work these machines will handle. In these chucks, the feature of non-withdrawal of the chuck in closing is retained.

For handling castings or forgings, these lathes may be fitted with a two jaw chuck, in which either solid or inserted jaws may be used.

The turret slide runs directly on the bed of the lathe, thus avoiding interne-



2262

double slide construction, making the adjustment of cutting tools and spindle more efficient and convenient, and providing an inner support against the strains put upon the turret mechanism than can be done when there are two slides between the turret and the bed.

Special attention has been given to the detail of these sliding surfaces. The gibs are underneath instead of at the side, so that the traverse alignment of the cutting tools is not disturbed in making adjustment for wear; the flat and bevel surfaces are so proportioned that the wear will be evenly distributed, providing against excessive and uneven wear on the one hand, or a tendency to bind and pinch on the other.

The turret locking and indexing mechanism in these machines has been given special attention. The index-rings are fully twice as heavy as in any other turret lathes of equal capacity, and are of hardened steel, with notches and locking bolt ground so that there is no measurable variation from one indexing to another. Locking takes place directly under the tools in use, the place which by every consideration of theory and of practice is the best location for locking pin.

The locking bolt construction employed in this lathe is worthy of special attention. This bolt, which is of tool steel, is in length nearly half that of the turret slide, wide enough so that the post on which the turret revolves may pass through it, and is provided on either side with a taper gib by which it may be adjusted either for wear or position without removing the turret from the slide. All parts are of steel and ground to fit. The locking lug proper is hardened and ground.

One of the most valuable features of this machine is the double cross slide which has power feed in both directions. By reason of the small diameter of nose piece for a given diameter of collar it is impossible to employ a heavy double cross slide directly under the collet, and to support the cut off and forming tools on same without overhanging. The cross slide may be placed anywhere between the headstock and the turret slide, and rigidly clamped at any desired location. There are adjustable stops for forming and cutting of tools.

Our patented turret tools designed for the New Model turret lathes we believe surpass all others in rigidity and in range of adjustment to cover a wide variety of shapes. With the multiple tools, pieces having almost any combination of shoulders can be made in a single operation. It is but the work of a few minutes to set the cutters for any required piece of work within the maximum capacity of the tools.

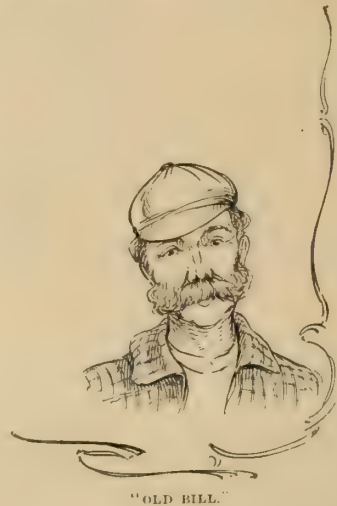
This New Model turret lathe we believe represents the foremost advance in turret lathe construction and we invite critical comparison with any other machine of its class either on points of mechanical design, accuracy, convenience or capacity.

The Fairbanks Co. have one of these machines at their warehouse, 747 Craig street, Montreal, and invite inspection.

BOILER ROOM TALKS, NO. 3.

FROM The Fairbanks Co., Montreal, we have received a copy of a unique booklet known as "Boiler Room Talks, No. 3." "Old Bill," the engineer, whose features we reproduce herewith, explains to his striker, "Jake," the virtues of vulcabestine sheet packing.

It is impossible to read more than a few lines without making the discovery that the speaker is a close relation of the immortal Mr. Dooley, and that Jake, like



Mr. Hennessey, is content to be a silent listener.

Old Bill is enthusiastic over the lasting qualities of semi-bronze piston-rod packing. "I was pretty tickled, and told the fellow that I did not see how he could do business if all the goods he sold lasted so long. He laughed, and said I reminded him of the man who was afraid to eat a good hearty dinner for fear he wouldn't have any appetite for supper, and that the policy of the company was to please their customers first."

As this booklet is something different from the ordinary, it should be of interest to all machinists. The Fairbanks Co. will be pleased to send copies to any of our readers who mention this paper.

NEW BOILER IN I. C. R. SHOPS.

There is now being installed in the I. C. R. shops at Moncton, one of the Babcock & Wilcox patent water tube boiler and economiser plants.

The Babcock & Wilcox system reverses

the old style of generating steam, for, whereas, in the boilers commonly in use the heat goes through the boiler tubing, in the Babcock & Wilcox boiler, the water is confined in these tubes, thus giving double the heating surface, and saving a large percentage in the cost of fuel.

The boiler plant consists of two batteries of two boilers each, giving 250 horse power to each boiler, making 1,000 horse power in all. The boilers are fitted with a super heater, which reheats the steam after leaving the boiler, thereby giving it greater force, and allowing it to be carried a long distance, and still retaining its full power.

The boilers are also equipped with the patent economizer, now deemed a necessary part of all up to date steam plants. The economizer heats the cold water before being pumped into the boilers, merely by using the waste heat and gases, which ordinarily go straight to the smoke stack, thus employing to the full all the heat generated by the one fire.

GERMAN ENGINES FOR CANADA

WE have to confess to a feeling of regret on learning that The Canadian Pacific Railway Co. have recently placed an important contract with Germany for 20 locomotives. Possibly The Canadian Pacific Railway Co. have their own reasons for doing this, although so far we have not yet seen what they are. As, however, we see that the contract was obtained by The Saxon Locomotive Co., of Chemnitz, in the face of British and American competition, we can only imagine that this railway company, like many others, notably in India and Egypt, have been deluded by the question of first cost. The English locomotive is a production the superiority of which we have always advocated, and so far results have justified us. We have ever been of the opinion that first cost in a locomotive means nothing in the actual expense when fuel consumption and cost of repairs are taken into consideration. When the Egyptian Government placed an order with the Franco-Belge because their price was £21 per engine less than the lowest English tender we made somewhat similar remarks. In this case our predictions proved to be exactly what happened. According to the Government engineer's report there was during the first term of working a loss of £127 11s. 1d. per engine in repairs, plus £32 0s. 1d. in coal consumption, against a first saving of £24. We hope the Canadian Pacific Railway will not have a similar experience, although we do not consider such a contingency outside the bounds of probability. The Merchant and Shipper, London.

Stencils

Now is a good time for Apple Shippers to get
Stencils, Stencil Inks and Brushes.
Our Brands are all first-class, and prices are low.

Hamilton Stamp & Stencil Works,

HAMILTON, ONT.

Headquarters for everything in our line.

PETRIE'S MACHINERY LIST.

(CORRECTED WEEKLY)

SCREW CUTTING ENGINE LATHES

9 x 40, 11 x 5, 14 x 6, 24 x 16, 25 x 12, 32 x 16, 32 x 18
Rebuilt, 13 x 8, 15 x 6, 16 x 6, 17 x 6, 18 x 7.

NEW UPRIGHT DRILLING MACHINES

20 inch Plain, Silver.
20 inch Plain and Back Geared, Barnes.
25 inch Barnes.
30 inch London Sliding Head.
13 inch Knecht Cone Drill.
14 inch Hamilton, Sensitive.
30 inch Bullard Boring Mill.
72 inch Universal Radial Drill, London.

SHAPERS

16 inch MacGregor-Gourlay shaper.
24 inch Triple Geared London Shaper.

PRESSES

Nos. 2 and 3 Back Geared Punching Presses.
Nos. 18, 19 and 21 Power Presses, Crosby make.

GEAR CUTTERS

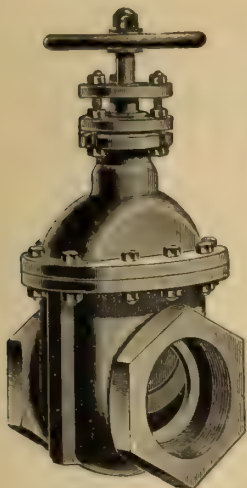
50 inch London Automatic and 30 inch Whitton Semi-
Automatic Gear Cutters, New

PLANERS

36 x 36 x 11, 36 x 41 x 10, 60 x 60 x 16 London make, New
Send for prices and catalogue of factory supplies.

H. W. PETRIE

131-145 Front St. West, 8-22 Station St., Toronto.



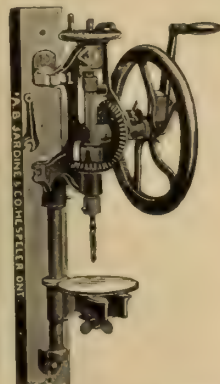
**We Make
Good**

VALVES

Write for Catalogue
It tells all about
them.

**The Kerr Engine Co.
LIMITED**

Walkerville, Ont.



TRADE MARK
REGISTERED

**Blacksmiths'
Hand
Drills.**

**The very
best.**

**A. B. JARDINE & CO.
HESPELER, ONT.**

"Say, Friend,"

your aim should be to start up for yourself.

Why Work

from morn till night for somebody else instead of
pushing a business for yourself and thus reap the full
profit of your labor ?

We Will

start men of ability and good character in, every
County in the Dominion.

WRITE FOR PARTICULARS TO

The Empire Machine and Metal Stamping Co.

Limited

1012 Yonge St.

TORONTO,

SOLDER that SOLDERS

Half and Half, Wiping, Refined, Strictly,
Wire, Oval, Angle.

THE CANADA METAL CO., WILLIAM STREET, TORONTO.

COLD PRESSED NUTS



of all shapes and sizes, finished, semi-
finished, case hardened, plated or
polished.



Canada Foundry Company, Limited,
14-16 King Street East, - - TORONTO.

CELEBRATED

HEINISCH

SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinnern' Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 155 Chambers St
NEWARK, N.J., U.S.A.

INCREASING THEIR PLANT.

It is quite evident that The Nicholson File Co. have come to Canada to stay, for although they have only been manufacturing files and rasps in this country for two years, they have during that time more than doubled their capacity, and now find it necessary to make further provision for a larger output, to enable them to meet the increasing demand for their goods. Consequently they are having a new dam built, and are putting in a more modern water-wheel, which, when completed, will give them a combined steam and water-power of over 300 horse-power.

They close down their works for stock-taking and repairs for one week to-day (Saturday). This is the first holiday for their employes since they commenced operating in Port Hope.

No expense has been spared to place these works on a par with the best factory on this continent.

Mr. Samuel Nicholson, the president, has unbounded confidence in the growth and future of the Dominion, and like many other Americans is willing to invest his money in this country. It is such enterprises as that of The Nicholson File Company that are materially assisting in making this fair Dominion a great nation.

NEW MACHINERY INSTALLED.

The Pillow & Hersey Manufacturing Co., Limited, are remodelling their plant to some extent and placing in a number of new machines for the manufacture of bolts, nuts and washers. When the machines are fully installed and in operation the mills will turn out a considerably increased quantity of these articles.

MACHINERY AND ELECTRICAL NOTES.

THE town of Whitby, Ont., proposes to spend \$65,000 in supplying electric light and water to the citizens. It is proposed to take over the existing electric light plant and to combine it with the water works.

Work has been commenced on the works of The Superior Portland Cement Co., Orangeville.

It is reported that the flint glass factory in Wallaceburg, Ont., which was recently burned, will be rebuilt at once.

It is reported that the year ending July 31 was a most prosperous one for The Jenckes Machine Co., Sherbrooke, Que.

J. M. Wilson, manager of the Owen Sound iron works, says that the new

foundry will be occupied within two months.

The Massey-Harris Co. will in future be represented in the district of Wingham, Ont., by A. Glover, formerly of Orangeville.

The C.P.R. freight car repair shops in Winnipeg and some 20 freight cars were destroyed by fire recently. The estimated loss amounts to \$25,000.

Tait & Dick, foundrymen, of Clarksburg, Ont., will shortly erect a brick moulding shop, besides making alterations in their present buildings.

The nut and bolt plant of John Dittrick, Perth, Ont., has been sold to the Montreal rolling mills, and the stock and plant is being removed to Montreal.

Burglars blew open the safe at Ballantine & Co.'s foundry, Preston, on August 14. Although they secured no money, the safe and the office are a total wreck.

Thirty-eight new locomotives have been, or are about to be, added to the rolling stock in the freight service on the C.P.R. between Winnipeg and Fort William. It is said that the engines are especially adapted for hauling heavy loads, and that they are the largest locomotives of their class yet seen in the West.

T. T. Simpson, consulting electrical engineer, Ottawa, says that a company is being formed to develop the water power at the McPherson Falls on the Vermilion river, near Sudbury, and that a large electric plant will be installed there and the energy will be transmitted to the nickel mines in that vicinity.

The Belleville Rolling Mills, belonging to Kirkwood & McKinnon, have been purchased by a syndicate, composed of C. Carboneau, Paris, France, A. Wells, Dawson City and M. Jackson, Paris, Ont. It is the intention of the syndicate to at once put the mills in first-class repair and operate them to their full capacity, in which case the owners will secure a bonus of \$5,000 per year from the city. The capital of the syndicate is \$250,000. The promoters say that, if successful in the present venture, they will build and operate smelting works in connection with the rolling mills.

IRON AND STEEL BOUNTIES.

THE Minister of Finance proposed resolutions in the Dominion Parliament on August 4 for the further encouragement of the iron and steel industry, and a bill giving effect thereto received its initial stage.

In committee, Hon. W. S. Fielding

moved the resolution authorizing the payment of bounties upon manufactures from steel produced in Canada from ingredients of which not less than 50 per cent. in weight consists of pig iron made in Canada, viz.:—

(a) On rolled, round wire rods, not over three-eighths of an inch in diameter, when sold to wire manufacturers for use in making wire in their own factories in Canada, a bounty of six dollars per ton.

(b) On rolled angles, tees, channels, beams, joists, girders, or bridge building or structural rolled sections and on other rolled shapes, not round, oval, square or flat, weighing not less than 35 pounds per lineal yard, and also on flat eye bar blanks, when sold for consumption in Canada, a bounty of three dollars per ton.

(c) On rolled plates, not less than thirty inches in width, and not less than one-quarter of an inch in thickness, when sold for consumption in Canada for manufacturing purposes, for which such plates are usually required, and not to include plates sheared into plates of less width, a bounty of three dollars per ton.

Also providing that the reduction of bounties paid on steel and iron manufactured in Canada be postponed for one year, so that the bounty paid up to June 30th, 1904, shall be 95 per cent. of the bounty originally granted, up to 30th June, 1905, 75 per cent.; up to 30th June, 1906, 55 per cent., and up to 30th June, 1907, 35 per cent.

Mr. Fielding said that the resolution dealt with bounties already existing, and, further, proposed to grant bounties for new forms of steel manufactures which are not at present in operation in Canada. He had reason to believe that this aid would fall far short of what some manufacturers desired; but, while it would be too much to hope that the Government would be able to entirely satisfy the applicants, he anticipated that the aid would be sufficient to accomplish the purpose in view.

Mr. R. L. Borden, the leader of the Opposition, in speaking on the subject thought that the iron and steel industry could only be permanently benefited by tariff legislation. He hoped that an increase in the tariff would be made very soon, so that the Canadian manufacturers might catch the Canadian market.

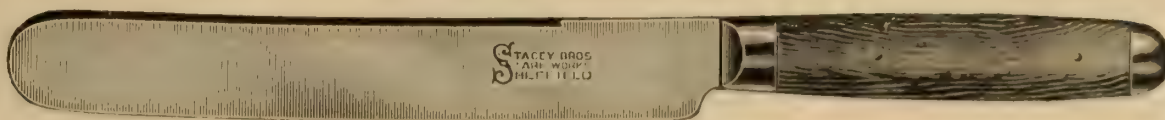
THE TIRE EXHIBIT AT THE "DOMINION."

The Dunlop Tire Co., Limited, Toronto, will have a special exhibit of rubber goods in the Transportation Building of the Dominion Fair. This will include rubber carriage and bicycle tires, horse shoe pads, rubber heels, rubber mats and tiling. A great many improvements have been recently introduced into the manufacture and designs of these goods and those bearing the mark of the "Two Hands" have taken them all as special property:

HARDWARE AND METAL

STACEY BROS.,

ARK WORKS, Bishop St.,
SHEFFIELD, ENGLAND.



No. 8816.

Manufacturers of all kinds of Cutlery, including Shell Bolster, Ivoride, Tables and Carvers, Fish Eaters, Butcher Knives, Steels and Pocket Knives.

The Canada Screw Company

HAMILTON

TORONTO

MONTREAL

ASK FOR OUR



Wood Screws,
Machine Screws,
Tire Bolts,
Stove Bolts,
Rivets,

Wire Nails,
Screw Eyes,
Screw Hooks,
Gate Hooks
and Eyes.

SPECIALS
OF
ALL
KINDS.

Mr. Hardware Dealer--

If you are not carrying our lines
you are losing money which
might be yours.



DODGE WOOD SPLIT PULLEYS offer hardware dealers an excellent profit—nearly every manufacturing plant is a purchaser of wood pulleys, and you might just as well not have the profit that can be made by selling to them. Every user says the "Dodge" is the most satisfactory pulley to use.

Then, too, there is our line of shafting—high-grade steel shafting that offers an excellent profit. You can carry a small stock of well selected sizes which will give you a line to meet the ordinary needs of the manufacturing plants in your section.

Write to us and we will put you "next" to these good money makers.

THE DODGE MFG. CO. OF TORONTO, Limited
TORONTO, ONT.

Window and Interior Displays

Timely Hints and Suggestions.

The Value of Display Cards.

THERE has always been much discussion concerning the selling value of cards in the windows or interiors, and there is little chance of an agreement being arrived at between those who speak highly and those who speak disparagingly of their use. If an unprejudiced observer were to visit the localities of these two classes of merchants, he would find that the difference of opinion is caused more by the difference in the demands of the residents of the two localities than by any shortsightedness on the part of the merchants.

It is a state of affairs which every store has to consider and respect thoroughly, that the people in one town have to be treated in a different manner from the people of perhaps a neighboring town. One town may depend upon the surrounding farmers, another upon its working men or factory hands, another upon a richer class, and still another upon the nationality chiefly represented. In dealing with each of these classes different systems must be adopted, and thus it is that some merchants find the use of price and other cards not so satisfactory as their greatest admirers claim. General rules in regard to cards must therefore be adhered to, only to the extent that they do not interfere with the particular requirements of the people who do business in the store.

And yet it is safe to say that there is no store that will not very often find many sales result from the use of cards, even in the case of people who in conversation speak against them. When a card is neat in size, shape and printing, and judgment is used in the wording and placing, very little fault can be found in it. Some merchants assert that the displayed price of an article very often deters people from considering its purchase, who would have otherwise enquired the price and either through lack of time to think, or through disinclination to show the smallness of their purse, will pay the money and take the article. On the face of it, this argument lacks evidences of honest dealing, and few self-respecting men will use it. A moment's thought will show that a customer thus caught will be lost, and ever after fear to ask prices in that store if the price he paid was too high. The objection that

cards spoil the appearance of a window depends entirely upon the style of the card, and not upon the principle of their use.

As in anything else, there is, of course, a possibility of ruining the effect of a window by the use of cards. The proper kind are fairly small in size, neat in shape and printing. A large, ragged edged card with conspicuously amateurish

A Window Display Competition.

HARDWARE AND METAL, for the encouragement of tasty window displays, has decided to open a competition for its subscribers. Prizes will be awarded for photos or drawings of window displays and accompanying descriptions of the same. The prizes will consist of:

First Prize	-	-	-	\$10
Second Prize	-	-	-	\$7
Third Prize	-	-	-	\$5

and \$2 for every picture and description which is considered worthy of publication.

The competition, which closes on Sept. 1, will admit of photographs, pen and ink or wash drawings, with good ideas counting more than the picture itself, although, of course, all pictures in order to receive a prize, must be of sufficient distinctness and good workmanship to admit of their publication.

There is no progressive merchant but has at least one window a month that is worthy of entering this competition, and the prizes are so arranged that, even if a window does not win the \$10, \$7, or \$5 prize, it may be awarded a \$2 prize, provided only that it is of sufficient merit to publish in the columns of this paper. This award will cover the cost of the photograph and there is no reason why any merchant should not obtain it. The number of photographs or drawings submitted by each store is not limited, nor is the number of \$2 prizes; a merchant may win a dozen if his pictures merit them.

Should any intending competitor not know how to take a window picture, this paper will be glad to furnish him with instructions. In general terms, it may be stated that the early morning, when the light is clear, when few people are abroad and when there is the least reflection, is the best time to photograph the display. A good photograph can also be taken at night by the aid of an electric or flash light.

Mark all manuscripts and photographs intended for this department with the words "Window Dressing Competition."

printing is an eye-sore. There is a certain store on one of the principal streets of a large city, that upon its commencement, did an enormous business, on account of the name and flashy methods of business adopted. This store continually kept its windows full of a careless array of goods and immense cards both inside and out, cut and printed in the rushy style that was conspicuous in the whole

business. These cards were painted with a huge paint brush and a clumsy hand, and contained such items of information as "While they last 13c.," "Half-price today," "Less than cost," "Slaughter price 29c.," and so on. For some weeks, being in a large city and on a busy street, a good business was done, but the idea of a continuous sale, the trashy, careless appearance of everything, soon convinced customers that they were paying a little less than high prices for decidedly inferior goods. One month was sufficient experience for that store.

In that way show cards cannot be spoken too much against. The untidiness, the lack of taste and attention and the very conspicuousness of the cards helped ruin the business. Such large cards undoubtedly attracted the eye, but the general appearance of them repelled it again, before it could rest on the goods.

Judgment, too, must be used in the wording as well as in the appearance. Customers, as a rule, have too much common sense to believe that goods will be sold at "Half-price" or "Less than cost," and once a suspicion seizes the mind all future actions will be viewed with suspicious eyes. Slang phrases, as a rule, are repulsive to the passer, or if not, are no advertisement, as they do not catch the right people. Comparisons with a neighbor's or competitor's prices or styles always injure trade. The writer has in mind two bicycle repair shops that stand side by side in a certain city. Both shops show almost identically similar signs and notices; both shops are almost exactly alike in size and plans, and yet one does many times as much business as the other. The question may be asked if it is not partially caused by the sign in the window of the less important store—a large hand pointing toward the competitor and containing the words: "25 miles to the next repair shop. Get your repairs done here, and pump up." The other shop keeps along in its regular business, provides good pumps outside for wheelmen, does good repairing and never notices its neighbor.

There is one very important point to keep ever in mind, in the use of price cards, and that is, avoid using them on a display of high priced goods. By this is not meant only goods that bring ar

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Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

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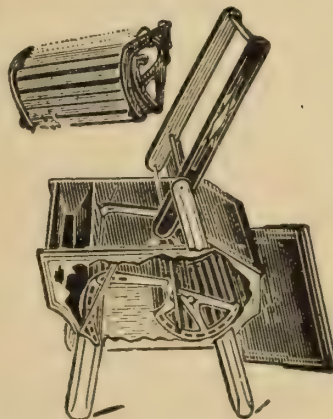
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THOS. C. IRVING, Gen. Man. Western Canada, Toronto,

WEST INDIAN OPENINGS FOR CANADIAN TRADE.

excellent profit and are thus too high-priced, but consideration must also be paid to the relation of appearance and price. That is, an article may be easily worth \$10, depending upon the cost, or even upon the quality and endurance, but if it does not look to be worth it, or if its value has to be explained to be seen, price tickets should certainly not be used.

The great fault displayed, when the value of cards is believed in, is the over-use of them. Too many defeat their purpose. A few of the principal articles or bargains only should be picked out and ticketed, except, of course, in the case of a window filled with articles of a similar nature, where the relative price is an important thing. The merchant that makes a habit of using cards will even find it a good plan occasionally to arrange a window without cards. People get accustomed to seeing them and may pass them by; but by sometimes omitting them in the display, the window will constantly appear to have something new in its design.

Show cards have at least the one decided advantage that very often a passer will see an article but if no price is shown, he fears it will be too high, and most men dislike inquiring the price, if its extravagance may preclude its purchase. It is very often the combination, or rather the relation, of price and appearance, that sells the thing shown. A man or woman may see something that attracts them, or that they may find great use for; when the price is shown, he can decide whether it is worth it to him, but when the price is not shown, unless it is absolutely needed, he will, in nine cases out of ten, pass it by, for fear its price is prohibitive. If a merchant is the only one in his town, he may with comparative safety neglect to ticket an article of daily necessity, but one of luxury is benefitted by the price-card, if the price is reasonable. In a town with opposition even, articles that every man must have are sold more freely when prices are shown.

Not only in windows is the use of cards found to be of value, but also in interiors. Here price tickets do not obtain so much importance as general cards, such as "A fresh shipment," the particular name or brand of any goods, or the qualities possessed. The number should always be limited and more careful attention is required than in the window. In a large store neat direction cards are of great service telling the floor on which certain goods are found, and the lines sold at each counter. Price tickets are often well used where display counters fill part of the floor space. Shelving, however, should never be disfigured with cards, nor should the counters over which the stock is sold.

IN these days, when such a statesman as Hon. Joseph Chamberlain proposes to change radically the fiscal policy of "free-loaf" England, that trade between the various colonies may gravitate towards the natural centre, the markets of the Mother Country, and that the Empire may be bound together in community of interests, as well as by the present sentimental bonds of blood and loyalty, any information that will tend to increase the trade between one colony and another is of paramount interest.

Of late years the trade of Canada, for export, has largely increased, and new markets have to be sought for in which the surplus products can be disposed of to advantage. There is a large market in the British and other West India Islands, which has been supplied largely by the United States, and which the Government of Canada, the Manufacturers' Association, and many private parties have done much to attain. Canada wants sugar and other products of these islands, and they can consume our flour, butter, cheese, fish, and many other products of the soil or our manufactures, thus producing the basis of international trade—a fair exchange of commodities.

There is much, however, to be done before Canadian trade with these southern islands will be successful. Instead of considering these markets as a dumping ground for surplus products, the conditions and requirements of the markets must be studied carefully, and catered to as particularly as to our own local markets. This fact is emphasized by Mr. E. L. Thorne, manager of the Union Bank of Halifax, who returned last week from a vacation trip, which included the West India Islands. In an interview Mr. Thorne says:

"On the steamer which took me south there was 4500 tons of United States freight. Now, that might have just as well have come from Canada. Trinidad people—and it is the same in the other islands—only buy enough to last one day, and they like to get hold of things done up in convenient packages. The United States shippers seem to understand the knack of doing this, while Canadians do not. In a word, we do not understand the situation as we should up here, and apparently Canadians will not spend the time and money in learning. As soon as they understand what is wanted, and how it is wanted, they will have no trouble in finding a market."

Rev. Dr. Grant, a Nova Scotian, now on a visit to his native land, also has the same story to tell of a large market for Canadian products, if properly catered to. Dr. Grant has labored as a missionary in Trinidad for thirty-two years,

and his son, Mr. T. Geddes Grant, is in business in Port-of-Spain, the centre of Trinidad trade, and has done much to extend Canada's trade with that flourishing island. Mr. Grant will attend the coming meeting of the Chambers of Commerce at Montreal, when no doubt his views on intercolonial trade will be of much interest to Canadian business men.

Dr. Grant says: "The relations between Canada and Trinidad have developed very materially during the past year. We can supply just what Canada wants in the way of tropical products, and Canada, in turn, can give us food stuffs, lumber, and some dry goods. Several things have contributed towards this. A number of our business men have commenced to make trade with Canada a specialty, prominent Canadians have been down there, and have succeeded in making Trinidad pretty familiar with Canada. Canadian money is being largely invested there, as in The Trinidad Electric Co. and the Union Bank of Halifax, and the visit of the president and secretary of the Manufacturers' Association did much in this line. The visits of such men have established a friendship between the two countries which is fostered and cherished by the people of the whole Southern Colony."

Dr. Grant corroborates the opinion expressed by Mr. Thorne: "The increase in trade between Canada and Trinidad has been especially marked during the last few months. But complaints are rife as to the way goods have been shipped in the past. I understand, however, that there is a disposition on the part of shippers to adapt themselves to the requirements of the market, and yet there is evidently still room for improvement, for, on leaving Trinidad, I saw several packages of butter rejected, and they were certainly unfit for use. Their condition was wholly due to a want of care in putting them up."

Trinidad, at present, imports largely, and it has a future before it which, in a few years, may double its population and consequently its trade. Dr. Grant expresses the opinion that when the Panama Canal is opened it will have a tremendous influence in advancing the status of that island, the resources of which are only partially developed. It may thus be seen how important it is for Canada to grasp at once this opportunity of increasing her trade with Trinidad, as well as with the other West India Islands. With the trade of Trinidad secured, a large portion of the trade with Venezuela would also be secured.

The latest returns of the trade of Trinidad show that, in round numbers, it is \$25,000,000. Of this amount \$7,916,000 is with Great Britain; \$7,257,000 with the United States; \$1,809,000 with France; \$4,590,000 with Venezuela; and only the limited sum of \$710,000 with Canada.

The products imported by Trinidad, outside of manufactured goods, which Canada could supply, are as follows: Flour, \$820,000; oats, \$106,000; butter, and butter substitutes, \$260,000; candles, \$36,000; cement, \$85,000; cheese, \$36,000; coal and coke, \$125,000; fish, \$332,000, which trade, if secured, would triple the present amount of Canada's trade with that island.

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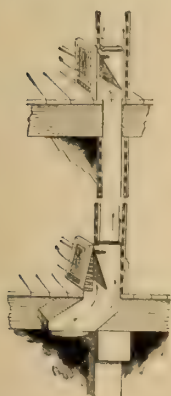
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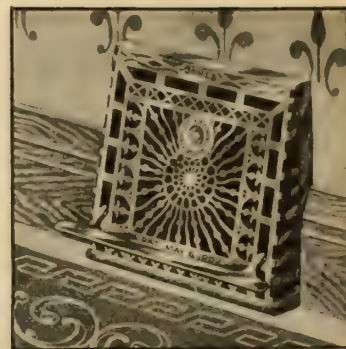
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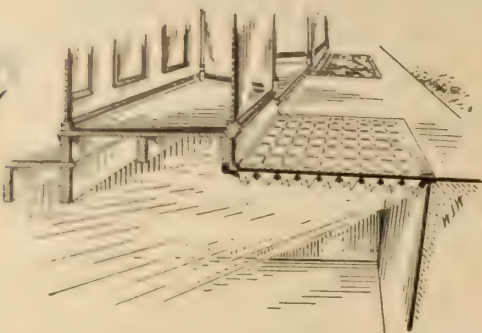
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POTENT INFLUENCE OF THE BUSINESS MAN.

ALTHOUGH the Chambers of Commerce of the Empire, now in session in Montreal, are not endowed with power sufficient to legislate for the smallest community, their influence is nevertheless sufficiently potent to be felt even beyond the circle of the British Empire, for foreign countries as well as countries within the Empire are watching with interest the proceedings of the convention.

What gives the convention its chief importance is the fact that it is composed of business men representing Great Britain and her colonies, who have met together to discuss specific questions concerning not only the trade and commerce of the British Empire, but indirectly every country as well with which the Empire does business; and that of course means every country in the world. Incidentally, this is a tribute to the influence of the business men of the Empire. The voice of the business man is becoming more and more potent. When the business man speaks on questions appertaining to trade and commerce, the politician stops and listens. The latter may not always obey, but he is compelled to do so at least sometimes.

The Empire is undoubtedly coming to the parting of the ways in regard to matters appertaining to trade and commerce. Just what direction therefore it shall take is momentous. Some people may possibly attach greater importance to tariffs than is really warranted, but whether this be so or not, the fact is none the less patent, that the future trade relationship of the component parts of the Empire with each other are involved in the question of preferential trade.

The question is not one that can be satisfactorily solved by politicians, it is beyond their ken. It may possibly be even beyond the ken of the business men who are now assembled at Montreal. But if business men cannot solve it no one can. It is because the delegates to the Chambers of Commerce Congress have set themselves to the task of considering the subject, and that their verdict is likely to greatly influence the action of the Imperial Government, that the world is watching the proceedings in Montreal with almost as much concern as if they had the final decision in the matter.

Business men study trade questions in the light of their own experience. They do not measure them by the tenets of either free-traders or protectionists. It is well that it is so.

A CHANCE TO SEE CANADA.

IT is gratifying to find that special facilities are being provided by the Dominion Government to enable the delegates to the Congress of the Chambers of Commerce to see something of the country before they return to their homes. Preparations are being made for two trips, one through Western Ontario over the Grand Trunk and Canada Atlantic railways and one through the Maritime Provinces partly by the Intercolonial Railway and partly by boat. A more popular tour, embracing both of these shorter trips, is the "All-Canada," and the indications are that a large number of the delegates will be wise enough to take advantage of it.

In no other way could Canada receive a better advertisement. What we most require in this country is an influx of capital

and immigration to develop our resources. It has been our misfortune to be known throughout England, and, indeed, throughout the British Empire, by the poetical, but misleading, title of "Our Lady of the Snows." Among Englishmen in general there is often to be found a most astonishing lack of information as to our climate, our resources and our stage of development. The English delegates to the conference are an unusually well-informed body of men, who are keenly alive to the importance of developing Canadian resources. But it is an undeniable fact that even ordinarily well-informed Canadians know all too little of their country, and as for the delegates, they have much to learn of our possibilities. The all-Canadian tour is admirably adapted to enable them to become acquainted with the country, and it is confidently predicted that the result of their visit will be to make the delegates enthusiastic friends of the premier colony.

Fortunately, the Dominion Exhibition will be in progress during the visit to Toronto, and no better opportunity could be afforded to learn the extent of the resources of Canada. Here the visitor, who has heard of Canada only as an agricultural country, will learn to his surprise the magnitude and variety of Canadian manufacturing interests. In the display of fruits and grains he will have irrefutable evidence that the frosts and snows of Canada are not so dreadful as the pictorial journals of England would have him believe. The trip to the Pacific Coast will be taken at the time when the magnificent western wheat crop is being harvested. As their eyes grow weary of the monotonous prospect of countless miles of golden grain, grown in a country long believed to be a frozen wilderness, the tourists will surely be convinced of the boundless possibilities of the Canadian West. We believe that the English delegates will return to the Motherland as enthusiastic, though non-official, Canadian immigration agents. To be appreciated and admired Canada requires only to be known, and therefore favorable results may be expected as a result of this tour of inspection by leading business men.

DRAWBACKS TO OUR WEST INDIAN TRADE.

MR. CHARLES S. PICKFORD, representing The Pickford & Black Steamship Co., Halifax, N.S., is in Toronto. He has just returned from a six months' trip to the West Indies. In addition to the interests of his own firm, which he is looking after, Mr. Pickford's special mission to Toronto just now is in regard to the exhibit of West India products which is to be made at the Dominion Exhibition, which opens August 27. The exhibit of these products will occupy a space of 1,300 square feet. The consignment, which arrived at Halifax last week, is made up of 50 packages. An exhibit of West Indian products is to be made at Ottawa as well.

Speaking to THE CANADIAN GROCER of the trade between Canada and the West Indies, Mr. Pickford said: "Our steamers have full cargoes all the time from the West Indies to Canada. The increase into Canada in the imports of West India sugar has been very great, but I am very much disappointed at the condition of trade the other way. True, the trade to the West Indies from Canada is increasing, but it is certainly not increasing as we thought it would. I think our manufacturers are a good deal to blame in this way. One instance came under my notice when I was in the West Indies. A certain firm in Canada took orders for goods to be delivered at a specified date. Two months after the date specified the goods had not arrived, but what increased the aggravation of the buyers was the fact that they could not get any satisfactory answer from the Canadian manufacturer who had sold them the goods as to whether he intended to fill the orders or not. In other instances a great many orders were away behind in being delivered. Complaints have been made to me from time to time of the neglect of Canadians to reply to letters, and that sometimes when answers do come they are very tardy. There is no doubt in my mind that the people of the West Indies are willing to do business with us, but we cannot expect them to drop a certainty for an uncertainty. What I mean is that we cannot expect the West Indies to transfer their trade from

the United States to us when the Canadian exporters are so lax in the matter of delivery."

"How did you find trade matters in the West Indies?"

"I think the West Indies are picking up. This is exceptionally true of Trinidad. Barbados, on the other hand, has been having a pretty hard time of it. Owing to the smallpox epidemic, that island has been quarantined for nearly a year; while, to make matters still worse, their sugar crop is only half what it should be. The crop there, instead of being 60,000 tons, is only about 35,000 tons; then the yield of molasses, instead of being about 42,000 puncheons, is only 25,000. There was some compensation of course, the price being about 10 cents per gallon higher than a year ago. The crop of molasses is short all over the West Indies this year."

"From your own observation, how would you say would be the best way for Canada to increase her exports to the West Indies?"

"The only way to get trade is to go after it. It is no use writing letters. That is not what the United States do. They send their travellers all through the West Indies, with samples of all classes of goods. You cannot strike a port throughout the West Indies at which you do not run against three or four commercial travellers from the United States; and there must be money in the business or those travellers would not be sent over the same territory time and again. If there is money in it for the manufacturers of the United States there certainly should be money in it for the manufacturers of Canada.

"There is one thing I want to tell you about, which struck me as being rather significant. I went into the warehouse of a merchant at Port of Spain, Trinidad, last January, and was surprised to see winnowing machines which had been made at Chatham, Ont. I asked a merchant how he got the machines, and to my surprise he told me that he had obtained them through a London, Eng., firm, and that he was importing them right along from there, buying them from

a merchant named H. Howes. Now," said Mr. Pickford, "if a firm in London can pay the freight from Chatham, Ont., to London, Eng., and from there to the West Indies, why cannot manufacturers in Canada find it profitable to ship winnowing machines direct to the West Indies. The name of the Chatham manufacturer of the machines was Manson Campbell. The merchant who showed me the machines remarked to me, 'Say, you Canadians are slow. If you were not, why should you not sell direct instead of through a London, Eng., house?'"

Continuing, Mr. Pickford said: "The time is now fully ripe for the Canadians to seize the West India market, and if they let the chance slip through their fingers they have only themselves to blame."

THE EDUCATION FOR A MERCHANT'S SON.

COMPLAINTS are general that boys and girls from our public schools cannot write legibly. In fact, it would almost appear that writing is becoming a lost art. This fact is borne home upon the merchant who takes his boy or girl from the school and puts him or her in the office with a view of learning the business. The result is very often disappointing. A set of books is one thing that cannot be run off on a typewriter.

The only place nowadays where a young person is reasonably certain of acquiring a good business hand is at one of our business colleges. Business colleges have vindicated their right to existence. They fill an important place and render important service to the sons and daughters of merchants.

The boy who, before entering, should have had a year or two in the store under the parental eye will be in a position to grasp new ideas and become familiar with new business methods which may have been overlooked by the parent. He will gain an insight into the methods in use in the wider mercantile field, banking, wholesale jobbing and commercial law. At the same time he should acquire a systematic exactness, which is of the greatest value in business. A course in a good business college for the son who is to be taken into the firm is a first-class investment for the average merchant.

HAMILTON'S GREAT CARNIVAL.

By an Old Boy

AS an old Hamiltonian, proud of the Ambitious City, and a homecomer genuinely glad to be again with the friends of his youth, I give my im-

ful appearance. It is real pleasure to see such a well dressed and prosperous community; and for the visitors it also must be said that their appearance would indicate that their habits and general conduct would reflect no discredit on themselves or their former home.

The Citizens' Committee have worked faithfully and incessantly for months and richly deserve the great success they have achieved. Hamilton is proud of its carnival, and the other cities of the Dominion are proud of their sister city of Hamilton.

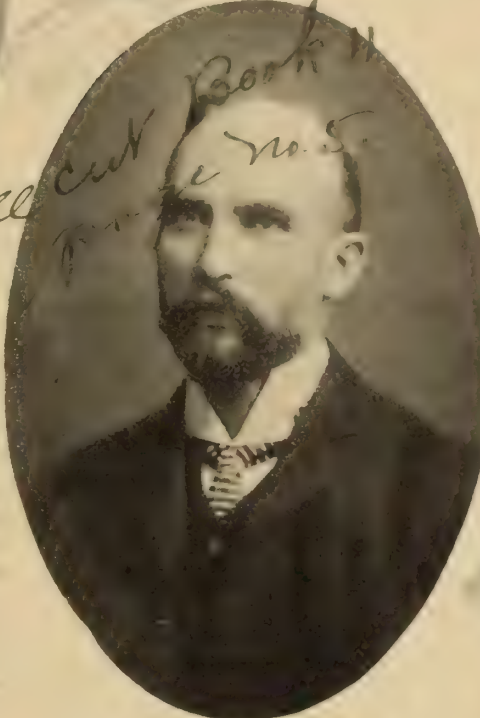
The visitors unite in describing the carnival as far superior to anything of the kind ever attempted in Canada, and say that outside of New Orleans it has never been surpassed in the United States.



Samuel Barker, M.P., Carnival Chairman.

pressions of Hamilton's Great Carnival and Old Boys' Reunion of 1903. On nearing the city the sound of music greets one in every direction, and on his arrival, the visitor is greatly impressed with the general decorations of the city, which are really of the most beautiful and elaborate description. Every Canadian knows that the city itself boasts of great natural beauty, and the liberal and general display of carnival and national colors make a brilliancy of scene of which every citizen is proud. At night the magnificent maple avenues gorgeously illuminated with myriads of lights, added to the larger and general electrical display, create an impression upon the visitor never to be forgotten.

Good nature of the most hilarious description reigns supreme; everyone appears to be glad to see everyone; friends are continually meeting friends whom they have not seen for years, and the affectionate embrace is not in every case confined to those of the gentler sex. Business is practically suspended; everyone is out for a good time, and the city appears to have devoted the entire week to the entertainment and amusement of its guests. One who has been absent from the old town for years cannot fail to be impressed with its very bright and cheer-



C. A. Murton, Honorary Secretary.

OVER SPECULATION.

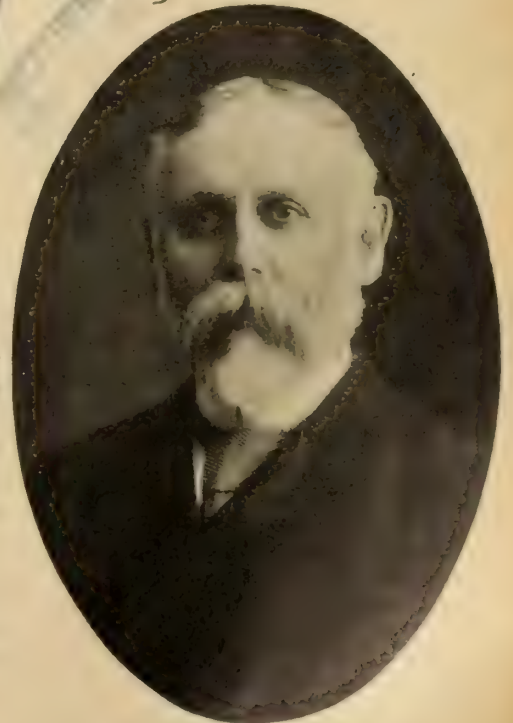
THE Boston Commercial Bulletin, discussing the speculation evil, has the following to say:

A remedy which has been suggested for ameliorating the baneful results of immoderate speculation is to prohibit by law all stock transactions on margin. Those who favor a measure of this sort maintain that it would prevent the creation of a fictitiously high level of values and thereby render the country immune from the resultant collapse of prices with all of its pernicious consequences.

This contention, however, is based on

the assumption that marginal transactions are the root of all economic disturbances, an assumption which we are by no means willing to admit. Prohibit this species of speculative activity and will the community cease to be visited with panics and other similar phenomena? If not there can be little justification for forbidding it. Of course, the primary cause of industrial depression is to be found in the flotation of enterprises beyond the power of the financial organism properly to take care of, and it is the marginal buyer who renders possible the creation of such enterprises by finally relieving the promoter of the securities of each new project. Nevertheless, the one who, first of all, is responsible for the absorption of large volumes of funds is not the unsuspecting speculator on margin but the promoter himself and his field of action must not be overlooked when any remedy for over speculation is to be applied.

There are other forms of speculation which, usually fraught with evil, should be prohibited by the banks and stock exchanges themselves. The former have it in their power to refuse aid to vicious manipulative operations like corners and the latter are perfectly competent effectually to stop forms of speculative activity which injure the general welfare. But to forbid marginal trading is out of the question, not alone because it is only one of the many factors contributing to economic disturbances, but for many other obvious reasons.



Cyrus A. Birge, Carnival Treasurer.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

HARDWARE.

Montreal, August 21, 1903.

THERE are few quotable changes to record this week. The market is steady and prices rule firm. Orders for Fall goods are now coming in very freely and manufacturers and jobbers report an exceedingly good prospect. Trade during the summer months has this year far surpassed anything in previous years. Some jobbers complain that payments are not being made so briskly as they would desire. There is a more settled feeling among the trade since the shortening of terms has been definitely decided upon. A prominent hardware jobber says that prices in iron goods are likely to advance very soon, as manufacturers find that dearer labor and higher tax rates increase the cost of production.

BARB WIRE. Business is very good and prices rule firm as follows: \$2.80 per 100 lb. f.o.b. Montreal, and \$2.55 f.o.b. Cleveland. Carlots of 15 tons, \$2.45 f.o.b. Cleveland.

GALVANIZED WIRE.—Business is quiet just now, and prices remain unchanged. We quote as follows: No. 5, \$3.70; No. 6, 7 and 8, \$3.15; No. 9, \$2.55; No. 10, \$3.20; No. 11, \$3.25; No. 12, \$2.65; No. 13, \$2.75; No. 14, \$3.75. In carlots, f.o.b. Cleveland: No. 5, \$2.20; Nos. 6, 7, 8 and 9, \$2.15; No. 10, \$2.20; No. 11, \$2.25; No. 12, \$2.30; No. 13, \$2.40; No. 14, \$2.50. In less than carlots, 12½¢ per 100 lb. extra is charged.

SMOOTH STEEL WIRE.—The volume of business is small and the market is still quiet. Prices remain unchanged and as before. We quote as follows: Bright and annealed, \$2.50 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60¢; tinned wire, \$2; oiling, 10¢; spring wire, \$1.25; best steel wire, 75¢; bright soft drawn, 15¢; special hay-baling wire, 30¢.

FINE STEEL WIRE. Trade is fairly active and prices rule firm. The discount is 25 per cent., with net extras as follows: 1 and 2 lb. hanks, 25¢ per 100 lb.; ½ lb. hanks, 35¢ and ¼ lb. hanks, 50¢.

BRASS WIRE. The discount is still 60 per cent.

PRESSED SPIKES. Trade is active and prices are steady. The discount is unchanged at 20 per cent.

FENCE STAPLES. The demand is becoming more active and prices are firm. We quote as follows: \$3 per 100 lb. keg for galvanized, and \$2.80 for bright. 25 and 50 lb. packages 25¢ extra.

CUT NAILS. The volume of business is fair, and prices are still unchanged at \$2.45 f.o.b. Montreal.

WIRE NAILS. There is an exceedingly active demand, and the volume of business is large. Manufacturers and jobbers are kept very busy attending to rush

orders. Prices remain the same: \$2.40 per keg in carlots and \$2.45 per keg in small lots f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

HORSENAILS.—Trade still continues active, and discounts remain unchanged as follows: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Countersunk" heads, 55 per cent.; "C" brand, 40, 10 and 7½ per cent. off; "Monarch," 50 and 7½ per cent., and "Peerless," 50 per cent.

HORSESHOES.—Trade is good and prices rule firm. We quote: Iron shoes, light and medium pattern, No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; X.L. steel shoes, new, light pattern, sizes 1 to 5, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05; featherweight, all sizes, 0 to 4, \$5.35, toe weight, all sizes, 1 to 4, \$6.60. Shoes, more than one size in a keg, 10¢ per keg extra f.o.b. Montreal only.

RIVETS AND BURRS.—The demand is active and discounts remain unchanged. We quote as follows: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off, and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS AND NUTS.—The demand is active, and difficulty is found in filling orders. Quotations are: Common carriage bolts, 50 per cent.; full square carriage, 55; machine, 50 and 5; coach screws, 66 2-3; sleighshoe bolts, 65 and 5; blank bolts, 50 and 5; bolt ends, 50 and 5; plough bolts, 50 and 5; tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3½¢ per lb. off list; hexagon nuts, 3½¢ per lb. off list.

SCREWS.—The volume of business this week is not very large; prices remain unchanged. Readers may refer to new list given in our issue of August 8. The discounts are unchanged as follows: Round head bright, 82½ per cent.; flat head bright, 87½ per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

CORDAGE.—Volume of business is fair this week. Our quotations are as follows: Pure manilla, 11½¢; British pure manilla, 12¢; sisal, 11½¢; double lathyrn, 11½¢; single lathyrn 11¢; cotton rope, 16½¢; cotton twine, 17 and 20¢ for 3 and 4 ply. Cotton bed cord, 90 to \$1.35, according to length.

BUILDING PAPER.—Trade is quiet this week, and prices are unchanged. As before, we quote: Tarred felt, \$1.85 per 100 lb.; 2-ply ready roofing, 90¢ per roll; 3-ply, \$1.15 per roll; carpet felt, \$2.25 per 100 lb.; dry sheathing, 40¢ per roll; tar sheathing, 50¢ per roll; dry fibre, 55¢ per roll; tarred fibre, 65¢ per roll; O.K. and I.X.L., 70¢ per roll;

heavy straw and sheathing, \$35 per ton; slaters' felt, 65¢ per roll.

SHOT.—Trade shows some improvement. Our quotations are as follows: Ordinary drop shot, A.A.A. to dust, \$6.50 per 100 lb.; chilled, Nos. 1 to 10, \$7 per 100 lb.; buck and seal, \$7.50 per 100 lb.; ball, \$8 per 100 lb. Trade discount 17½ per cent. f.o.b. Montreal, Toronto, Hamilton, London, St. John, N. B., and Halifax.

FIREBRICKS. There is a good demand this week. English selling at \$16 to \$22 per 1,000, and Scotch at \$17 to \$22.

CEMENT.—Trade is quiet this week, but prospects are bright for a good Fall trade. Our quotations are as follows: Canadian cement, \$1.90 to \$2.25; German, \$2.25 to \$2.40; English, \$2.15 to \$2.25; Belgian, \$1.70 to \$1.95 per bbl. ex-store, and American, \$2.20 to \$2.40 ex-cars.

SCREEN WIRE CLOTH.—For this season there is a fair volume of business. The price is unchanged at \$1.50 per 100 square feet.

POULTRY NETTING.—There is some demand for 1904 delivery. The discount is still 60 per cent.

LANTERNS.—Trade is active and prices are firm. We quote as follows: Lift, hinged or tilt, \$4 to \$4.25 doz.; cold blast No. 2, \$7 to \$7.50; painted dashboard, \$6.50 to \$6.75; plain dashboard, \$6 to \$6.25; searchlight, \$20 to \$21 doz.; brass cold blast, small, \$9.75 to \$10.

METALS

There are few changes to record this week. The market is firm and the volume of business is very good for August. Prospects are good for a large trade this Fall. Buyers and sellers of pig iron still keep apart, and except for a slight advance in Middlesboro No. 3, there is no change in price. As predicted in these columns last week, there has been a slight reduction in the prices of steel. Some sizes of iron pipe are slightly lower in price. Ingot copper is easier, and a cut has been made in ingot tin. Zinc spelter is a little lower. Pig lead remains firm at reduced prices quoted last week.

PIG IRON.—As stated above there is very little doing at present, and general prices remain steady. There has been an advance of 25¢ in Middlesboro No. 3 owing to increased freight rates. We quote: Summerlee, \$21; Carron, No. 1, \$21; do. No. 3, \$19.75; Middlesboro, No. 3, \$18; Ayersome, No. 1, \$20; do. No. 3, \$19.10.

BAR IRON.—Trade is fair and prices are unchanged. We quote: Merchants' bar, \$1.95; horse-see iron, \$2.20; forged iron, \$2.20.

BLACK SHEETS.—There is an active trade in black sheets, and prices remain unchanged as follows: 28 gauge, \$2.45; 26 gauge, \$2.10; 22 to 24 gauge, \$2.35; 18 to 20 gauge, \$2.30, and 8 to 10 gauge, \$2.40.

PORTLAND CEMENTCANADIAN, ENGLISH,
GERMAN and BELGIAN.FIRE BRICKS, FIRE CLAY,
ENAMELLED BRICKS, all colors.
BUILDING BRICKS.SEWER PIPES, CULVERT PIPES,
WHEELBARROWS,
FOUNDERS' and CON-
TRACTORS' SUPPLIES.**F. HYDE & CO.**

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Salt Glazed VitrifiedDouble Strength Culvert Pipe
a Specialty.**THE CANADIAN SEWER PIPE CO.**HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.**Deseronto Iron Co.**

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable
Castings, Boiler Tubes, Engine Cylinders, Hy-
draulic and other Machinery where great strength
is required; Strong, High Silicon Iron, for Foundry
Purposes.**"MIDLAND"**

BRAND

Foundry Pig Iron.Made from carefully selected Lake Superior
Ores, with Connellsville Coke as Fuel, "Mid-
land" will rival in quality and grading the
very best of the imported brands.

Write for Price to Sales Agents

Drummond McCall & Co.

MONTREAL, QUE

or to

Canada Iron Furnace Co.

MIDLAND, ONT. Limited

GALVANIZED IRON.—The demand
shows some improvement, and prices re-
main firm. We quote: 28, Queen's
Head, \$1.40; Apollo, 10 $\frac{1}{2}$ oz., \$1.30;
Fleur-de-Lis, \$1.15; Comet, \$1; Bell
brand, \$1.00. In less than case lots 25c.
extra.**LEAD PIPE.**—Composition and waste
sell at Sc., ordinary at 7c. The dis-
count is unchanged, being still 35 per
cent.**IRON PIPE.**—Trade is fair. Some
slight reductions will be noted in the list
as given below: Standard pipe, per 100
feet, in lengths under 19 feet—Black, $\frac{1}{2}$
in., \$2.30; $\frac{3}{4}$ in., \$2.30; 1 in., \$2.55; $\frac{1}{2}$
in., \$2.85; $\frac{3}{4}$ in., \$3.65; 1 in., \$5.20; 1 $\frac{1}{4}$
in., \$7.35; 1 $\frac{1}{2}$ in., \$8.95; 2 in., \$12.55.
Galvanized $\frac{1}{2}$ in., \$3.20; $\frac{3}{4}$ in., \$3.15; $\frac{1}{2}$
in., \$3.90; $\frac{3}{4}$ in., \$5; 1 in., \$7.20; 1 $\frac{1}{4}$ in.,
\$10.05; 1 $\frac{1}{2}$ in., \$12.20; 2 in., \$16.85.
Extra heavy pipe, plain ends, are quoted
per 100 feet as follows: Black, $\frac{1}{2}$ in.,
\$1.20; $\frac{3}{4}$ in., \$5.25; 1 in., \$7.55; 1 $\frac{1}{4}$ in.,
\$10.55; 1 $\frac{1}{2}$ in., \$12.75; 2 in., \$17.60. Gal-
vanized $\frac{1}{2}$ in., \$5.20; $\frac{3}{4}$ in., \$6.65; 1 in.,
\$9.55; 1 $\frac{1}{4}$ in., \$13.25; 1 $\frac{1}{2}$ in., \$16; 2 in.,
\$21.**TINPLATES.**—English advices report a
rise of 1 $\frac{1}{2}$ d. per box, but no correspond-
ing rise has occurred on the Canadian
market. All the indications point to a
rising market. The price of cokes is \$4
and of charcoals \$4.25. The market is
quiet at present.**TERNE PLATES.** The market is fea-
tureless this week and the price remains
at \$7.25.**COIL CHAINS.**—A good business is be-
ing transacted at following prices: No. 6,
10c.; No. 5, 9c.; No. 4, 8 $\frac{1}{2}$ c.; No. 3, 7c.; $\frac{1}{2}$ in.,
6 $\frac{1}{2}$ c.; 5-16-in., \$4.90; $\frac{3}{4}$ -in., \$4.20; 7-16-
in., \$4; $\frac{1}{2}$ -in., \$3.90; 9-16-in., \$3.75; $\frac{5}{8}$ -in.,
\$3.60; $\frac{3}{4}$ -in., \$3.50; $\frac{1}{2}$ -in., \$3.45; and 1-
in., \$3.40, with 10c. allowance on carlots.**CANADA PLATES.**—Trade is dull this
week, and although we quote no changes
in price, it is reported that prices are
being shaded considerably. We quote:
52s, \$2.60 to \$2.70; 60s, \$2.70 to \$2.80;
75s, \$2.80 to \$2.85; full polished, \$3.75
and galvanized, \$4.25 to \$4.35; galvan-
ized, 60s, \$4.45 to \$4.55.**STEEL.**—A fair business is being tran-
sacted this week. Some changes will be
noted in our quotations, which are as
follows: Sleighshoe, \$2 to \$2.05; tire,
\$2.10 to \$2.20; spring, \$2.85 to \$3;
reeled machinery, \$2.75 to \$3; toe-calk,
\$2.55 to \$2.75; machinery (iron finish),
\$2.25; square harrow, \$2.25.**TOOL STEEL.**—There is a good demand
this week and the market is strong. We
quote: Black Diamond, 8 to 9c.; Sander-
son's, 8 to 9c., according to the grade;
Jessop's 13c.; Jonas & Colver's, 10 to
20c.; "Air Hardening," 50 to 65c. per
lb.; Conqueror, 7 $\frac{1}{2}$ c.**INGOT COPPER.**—Business is very
good, and the demand continues active.
A slight reduction has been made in the
price, which is now 14 $\frac{1}{2}$ c.**PIG LEAD.**—There is a good demand
and prices rule steady at reductions given
last week. We quote: \$3.20 to \$3.30.**ZINC SPELTER.**—There is only a fair
demand and prices are easier. We quote
at \$5.50.**SHEET ZINC.**—Trade is quiet. We
quote \$5.75 in cask lots, and \$6.50 for
smaller quantities.**SOLDER.**—A fairly active business was**TINPLATES****"DOMINION CROWN"**—Best Best Char-
coal, issued.**"ALLWAYS"**—Best Charcoal.**"CANADA CROWN"**—Charcoal.**"LYDBROOK"** } Best Coke.
"TRYM" }

All standard brands. Accept no substitute.

A. C. LESLIE & CO.

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**THE FIRST**and most important
thing to know about
a pump is that it is
good and will work
properly.**McDougall Pumps**
are the best made in
Canada to-day, and
are guaranteed to
work right.Do you want our
catalogue? It's free.**The R. McDougall Co., LIMITED**MADE IN
CANADA.

GALT, ONT.

Pig Tin**BOUSTEAD & CO.'S PENANG.****INGOT COPPER**

LAKE AND CASTING.

PIG LEAD**SPELTER****ANTIMONY****PIG IRON****ADAM HOPE & CO.**

Hamilton, Ont.

NOVA SCOTIA STEEL**& COAL Co., Limited****NEW GLASGOW, N.S.**

Manufacturers of—

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"Island City" Paint^{and} Varnish

Would be the unanimous choice of the
Empire's Trade Congress should a
vote be taken on the *PAINT*.

Why? Question!!

Because it is the best **Paint** and **Varnish** that money and skilled labor
can produce.

Because it covers the largest surface at the smallest cost.

Because every **can** bears our trade mark, the winged wheel, as cut above,
which is our guarantee of excellence.

Because the merchant who sells "Island City" Brand finds his business
always increasing.

Because the **Painter** who spreads it on knows that he is giving complete
satisfaction.

Because the people who are having their homes decorated with "Island
City" Brands are proud of the beautiful effects.

P. D. DODS & CO.

Manufacturers

MONTREAL

and

TORONTO

done this week. The price is 19c. for wire solder and 20c. for bar.

SCRAP METALS.

Trade is still very dull and the volume of business is very small. Some further reductions will be noted this week. Our quotations are as follows: Heavy copper and wire, 9c. per lb.; light copper, 8c.; heavy red brass, 9c.; heavy yellow, 7c.; light brass, 4c.; lead, 2 to 2½c.; zinc, 2½ to 2¾c.; iron, No. 1 wrought, \$11 to \$15; No. 2, \$2.50 per ton; machinery scrap, \$15 to \$16; stove plate \$12; malleable and steel, \$6; mixed country rags, 60c. to 70c. per 100 lb.; old rubbers, 6 to 6½c. per lb.

HIDES.

There has been a further advance in lambskins, but except for this the market is featureless. A further advance in lambskins is expected. We quote: No. 1 hides, 9c.; No. 2, 8c.; No. 3, 7c.; No. 1 calfskins, 11c.; No. 2, 9c.; lambskins, 15c. to 55c.

ONTARIO MARKETS.**HARDWARE.**

Toronto, August 21, 1903.

SUMMER business is about over, and, as manifested by orders now coming in, the trade is paying attention to Fall business. Business in such lines as screen doors, poultry netting, rubber hose, fence wire, etc., has become exceedingly light. Considerable attention is being paid to building materials. A good movement in sporting goods is also recorded, among the lines in chief demand at the moment being loaded shells, shot, powder, guns and rifles. T. Woodyatt & Co. have notified the trade of advances in many of their lines, some of the goods affected being sad irons, door latches, coat hooks, anvils, spring hinges, door pulls, latches, etc. In other lines there is no change. The change in terms seems to have been received by the trade without serious objection, and is in general effect throughout the province.

FENCE WIRE.—Nothing doing; prices unaltered.

WIRE NAILS.—There is a fair sorting trade. Prices are steady with jobbers' stocks better assorted. We quote: Carlots, Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

CUT NAILS.—The usual demand is being met. No change in price is recorded. We quote the base for nails at \$2.50 per keg f.o.b. Toronto.

HORSE NAILS. A fair volume of business recorded; prices steady. We quote: "C" brand, oval head, 40 and 10 and 7½ per cent.; on "Monarch," 60 per cent.; "M," "Oval" and "Countersunk" head, 55 per cent.; on "Peerless," 45 and 7½ per cent.

HORSE SHOES.—Prices remain unchanged. The market is quiet. We quote as follows: f. o. b. Toronto: Iron shoes, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05. Steel, new light shoes, No. 2 and larger, \$3.95; No. 1 and smaller, \$4.20. Snow shoes, No. 2 and larger, \$4.05; No. 1 and lighter, \$4.30. If shipped from factory, 10 to 15c. less.

SCREWS.—Retailers are buying in a small way to fill immediate requirements. The discounts are the same off the new list printed a fortnight ago. Quotations are: Flat head bright, 87½ per cent.

discount; round head bright, 82½ per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze, 75 per cent.

RIVETS AND BURS. There is no change in these. A fair trade is doing. Quotations are: Iron rivets, 60 and 10 per cent. discount; iron burs, 55 per cent.; copper rivets, with usual proportion of burs, 45 per cent.

BOLTS AND NUTS. The demand during August, as well as July, has shown unusual activity in manufacturing circles for these months. Stocks are, however, somewhat more liberal. Our quotations are: Carriage bolts, common (\$1 list), 50 and 10 per cent.; carriage bolts, full square (\$2.10 list), 55 and 10 per cent.; carriage bolts, Norway iron (\$3 list), 55 and 10 per cent.; machine bolts, all sizes, 50, 5 and 10 per cent.; coach screws, cone points, 66 2/3 and 10 per cent.

BINDER TWINE. The season is about over. Prices keep firm. We quote: 650 ft., 13c.; 600 ft., 12c.; 550 ft., 11½c.; 500 ft., 10½c.

CORDAGE. The demand is excellent. While the movement is not as heavy as it was a couple of weeks ago, there is a nice sale of all sizes. Quotations are: Pure manilla, 14½c.; British pure manilla, 12c.; sisal, 11½c.; double lath yarn, 11½c.; single lath yarn 11c.; double shingle yarn, 11½c.; single shingle yarn, 11c.; sashcord, 25 to 30c.

LEAD PIPE AND SHOT. The sales of shot are steadily growing, but the movement of lead pipe is only fair. Prices are unchanged. Discounts are 35 per cent. for lead pipe and 17½ per cent. for shot.

SOIL PIPE AND FITTINGS.—Business is brisk, the demand is good and prices are firm. Discounts are as follows: Light soil pipe, 45 and 5 per cent.; light soil pipe fittings 50 and 5 per cent.; medium and extra heavy pipe and fittings, 55 and 5 per cent.; 7 and 8 in. pipe, 40 and 5 per cent.

BRASS GOODS. A good trade is being met in brass goods and all steam fittings.

BUILDING PAPER.—Greater activity is manifested in this. Prices are firm and steady. We quote as follows: Tarred felt, \$1.85 per 100 lb.; 2 ply ready roofing, 95c. per roll; 3 ply, \$1.20 per roll; carpet felt, \$2.30 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre 55c. per roll; tarred fibre, 65c. per roll, O.K. and I.X.L., 70c. per roll, heavy straw and sheathing, \$35 per ton; slaters' felt, 65c. per roll.

FORK HANDLES.—There is a fair trade. Prices are steady throughout.

SPORTING GOODS. All lines are moving out well, orders being, if anything, larger than last year and prices about the same or possibly a little higher.

CUTLERY. There is still a good demand. No change in quotations is reported.

TINWARE AND ENAMELWARE.—Business in this line has continued satisfactory since Spring and is still up to the mark. No change in prices is noted.

WOODENWARE. While the activity is not as great as hoped for in a few weeks, it is good for this season. Prices steady. We quote: Washboards — Victor, \$1.25; Crown, \$1.30; Improved Globe, \$1.45; Standard Globe, \$1.55; Original Solid Globe, \$1.70; Superior, solid back, \$1.85,

Oakey's

The original and only Genuine preparation for Cleaning Cutlery 6d. and 1s. Canisters.

'WELLINGTON'**KNIFE POLISH****JOHN OAKEY & SONS, LIMITED**

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL

**COVERT MFG. CO.**

West Troy, N.Y.

Auto Screw Jack

Harness Snaps, Chain, Rope and Web Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICE

PRIEST'S CLIPPERS

Largest Variety, Toilet, Hand, Electric Power ARE THE BEST. Highest quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.

SEND FOR CATALOGUE TO American Shearer Mfg. Co., Nashua, N.H., U.S.A.

NEWMAN'S PATENT INVINCIBLE FLOOR SPRINGS

Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies.

MADE SOLELY BY **W. NEWMAN & SONS, Birmingham.****Oneida Community Goods****HALTERS, COW TIES, SNAPS, etc., etc.,**

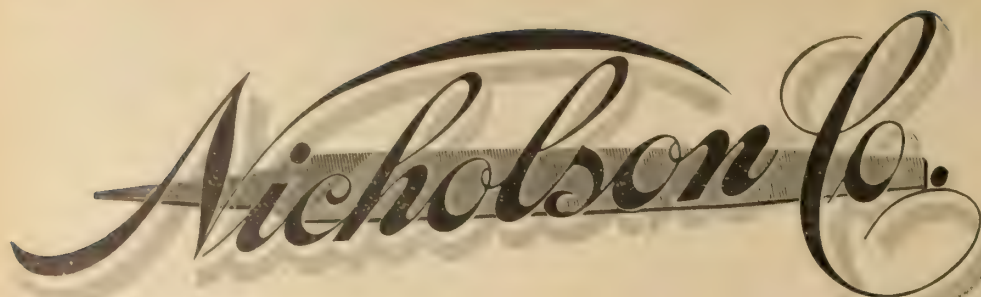
In all sizes and styles. May be had of all jobbers throughout Canada.

Factory—NIAGARA FALLS, ONT

You will be asked for Dundas Axes next fall. Are you preparing to meet the inquiry by being able to show the goods?

Dundas Axe Works, Dundas, Ont.

W. L. Halliday, Sole Agent, Montreal.



3,000 VARIETIES

**NICHOLSON
BRAND**
"Increment Cut" and
X. F. Swiss Pattern
FILES

For Sale by the following prominent Hardware Houses :

W. A. & L. J. Vancouver, B. C.
J. H. A. & Co. Hardware Co., Winnipeg, Man.
H. S. H. & Co. Limited, London, Ont.
H. S. H. & Co. Limited, Toronto, Ont.
F. F. & Co. Montreal, P. Q.
W. H. & Co. St. John, N. B.

McLennan, McFeeley & Co., Vancouver, B. C.
Geo. D. Wood & Co., Winnipeg, Man.
Wood, Vallance & Co., Hamilton, Ont.
Aikenhead Hardware Co., Toronto, Ont.
A. Macpherson & Son, Montreal, P. Q.
Black Bros. & Co., Halifax, N. S.

ARE THE STANDARD OF EXCELLENCE

Dominion Works, Port Hope, Ont., Canada



PAT. 1897

The FAIRGRIEVE GAS TOASTER

Details at 25c. The only Toaster guaranteed to toast on gas, kerosene or blue flame oil stoves without taste or smell. Write for prices.

THE FAIRGRIEVE MAN'FG. CO.,
295 COLLEGE ST., TORONTO.

U. S. Branch: 289 Jefferson Ave., DETROIT.



**THE JOHN MORROW MACHINE
SCREW COMPANY, Limited**

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs,
Etc. Cold Punched Nuts of every variety of finish.
INGERSOLL, ONT.

**NEW
RAILS**

Sessenwein Bros.,

103 Shannon St.

.. MONTREAL.

12, 14, 16, 18, 20, 24, 30, 35 and 56 lbs. to
the Yard—carried in STOCK for prompt ship-
ment. **TRACK REQUISITES.**

Jubilee, \$1.85; Pony, \$1.05. Tubs—No. 0, \$10.75; No. 1, \$8.60; No. 2, \$7.50; No. 3, \$6.45. Pails—No. 1, 2 hoops, \$1.77; No. 1, 3 hoops, \$1.93.

METALS.

The tendency of iron and steel prices has for some time been downward, but a check to this movement has been received in the United States by the placing of large orders by one of the largest consumers of iron and steel in that republic, The International Harvester Co., who, after a campaign to bear the market, have accepted the offers of supplies at a basis which seems likely to strengthen the market, for some time at least. The fluctuations of the week have resulted in a decline in copper and an advance in tin on both the English and United States markets. Prices locally are, however, unchanged, a satisfactory volume of business being done.

PIG IRON. While it cannot be said that there is a stronger market, a more buoyant tone is manifest, owing to the steadier feeling south of the line. Prices are unchanged.

BAR IRON.—A steady market is reported, with prices unchanged, the base still being \$2. For extras cut to length while rolling, 2 ft. and over, 10c. per 100 lb., 1 ft. and under 2 ft., 15c. under 1 ft., 20c.; over 20 ft., by special agreement according to length and size.

STEEL BOILER PLATES. Prices are firm and a good steady demand is reported. The base price is \$1.96 f.o.b. Toronto.

TOOL STEEL.—There have been no alterations since last writing. We quote: "B.C." and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 10 to 20c.; ditto,

"Air Hardening," 70c. per lb.; Chas. Leonard's, 8 to 9c.; Park's "Silver," 11 to 13c.; Park's "Special," 15 to 18c.

MACHINERY STEEL.—The demand is good. Prices are unchanged and steady. We quote: Rough finished or iron, \$1.80 to \$2.05; smooth finished, \$2.50 to \$3.

BLACK SHEETS.—The market shows fair activity. Prices unchanged. We quote as follows: 10 to 16 gauge, \$2.25; 18 to 20 gauge, \$2.70; 22 to 24 gauge, \$2.90; 30 gauge, \$3.

CANADA PLATES.—Sales are increasing; prices steady. We quote as follows: All dull, \$2.70; half-polished, \$2.85; and all bright, \$3.60.

GALVANIZED SHEETS.—There is a good movement at unchanged prices. We quote as follows: Queen's Head, \$4.50 for 28 gauge; American, \$4.40 for 24 gauge; Bell brand, \$4.30 for 28 gauge; Gordon Crown, \$4.50 for 28 gauge.

TIN.—Reductions in price are noted on both the British and the United States markets, but the local market reports no change. We quote \$32.50 to \$33.

TIN PLATES. Prices are steady on all markets. We quote: Coke plates, bright, 14x20, \$3.85; charcoal plates,terne, 20x28, 112 sheets, 88.

COPPER.—Outside markets show higher values as compared with a week ago, but there is no change here. A fair trade is doing. We quote ingot copper \$15 and sheet copper \$21 per 100 lb.

BRASS.—Is unchanged in price and is in good demand. Discount, 10 per cent.

LEAD.—The market has shown no change since last writing. We quote \$3.50 per 100 lb. for pig lead, and \$3.75 for bar lead.

IRON PIPE.—Prices are unchanged.

Demand continues steady. We quote: Per 100 ft.: Black pipe, $\frac{1}{8}$ -in., \$3.15; $\frac{1}{4}$ -in., \$2.40; $\frac{3}{8}$ -in., \$2.65; $\frac{1}{2}$ -in., \$2.85; $\frac{3}{4}$ -in., \$3.65; 1-in., \$5.25; 1 $\frac{1}{2}$ -in., \$7.35; 2-in., \$8.95; 2 $\frac{1}{2}$ -in., \$12.55; 3-in., \$23; 3 $\frac{1}{2}$ -in., \$30; 4-in., \$36.

ZINC SPELTER.—Demand is good and stocks light. Prices are firm at 6 $\frac{1}{2}$ to 6 $\frac{3}{4}$ c. per lb.

ZINC SHEETS.—A steady demand is being met for small lots with base prices as follows: Cask lots, \$6.75 to \$7, and part casks, \$7 to \$7.25.

SOLDER.—The demand is fair; prices are unchanged. Guaranteed half-and-half is quoted at 18 to 19c., and wiping 17 to 18c.

PETROLEUM.

The market condition is unchanged. The arrival of orders for Fall delivery are encouraging, and dealers look for a good Fall trade. We quote: Canadian prime white, 16 $\frac{1}{2}$ c.; Canadian water white, 18 $\frac{1}{2}$ c.; American prime white, 17 $\frac{1}{2}$ c.; American water white, 19c.

HIDES, SKINS AND WOOL.

The situation on this market is much the same as last week. A fair demand for hides is reported, but the calf-skin market is weak. The wool market keeps quiet on account of the high prices ruling. Prices remain the same as quoted in last issue. We quote as follows:

HIDES.—No. 1 green, 8c.; No. 2 green, 7c. per lb.; No. 1 green, steers, 8 $\frac{1}{2}$ c.; No. 2 green, steers, 7 $\frac{1}{2}$ c. per lb.; cured, per lb., 8 to 8 $\frac{1}{2}$ c.

CALFSKINS.—Veal skins, No. 1, 6 to 14 lb. inclusive, 9c.; No. 2, 7c.; No. 1, 15 to 20 lb. inclusive, 8c.; No. 2, 6c. Deacons (dairies), each, 60 to 70c. Lamb-skins, each, 40c.; pelts, each, 40c.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., August 15, 1903.

MINING interests of British Columbia, as indicated by the extending of operations in various districts, cannot be said by any means to be lessening. From time to time reports of new plants being installed for the working of mines, are received, and while in many instances it cannot be said to mark more than the regular progress of active mining in one or another of the proved camps of the province, there are some indications of increased activity in new fields. The most notable of these new developments in the interior of the province is in the Fish River camp, and the Ferguson district of the Lardeau. For several weeks large quantities of mining machinery have been arriving from San Francisco by steamers. All this machinery, which is of American make, is intended for use in several new mining plants being installed. This week the fifth large consignment for the same district arrived. It consisted of portions of a large concentrating plant to be erected for the Silver Cup mines in the Ferguson district. Other recent shipments have been arriving for this mine and also for several properties in the Fish River district. Both are reached by the same route nearly all the way. The machinery has to be transferred from the main line of the C.P.R. at Revelstoke, a divisional point, to Arrowhead, which is at the head waters of the Arrow Lakes, the expansion of the Columbia River. From Arrowhead, by steamer to the eastern shores of the lake, and thence by wagon to Trout Lake, and finally to Ferguson, is the route to the Silver Cup mines. The Fish River camp which is also being rapidly brought to the front, and for which a large reduction plant has recently been taken in, is reached from Revelstoke, via Arrowhead, and thence by another wagon road.

The remarkable advancement of the Fish River camp, which has only been opened about two years, has not been equalled in the history of the province until the recent discovery of another great area of free-milling gold quartz properties in the Poplar Creek district, which is but a comparatively short distance away, though across a range of mountains from the Fish River, or Camborne district. Here the whole country has been staked within the past few weeks, as a result of the first find on a claim known as the "Lucky Jack," which is but six minutes walk from the railway line, by way of Trout Lake.

The vein is reported to be remarkably rich, nuggets the size of half a dollar showing in the white quartz surface. Reputable gentlemen from Vancouver state that a fair estimate of the gold in actual sight would be over a million dollars. Needless to say, great interest in the discovery has been aroused, and if the find proves as profitable as anticipated, it is believed that the Klondike camp may be surpassed.

The shingle mills of the coast closed down to day, as far as Canadian markets are concerned. It has been decided, however, by the Shingle Manufacturers' Association, that the mills which have been cutting shingles for export may continue to do so. A number of the mills here have been exclusively operating for the American market, so that the shut-down

Trustworthy Goods.

Experienced builders know that it is an injustice to themselves not to use the most reliable

Sheet Metal Building Materials

We make complete lines of . . .

Shingles, Ceilings, Sidings, Cornices

and every other building requisite.

Lines that give unfailing, enduring satisfaction wherever used. Lines in such popular demand, it is to your own best interest to handle them.

The Metallic Roofing Co., Limited

TORONTO

MONTREAL

WINNIPEG

is not affecting them at all. Other mills are also likely to go after orders in the United States, and in that case, there will not be nearly such a cessation of activity as at first announced. The Shingle Manufacturers' Association does not apparently take the same direction of the trade done by Canadian mills in the United States as it does of that done in Canada. It is said that despite the duty of 30 cents per thousand on shingles entering the United States, the Canadian make is being readily sold. Some of the reasons given for this are that the shingles are from more carefully selected timber, as a rule, and that the process of manufacture does not turn out so many shingles with "feather edge," a feature which would be fatal to their marketable qualities in Eastern Canada.

The depression in the logging industry, consequent upon the bearing down of prices paid to loggers, has had the effect of driving one of the largest independent logging firms into an assignment. The firm is that headed by Mr. W. H. Higgins, and they have a logging plant valued at \$25,000. Their stocks of logs are very heavy, at the present time, which is the direct cause of the assignment. Recently the firm had a large drive of logs brought down the Toba River to Toba Inlet, and these have been towed in several enormous booms to this city and stored on the north shore of Burrard Inlet, opposite the city, awaiting a favorable turn of the market to sell. The estimated quantity of logs held by the firm is between five and six million feet. Of these, a large portion are not of the best quality, though good merchantable timber. In the present state of the market, when it is difficult to get a good price for even the best logs, the stock is hard to dispose of at a figure which would even cover cost. It is stated that Mr. Higgins offered 3,000,000 feet the other day for a round price of \$4.50 per thousand, but found no purchaser. This is claimed to be even less than cost price. Had the recent order-in-council to pro-

hibit the exportation of logs to the United States not gone into force, or had a temporary withdrawal of the embargo been secured, the logs could be disposed of on the Sound at a paying price. As it is, the local situation shows no sign of relief. The supply of good logs is ample, and prices have been forced down so that it is difficult to get more than \$4.50 for the best.

The Vancouver branch of The McClary Manufacturing Co. unloaded a car of "Famous" stoves and ranges this week. This company has a very flourishing western business, under the capable management of Mr. W. E. Drake.

Market conditions show but slight alterations. A three cent reduction in-boiled oil is noted. Other quotations are firm. The very uncertain returns of the fishing season have a material effect on the disposal of large quantities of goods in various hardware lines usually depended upon by hardware merchants for active sale at this time of year. In building trades, however, unabated activity marks the situation. In northern shipments business still continues active.

MONEY-MAKING SIDE LINES.

The Dodge Mfg. Co., of Toronto, makers of power transmission equipment, have two lines which the hardware dealer can carry as side lines and make an excellent profit. Neither of the lines requires a great investment of capital, but the returns are big.

The Dodge wood split pulley and the Dodge line of high-grade shafting are the lines on which dealers should make money. Both of these lines are standards of honest value and with them hardware dealers should be able to do business with practically every manufacturing plant in their neighborhood.

A letter to The Dodge Mfg. Co., Toronto, will bring fuller information, as to the size of stock necessary, etc.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

PITTSBURG IRON MARKET.

WE had a little better feeling in the finished steel trade, and increased expectation that Fall business is going to be good. Apart from the large purchases of merchant steel bars and sheets by The International Harvester Company, mentioned under another head, there is a good feeling. We are advised that the reports of shutting down of steel car works has been greatly exaggerated, and that as a matter of fact The Pressed Steel Car Company at Pittsburgh, and The Standard Steel Car Company at Butler, Pa., are specifying for as large a tonnage of plates as ever. Any shutting down has been in small departments which did not affect the tonnage of plates. Some plate mills advise us that current new business in plates is quite satisfactory, but that specifications on old contracts are a little slow, while others state that while specifications are good, new business is slow, so in a general way we should assume that the plate trade is in fair shape. In structural things are rather quiet, but there is a fair amount of work being taken by the fitting shops, which will come around to the rolling mills in due course.

IRON.

The Southern Furnace Association met yesterday and fixed a new official price of \$12, Birmingham, for No. 2 foundry. This is about the actual market which has prevailed the past week or two, or a shade under. It looks as if the bottom had been about reached in Southern iron. While the associated furnaces have right along been above the real market with their official prices, having sold scarcely any iron, they have not accumulated anything like the iron that one would expect, and the fact seems to be that they had quite a large tonnage sold ahead, and the various official prices in the past four and a half months were simply put forth in an effort to protect these contracts. As wired today, there was some expectation in Pittsburgh that there might be a price of \$11 at Birmingham fixed, and the local market was waiting to see, as if this had been done it would have pulled Northern foundry down, as \$11 Birmingham would be \$15.85 Pittsburgh, and would point to Northern No. 2 at certainly below \$17. But at \$12, or \$15.85 Pittsburgh, Northern furnaces have a right to expect higher than \$17. We hear of quotations of \$17, Pittsburgh, however, and one report that \$16.75 has been quoted. These we have not confirmed. On forge there is no particular trouble to do \$16, Pittsburgh. In Bessemer there does not seem to be anything doing.

STEEL.

There is quite a fair run of business being booked in crude steel. Some of the orders are larger than formerly, and several contracts have been placed for deliveries extending clear through the year, at the straight association price. There are no contracts being made either on a sliding scale nor on conversion deals. The conversion price which we mentioned a couple of weeks ago as having been quoted by one mill did not lead to business, and has since been withdrawn. The mills are quoting now nothing but flat prices.—Metal Market, August 18.

COKE.

THE Connellsville Courier says that the coke trade had its first backward turn of the year from genuine market conditions last week. Tonnage took a drop of nearly 10,000 tons and it may go down further this week. The indications are that it will. The demand for coke has taken a slump. The furnaces are overstocked at the ruling prices and there are many furnaces idle compared with the list in earlier in the current year. The famished condition of the market is temporarily satisfied and it is a relief to the consumers. There is no spot coke on the market unless it is offered at low prices. The Steel Corporation furnaces have plenty of coke with big stocks on the yards and the region's output as a result has been curtailed so far as they are concerned. The large and small independent operators also feel the slump and are blowing out ovens, except those small firms that have contracts on which they are running.

The Courier's detailed report of the operation and output of the region for the week ending on Saturday, August 8, shows a total of 22,414 ovens, of which 21,107 were active and 1,107 were idle. Compared with the lists of the previous week this was a loss of about 600 ovens in the active list.

The estimated tonnage last week as a result suffered some. It was 245,965 tons, compared with 253,678 tons the week before, a drop of close to 10,000 tons. This week it will be in the neighborhood of 240,000 tons and possibly will drop below that point.

Shipments last week were 9,270 cars, distributed as follows: To Pittsburgh and river tipples, 3,525 cars; points west of Pittsburgh, 4,135 cars; points east of Connellsville, 1,610 cars. Compared with the shipments of the previous week this was a loss of 3,000 cars.

In the Lower Connellsville region there

are 4,875 ovens, of which 4,273 are active and 602 are idle. During the week there were 304 ovens put out of blast. They were chiefly distributed among the big plants. Better time was reported from the Lower district than in the Connellsville region. The estimated tonnage last week was 51,900 tons, compared with 55,580 tons the previous week. The shipments were 2,221 cars.

BRITISH TINPLATE TRADE.

LONDON, Aug 7.—Messrs. W. Fallows & Co. in their annual review of the tinplate trade for the year 1902 said as follows: "The largest American output of tinplates up to the present time has been about 400,000 gross tons, but the British output for 1902, assuming a home consumption of 150,000 tons, which is likely to be pretty near the mark, will probably have been 60,000 to 62,000 in excess of that figure.

"There are no exact returns of the British output or of home consumption, therefore consumption has to be estimated.

"The exports from Great Britain for 1902 as compared with 1901 are as follows in tons:

	1901.	1902.
Tinplates and sheets, ..	271,320	311,985
Black plates.....	51,395	57,443
Totals.....	322,715	369,428

"The increased exports in 1902 were 46,713 tons under both heads.

"This is one of the best years that the British tinplate industry has known since the adoption of the McKinley Tariff bill of 1890."

Along the same line The Iron and Coal Trades Review says: Following up a letter to The Westminster Gazette, by Mr. Llewellyn Williams, Mr. F. W. Gilbertson, of the Pontardawe Steel, Tinplate and Galvanizing Works, writes, that if, instead of considering the tonnage shipped at Swansea only, we regard the total exports for each year, we find that last year's total falls short of that of 1891 by 136,394 tons, and was, indeed, less than the total of each of the 10 years preceding 1891. Again, up to 1891 South Wales makers practically supplied the whole of America's requirements, and if we bear in mind that last year the United States, solely by means of her tariff and at a higher cost to her consumers, produced about 400,000 tons, we see what tremendous opportunities were lost to us of increasing our power of production, which we were then rapidly doing, with great advantage to the prosperity of the producing centres. Mr. Llewellyn Williams points out that the industry has again become profitable during recent years, but he omits to mention that this became possible only through the closing and failure of, perhaps, a larger proportion of the manufacturing works than has ever been known in a particular industry in this country.

CHAT

W. J. McMURTRY, who for the past 12 years has been in the hardware business in St. Thomas and Galt, has retired. He is now going in for the manufacture of Arctic robes in Berlin, Ont., where he already has a factory in operation.

Wm. Howell, who for ten years has been in the employ of the hardware establishment of Peaker & Sons, Brampton, has accepted a position in the hardware store of Bond & Co., Guelph, Ont.

Wm. Cherry, who has been engaged with Mr. Chalmers in the hardware store, left on Wednesday for Waskada, where he has accepted a position with Haselfield & Witzel.—Times, Deloraine, Man.

C. K. Smith, Moose Jaw, N.W.T., has about completed the enlargement of and improvements on his hardware store. He has already moved his tinsmith shop into its new quarters. In the tin shop several new and costly machines have been installed, among them being a large cornice brake, which will turn out 300 feet of eavetroughing per hour. This hardware establishment has been going ahead quickly.

Thos. E. Wright, who recently bought out John Sharp, hardware and harness dealer, Elva, Man., makes the following announcement in the local paper: Having bought the hardware and harness business of Mr. John Sharp, I wish to announce to the people of Elva district that I shall endeavor to meet their requirements in the above lines in every respect. No necessity to go home with a half-filled order. An A1 stock always on hand. Best makes of stoves, ranges, etc. Harness repairing a specialty.

THE KLONDIKE TRADE.

The Canadian goods consumed in Northern British Columbia and the Yukon last fiscal year amounted to \$3,164,592, and the foreign goods to \$1,170,050. By this it will be seen that the balance of trade with the gold fields, which a few years ago was largely in favor of the Americans, has now come our way to the extent of \$1,994,339. The balance in favor of Canadian goods has grown by \$77,699 in the last 12 months.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

FOR SALE.

HARDWARE, Stoves and Tinware business in Harrison. W. H. PATTERSON. (35)

HARDWARE and Tinsmithing business in good town in Southern Manitoba; stock about \$6,000; reason for selling, failing health. Apply to Box 778 Winnipeg, Man. (36)

HARDWARE AND METAL STOCK for sale; forty years established; wholesale and retail; stock nearly new owing to recent fire in premises; business in excellent running order; retiring from hardware to enter manufacturing branch; located in best town in Ontario. Only bona fide correspondence solicited. J. Fennell & Son, Berlin. (33-2)

HARDWARE BUSINESS—Eighteen to twenty thousand dollars annual business done with five to six thousand capital; Western Ontario town; nine thousand. For full particulars, apply to Box 48 HARDWARE AND METAL. (32-2)

\$125 BUYS what cost over \$300; tinsmith's machines, patterns, benches, hammers, hand tools; everything to work with; list supplied. Address A. RIDDELL & SON, St. Catharines, Ont. (35)

AGENTS WANTED.

TIN PLATES, BLACK PLATES, IRON, STEEL AND METALS. Agents wanted in Montreal, Quebec, Vancouver, Halifax, Toronto and Winnipeg. A leading and pushing English firm is open to appoint energetic agents conversant with the trade and known amongst buyers. References required. Address, Straus, CANADIAN HARDWARE AND METAL, 109 Fleet Street, London, England. (33-2)

AGENCIES WANTED

FOR CANADIAN MARITIME PROVINCES, on salary or commission basis by progressive manufacturers' agent, A1 standing and twelve years thorough personal acquaintance with entire jobbing, manufacturing and mining interests of New Brunswick, Nova Scotia and P.E.I. Exceptional testimonials. Correspondence solicited. Address "St. John," Drawer "B," St. John, N. B. (33-5)



FOR Sale or on Royalty, my

Canadian Patent on Improved Knapsack Gasoline Torch. Represents a new and distinct principle of combating insects and fungi. Makes it possible to combat any insect. Average cost, 1 of old system. Also works as a trap at night. One catch of 2 hours, sent to Washington, D.C., showed 1,300 insects. Is being investigated by U. S. Government, part of reports already in. 46 pages of explanatory matter for the asking. Patent to be supplemented by copyrights. Apparatus easy to make, and easy and safe terms to the early bird. Address, Fred. Reinhold, Mt. Vernon, Ill., U.S.A. (32-3)

Armstrong & Co.

require agents in the principal centres of Canada for the sale of their Sporting Guns. To first-class firms in direct touch with the users, they will send a stock on consignment. Replies should give full particulars and references. Armstrong & Co., Sporting Gun Dept., 115 N'land street, Newcastle-upon-Tyne, England. (33-3)

SITUATIONS VACANT.

EXPERIENCED Weymouth lathe hand. Box 142 HARDWARE AND METAL, Toronto. f

FIRST-CLASS VISE HAND—Immediately, also lathe hand, steady work to good men. Box 143 HARDWARE AND METAL, Toronto. f

HARNESSMAKER—To work under instructions one year experience. Box 144 HARDWARE AND METAL, Toronto. f

WANTED—A tinsmith and furnace man, at once; none except first-class men need apply; wages \$95 per month. Box 145 HARDWARE AND METAL, Toronto. f

WANTED—First-class hardware clerk with experience, young man preferred; in large town; good salary to right man. Reply to Box 52 HARDWARE AND METAL, Toronto. (33-2)

SITUATION WANTED.

WANTED—To correspond with some malleable iron and steel plant, or some one contemplating going into the business. I am a bench moulder by trade; had charge of core room for two years; started a new plant eight years ago, as general foreman and manager of same. This plant is running successfully ever since, melting 35 to 40 tons per day. Would like to change; have good reason for it. Canada preferred. Box 55 HARDWARE AND METAL. (35)

There is no finer METAL POLISH than

"SOLARINE"

Our special proposition will both prove this and interest you.

WRITE FOR OUR SPECIAL PROPOSITION.

"Solarine" 60 George St., TORONTO.

The Dennis Wire and Iron Co.,
LONDON, ONT.

WIRE WINDOW GUARDS

IRON ROOF CRESTING

STABLE FITTINGS

IRON STAIRS

OFFICE AND BANK RAILINGS

METAL SASH BARS

Ornamental Wire, Iron and Brass Work.

Special Terms to the Hardware Trade.
Send for Catalogue.

To Manufacturers' Agents

HARDWARE AND METAL has inquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

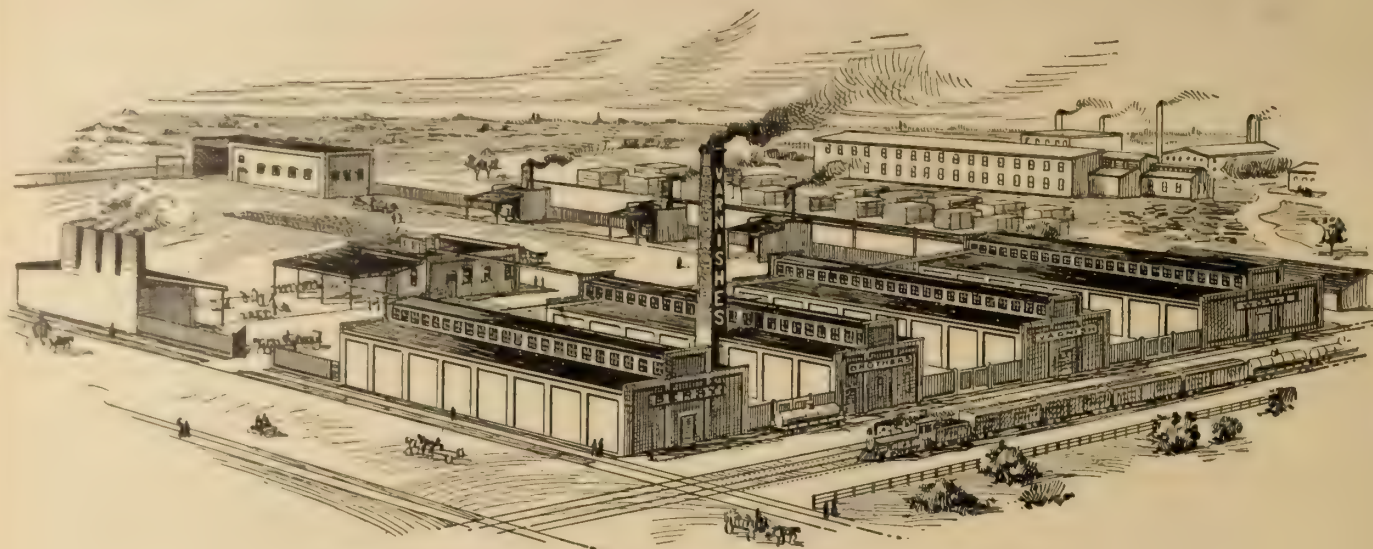
Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of inquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

HARDWARE AND METAL

Montreal and Toronto.



IT IS NEARLY
HALF A CENTURY

since we commenced to make Varnish. During this period we have acquired a knowledge not only of Varnish, but of the varied needs of varnish consumers that nothing but time can impart, and have also learned how to cater successfully to every varnish want.

Our experience belongs to those who use and sell Berry Brothers' Varnishes.

Safest goods to handle, surest and most reliable goods to use.

WRITE FOR CATALOGUE.

Berry Brothers
LIMITED

WALKERVILLE, ONT.



PAINT, OIL AND BRUSH TRADES

FALL BUSINESS IN PAINTS AND OILS.

FROM now onwards the retailer should devote considerable attention to his paint and oil trade. The business has been excellent in many districts during the Summer months; in others it has been rather dull. The outlook for the Fall seems promising in all sections of the country, so every energy should be aroused to secure a good share of all the business possible.

The following extracts from an article published in The S.W.P. give an adequate idea of the attention given this subject by The Sherwin-Williams Co.

Many property owners, painters, and dealers have the idea that the Fall is not a particularly good painting time. That is a mistaken idea. There is no better time of the year for general outside and inside painting than the Fall.

The weather is usually more settled in the Fall than in the Spring, and one does not have to contend with the moisture that is in a building after the Winter snows and Spring rains. Another reason, there are no gnats and flies to stick to the freshly painted surface. Then, too, after the harvest, the farmer and the town property owner usually have more money to spend and are more likely to be inclined to spend it in painting their property.

Last Fall we took these things into consideration and organized a special order-getting campaign. It included a series of strongly written letters and other advertising sent through the mails to the property owners, calling their attention to the value of the Fall as a painting time.

We were so successful in making the season a good one—making it most profitable to S. W. P. agents—that we are going to do more extensive work this Fall—we are going to try to make the season bigger and more profitable for you and for us—than any previous season.

We have laid our plans most carefully. Our strongest work will of course have to be done on the property owner. We must bring to his attention the full value of the Fall as a painting time—we must let him know that it is to his interest to protect his property with S. W. P. before the Winter sets in.

The article outlines the plan by which it

is proposed to interest the property owners, the company working to that end in conjunction with their agents, the local retailers.

A MISAPPREHENSION.

The advertisement of The Canada Paint Co. in our last week's issue was placed under a misapprehension. The company has been advised that Herr Franz Bopp is not related to Adam Bopp, and they regret they have been misinformed.

AN INSTRUCTIVE EXHIBIT.

From an artistic and educational point of view, one of the finest exhibits ever made in Canada will be made by The Canada Paint Company, Limited, of Montreal and Toronto, at the Dominion Exhibition about to be held in the Queen City. Indeed, this company invites comparison with any similar exhibit made in London, Paris or Chicago.

The exhibit is in pyramidal form. The idea was sketched by one of the company's staff and the superstructure built by the company's mechanics in one of the warehouses in Montreal. It was then arranged as if for exhibition and photographed on

four sides by one of the officers of the company. After the exhibit had passed inspection it was carefully taken down, and the platform, stand and exhibit were packed and shipped to the Dominion Exhibition, where The Canada Paint Company will be delighted to see their friends and the public generally.

Should the weather prove warm, visitors are requested to ask one of the company's staff in charge of the exhibit for a souvenir fan. As we write we have one before us, and we can testify that it is a gem, "made in Canada" exclusively by The Canada Paint Company.

COLOR IN THE CITY.

The prevailing tendency toward the employment of color in exterior decoration is in the right direction, says Good Paint. While not easy to trace whether architects or painters deserve the credit for this work, it is certain that the most successful fronts of new city buildings are those in which color has been used. Architects by means of terra cotta and warm colored stones, and light bricks, etc., have greatly improved the appearance of many of the principal streets. This fact has perhaps inspired the painter to be more liberal in introducing color in exterior work. To-

LINSEED OIL

Raw and Boiled

"GUARANTEED PURE"

MANUFACTURED BY

Canada Linseed Oil Mills, Limited

MONTREAL.



BARRELS WANTED!!

WE are open to buy good sound, oak Linseed Oil, Turpentine, Varnish, and Machine Oil Barrels.

May many fronts of plain red brick are painted to imitate Milwaukee and other light bricks so successfully that a close inspection is necessary to decide between a painted and genuine light brick.

A SATISFACTORY RECORD.

Mr. Joseph R. Henderson, of Henderson & Potts, Halifax, who is one of the representatives of the Manufacturers' Association at the Chambers of Commerce conference, says he was speaking to several wholesale men recently who had just closed their books for the past six months and not one of them had one bad debt to write off. Trade everywhere in Nova Scotia was in most prosperous condition and the future was very bright.

Perhaps some readers of "Hardware and Metal" will remember an article published in these columns ten years ago, pointing out that Nova Scotia seemed the richest and most promising province of Canada. Her enormous mineral, fishing, lumbering, agricultural and manufacturing possibilities were referred to. The statements then made, according to Mr. Henderson, are being rapidly realized.

COD LIVER OIL.

THE cod liver oil industry has been in a remarkable position this year owing to the signal failure of the Norwegian fisheries. Oil has doubled and trebled in price. In the United States it is selling up around \$110 and \$125 per barrel of 25 gallons, while on the local market it is proportionately dear. Owing to this reason a number of factories in Newfoundland which had been forced to close down on account of the previous low prices have again started operating, though most of them do not employ the Norwegian process. It remains to be seen how long these factories will continue in business, and whether another year of low prices will close them up again. Some fine quality of oil is being received at present from Newfoundland, and the burning of two factories (those of Harvey & Co., St. John's, Newfoundland), when oil is so scarce, may have the effect of still further firming up the market. Instructions have been received by wire from St. John's to agents here not to sell any oil until further notice.

The reason for the extremely light yield of oil in Norway is attributed to the influx of seals from Russian waters, which caused the cod to leave the bank; stormy weather also interfered seriously with fishing, and the leanness of the fish livers, due to the first-mentioned cause, when the catch did begin to assume respectable proportions. Usually about 100 livers

make a hectolitre or a fraction over 22 imperial gallons of oil, whereas this year 1,000 and over were required, and it is easily seen where the fish went to. We give below a statement of the production of Norwegian oil during the past three seasons, and it can readily be seen that the shortage this year is enormous and must tend to increase prices materially. We also append a statement of the principal fishery, Lofoten, during the last 11 years, and it will be interesting to learn of the tremendous number of fish caught each year to supply the apparently small quantity of oil.

The following figures explain themselves, being the production, in hectolitres:

District.	1903.	1902.	1901.
Lofoten	613	9,630	15,890
Outer side Lofoten	12	1,474	2,191
Other Nordland	43	135	148
Trondhjem	206	981	1,419
Tromsø	35	2,660	5,177
Nordmore	80	589	702
Ramsdalen	330	765	1,113
Søndmøre	412	1,996	4,952
Bergenhus	120	125	380
Finmarken	404	4,151	3,128
Totals	2,255	22,506	35,100

Year.	Crop.	Year.	Crop.
1900	33,097	1897	35,609
1899	35,486	1896	24,008
1898	26,580	1895	19,452

At the principal fishery, Lofoten, during the last 11 years the catch yielded as follows:

Year.	Fish.	Oil.
1903	13,750,000	636
1902	14,300,000	9,600
1901	13,000,000	15,900
1900	8,400,000	10,800
1899	24,500,000	18,500
1898	29,800,000	11,200
1897	31,300,000	18,300
1896	32,300,000	8,900
1895	36,600,000	12,300

PAINT AND OIL MARKETS.

MONTREAL.

Montreal, August 21, 1903.

LINSEED OIL continues in ample supply and no change has been made in this week's quotations. The feeling is that the price is very low, and hence dealers are quite willing to buy liberally. Some large shipments have been made during the last week. Turpentine is again somewhat erratic in its movements and quotations have advanced 2c. per gallon. There has been a marked falling off in general orders from the hardware trade, as is usual at this season, but most manufacturers are fully occupied in turning out specialties. White lead is still called for, and the trade in putty is opening briskly. We quote:

GROUND WHITE LEAD.—Best brands, Government standard, \$5 to \$5.25; No. 1, \$4.27½ to \$4.87½; No. 2, \$4.40 to \$4.50; No. 3, \$4.02½ to \$4.12½; No. 4, \$3.65 to \$3.75, all f.o.b. Montreal. Terms, four months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—\$4.75 in casks and in kegs, \$5.

DRY WHITE ZINC.—Pure dry, in casks, 6¼c.; in 100-lb. kegs, 6¾c.; No. 1, zinc, in casks, 5¼c.; in 100-lb. kegs, 5¾c.

WHITE ZINC (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No. 2, 6c.

PUTTY.—We quote: Bulk, in barrels, \$1.60; bulk, in 100-lb. packages, \$1.85; bladders, in barrels, \$1.90.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, 7¼c.; smaller quantities, 8¼c.

RED LEADS.—Genuine red lead, in casks, \$4.25; in 100-lb. kegs, \$4.50; in less quantities, \$5.50 per 100 lb. No. 1 red lead, casks, \$4; kegs, \$4.25, and smaller quantities, \$5.25.

LITHARGE.—Ground, casks, 5c.; in less quantities, 5¾c.; flake litharge, casks, \$5.25; smalls, \$5.75 per 100 lb.

THE RESULT

Of 30 years' experience,—
Use of the best materials,—
Employment of skilled labor,—
Modern factories,—
Introduction of the best white lead in the world—Brandram's
B.B. Genuine—into a liquid paint,—
Is the production of

ANCHOR LIQUID PAINT.



HENDERSON & POTTS

ESTABLISHED
1874,

Halifax and
Montreal.



LINSEED OIL.—Raw, 1 to 4 bbls., 50c.; boiled, 53c.; raw, 5 to 9 bbls., 49c.; boiled, 52c. Terms, net cash in 30 days. Delivered in Ontario between Montreal and Oshawa, at 2c. per gallon advance.

TURPENTINE.—Single bbls., 76c.; 2 to 4 bbls., 75c. Terms, net cash in 30 days.

BENZINE.—25 to 26c.

SHELLAC VARNISH.—Pure white, \$2.20 to \$2.35; orange, \$2.10 to \$2.25.

MIXED PAINTS.—\$1.20 to \$1.10 per gallon.

CASTOR OIL.—\$3 to 9½c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PURE ENGLISH PARIS GREEN.—Petroleum barrels, 11½c.; arsenic kegs, 14½c.; 50 and 100-lb. drums, 15c.; 25-lb. drums, 15½c.; 1-lb. paper boxes, 16c.; 1-lb. tins, 17c.

TORONTO.

BUSINESS has shown some improvement during the week, particularly in prepared paints and sundries. In the staples there is but a fair movement. Paris green trade is over. It has not been up to expectations, the potato bug not having filled engagements which dealers claim were made early in the Spring. White lead is being called for in a sorting way, but the total volume of trade in this line is light. Linseed oil shows an easiness in the British market which may affect the situation here, though the feeling is steady at the moment. Turpentine is advancing in the south. The trade is watching with some interest the proposal to introduce certain substitutes for the spirits of turpentine produced from the gum in the Southern States. In the south a substitute is being secured from pine knots and roots. In Britain, Russian turpentine is offered rather freely and despite serious criticism, has secured quite a foothold. On the Canadian market nothing has been offered but a moderate quantity of Russian, which has, however, not made much headway. Prices are unchanged. We quote:

WHITE LEAD.—Ex-Toronto, pure white lead, \$5.10 to \$5.25; No. 1, \$4.62½ to \$4.87½; No. 2, \$4.25 to \$4.50; No. 5, \$3.87½ to \$4.12½; No. 4, \$3.50 to \$3.75 in packages of 25 lb. and upwards; ½c. per lb. extra will be charged for 12½-lb. packages; genuine dry white lead, in casks, \$5.02½.

RED LEAD.—Genuine, in casks of 560 lb., \$4.75 to \$5; ditto, in kegs of 100 lb., \$5.25 to \$5.50; No. 1, in casks of 560 lb., \$4 to \$4.25; ditto, in kegs of 100 lb., \$1.25 to \$4.50.

LITHARGE.—Genuine, 6 to 6½c.

WHITE ZINC.—Genuine, French V.M., in casks, \$6 to \$6.25; Lehigh, in casks, \$6 to \$6.25.

SHINGLE STAIN.—In 5-gallon lots, 60 to 85c. per gallon.

PARIS WHITE. 90c to \$1 per 100 lb.

WHITING. 60 to 65c. per 100 lb.; Gilders' whiting, 75 to 80c.

GUM SHELLAC.—In cases, 35c.; in less than cases, 40c. per lb.

SHELLAC.—Pure orange, in bbls., \$2.10; white, \$2.25 per gallon; No. 1, 15c. less; in less quantities, 10c. extra.

GLUES.—Broken sheet, in 200 lb. bbls., 8 to 8½c. per lb.; cabinet glue, in bbls., 11½ to 12c.; emery glue, in bbls., 17c.; bookbinders', ground, 10½c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

PUTTY.—Bladders, in bbls., \$2.10; bladders, in 100 lb. kegs, \$2.25; bulk, in bbls., \$1.80; bulk, less than bbls. and up to 100 lb., \$2.05; bladders, bulk or tins, less than 100 lb., \$2.75.

PARIS GREEN.—Petroleum bbls., 15½c. per lb.; arsenic kegs, 15½c.; 50 and 100 lb. drums, 16c.; 25-lb. drums, 16½c.; 1-lb. packages, 17c.; ½-lb. packages, 19c.; 1-lb. tins, 18c.

PLASTER PARIS.—New Brunswick, \$2 per barrel.

PUMICE STONE.—Powdered, \$2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots and 8c. in bbls.

LIQUID PAINTS.—Pure, \$1.20 to \$1.40 per gallon; No. 1, \$1.10 per gallon.

BARN PAINTS.—65 to 70c. per gallon.

CASTOR OIL.—English, in cases, 8 to 10c. per lb.; and 9 to 10c. for single tins.

LINSEED OIL.—Raw, 1 to 2 bbls., 55c.; boiled, 58c.; 3 to 5 bbls., raw, 54c.; boiled, 57c., delivered. To Toronto, Hamilton and London, 2c. less.

TURPENTINE.—Single bbls., 77c.; 2 to 3 bbls., 76c., delivered. Toronto, Hamilton and London, 2c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

WINDOW GLASS.

MONTREAL.

The market is quiet and without special features. We quote as follows: First break, 50 ft., \$1.85; second break, \$1.95 for 50 ft. First break, 100 ft., \$3.50; second break, \$3.70; third break, \$4.20; fourth break, \$4.45.

TORONTO.

Business is picking up nicely, sorting orders coming in from many districts. Prices are steady and unchanged. We quote: Star, under 26 in., \$3.80; 26 to 40 in., \$4; 41 to 50 in., \$4.50; 51 to 60 in., \$4.75; 61 to 70 in., \$5; 71 to 80 in., \$5.50. Toronto, Hamilton and London.



"THE CLOTHES OFT PROCLAIM THE MAN!"

The colors of the paint with which the house is "clothed" will certainly proclaim the judgment and taste of the owner or painter of the domicile. If a "Coat" of

THE

CANADA

PAINT

COMPANY'S

Paint is applied, the house will be in a class by itself, viz:—the first class. Write for cards showing

THE

CANADA

PAINT

COMPANY'S

Smart, Clear, Durable Shades.



WINDOW GLASS.

Our Spring Importations are now arriving, and carrying a very heavy stock, we are in a position to fill all orders promptly.

THE ONLY HOUSE IN CANADA manufacturing and stocking EVERY KIND OF GLASS required for Building purposes.

HOBBS MANUFACTURING CO., LIMITED
LONDON, CANADA

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

W. Arthur
Lydiatt,

TORONTO.

NOTE: Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, *HARDWARE AND METAL*.

That's Not Good Advertising That all Understand Not.

MANUFACTURERS' AND JOBBERS' ADVERTISING.

THE most unsatisfactory men with whom a newspaper's advertising solicitor meets in urging the value of advertising are, first, the man who says that "Everybody knows me, so there's no use advertising," and, second, the man who has made what he considers a fair trial of advertising that has failed to accomplish what he thought it ought to.

There is no questioning the fact that there are men and firms in all classes of trades and manufactures who have the advantage of being the first in their lines in that territory, who, through the very power of age, large acquaintance and keeping up with the times when competition comes, have been able to increase and show good balance sheets.

But it is also a fact that their conservatism has invited and permitted new men, who had no early prestige, by advertising to build right up by the side of, and to surpass in many instances, the older concerns.

New generations of business and professional men succeed each other rapidly. The new men "know not Joseph" except as a historical character, and are attracted by the firms or companies who have sufficient faith in their products to keep them before the public in the line of advertising mediums.

Prestige is of great value, but it is not all powerful, neither is it immortal. It will generally hold trade but a very short time, except possibly as to some particular article on which a particular firm has the exclusive sale.

Prestige is won or merit nowadays, aided by liberal advertising, and business is held by like modern and progressive methods. Advertising is the rapid transit route to gain customers.

The most promising concerns of to-day are the advertising firms. They are the progressive firms; the advertising manufacturer is the progressive manufacturer who is always meeting all new and valuable improvements with other equally new and more valuable.

The advertiser too is an educator.

He is also a promoter, and while the non-advertiser may reap a certain amount

of benefit from this education and promotion by his new competitor, he does not get the larger share of the benefit.

As to the members of that class of experimenters who have made one special test or trial of some certain line or method of advertising and are ever after ready to proclaim that this particular method does not pay because they tried once and failed, they are less wise than those who live on prestige. They are like the man who declares the coming of one swallow to make the Summer.

Advertising is not always intended to produce results in the form of immediate sales, but rather to build up a reputation for always being in the field with the latest and best. It is the "keeping everlastingly at it" that impresses a business or an article on the minds of buyers and that it is sure of fruitage in due season if a consistent course is persistently followed.

Advertising, either in the newspapers or trade papers, secures a name and a friendly, valuable introduction to prospective buyers that opens the way for the promotion of business by the travelling salesman, as well as quite frequently bringing more tangible results in the shape of earnest inquiries.

REGARDING ADVERTISING SCHOOLS.

I have had several inquiries recently from readers of this department asking my opinion as to how they could obtain the best course of instruction in advertising.

I have answered each one personally, but for the information of other readers who may think of taking some instruction in the preparation of advertising matter—a desire which is doubtless awakened by the extended and most promising advertisements of numerous advertising schools—I want to say that I have been thinking of forming a class among "Hardware and Metal" readers to take up the study of advertising methods and practices with a view to better fitting each member to advertise intelligently and profitably.

The prospectuses of the advertising schools—some of them at least—are very inviting, and the persistent way in which they follow each inquirer up, making one offer after another in a desperate effort to "land" each of their possibles, has a tendency to dazzle one, with their rosy promises and bundles of "proofs."

There are a great many retailers who feel their inability to prepare effective advertising copy, and a great many more

are continually on the hunt for some new schemes which they can use in an endeavor to promote trade.

It is for the benefit of such "Hardware and Metal" readers as have a desire to learn how to prepare good advertising copy for themselves and who are anxious to "get next" to all the schemes and methods which are practicable and profitable in extending business, that I propose forming this class.

The number of members will be limited to a dozen, so that I can give each the individual attention which is absolutely necessary.

The course of instruction will not be a cut-and-dried lot of lessons, but will rather be in the nature of personal letters between myself and each member, and the illustrations used will be real copy or that member's own ads.

The intent of the instruction will be rather to show each member how to best advertise his particular store, than to teach the theories of advertising as applied to other businesses.

The practical side of the instruction is demonstrated in the fact that I will virtually prepare all the advertising copy for each member, though, in this way. Members of the class will be asked to prepare copy for what they want to advertise next week, for instance. I will re-write this and then explain to each member the different points which are brought out in that particular ad. In many cases I will prepare copy for the members of the class to carry out some special plan of campaign, such, for instance, as special Christmas advertising, etc.

I am not going to run an advertising school in any sense of the word. It has occurred to me that the formation of such a class to study advertising methods as applied directly to hardware stores—and to each individual member's hardware store—would be appreciated by a number of my readers, and we will study together the best ways to get business for the members of the class.

The instruction will be very comprehensive, and yet will not take up a great deal of time, probably no more than is now spent in preparing copy for your ads. It will cover a period of six or eight months, and I calculate that at the end of that time each member of my class will be as good a retail advertiser as is to be found in the country.

The cost to each member will not be much. I will be glad to hear from any "Hardware and Metal" readers who think they might be interested in joining such a class, and it might be advisable to communicate with me at once, for, as previously stated, the size of the class is limited, and, of course, first come will have first call.

SENT FREE

"Good Paint"
1903 FALL NUMBER

NO LIVE HARDWARE DEALER
SHOULD BE WITHOUT IT.

WHY?

Shows how he can do a larger business this
Fall; make more money.

LET THE POSTAL BE SENT TO-DAY.

JOHN LUCAS & CO.

Manufacturers of High-Grade

PAINTS, VARNISHES AND COLORS.

322 Race Street, - - PHILADELPHIA.
89 Maiden Lane, - - NEW YORK.
55 N Desplaines St., - CHICAGO.

If You Buy

Varnishes

Paints

Japans

Colors

Lacquers

Glues

Stains

Bronzes

Fillers

Chamois

Sponges

WRITE TO

R. C. JAMIESON & CO.

LIMITED

MONTREAL.

AGENTS FOR ASPINALL'S ENAMEL.

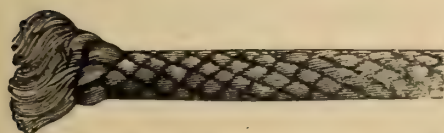
I talk to you

If Electro-Plating in Nickel, Brass, Silver or Gold, interests you at all, then you must listen to me. I do this work, and, honestly, I don't know anyone who does better work. If my work and my prices for my work please you, then I shall expect to do your business.

D. SUTHERLAND,

112 Church St., Toronto.

Buy the Best.



HERCULES

Sash Cord.

Star Brand Cotton Rope

Star Brand Cotton Clothes Lines

Star Brand Cotton Twine

For Sale by all Wholesale Dealers

Genuine Pratt's Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

SAMUEL ROGERS, President.

**THE
CONSOLIDATED
PLATE GLASS
CO.**

Warehouses:
TORONTO, MONTREAL,
LONDON, OTTAWA,
WINNIPEG.

Next time you want any Plate or Sheet glass send us the order.

Then notice how promptly we ship—how securely the goods are packed—and how clear and free from blemish each sheet is.



Manufacturers of FINE READY-MIXED PAINTS, FLOOR PAINTS and VARNISHES, and WHITE LEAD. Full line of best DRY COLORS, OILS, and all PAINTER REQUISITES always in stock. Send for prices.

The Globe Paint Co.,

Limited

422-424 Adelaide St. W., Toronto.

HEATING AND PLUMBING

MACK'S MEDITATIONS.

AFTER calm consideration one is honestly bound to concur in the statement that the picnic held by the Master Plumbers' Association at Oakville last week was a convincing argument that the very best of harmony prevails among the craftsmen. Everything seemed to tend towards an ideal outing. The weather was all that could be desired. While a great deal of credit is due to the committee that had the undertaking in hand, each individual member felt that the success of the undertaking rested on his shoulders.

The object sought to be attained was certainly realized to the full. There can be little doubt that over keen competition has been less since the outing than before, and the more the craftsmen are brought together in this way the better.

It was a good idea to include the ladies. There is little doubt that men are to a very considerable extent influenced by their wives, and the ladies coming together will have a good influence over the action of the sterner sex. The association will, no doubt, make these outings an annual affair.

* * *

Hamilton's contingent was like the mountain on a misty day, simply out of sight. Those who journeyed down to the picnic grounds must have been forcibly impressed with the benefit of such unity. It would be a good idea for the sister associations to learn what they can from the Toronto Association. While the aim of the association is to have uniformity in sanitary by-laws, because they believe it is not only in the best interest of the trade but of the general public as well to have such uniformity, so would it be wise to have the same rules and regulations govern the various locals. One of the main features advocated by the Toronto Association has been the creation and fostering of a feeling of confidence in each other. This has taken considerable time and thought to accomplish, but those who have so earnestly worked to that end have at last been rewarded. This is the first and most important step towards the formation of a successful organization.

How often individuals or firms will attach their names to various documents without first fully ascertaining if it is possible to live up to the conditions or even asking themselves, "Do I intend to abide by the conditions?" This goes to show a lack of business conscience. Were you to ask the business man he would answer you that he would keep it up just as well as the other fellow would, implying that it was only signed as a matter of course. In such cases as these, if first a feeling of confidence had been created there would be very little fear but that the terms would be fully carried out.

* * *

The outlook for a very busy Fall is encouraging. There should be very little doubt that all firms will have enough work to keep them busy. This will be a desirable change from the quiet Summer season and no doubt will put all in better humor. When a person is busy there is not much chance of his going wrong.

* * *

There is some talk of getting up an "At Home" by the Toronto Association. This, no doubt, will not take place until after the busy Fall season is over. It is the intention to include the ladies in the pleasant re-union. The association have for some time held annual banquets and it is thought this year that a change would be desirable.

* * *

One thing that must have impressed the manufacturers and supply men in connection with the recent picnic at Oakville was the fact that they were not approached to contribute towards the prize list. Scarcely any function was formerly held without their being asked to assist. If the association have accomplished nothing more than that, they have done a good deal. This is only one of the many reforms that will follow.

THE MORE EDUCATION THE BETTER.

A FEW words to the master plumber who looks with disfavor on any plan of education affecting either the public or the plumber as pertaining to his trade will not be amiss at this time. Quite recently we listened to a prominent master

plumber criticise a suggestion advanced in the columns of this journal which advocated debates on trade topics, black-board demonstrations and lectures on set subjects, as worthy of a permanent place in the regular order of business of every progressive local association. This particular master plumber, himself a man of known skill and ability, said they had tried it in his association some years ago, but that it was a bad movement, inasmuch as the better educated and skilled members found that in the course of an evening they would impart knowledge to a lot of "shoemakers" which had required years of their lives to accumulate through practical experience. Now if this position was generally maintained by leading lights of our trades, professions, arts, or mercantile pursuits it would result in the cessation of all progress, but without dwelling further on that very suggestive point we think we can show him from his own standpoint that if a business man his attitude is a false and self-injurious one.

Because a man is not a practical plumber or is a poorly skilled one it does not necessarily follow that he is not entirely honest and conscientious. Admitting him to your organization — no matter how or why — should obliterate any existing prejudice and engender a friendly interest in his welfare, particularly since your aims and desires are thereafter presumed to be identical.

Now, if instead of fighting against his education and abusing plumbing inspection laws that on the presumption in the minds of architects and clients in general make the work of both of you equal in merit, thus depriving you of the "preference" you contend is due your greater skill and experience, you would assist in his education and help to bring him up to your level it would result in mutual profit. If he installs work in a way that your conscience will not permit, it is due to his ignorance, and as an honest man he will do it equally as well as you when he is shown how. Having reached the stage where he puts as much money in constructing work as you do he becomes a fair competitor. You now have an advantage in possessing what we might term an executive ability as a mechanic that he will require years to attain,

FOR THE BARN



RAMSAY'S OUTSIDE PAINTS

Put up in quart cans, gallon cans, 5-gal. cans and barrels, handsomely labelled.

Made to paint the farmer's barn. Made for ready painting on shingles, fences, outhouses, and all rough work. It's a paint so far not equalled, along its own line, in the business.

Made to sell at a price that brings the store a handsome profit, and the user genuine satisfaction.

Have you seen sample shade cards? If not, drop a postal and ask for one. No harm to learn about it, anyway. Handsome showcards for counter go with it, too.

A. RAMSAY & SON
MONTREAL

EST'D
1842

PAINT
MAKERS

We sell

Pig Iron.
Ingot Tin.
Ingot Copper.
Zinc Spelter.
Pig Lead.
Babbit Metals.
Solder.
Cotton Waste.

We buy

Scrap Rubber of all kinds.
—Rubber Boots and Shoes.
—Rubber Bicycle Tires.
—Rubber Carriage Tires.
—Rubber Hose.
—Rubber Springs.

We buy

Drosses of all kinds.

—Tin,
—Lead,
—Type Metal,
—Zinc

Brass Ashes.
Metal Residues.

We buy

Scrap Metal

—Iron,
—Copper,
—Brass,
—Zinc,
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MANUFACTURERS OF

HIGH-CLASS, UP-TO-DATE

Plumbers' and Steamfitters' Supplies

Estimates on Special Castings and Work.

Dealers in Soil Pipe & Fittings, Lead Pipe, etc.

Sole manufacturers of the STEVENS EMPIRE LOW-DOWN COMBINATION CLOSET, the only up-to-date low-down Closet on the market.

We make the best genuine JENKINS DISC VALVE.

This valve is made of the very best selected Steam Metal. Every valve guaranteed. Send for sample and prices.

ORDERS SOLICITED.

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STEVENS IMPROVED



though quite often he possesses business qualifications superior to those usually possessed by practical mechanics, which may offset the advantage we have mentioned. But, granting that the co-education idea is carried out, there is, generally speaking, something to give and something to take with both of you, and to your own, the trade's and the public's benefit, and certainly to your mutual advantage as fellow members of a well-protected trade organization. Think it over!

A NOVEL METHOD OF FISHING.

EVIDENTLY there are methods of catching fish in vogue elsewhere that have not yet been introduced in Canada. A writer in *The Metal Worker* gives the following account of how one plumber went "jugging":

"A sober, industrious plumber, who has given more attention to plumbing than fishing, was recently seized with an uncontrollable desire to go "jugging," and, with six balls of cord, a box of nine wrought hooks, 21 1-gallon well corked jugs (in one of which, it may be stated, was $\frac{1}{2}$ gallon of good Kentucky whisky, for use in case of snake bites) and some $\frac{1}{4}$ -inch lead tubing for sinkers, he drove to the banks of the Ohio, where a good friend lived.

"Frogs appeared to be the best and easiest gotten bait to be had. They were not easily bagged, but he got them, and after three hours' hard pulling at the oars found himself six miles upstream and with five blisters on each hand. In the haste to get the jugs out the whisky jug was baited and thrown out, too, but as there were no snakes in the middle of the river, Mr. Plumber let it remain and hoisted an umbrella.

"The boat outfloated the jugs somewhat, but Mr. Plumber's hands were sore, and so long as he could see and count the jugs he would not touch the oars. His eyes were trained on the jugs, with the vain hope of seeing one of them pop under, until he heard calls from his friend and the hired man on the bank at the house landing saying that dinner was ready.

"Mr. Plumber pulled to the shore and begged them to get in and take up the jugs for him, as he was fagged out and his hands were so sore and crampy he could not hold the oars.

"They did; and as they neared the forward jug the hired man exclaimed: 'Well, that is the first time I ever see a bullfrog floating on a jug in the middle of the river.'

"The farmer hauled the jug in. 'No wonder,' said he, 'my friend has caught a

frog by the leg; something I never saw done before, but I have always heard that plumbers did astonishing things.'

"Mr. Plumber said nothing, but he was in a cold sweat and wondering if all frogs acted alike. They do! Mr. Plumber swooned when he saw a frog perched on the second jug, and heard the farmer and hired man say there was a frog on top of every jug except the one with the whisky in it. The bait had been sitting on that also, but the fumes of the whisky coming up through a spongy cork had made him so drunk he could not stay there, and when he sank a 20-pound catfish took him in."

A NEW ACETYLENE GENERATOR.

The subject of good light is interesting to all classes of people, but has a special interest for merchants, since merchants find in good light a first-rate salesman.

The Keith & Fitzsimons Co., of Toronto, have been installing in many hotels and private dwellings an acetylene gas system of their own devising. Canadian and American millionaires have been liberal patrons of this new system for lighting their Summer homes. A score of Muskoka mansions have had the Keith & Fitzsimons light installed during the past month or so. A descriptive catalogue will be sent upon application.

PLUMBING CONTRACTS.

The Smith Plumbing Co., No. 17 Masonic Temple, London, Ont., have the following contracts on hand:—Walter Blackburn's residence, Richmond street; H. Jinks, two residences, Dufferin avenue; Mr. Miller, residence, Horton street; Mrs. Owens, residence, Dufferin avenue; J. Ferguson, two residences, St. James street; T. Janes, residence, Elmwood avenue; Mr. Jenkins, residence, Maple street.

BUILDING NOTES.

Rochon & Bosquet, masons, Montreal, have dissolved partnership.

Poupore & Malone, contractors, Montreal, have dissolved partnership.

The contract for the erection of the new Eastern Townships bank building at Huntingdon, Que., has been awarded to Simon-eau & Dion, Sherbrooke.

Building operations in Brantford, Ont., have been much brisker this season than last. Building permits issued thus far this year amount to \$130,180 as compared with \$91,478 for the corresponding period of last year.

There is a great scarcity of working-men's houses in Galt, and to relieve this situation there is a scheme on foot to

erect 100 of such houses on the Dickson estate, which will rent at from \$8 to \$10 per month. The proposed houses will be of red brick veneer, and, together with the lot, will cost about \$920 each. The scheme was proposed, and in all probability will be carried out, by J. MacKay, a Toronto lawyer.

BUILDING PERMITS ISSUED.

TORONTO.

J. Hilton, brick bakery on Gerrard street, to cost \$1,500; builders, Marsh & Co.

Humphrey & Webb, pair semi-detached two-storey brick dwellings on Perth avenue, to cost \$4,000.

L. C. Sheppard & Co., two pair semi-detached brick houses on Beatrice street, to cost \$6,400.

T. Hutchinson, brick dwelling, near Dewson street, to cost \$2,500; architects, R. Leeden & Son.

Robert Wright, brick and stone dwelling on MacDonell avenue, to cost \$1,800; builder, Hugh Patton.

G. Lawrence, brick addition to bakery on Denison avenue, to cost \$1,000; builders, Marsh & Co.

Henry Nerlich, brick and stone dwelling on Chestnut Park road, to cost \$9,000; architects, Symons & Rac.

H. F. Squires, pair semi-detached brick and stone dwellings on Beatrice street, to cost \$4,500; architect, J. A. Harvey.

Thos. Andrews, Niagara Falls, brick and stone dwelling on Madison and Lowther avenues, to cost \$5,000; architect, E. Smith.

City Corporation, brick and stone addition to Isolation Hospital, near Gerrard street east, on Broadway avenue, to cost \$31,000; architect, G. R. Harper.

OTTAWA.

W. Dawson, Bell street, frame dwelling, price \$1,000.

L. Jarvis, Gilmour street, brick veneered building, \$1,250.

John J. Smith, 49 Waverly street, solid brick dwelling, \$2,500.

John Martin, Wellington street, solid brick, iron roof, \$3,000.

James Matthews, Maple street, solid brick dwelling, \$5,000.

James Oliver, Wellington street, alterations to solid brick house, \$2,500.

Gaspard Lanthier, Rochester street, brick veneered building to be used as shop and dwelling, \$1,000.

J. P. Haryett, Lett street, brick veneered dwelling, \$1,900, and four buildings on Eccles street, \$3,700.

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TARRED or DRY.

For Lining —Houses, Barns and Stables. Extra strong, full weight, best quality. When ordering from your dealer DEMAND the "Shield Brand." It's a quick seller.

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BUSINESS WITH OUR
ACME INSTANTANEOUS WATER HEATER.**



These heaters deserve a place in every household and are the sort of appliance that wins the confidence and support of your customer.

They are the superior of all heaters made and we are making a very attractive proposition to dealers.

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Salt Glazed Vitrified



and Fittings.

Fire Brick and Ground Fire Clay,
Flue Linings, Portland Cement.

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THE DOMINION EXHIBITION.

THE Dominion Exhibition, at Toronto, the dates for which are August 27 to September 12, and which will be officially opened August 29, promises to excel anything heretofore attempted. The new buildings will all be in readiness and the aid extended by the Dominion Government, being especially applied to increasing the prize money and helping to pay the freight on exhibits from a distance, paying the whole freight on exhibits west of Port Arthur and east of Montreal, should have the effect of bringing out a very representative exhibition of the products of Canada. The exhibit of horses promises to be decidedly strong, as the Dominion Government have set aside a part of their appropriation particularly to be used as special prizes for the encouragement of horse breeding. Indeed there never were so many special prizes given at an exhibition in Toronto before. One of the most interesting features will be the process section in the new Manufactures and Liberal Arts Building where twenty-seven different processes of manufacture will be shown in active operation. All these manufactures will include the very latest inventions in the different lines and on that account will be of the greatest interest. A few of the processes that will be on view are: Printing vast numbers of tickets by multiple press, bookbinding, and box making, all by the same firm; spectacle making, diamond cutting, glass blowing, die sinking, boot and shoe making, umbrella making, paint mixing, the manufacture of cotton and canvas bags, cotton spinning, elastic stocking making, chain making, electric-light-bulb blowing, button making, binder twine making, electric welding, needle and pin making, flax spinning, soap making, metal spinning, carpet weaving, cloth making, broom making, and a variety of others, including the process of photogravure. These processes will be in constant operation and are expected to lend greatly to the attraction of the building.

Of unique interest will be the exhibit of the presents received by her late Majesty the Queen, on the occasion of the jubilee, which the King has been graciously pleased to place at the disposal of the directors.

The Exhibition days have been apportioned as follows: Thursday, Aug. 27, and Friday, Aug. 28, preparation days; Saturday, Aug. 29, Official Opening Day; Monday, Aug. 31, School Children's Day; Tuesday, Sept. 1, Press Day; Wednesday, Sept. 2, Manufacturers' Day; Thursday, Sept. 3, Canadian Day; Friday, Sept.

1. Empire and Pioneers' Day; Saturday, Sept. 5, Commercial Travellers' Day; Monday, Sept. 7, Labor Day; Tuesday, Sept. 8, Farmers' Day; Wednesday, Sept. 9, Stockbreeders' and Fruit Growers' Day; Thursday, Sept. 10, American Visitors' Day; Friday, Sept. 11, Society Day; Saturday, Sept. 12, Citizens' and Review Day. It will be noticed that the Exhibition will be in full swing from 9 a.m. Saturday, Aug. 29, to 10 p.m. Saturday, Sept. 12, Monday, Sept. 14, being moving day.

REDWOOD A SUBSTITUTE FOR STEEL.

Although it seems incredible, it is claimed that Californian redwood has certain qualities which render it, for some purposes, more durable than steel. According to an official report from San Francisco, redwood can more than hold its own against metal as a material for water pipes and certain other purposes.

The engineer of The Niagara Falls Power Co. has substituted redwood for steel in the new water tunnel which is now under construction, the reason given for the preference being that when water is passed over the wood a surface of a soapy and pasty nature is formed, which is proof against the corrosion which is said to destroy steel linings in an incredibly short space of time. Pipes formed of redwood are also cheaper than steel, and although the wood is combustible, it burns so slowly as to form a very fair protection against fire in house-building.

CATALOGUES AND BOOKLETS.

LAMPS AND LANTERNS.

An unique folder has been issued by The Ontario Lantern Co., of Hamilton, Ont., a copy of which has been received by **HARDWARE AND METAL** from Walter Grose, their selling agent at Montreal. The good qualities of Standard lamps and lanterns are very ingeniously illustrated. On turning the first page the reader learns that "they don't smoke" from an illustration in colors showing two worthy gentlemen for whom the goddess nicotine has no charms. Turning the next page, he discovers from a handsome illustration of a lighthouse that "neither do they blow out." The folder is handsomely illustrated throughout, showing the different varieties of lamps and lanterns manufactured by this firm. It should be of interest to the trade as an illustration of some original ideas in advertising. Copies may be procured by the trade from any of the company's selling agents on mentioning **HARDWARE AND METAL**.

The BRILLIANT and SHELBY LAMPS

will give you

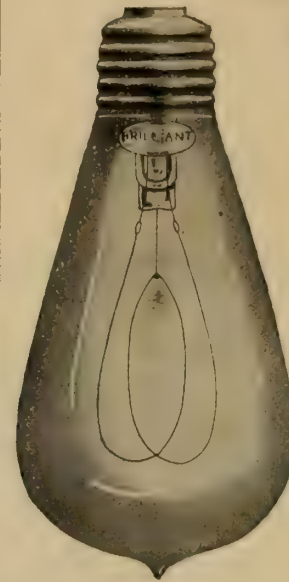
The Cheapest Light
The Most Useful Light.

TRY THEM.

Ontario Lantern Co.,

HAMILTON, ONT.

WALTER GROSE,
Selling Agent.



"Pullman" Lawn Sprinkler

IS YOUR ORDER IN?

Send for Folder No. 14.

PULLMAN MFG. CO.
Rochester, N.Y., U.S.A.

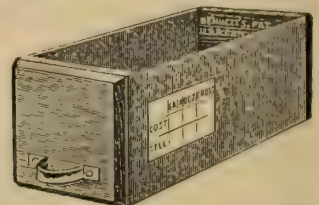
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Bennett Manufacturing Co.

(Successors to J. S. Bennett)

Bennett's Patent Shelf Box and Cabinets, for

Hardware,
Grocery,
Seed and
Drug Trades.



556 Dundas Street, Toronto.

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Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as \$1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

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Fire Bricks,
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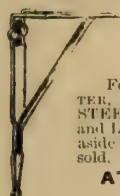
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W. McNALLY & CO.

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Write for our quotations.



Will Hold Up a Shelf!

That's what a shelf bracket is for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO.,
New Haven, Conn., U.S.A.



WRIGHT'S No. 4 COLD BLAST LANTERN is THE Lantern
See it and be convinced.
E. T. Wright & Co., Manufacturers, Hamilton and Montreal.

HARDWARE AND METAL

Have you
tried it?
Tried what?

**SELLING
MANTELS.**

This is in your line of business, and it will
pay you.

The Batty Stove & Hardware Co
76 YORK ST., TORONTO.



**J. M. MAST MFG. CO.'S
RAT and MOUSE TRAPS**
Strongest Traps Made.
Prices Exactly Right.
CANADIAN AGENTS
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Fire Bricks, Fire Clay, etc.

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Bleury Street, Montreal, Que.



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Bicycle Rifle.

Every Cyclist should have one.
Just the thing for
the dealer.
Your jobber has
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Send for Catalogue.

J. STEVENS ARMS & TOOL CO., P.O. Box 217, CHICOPEE FALLS, MASS., U.S.A.

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Gauge.
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Superior in Design, Workmanship
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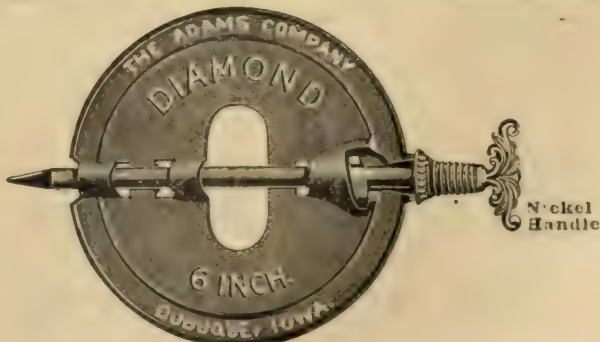
HARRINGTON & RICHARDSON ARMS CO.
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Simplest
"Take Down"
Gun Made

DIAMOND STOVE PIPE DAMPER.

U.S. Patent June 24th, 1895

Canadian Patent December 11th, 1893.

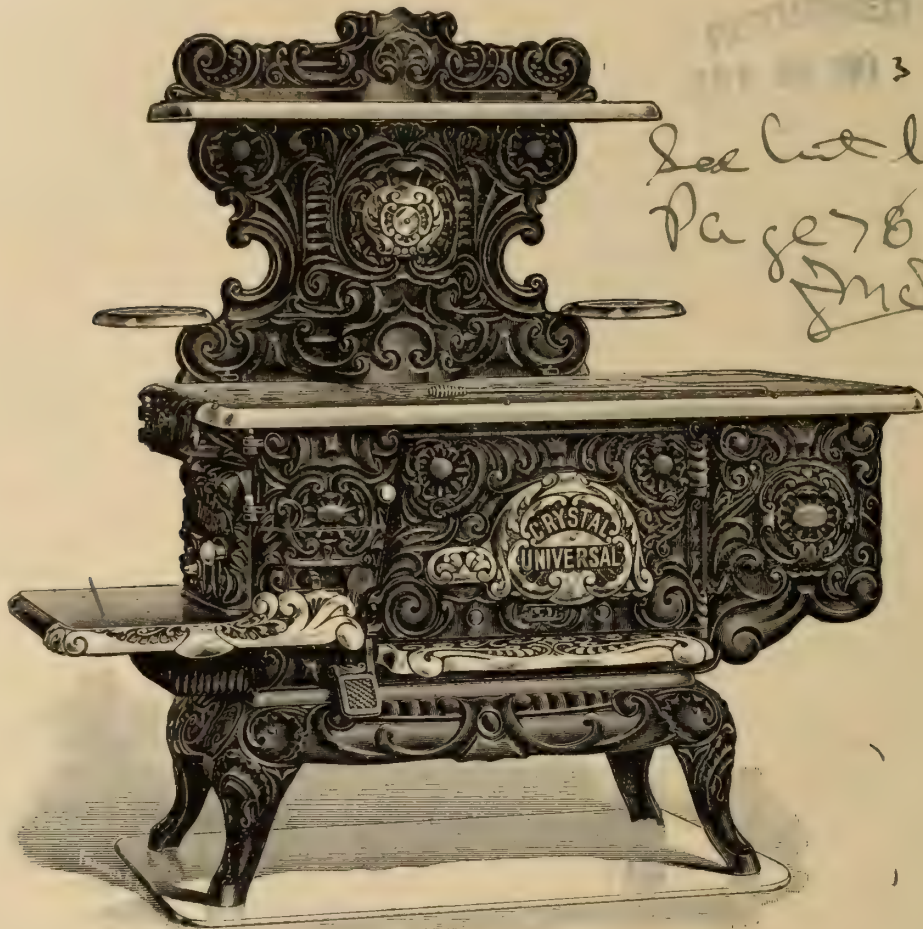


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THE ADAMS COMPANY, Dubuque, Iowa, U.S.A. TAYLOR-FORBES CO., Limited, Guelph, Ont.

PENINSULAR

STOVES and RANGES.

The
Crystal
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For
Coal
or
Wood.

THE CRYSTAL PENINSULAR.

A prominent Canadian stove man when shown the "Crystal" remarked that it was the most beautiful thing in stove construction that had come to his notice.

However, "Handsome is as Handsome does" and the "Crystal" depends for its success, not so much upon its artistic design and superior finish as upon its baking and cooking qualities. It is the latter that swell the list of sales.

Handle the "Crystal" and every one of your customers will be your advertising agent.

Our new Catalogue gives a full description, and is yours for the asking.

Clare Bros. & Co., Limited

PRESTON, Ont., and WINNIPEG, Man.

STOVES AND TINWARE

THE JONES SIDE WALL WARM AIR REGISTER.

SUBSTANTIAL advantages are claimed for the Jones side wall warm air register, patented by A. O. Jones, and manufactured by The United States Register Co., Battle Creek, Mich. The first point to claim attention is that the side wall, unlike the floor register, cannot become a receptacle for sweepings and dirt, for dust and scrapings from shoes, by being walked over. No carpets have to be spoiled by cutting, as is very often the case with floor registers.

It would not at first sight appear that the capacity of the side wall register is greater than the floor register, but this is what is claimed for it by means of the Jones invention, which makes one large pipe supply two registers in different rooms, the one a first, the other a second floor. The great advantage is gained of fewer pipes from the furnace; this economizes the heat to an unexpected extent by utilizing it all. The heat is not wasted for the warm air in a large pipe moves

more freely with less loss by radiation. More heat can be delivered into the living rooms from a small furnace with two 14-inch pipes than with eight small pipes. A furnace manufacturer will guarantee his furnace to heat 40 per cent. more with two large pipes, or heat the same space with 40 per cent less fuel. In the Jones system, when two registers are put on one pipe it is called a double header. The Jones register has combined within itself a register, a register border, a register box, a ventilator and a deflector. Besides having more capacity than others the Jones register is fireproof and is noiseless. The deflector is hinged at the top and is adjusted by means of a screw. It cannot rattle.

A very important advantage of the Jones register is that the double ventilated register box is ready to install when shipped; this means an economy of time as well as of tinner's labor, as no box has to be made to fit the receiver; and by its use, too, the necessity of carpenter work, to break the base around the ordinary register, is avoided.

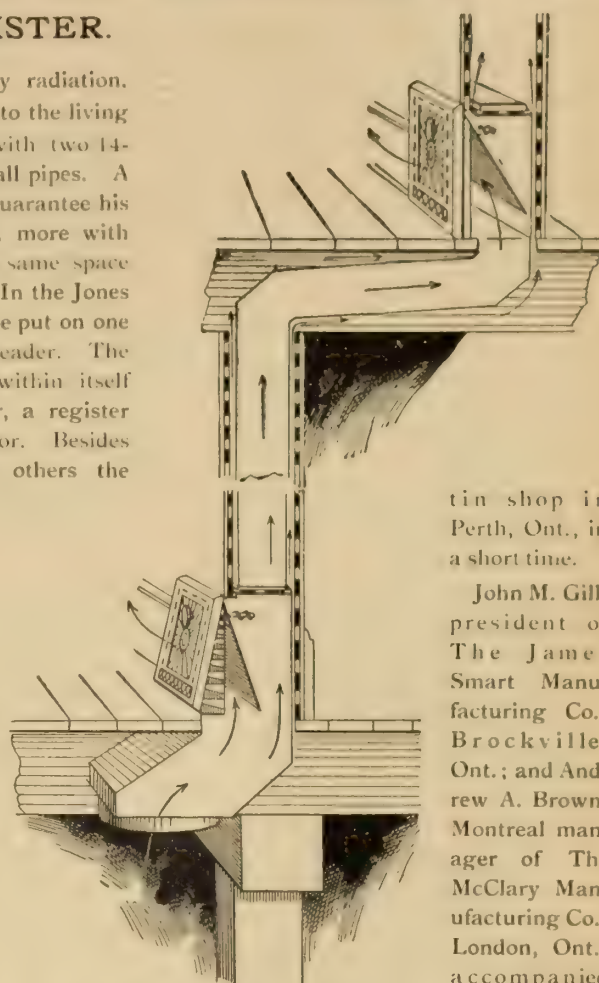
The United States Register Co. distributes some interesting and instructive literature, which can be secured on request by any reader of *HARDWARE AND METAL*.

Anyone interested in furnace heating will be well advised in writing to The United States Register Co., Battle Creek, Mich., for further and fuller information. Chas. D. Chown, Kingston, is their Canadian representative.

NOTES OF THE TRADE.

The tinsmithing business of Sykes & Minto, Petrolea, Ont., has been disposed of to W. J. Mundy, of Bradford.

W. J. Thompson and H. Stewart propose to establish a



Sectional View of Jones Register and Piping.

tin shop in Perth, Ont., in a short time.

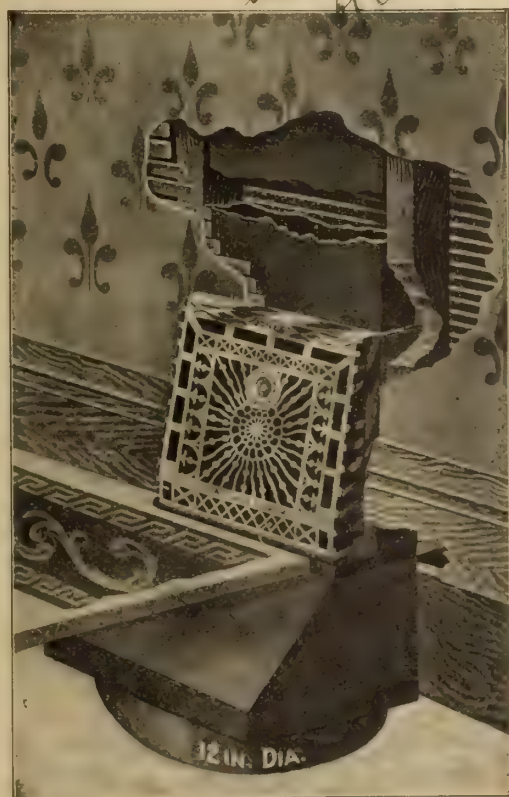
John M. Gill, president of The James Smart Manufacturing Co., Brockville, Ont.; and Andrew A. Brown, Montreal manager of The McClary Manufacturing Co., London, Ont., accompanied by their families,

have been spending a few weeks at the "Southgate," Prout's Neck, Maine.

The Brown, Boggs Co., Limited, Hamilton, Ont., have been incorporated with a share capital of \$50,000, to manufacture and deal in machinery tools and other articles made from wood or metal. The provisional directors are: J. M. Brown, U. G. Boggs, James Anderson and W. E. Blandford, all of the city of Hamilton.

The Oxford Foundry and Machine Co., Oxford, N.S., treated their employees to a good time a few days ago. To celebrate the closing of their most successful business year they shut down the works at 4 p.m., and invited all to enjoy ice cream and other refreshments. The affair was a success in every way.

The Town Council of Wingham, Ont., is contemplating the purchase of the plant of The Wingham Electric Light Co.



The Jones Side Wall Register in Position.

INDUSTRIAL GOSSIP

THE mining industry in British Columbia, which has for some time been in rather a depressed condition, is said to be regaining in activity. Mines which have been closed down for a few years back are being placed in working order, and it is expected that they will commence operations soon. The bonus granted by Parliament on lead has done much to create a more hopeful feeling.

The Red River Navigation Co., Limited, Winnipeg, have been incorporated.

The J. J. Knowler Co., Limited, White wood, N.W.T., have been incorporated.

Work will commence on the St. Mary's Portland Cement Works at St. Marys, Ont., in October.

Jas. A. Cline, president of The Sun Portland Cement Co., Owen Sound, has resigned his position.

It is reported that Owen Sound, Ont., may add another lime manufacturing plant to its industries.

The Warton Beet Sugar Factory has been granted an additional bonus of \$25,000 by that town.

The Pittsburg Reduction Co. have their plant at Massena, Ont., ready to begin the manufacture of aluminum.

Extensive repairs and improvements have been made to the hoisting drums, etc., at the Acadia Colliery at Westville, N.S.

A first-class system of waterworks, to cost \$30,000, is to be established in Burk's Falls. Work will be commenced on the system this Fall.

The Carlyle Farmers' Elevator Co., Carlyle, N.W.T., have been incorporated.

The Minnedosa Milling Co., Minnedosa, N.W.T., have been incorporated.

Montreal capitalists are reviewing the situation in Hamilton with a view of establishing a nail and tack factory there, and probably a horseshoe factory.

The Fillion shingle and sawmill at Port Angeles, B.C., was recently destroyed by fire. The loss is estimated to be \$30,000. The mill will at once be rebuilt.

The National Manufacturing Co., Limited, Pembroke, Ont., are turning out a new hay and coal scale of six-ton capacity. The scale was drafted by F. Millar of Pembroke.

The business of The People's Coal Co., Toronto, has been taken over by The Cornell Coal Co., of Scranton, Pa., which company have also purchased the mines of The People's Coal Co.

The new plant of The Ontario Asphalt Block Paving Co., Windsor, Ont., will commence operations next Monday, August 24. There will be, it is stated, 50,000 blocks turned over in a day.

The Imperial Peat Co., Guelph, Ont., report that in all probability they will be in a position to manufacture peat in about two months. A test of their production was made very recently and proved very successful.

The new sawmill of J. and G. Jardine, Rexton, N.B., is nearing completion. It is said that this mill will upon completion be one of the best band-saw mills in the district, being very large and fitted up with the best machinery procurable.

The output of The Crow's Nest Pass Coal Co.'s collieries for the week ending August 7 was 16,580 tons, an average per day of 2,763 tons. The output for the corresponding week last year was only 2,526 tons, a daily average of 421 tons.

The International Asbestos Co., operating at Elzevier, Hastings County, Ont., writes to the Bureau of Mines that its output of actinolite is to be increased to between four and five tons per hour. This industry is a new one in Ontario.

An important industry of Fictou, N.S., is to be removed to Halifax. G. F. Hamilton & Sons, manufacturers of biscuits and confectionery, Fictou, have decided to remove their plant to Halifax, where they expect to enlarge it considerably.

The Pere Marquette Railway are going to build a large automatic coal chute on its right of way in Port Huron, Ont. The chute will be 200 feet long. It will be of the latest design, and will register the amount of coal as it drops to the engine.

Lawson & Busby, who started practically the first brick yard in Algoma, at Sudbury, about two years ago, are doing an enormous trade this year. So far this year they have manufactured 2,000,000 bricks, and expect to make 3,000,000 more before the season ends.

The Stratford Knitting Co., Limited, Stratford, Ont., have been incorporated with a share capital of \$40,000, to manufacture, sell and deal in all kinds of knitted goods. The provisional directors are R. M. Ballantyne, Montreal; and K. C. Turnbull and W. W. Gray, Stratford.

A license has been granted to the Metropolitan Stock Exchange, incorporated under the laws of Massachusetts, to

deal in Ontario stocks and bonds and to do a general commission business in bonds, grain and petroleum, using for this purpose a capital not larger than \$100,000.

A license has been granted by the Ontario Government to The Canadian Northwest Steamship Co., Limited, incorporated under the laws of the Dominion of Canada, to deal in and sell barges, steam and other vessels, and to carry on a passenger and freight traffic on the Great Lakes and connecting rivers.

A license has been granted authorizing The Long Lake Gold Mining Co., Limited, incorporated under the laws of Great Britain and Ireland, to carry on in Ontario the operations of a mining, milling, reduction and developing company, using for this purpose a capital of not more than \$25,000.

The H. W. Crosby Co., Limited, Hebron, N. S., have been incorporated with a share capital of \$20,000, to manufacture and deal in leather and rubber, and boots, shoes and rubbers. The provisional directors are B. H. Reeding, K. E. Crosby, G. M. Crosby and Jennie M. Cahan, all of the village of Hebron, N.S.

One of the most costly floating elevators of The St. Lawrence & Great Lakes Transportation Co., at Quebec, was destroyed by fire on August 6. The cost of the elevator was \$25,000, and it is almost a complete loss. The elevator is one used in the Louise Basin to transfer cargoes from the Wolvin company's steamers to the ocean steamers and vice versa.

The Jackson Cushion Spring Co., Limited, Toronto, have been incorporated with a share capital of \$50,000, to manufacture and deal in all kinds of springs for vehicles, furniture, implements, etc. The provisional directors are Watson Smith, H. E. Edwards, Charles Ruston, all of the city of Jackson, U.S.; and D. A. Ghent and John Creighton, both of Toronto.

The Library Bureau of Canada, Ottawa, have been incorporated with a share capital of \$150,000, to manufacture and deal in all kinds of finish, fixtures, furniture and fittings. The provisional directors are H. E. Davidson, Watertown, Mass.; G. S. Edwards, Hon. W. C. Edwards, J. A. Cameron, all of Ottawa, and W. E. Parker, Newton, Mass.

The Pueblo Light and Power Co., Limited, Montreal, have been incorporated with a share capital of \$3,000,000, to carry on the business of an electric light and power company in all its branches. The provisional directors are E. M. Edgar, L. L. Edgar, L. S. Colwell, John Pinder and A. E. Worswick, all of the city of Montreal.

Established 1860.

Incorporated 1895.

STOVE BOARDS



Lithographed in Colors,
Artistically Decorated, also
Made Crystallized.



Seamless, with Seamless
Corners,
Well Finished, New Designs

PRICES ON APPLICATION.

The Thos. Davidson Mfg. Co., Limited, Montreal.

COAL HODS, FIRE SHOVELS, STOVE PIPES, ELBOWS, LANTERNS, Etc.

Our Exhibition Display.

Contrary to our usual method, we shall this year have a section in the stove building of the Toronto Exhibition. We wish all our friends to visit us there. We'll certainly make you welcome. But we don't wish you to forget the welcome that is always waiting you at our offices and foundries. We would like to have you call on us there, too. Particularly, we would like to have you visit our new plant at Toronto Junction, where the new and up-to-date machinery will be of interest to you.

The Gurney Foundry Co., Limited,

TORONTO,

WINNIPEG,

VANCOUVER.

The Gurney-Massey Co., Limited, Montreal.

It is said that a strong combination of milling and financial men of Eastern Ontario have in view the project of establishing a large flour mill somewhere in the West for the export trade. W. F. Flavell and R. J. McLaughlin, of Lindsay, Ont., were in Fort William recently in search of a suitable site. On the Kaministiquia River there are sites which may prove suitable for such an industry.

Two companies have been organized by American capitalists to develop the deposits of ore in the Hutton iron range, in New Ontario, recently negotiated by Dr. A. P. Coleman of the Bureau of Mines. Chas. S. Osborne, Sault Ste Marie, Mich., is president of both companies. It is estimated that there are ten million tons of iron ore in the deposits.

An agreement has been arrived at between the City Council of Brantford, Ont., and The American Seeder Co., by which the Seeder company is to occupy the old Cockshutt building and agree to establish its head office in Brantford and to employ in its plant 75 men during ten months in the year, on condition that its property be assessed at only \$20,000 for a term of ten years.

The Belleville Portland Cement Co., Limited, Belleville, Ont., have been incorporated with a share capital of \$2,500,000, to manufacture and otherwise deal in the Portland cement and products of a like nature. The provisional directors are J. S. Lovell, E. W. McNeill, R. Richardson, S. R. Wilkie and M. Lash, all of the city of Belleville.

The Thunder Bay Harbor Improvement Co., Limited, Port Arthur, Ont., have been incorporated with a share capital of \$50,000, to carry on the business of general contractors and vessel owners, for the construction and improvement of piers, wharves, dry docks, etc. The provisional directors are Richard Vigars, James Whalen, William Vigars and G. F. Whalen, all of Port Arthur.

The Severn Power Co. of Midland, Limited, Midland, Ont., have been incorporated with a share capital of \$40,000, to construct and operate works at the Severn Falls, near Port Severn, for the purpose of generating electrical energy. The provisional directors of the company are D. W. Ackerman, W. J. Parkhill, H. J. Craig, William McTavish, A. Jackson and Richard Smith, all of Midland.

The Chemical Brick Co., Holyoke, Mass., are about to transfer their plant to St. Hyacinthe, Que. A suitable site has been selected, and it is understood that the installation of the plant will be proceeded with at once. The reason for this transfer is that St. Hyacinthe is in close proximity to the St. Dominique

quarries. The plant will turn out some 100,000 bricks per day, and 200 men will be employed.

The Bussman Gray Molybdenum Mining and Reduction Co., of Ontario, Limited, Fort Erie, Ont., have been incorporated with a share capital of \$1,000,000, to carry on in all their branches the operations of a mining, milling, reduction and development company. The provisional directors are P. F. Bussman, C. R. Gray, T. A. Hyland, W. J. Baker, R. M. Choate, all of Buffalo, and W. J. R. Gray, of Brantford, Ont.

On Lake Champlain there is a floating sawmill, which, according to reports, is being operated with a great deal of success. It is a two-storeyed ark-like affair upon a heavy float. The boiler and sawing machine occupy the main deck, and the upper deck is divided off into living rooms for the crew. As soon as this novel mill has finished one drive of logs it is towed to the next cove, instead of the logs being brought to the mill the mill is taken to the logs.

Reports from Winnipeg say that Henry Campbell, Government geologist and surveyor, has made the discovery of a huge coal area, estimated to contain at least 300,000,000 tons of coal, appearing in nine ft. seams, on the Peace River in Athabasca, near Dunvegan, and 400 miles north-west of Edmonton. The difficulty of transportation at present stands in the way of the immediate development of this area, but with the advent of the proposed railway it is thought the Peace River will become one of the great coal mining districts.

BRITISH OPINION ON TRADE MATTERS.

MR. K. B. MURRAY, the secretary of the London Chamber of Commerce and of the Congress of Chambers, who arrived in Montreal somewhat in advance of the opening of the Congress, states that great interest is being taken in the meetings by business men throughout Great Britain.

"What will be the attitude of the British delegates on the tariff question?" Mr. Murray was asked.

"There will be two camps, one favorable to inquiry and the other strongly adhering to free trade."

Mr. Murray went on to say that he thought British opinion on the whole to be in favor of an inquiry, but there is in England no strong protectionist sentiment such as exists in Canada. The average Englishman still believes in free trade, but wants a tariff weapon which may be useful in gaining for England fairer treatment in foreign markets.

As to Mr. Chamberlain's proposals, Mr. Murray says the real fight has not yet commenced. "The working classes and the trades unions are the people who will have most to say in the matter, and so far they have not expressed any opinion as to the stand they will take in the coming fight. The working classes have not yet realized to what extent their wage-earning capacity will be increased when the English market is reserved to them."

The deliberations of the congress may be expected to have an influence on the course of the tariff battle. "I think there can be little doubt," says Mr. Murray, "as to the influence which the finding of the congress will have upon public opinion throughout the British Empire. In any event the discussions which will take place before the congress on a large number of important questions cannot but be of the highest interest to the Empire at large."

APOLLO

takes less time in the working, and costs less money; wears longer, costs less money for that; and, the better the job, the more it is worth.

Come again! We have common interest.

Quick service.

Return a whole sheet for an inch of fault.

American Sheet Steel Company
Battery Park New York



HENRY BOKER'S WIRE FENCING PLIERS

are well-known for their reliable quality, and should prove the most satisfactory to the retailer and consumer.

For Sale by all Leading Wholesale Hardware Houses.

CURRENT MARKET QUOTATIONS.

Aug. 21, 1903.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. \$32 50 \$33 50

TINPLATES.

Charcoal Plates—Bright.

M.L.S., equal to Bradley— Per box.
I C, usual sizes. \$6 75
I X " 8 25
I X X " 9 75

Famous, equal to Bradley—

I C " 6 75
I X " 8 25
I X X " 9 75

Raven and Vulture Grades—

I C, usual sizes 5 00
I X " 6 00
I X X " 7 00
I X X X " 8 00
D C, 12½x17 4 50
D X " 5 25
D X X " 6 00

Coke Plates—Bright.

Bessemer Steel—
I C, usual size, 14x20 3 85
I C, special sizes, base 4 25
20x28 8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—
I C, 20x28, 112 sheets 8 00
I X, Terne Tin 10 00

Charcoal Tin Roiler Plates.

Cookley Grade—
X X, 14x56, 50 sheet bxs. }
" 14x60, " } 7 00
" 14x65, " }

Tinned Sheets.

72x30 up to 24 gauge. 7 50
" 26 8 00

IRON AND STEEL.

Common bar, per 100 lb. 2 05
Refined 2 45
Horseshoe Iron 2 40
Hoop steel, 1½ to 3-in. base 2 80
Sleigh shoe steel, 2 50
Tire steel 2 30
Reeled machinery 3 00
Toe calk steel 2 85
T. Firth & Co.'s tool steel, per lb 0 12½
Jesso's tool steel 0 14
Morton's tool steel 0 13
Black Diamond and "B.C." tool steel 0 10
Chas. Leonard's tool steel 0 08
Park's "Silver" tool steel 0 12
"Special" 0 15
Jonas & Colver's tool steel 0 10
"Air Hardening" 0 07
Drill steel, per lb 0 08

BOILER TUBES.

Per foot.
1 in. 0 09
2 in. 0 10½
3 in. 0 13
4 in. 0 14½
5 in. 0 17
6 in. 0 34

STEEL BOILER PLATE.

1 in. 2 50
3-16 in. 2 60
½ in. and thicker 2 70

BLACK SHEETS.

10 and 16 gauge. 2 55
18 gauge 2 70
20 " 2 70
22 to 24 gauge 2 80
26 " 2 90
28 " 3 00

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

All dull, 52 sheets. 2 75
Half-polished 2 85
All bright 3 60

IRON PIPE.

Black pipe Per 100 feet.
1 inch 3 00
1½ " 3 25
2 " 3 40
2½ " 3 65
3 " 3 85
4 " 4 00
5 " 4 25
6 " 4 50
Galvanized pipe—
1 inch 3 20
1½ " 3 45
2 " 3 60
2½ " 3 85
3 " 4 00
4 " 4 25
5 " 4 50
6 " 4 75
Malleable Fittings—Discount 15 p.c.
Cast Iron Fittings
On unions, 55 per cent.; on nipples, 60 per cent.; on all others, 50 per cent.

GALVANIZED SHEETS.

Queen's
G.C. Comet Bell Head
16 gauge 4 05
18 to 24 gauge 3 75
25 " 4 25
28 " 4 50
American brands, \$4 40 for 28 gauge
Less than case lots 10 to 15c extra

CHAIN.

oof coil, 3-16 in., per 100 lb. 7 85
" 1-16 " 8 10
" 3-16 " 5 25
" 7-16 " 4 25
" 1-16 " 4 20
" 3-16 " 4 05
" 7-16 " 4 00
Halter, kennel and post chains, 40 to 40 and 5 per cent.
Cow ties 40 p.c.
Tie out chains 65 p.c.
Stall fixtures 35 p.c.
Trace chain 45 p.c.
Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

COPPER.

Ingot. Per 100 lb. 15 00
Casting " 15 00

Bars.

Cut lengths, round, ½ to 1 in. 23 00
" round and square, 1 to 2 inches 23 00
Sheet
Plain, 14 oz., and light, 16 oz., 14x48 and 14x60 22 00
Plain, 14 oz., and light, 16 oz., irregular sizes 22 50
Tinned copper sheet 24 00
Planished 32 00

Braziers' (in sheets)

4x6 ft., 25 to 30 lb. each, per lb. 0 23
" 35 to 45 " 0 22
" 50-lb. and above " 0 21

BOILER AND T.K. PITTS.

Plain tinned, per lb. 0 28
Spun, per lb. 0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 1½ per cent
Sheets, hard-rolled, 2x4 0 23
Tubing, base, per lb. 0 23½

ZINC SPELTER.

Foreign, per 100 lb. 6 25
Domestic " " 6 50

ZINC SHEET.

5-cwt casks. 6 25
Part casks. 6 75

LEAD.

Imported Pig, per 100 lb. 3 50
Bar, per lb. 0 05
Sheets, 24 lb. sq. ft., by roll 0 04½
Sheets, 3 to 6 lb. 0 06

NOTE. Cut sheets 1c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 35 p.c. list f.o.b. Toronto.

NOTE. Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

SHOT.

Common, \$6.50 per 100 lb.; chilled, \$7.00 per 100 lb.; buck, seal and ball, \$7.50. Discount, 17½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freight equalized.

SOIL PIPE AND FITTINGS.

Light soil pipe, discount, 45 and 5 per cent. fittings, discount 50 and 5 p.c.
Med. and Extra heavy pipe and fittings, discount 55 and 5 per cent.
7 and 8-in. pipes, discount 40 and 5 per cent.

SOLDER.

Bar, half-and-half, guaranteed 0 20
Bar, half-and-half, commercial 0 19
Refined 0 19
Wipong 0 17

ANTIMONY.

Cookson's " " per lb. 9 60

WHITE LEAD.

Per 100 lb.
Pure 5 00
No. 1 4 82½
No. 2 4 25
No. 3 3 87½
No. 4 3 50
Munroe's Select Flake White 5 75
Elephant and Decorators Pure 5 25
Brandram's Genuine 6 50
Decorative " " 6 00
" No. 1 " 5 50
" Monarch " brand " 6 12½
Decorators' Pure " 5 50

Essex Genuine " " 5 25
Ramsays Pure Lead " 4 75
Ramsays Exterior " 4 50

RED LEAD.

Genuine, 560 lb. casks, per cwt 84 75
Genuine, 100 lb. kegs, " 5 25
No. 1, 560 lb. casks, per cwt 4 00
No. 1, 100 lb. kegs, per cwt 4 25

WHITE ZINC.

Extra Red Seal " 0 06
No. 1 " 0 05½
No. 2 " 0 05

DRY WHITE LEAD.

Pure, casks " 5 25
Pure, kegs " 5 75
No. 1, casks " 5 00
No. 1, kegs " 5 25

PREPARED PAINTS.

In 4, 1 and 1-gallon tins.

Pure, per gallon 1 20
Second qualities, per gallon 1 00
Barn (in bbls.) 0 60
The Sherwin Williams paints 1 40
Canada Paint Co.'s pure 1 25
Toronto Lead & Color Co.'s pure 1 25
Sunderland Peary's pure 1 20
Standard Co.'s "New Era" 1 30
"Globe" barn 60
Francis Frost Co.'s "Ark" Bd 1 25
British Navy deck 1 50
Henderson & Potts' "Anchor" 1 35
Globe Paint Co.'s mixed 1 30
"barn and bridge" 0 75
Ramsay's paints, pure, per gal. 1 20
"Thistle" 1 00
"Outside, bbls. 0 65

COLORS IN OIL.

25-lb. tins, Standard Quality.

Venetian red, per lb. 0 03½
Chrome yellow 0 12
Golden ochre 0 07
French " 0 06
Marine black 0 04
Chrome green 0 19
French Imperial green 0 14
Signwriters black 0 16
Umber 0 04
Sienna 0 07

COLORS, DRY.

Common ochre, bbls. 1 15
Yellow ochre (L.F.L.S.) bbls. 2 00
Brussels ochre 2 00
Venetian red, bbl 1 50
English ochres, per cwt 3 00
American oxides, bbls. 1 25
Canadian oxides, bbls. 1 25
Super magnesia oxides, 93 p.c. 2 00
Burnt sienna, pure, per lb. 0 10
"umber 0 08
Drop black, pure 0 08
Chrome yellow, pure 0 18
Chrome greens, pure per lb. 0 09
Golden ochre 0 03
Ultramarine blue, in 28-lb. boxes, per lb. 0 06
Fire-proof mineral, per 100 lb. 1 00
Genuine Eng. Licharge, per lb. 0 07
Mortar color, per 100 lb. 1 25
Pure Indian red No. 4, lb. 0 08
Whiting (common), bbl 0 55
English vermilion, 80-lb. bbs. 0 85

BLUESTONE.

Casks, for spraying, " 5 50
100-lb. lots do per lb. 0 08

JOSEPH RODGERS & SONS

SHEFFIELD, ENGLAND.

Limited

Each blade of our Goods bears the exact mark here represented.

JAMES HUTTON & CO., MONTREAL

SOLE AGENTS
IN CANADA.



PUTTY.	
Beds in tubs	1 70
Beds in less quantity	1 95
Repairs in tubs	2 00
Repairs in kegs, boxes or loose	2 25
2 1/2 tubs	2 25
12 ft. tubs	2 50
Bladders in bulk or tubs less than 100 lb.	2 50

VARNISHES.	
In 5 gal. lots.	Per gal. Net.
Carriage, No. 1	1 50 1 60
Indestructible	4 10 4 25
Painting	2 85 3 20
Gold size, japan	1 50 1 60
No. 1 brown japan	0 85 0 90
Elasto-oak	1 50
Furniture, extra	1 10 1 25
No. 1	0 90 1 00
Hard oil finish	1 35 1 50
Light oil finish	1 60 1 70
Damar	1 75 2 00
Shellac, white	2 40 2 50
Orange	2 30 2 40
Turpentine, brown japan	1 10 1 20
black japan	1 10 1 20
No. 1	0 85 0 90
Elasto-oak varnish, 1 gal. can, each	2 00
Granite floor finish, per gal	2 75
Maple Leaf coach enamels: size 1	\$1.20
size 2, 70c; size 3, 40c, each	
Sherwin-Williams' kopal varnish, assorted case, from	to 1 gal., \$2.50.

CASTOR OIL.	
British, 1st qual. in cases, per lb	0 08 1 09 1/2
small lots	0 10 1 10 1/2

COD OIL, ETC.	
Cod oil, per gal	0 50 0 55
Pure olive	1 40
neatfoot	0 90

GLUE.	
Common	0 08 0 09
French mescal	0 10 0 14
White, extra	0 18 0 22
Gold size	
Sheep	0 18 0 20
Cow	0 19 0 20
Hutner	
Ground	0 12 0 16
Cologne, genuine	

HARDWARE.

AMMUNITION

Cartridges.

B. B. Caps Dominion 50 and 5 per cent.	
Rim Fire Pistol, discount 40 p.c. American.	
Rim Fire Cartridges, Dominion, 50 and 5 p.c.	
Central Fire Pistol and Rifle, 10 p.c. Amer.	
Central Fire Cartridges, pistol sizes, Dominion, 20 per cent.	
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent.	
Central Fire, Military and Sporting, American, add 5 per cent. to list. B. B. Caps, discount 40 per cent. American	
Loaded and empty shells, "Trap and "Dominion grades, 25 per cent. Royal and Nitro, 10 per cent. advance on list.	
Brass shot shells, 35 per cent.	
Primers, Dom., 30 per cent.; American, \$1.60.	

Wads	
Best thick white felt wadding, in 1/2 lb. bags	\$1 00
Best thick brown or grey felt wads, in 1/2 lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	6 90
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	

Chemically prepared black edge grey cloth wads, in boxes of 250 each	
11 and smaller gauge	Per M. 0 60
9 and 10 gauges	0 70
7 and 8	0 90
5 and 6	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8	1 65
5 and 6	1 90

ADZES.	
Discount 20 per cent.	
ANVILS.	
Wright's, 80-lb. and over	0 10 1/2
Hay Budden, 80-lb. and over	0 09 1/2
Brook's, 80-lb. and over	0 11 1/2

Gilmour's, discount 65 and 5 per cent. off list.	
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AXES.	
Chopping Axes	
Single bit, per doz.	7 00 10 00
Double bit, " "	10 00 18 00
Bench Axes, 40 per cent.	
Broad Axes, 25 per cent.	
Hunters' Axes	5 50 6 00
Boys' Axes	6 25 7 00
Splitting Axes	7 00 12 00
Handled Axes	7 50 10 00

AXLE GREASE.	
Ordinary, per gross	5 75 6 00
Best quality	13 00 15 00

BATH TUBS.	
Zinc	6 00
Copper, discount 15 per cent. off revised list.	

BATHS.	
Standard Enameled.	
5 1/2-inch rolled rim, 1st quality	24 00
5 1/2 " 2nd	20 00

BARBIT METAL.	
"Tandem," A	per lb. 0 27
B	0 21
C	0 11 1/2
Frictionless Metal	0 23

Syracuse Smelting Works:	
Aluminum, genuine	0 45
Government, " "	0 44
Tough, " "	0 40
Hard, " "	0 40
Dynamo, " "	0 30
Special, " "	0 25
Harmony, " "	0 22
Car Box, " "	0 20
Extra, " "	0 15
The Canada Metal Co.:	
Imperial, genuine	0 40
Metallic, " "	0 30
Hercules, " "	0 20
Star, " "	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 06
No. 4	0 05

BELLS.	
Hand.	
Brass, 60 per cent.	
Nickel, 55 per cent.	
American make, discount 63 1/2 per cent.	
Canadian, discount 45 and 50 per cent.	

Door.	
Gongs, Sargent's	5 50 8 00
Peterboro, discount 46 per cent.	
Farm.	
American, each	1 25 3 00
House.	
American, per lb	0 35 0 40

BELLGOWS.	
Hand, per doz	3 35 4 75
Moulders, per doz	7 50 10 00
Blacksmiths, discount 10 per cent.	

BELTING.	
Extra, 60 per cent.	
Standard, 60 and 10 per cent.	
No. 1, not wider than 6 in., 60, 10 and 10 per cent.	
Agricultural, not wider than 4 in., 75 per cent.	

BITS.	
Auger.	
Gilmour's, discount 60 and 5 per cent.	
Rockford, discount 50 and 10 per cent.	
Jennings' Gen., net list.	
Car.	
Gilmour's, 47 1/2 to 50 per cent.	
Expansive.	
Clark's, 40 per cent.	

Clark's, per doz	0 65 0 90
Diamond, Shell, per doz	1 00 1 50
Nail and Spike, per gross	2 25 5 20

BLIND AND BED STAPLES.	
All sizes, per lb.	0 07 1/2 0 12

BOLTS AND NUTS.	
Carriage Bolts, common (\$1 list)	50 and 10
" " full sq. (\$2.40 list)	55 and 10
" " Norway Iron (\$3 list)	55 and 10
Machine Bolts, all sizes	50, 5 and 10
Plough Bolts	50, 5 and 10
Blank Bolts	50, 5 and 10
Bolt Ends	50, 5 and 10
Sleigh Shoe Bolts	65, 5 and 10
Coach Screws, cone point	66 1/2 and 10
Nuts, square, all sizes, 3/8c. per lb. off.	
Nuts, hexagon, all sizes, 4c. per lb. off.	
Stove Rods, per lb., 5 1/2 to 6c.	

BOOT CALKS.	
Small and medium, ball	per M. 4 25
Small heel	" 4 50

BRIGHT WIRE GOODS.	
Discount 62 1/2 per cent.	

BROILERS.	
Light, discount 65 to 67 1/2 per cent.	
Reversible, discount 65 to 67 1/2 per cent.	
Vegetable, per doz., discount 37 1/2 per cent.	
Henis, No. 8	per doz. 6 00
Henis, No. 9	" 7 00
Queen City	" 7 50

BUTCHERS' CLEAVERS.	
German	per doz. 6 00 11 00
American	" 12 00 20 00

BUTCHER KNIVES.	
Bailey's	per doz. 0 60 6 30

BUILDING PAPER, ETC.	
Tarred Felt, per 100 lb.	1 85
Ready roofing, 2-ply, not under 45 lb. per roll	0 90
Ready roofing, 3-ply, not under 65 lb. per roll	1 15
Carpet Felt	per ton 45 00
Heavy Straw Sheathing	per ton 35 00
Dry Sheathing	per roll, 400 sq. ft. 0 40
Tar	" 400 " 0 50
Dry Fibre	" 400 " 0 55
Tarred Fibre	" 400 " 0 65
O. K. & I. X. L.	" 400 " 0 70
Resin-sized	" 400 " 0 45
Oiled Sheathing	" 600 " 1 00
Oiled	" 400 " 0 70
Roof Coating, in barrels	per gal. 0 17
Roof small packages	0 25
Refined Tar	per barrel 5 00
Coal Tar	" 4 00
Coal Tar, less than barrels	per gal. 0 15
Roofing Pitch	per 100 lb. 1 10

BULL RINGS.	
Copper, \$2.00 for 2 1/2-inch, and \$1.90 for 2-inch.	

BUTTS.	
Wrought Brass, net revised list.	
Cast Iron.	
Loose Pin, discount 60 per cent	

Wrought Steel.	
Fast Joint, discount 65, 10 and 2 1/2 per cent.	
Loose Pin, discount 65, 10 and 2 1/2 per cent.	
Berlin, Bronzed, discount 70, 70 and 5 per cent.	
Gen. B. Bronzed	per pair 0 40 0 65

CARPET STRETCHERS.	
American	per doz. 1 00 1 50
Bullard's	" 6 50

CASTORS.	
Bed, new list, discount 55 to 57 1/2 per cent.	
Plate, discount 52 1/2 to 57 1/2 per cent.	

CATTLE LEADERS.	
Nos. 31 and 32	per gross 8 50 9 50

CHALK.	
Carpenters' Colored, per gross	0 45 0 75
White lump	per cwt. 0 60 0 65
Red	" 0 05 0 06
Crayon	per gross 0 14 0 18

CHISELS.	
Socket, Framing and Firmer.	
Broad's, discount 60 and 10 per cent.	
Warnock's, discount 50 and 10 per cent.	
P. S. & W. Extra, discount 60 and 10 per cent	

CHURN.	
Revolving Churns, metal frames—No. 0, \$8	
No. 1, \$8.50; No. 2, \$9.00; No. 3, \$10.00	
No. 4, \$12.00; No. 5, \$16.00 each. Ditto	
wood frames, 20c. each less than the above	
Discounts: Factories, 30 and 30 per cent	
f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. Terms 4 months or 3 per cent. cash in 30 days.	
Churn frames, including bearings, levers, etc.	
Nos. 0, 1, 2 and 3, wood, \$2.40; and 4 and 5, \$2.65. Metal frames, 25c. extra. Discount 15 per cent., net 30 days.	

CLIPS.	
Axle, discount 65 per cent.	

CLOSETS.	
Plain York or Ontario, Syphon Jet	per \$9 60
Emb.	10 20
Fittings	1 00
Plain Elgin or Teu. Syphon Washout	6 00
Emb.	6 60
Fittings	1 25
Low Down Elgin or Teutonic, plain	6 00
Low emb.	6 50
Plain Richelieu	4 25
Emb.	4 50
Connections	1 25
Low Down Ontario Syphon Jet, plain	11 70
Low " emb'd	12 30
Closet connection	1 25
Basins, P.O., 14-in.	0 70
Basins, oval, 17 x 14-in.	1 50
Basins, " 19 x 15-in.	2 25

COMPASSES, DIVIDERS, ETC.	
American, discount 62 1/2 to 65 per cent.	

CONDUCTOR PIPE.	
Plain or Corrugated.	
2-inch	per 100 feet 3 00
3 " "	" 4 00
4 " "	" 5 25
5 " "	" 6 75
6 " "	" 9 00

CRADLES, GRAIN.	
Canadian, discount 20 to 25 per cent.	
CROSSCUT SAW HANDLES.	
S. & D., No. 3	per pair 0 17 1/2
S. & D., " 5	" 0 22 1/2
S. & D., " 6	" 0 45
Boynton pattern	" 0 20

DOOR SPRINGS.	
Torrey's Rod (15 p.c.) per doz.	2 00
Coil	" 0 88 1 60
English	" 2 00 4 00

DRAW KNIVES.	
Coach and Wagon, discount 50 and 10 per cent.	
Carpenters' discount 60 and 10 per cent.	

SOMETHING FOR NOTHING

You can have our Samples and Price List by simply asking for them.

We advertise our Wire-Edged Ready-Roofing extensively in the Farming Journals, and in all cases we tell the consumer to buy from his local Hardware Merchant.

Who do you think will benefit by our advertising, the Hardware Merchant who has our Samples and Prices, or the one who hasn't?

The Paterson Mfg. Co., Limited

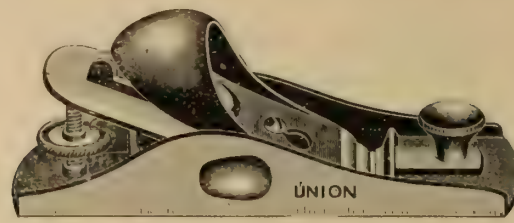
Toronto and Montreal.

DRILLS.				Fork.				KETTLES.				NAIL FULLERS			
Hand and Breast.				C. & B., discount 40 per cent., revised list.				Brass spun, 7½ per cent. discount off new list.				German and American			
Millar's Falls, per doz., net list.				Hoc.				Copper per lb. 0 30 0 50				SAIL SETS			
DRILL BITS.				C. & B., discount 40 per cent., revised list.				American, 60 and 10 to 45 and 5 per cent.				Square, round and octagon,			
Morse, discount 37½ to 40 per cent.				Saw.				KEYS				per gross 3 38 4 0			
Standard, discount 50 and 5 to 55 per cent.				Plane				Lock, Canadian dis. 40 to 40 and 10 per cent.				Diamond 1 00 2 0			
FAUCETS.				American per doz. 1 00 1 25				Cabinet, trunk and padlock,				POULTRY NETTING			
Common, cork-lined, discount 35 per cent.				Hammer and Hatchet.				American per gross 0 60				2 in. Mesh, 19 w g. dia. 60 per cent.			
EAVETROUGHES.				Canadian, discount 40 per cent.				KNOBS.				2 in. Mesh, 16 w g. and heavier, 50 ps			
10-inch per 100 ft. 3 10				Cross-Cut Saws.				Door, japanned and N.P., per				OAKUM			
ELBOWS (stovepipe.)				Canadian per pair 0 13½				doz. 1 50 2 50				U.S. Navy per 100 lb. 6 75			
and 6-inch, common, per doz. 1 20				HANGERS. doz. pairs.				Bronze, Berlin per doz. 2 75 3 25				Plumbers 3 00			
7-inch, 1 35				Steel barn door, 5 85 6 00				Bronze, Genuine 6 00 9 00				OILERS			
Polished, 15c. per dozen extra.				Stearns, 4-inch 5 00				Shutter, porcelain, F. & L.				McClary's Model, galvanized			
ESCUTCHEONS.				5-inch 6 50				screw per gross 1 30 4 00				oil can, with pump, 5 gallon,			
Discount 40 per cent.				Lane's covered				White door knobs, 1 00				per dozen 10 00			
ESCUTCHEON PINS.				No. 11, 5-foot run 8 40				HAY KNIVES.				Zinc and tin, discount 50, 50 and 10 per cent.			
Iron, discount 40 per cent.				No. 11½, 10-foot run 10 80				LAMP WICKS				Copper per doz. 1 25 3 50			
FACTORY MILK CANS.				No. 12, 10-foot run 12 60				LANTERNS.				Brass 1 50 3 50			
Discount off revised list, 40 per cent.				No. 14, 15-foot run 21 00				Cold Blast per doz. 7 00				Malleable, discount 25 per cent.			
FILES AND RASPS.				Lane's O.N.T. track, per foot 0 04½				No. 3, "Wright's" 8 50				GALVANIZED PAIRS			
Great Western, 70 and 10 per cent.				HARVEST TOOLS.				Ordinary, with O burner, 4 00				Dufferin pattern pairs, discount 45 per cent.			
Arcade 70 " 10 "				Discount 60 per cent.				Dashboard, cold blast, 9 00				Flaring pattern, discount 45 per cent.			
Kearney & Foot 70 " 10 "				HATCHETS.				Japanning, 50c. per doz. extra				Galvanized wash tubs, discount 45 per cent.			
Disson's 70 " 10 "				Canadian, discount 40 to 42½ per cent.				LEMON SQUEEZERS.				PIECED WARE			
American 70 " 10 "				HAT ENAMEL.				Porcelain lined per doz. 2 20 5 60				Discount 40 per cent. off list, June, 1899.			
J. Barton Smith 70 " 10 "				Hen derson & Potts' "Anchor Brand"				Galvanized 1 87 3 85				10-qt. flaring sap buckets, discount 40 per cent.			
McClellan 70 " 10 "				HINGES.				King, wood 4 00 4 50				6, 10 and 14-qt. flaring pairs, dis. 40 per cent.			
Eagle 70 " 10 "				Blind, Parker's, discount 16½ per cent.				All glass 0 50 0 90				Creamer cans, discount 40 per cent.			
Nicholson, 60 and 10 to 60, 10 and 5				Heavy T and strap, 4-in. per lb. 0 06½				LINES.				PICKS.			
Royal 80				" " 5-in. 0 06½				Fish per gross 1 05 2 50				Per dozen 6 00 9 00			
Globe 70 to 75				" " 6-in. 0 06½				Chalk 1 90 7 40				PICTURE NAILS.			
Black Diamond, 60 and 10 to 60, 10 and 5 per cent.				" " 8-in. 0 05½				LAWN MOWERS.				Porcelain head, per gross 1 35 1 50			
Jowitt's, English list, 25 to 27½ per cent.				" " 10-in. 0 05½				Woodyatt, 12-in. wheel 7 50				Brass head, 0 40 1 00			
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to \$1.50				Light T and strap, discount 65 and 5 per cent.				Star 5 50				PICTURE WIRE.			
GLASS.				Screw hook and hinge.				Daisy 4 90				Tin and gilt, discount 75 per cent.			
Window. Box Price.				6 to 10 in. per 100 lb. 4 50				Philadelphia, 12-in. wheel 6 50				FINE TAR.			
Star				12 in. up. 3 25				Ontario, 14 25				1 pint in time per gross 7 80			
Size United				Spring, per gro. pairs 10 50				Discount, 50 per cent.				1 " " 9 60			
Inches.				HOES.				Maxwell & Sons:				PLANES.			
Under 26 2 0 3 80				Garden, Mortar, etc., discount 60 per cent.				10½ in. high wheel 7 50 10 00				Wood bench, Canadian discount 40 per cent.			
26 to 40 2 10 4 00				Planter, per doz. 4 00 4 50				9 in. 5 50 6 25				American discount 50 per cent.			
41 to 50 4 50 8 75				HOLLOW WARE.				8 in. 49 0 5 50				Wood, fancy Canadian or American, 37½ to 40 per cent.			
51 to 60 4 75 10 00				Discount 45 and 5 per cent.				Discount 50 per cent.				FLAME IRONS.			
61 to 70 5 00 11 50				HOOKS.				Canadian, 40 to 40 and 10 per cent.				English per doz. 2 00 5 00			
71 to 80 5 50 12 30				Cast Iron.				Russell & Erwin, per doz. 3 00 3 25				FLIERS AND SNIPPERS			
81 to 85 14 00				Bird cage, per doz. 0 50 1 10				Eagle, discount 30 per cent.				Button's genuine, per doz. pairs, discount			
86 to 90 16 50				Clothes line, 0 27 0 63				English and Am. per doz. 0 50 6 00				37½ to 40 per cent.			
91 to 95 18 00				Harness, 0 72 0 88				Eagle, discount 20 to 25 per cent.				Button's imitation, per doz. 5 00 9 00			
96 to 100 20 00				Hat and coat per gro. 1 00 3 00				MACHINE SCREWS				German 0 60 2 60			
A discount of 25 per cent. is offered on "Double Diamond."				Chandelier per doz. 0 50 1 00				Iron and Brass.				PLUMBERS' BRASS GOODS.			
GAUGES.				Wrought Iron.				Flat head, discount 25 per cent.				Standard Compression work, dis. 60 per cent.			
Marking, Mortise, Etc.				Wrought hooks and staples, Canadian discount 47½ per cent.				Round head, discount 20 per cent.				"J.M.T." Cushion work, discount 50 per cent.			
Stanley's, discount 50 to 55 per cent.				Wire.				MALLETS.				Fuller work, discount 65 per cent.			
Wire Gauges.				Hat and coat, discount 45 per cent.				Tinmiths per doz. 1 25 1 50				6 dozen lots and over of the above, extra discount 10 per cent.			
Winn's, Nos. 26 to 33 each 1 65 2 40				Belt per 1,000 0 60				Carpenters, hickory, 1 25 3 75				Lever handle Stops and Waste, discount 60 per cent.			
HALTERS.				Screw, bright, discount 55 per cent.				Lignum Vitae 3 85 5 00				per cent. With, in lots of 2 dozen and over, an extra discount of 10 per cent.			
Rope, ¾-inch per gross 9 00				HORSE NAILS.				Caulking, each 0 60 2 00				"J.M.T." Globe, Angle and Check Valves, discount 50 per cent.			
Rope, 1-inch 14 00				"C" brand, 40, 10 and 7½ per cent. off list (Oval				MATTOKES.				Standard Globe, Angle and Check Valves, discount 60 per cent.			
Rope, 1½ to 2-inch 14 00				"M" brand, 50, 10 and 5 per cent. (head				Canadian, per doz. 5 50 6 50				"J.M.T." Radiator Valves, discount 55 per cent.			
Leather, 1-inch, per doz. 3 87½ 4 00				Counter-sunk, 57½ per cent. (head				MEAT CUTTERS				Standard Radiator Valves, discount 60 per cent.			
Leather, 1½ " 5 15 5 20				"Monarch," 60 per cent.				American, discount 33½ per cent.				Patent Quick-Opening Valves, discount 65 per cent.			
Web 1 67 2 45				"Peerless" 50 per cent. dis.				German, 15 per cent.				Patent Compression Cushion, bath			
HAMMERS.				HORSESHOES				Gem each 1 15				cock, hot and cold per doz. 15 00			
Nail.				F.O.B. Montreal				Discount 25 per cent.				Patent Compression Cushion, bath			
Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.				No. 2 No. 1 and larger, smaller.				SAILS. Cut. Wire.				cock, No. 2208 2 25			
Tack.				Iron Shoes.				2d and 3d 3 45 3 45				Square head brass cocks, discount 50 per cent.			
Magnetic per doz. 1 10 1 20				Light, medium and heavy 3 35 3 60				3d 3 10 3 12				Competition Globe, Angle and Check Valve discount 70 per cent.			
Canadian per lb. 0 07½ 0 08½				Snow shoes 3 60 3 85				4 and 5d 2 85 2 85				Thompson Smoke-test Machine \$25.00.			
Ball Pean.				Steel Shoes.				6 and 7d 2 75 2 80							
English and Canadian, per lb. 0 22 0 25				Light 3 45 3 70				8 and 9d 2 60 2 60							
HANDLES.				Featherweight (all sizes) 4 85 4 85				10 and 12d 2 55 2 55							
Axe, 2nd growth, per doz. net 3 00 4 00				F.O.B. Toronto, Hamilton, London and				16 and 24d 2 50 2 50							
tore door, per doz. 1 00 1 50				Guelph, 10c. per kg. additional.				30, 40, 50 and 60d (base) 2 45 2 45							
				Tee weight steel shoes 6 70				Cut nails in carlots are \$2 40.							
				JAPANNED WARE.				Wire nails in carlots are \$2 40.							
				Discount and 5 per cent. off list, June 1899				Steel cut nails 10c. extra.							
				ICE PICKS.				Miscellaneous wire nails, discount 75 per cent.							
				Star per doz. 00 3 25				Coopers' nails, discount 30 per cent.							

UNION IRON and WOOD PLANES.



No. 110.



No. 9 1/2.

UNEQUALLED IN QUALITY AND FINISH.

Union Mfg. Co., - - - New Britain, Conn.

FOR SALE BY ALL PRINCIPAL HARDWARE DEALERS.

PRESSED SPIKES.		
Discount 20 per cent.		
PULLEYS		
Hothouse	per doz	0 55 1 00
Axle	"	0 22 0 33
Screw	"	0 27 1 00
Awning	"	0 35 2 30
PUMPS		
Canadian eastern	"	1 80 3 60
Canadian putcher spout	"	1 40 2 10
PUNCHES		
Saddlers	per doz	1 00 1 85
Conductors	"	9 00 15 00
Finners, solid	per set	0 72
" hollow	per inch	1 00
RANGE BOILERS.		
Dominion, 30 gallon	net	6 00
" 35 "	"	7 00
" 40 "	"	8 00
Ronald's Galvanized, 30 gallon	"	7 40
" 35 "	"	8 40
" 40 "	"	9 60
Copper, 30 gallon	"	22 00
" 35 "	"	24 00
" 40 "	"	28 00

RAZORS.		
Wood	per doz. net	1 20 up.
RAZORS.		
per doz.		
Elliot's	4 00	18 00
Geo. Butler & Co. S.	4 00	18 00
Bokers	7 50	11 00
" King Cutter	12 50	15 00
Wade & Butcher's	3 60	10 00
Thiele & Quicks	7 00	12 00
Bailey's	6 00	12 00
Bailey's Brautford	10 00	11 00
Carbo Magnetic	15 00	
Griffin Barber's Favorite	10 75	
Griffin No. 65	13 00	
Griffin Safety Razors	13 50	
Griffin Strapping Machines	13 50	
Lewis Bros. "Klean Cutter	8 50	10 50

REGISTERS.		
Discount 40 per cent.		
RIVETS AND BURS.		
Iron Rivets, black and tinned, discount 60 and 10 per cent.		
Iron Burs, discount 35 per cent.		
Extras on Iron Rivets in 1-lb. cartons, 1c. per lb.		
Extras on Iron Rivets in 1/2-lb. cartons, 1c. per lb.		
Copper Rivets, with usual proportion burs, 45 per cent. discount. Cartons, 1c. per lb. extra net.		
Copper Burs only, discount 30 and 10 per cent. Extras on Tinned or Coppered Rivets, 1/2-lb. cartons, 1c. per lb.		

RIVET SETS.		
Canadian, discount 35 to 37 1/2 per cent.		
ROPE, ETC.		
Sisal	0 11 1/2	
Pure Manila	0 14 1/2	
"British" Manila	0 12	
Cotton, 3 1/2 inch and larger	0 16	
" 5 1/2 inch	0 21	
" 2 inch	0 22	
Russia Deep Sea	0 15	
Jute	0 08	
Lath Yarn, single	0 11	
" double	0 11 1/2	
Sisal bel cord, 48 foot	per doz	0 65
" 60 foot	"	0 80
" 72 foot	"	0 95

ROLES		
Boxwood, discount 35 per cent.		
Ivory, discount 37 1/2 to 40 per cent.		
SAD IRONS		
Mrs. Potts, No. 55, polished	per set	0 70
No. 50, nickel-plated	"	0 90
HAND AND EMERY PAPER		
B. & A. sand, discount, 40 and 5 per cent.		
Emery, discount 40 per cent.		
Sandnet (Burton's), 5 to 10 per cent. advance on list		

SAP SPOUTS.		
Bronzed iron with hooks	per 1,000	9 50
SAWS.		
Hand, Disston's, discount 12 1/2 per cent.		
S. & D., discount 40 per cent.		
Crosscut, Disston's	per foot	0 35 0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.		
Hack, complete	each	0 75 2 75
" frame only	"	0 75
SASH WEIGHTS.		
Sectional	per 100 lb.	2 25
Solid	"	1 75
SASH CORD.		
Per lb.		0 22 0 22
SAW SETS.		
per doz.		
Lincoln and Whiting		4 75
Hand Sets, No. 1 Woodyatt (Morrill)		4 25
X-Cut Sets, No. 3 Woodyatt (Morrill)		9 50
SCALES.		
Gurney Standard, 40 per cent.		
Gurney Champion, 50 per cent.		
Burrow, Stewart & Milne		
Imperial Standard, discount 40 per cent.		
Weight Beams, discount 35 per cent.		
Champion Scales, discount 50 per cent.		
Fairbanks standard, discount 35 per cent.		
" Dominion, discount 55 per cent.		
" Richelieu, discount 55 per cent.		
Warren's new Standard, discount 40 per cent.		
" Champion, discount 50 per cent.		
" Weightbeams, discount 35 per cent.		

SCREW DRIVERS.		
Sargent's	per doz.	0 65 1 00
SCREEN DOORS.		
Common doors, 2 or 3 panel, walnut stained, 4-in. style	per doz.	6 80
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style	per doz.	7 00
Common doors, 2 or 3 panel, in natural colors, oil finish	per doz.	8 15
3-in. style 20c. per dozen less.		

SCREWS.		
Wood, F. H., bright and steel, discount 87 1/2 per cent.		
Wood, R. H., bright, dis. 82 1/2 per cent.		
" F. H., brass, dis. 80 per cent.		
" R. H., dis. 75 per cent.		
" F. H., bronze, dis. 75 per cent.		
" R. H., dis. 70 per cent.		
Drive Screws, dis. 87 1/2 per cent.		
Bench, wood	per doz.	3 25 4 00
" iron	"	4 25 5 00
Set, case hardened, dis. 60 per cent.		
Square Cap, dis. 50 and 5 per cent.		
Hexagon Cap, dis. 45 per cent.		
Per doz. net.	6 00	9 00

SCYTHES.		
Canadian, discount 40 per cent.		
SHEARS.		
Bailey Cutlery Co., full nickled, discou and 2 1/2 per cent.		
Bailey Cutlery, Japan Handles, discount 67 1/2 per cent.		
Seymour's, discount 50 and 10 per cent.		
SHOVELS AND SPADES.		
Canadian, discount 45 per cent.		
SINKS.		
Cast iron, 16 x 24		0 85
" 18 x 30		1 00
" 18 x 36		1 40
SNAPS.		
Harness, German, discount 25 per cent.		
Lock, Andrews	4 50	11 50

SOLDERING IRONS.		
1 1/2 lb.	per lb.	37
2 lb. or over	"	0 34
SQUARES.		
Iron, No. 493	per doz.	2 40 2 55
No. 494	"	3 25 3 40
Steel, discount 60 to 60 and 5 per cent.		
Try and Bevel, discount 50 to 52 1/2 per cent.		
STAMPED WARE.		
Plain, discount 75 and 12 1/2 per cent. off revised list.		
Retinned, discount 75 per cent. off revised list.		

STAPLES.		
Galvanized	3 25	3 50
Plain	2 90	3 15
Coopers, discount 45 per cent.		
Poultry netting staples, discount 40 per cent.		
STOCKS AND DIES.		
American discount 25 per cent.		
STONE.		
Washita	per lb.	0 28 0 60
Hindustan	"	0 06 0 07
" slip	"	0 09 0 09
Labrador	"	0 15
" Axe	"	0 50
Turkey	"	1 50
Arkansas	"	0 10
Water-of-Ayr	"	5 00
Seythe	per gross	3 50 5 00
Grind, 2-in., 40 to 200 lb., per ton		25 00
" under 40 lb.,	"	28 00
" under 2 in. thick,	"	29 00

STOVEPIPES.		
5 and 6 inch, per 100 lengths		7 00
7 inch.		7 50
ENAMELINE STOVE POLISH.		
No. 4, 3 doz. in case, net cash		4 80
No. 6, 3 doz. in case.		8 40

TACKS, BRADS, ETC.		
Carpet tacks, blue	80 and 15	
" tinned	80 and 20	
" (in kegs)	80	
Cut tacks, blue, in dozens only	80	
" 1 weights	60	
Swedes cut tacks, blue and tinned		
In bulk	80 and 10	
In dozens	75	
Swedes, upholsterers', bulk	85, 12 1/2 and 12 1/2	
" brush, blue and tinned	70	
Swedes, gimp, blue, tinned and japanned	75 and 12 1/2	
Zinc tacks	35	
Leather carpet tacks	55	
Copper tacks	50	
Copper nails	52 1/2	
Trunk nails, black	65 and 5	
Trunk nails, tinned	65 and 10	
Clout nails, blue	65 and 5	
Chair nails	35	
Patent brads	40	
Fine finishing	10	
Lining tacks, in papers	15	
" in bulk	15	
" solid heads, in bulk	75	
Saddle nails, in papers	10	
" in bulk	15	
Tufting buttons, 22 line, in dozens only	60	
Zinc glaziers' points	90 and 10	
Double pointed tacks, papers	40	
" bulk	45	
Clinch and duck rivets	45	

TAPE LINES.		
English, ass skin	per doz.	2 75 5 00
English, Patent Leather	"	5 50 9 75
Chesterman's	each	0 90 2 85
" steel	each	0 80 8 00

TINNERS' SNIPS.		
Bailey's, discount 25 per cent.		
THERMOMETERS.		
Tin case and dairy, discount 75 to 75 and 10 per cent.		
TRAPS (steel).		
Game, Newhouse, discount 25 per cent.		
Game, H. & N., P. S. & W., 65 per cent.		
Game, steel, 72 1/2, 75 per cent.		

TROWELS.		
Disston's, discount 10 per cent.		
German	per doz.	4 75 6 00
S. & D., discount 35 per cent.		
TWINES.		
Bag, Russian	per lb.	0 27
Wrapping, cotton, 3-ply	"	0 19
" 4-ply	"	0 23
Mattress	per lb.	0 33 0 45
Staging	"	0 27 0 35

VISES.		
Wright's		0 13 1/2
Brook's		0 12 1/2
Pipe Vise, Hinge, No. 1		3 50
" No. 2		5 50
Saw Vise		4 50 9 00

ENAMELLED WARE.		
White, Princess, Turquoise, Blue and White		
discount 50 per cent.		
Diamond, Famous, Premier, discount 50 and 10 per cent.		
Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.		

WIRE.		
Smooth Steel Wire.		
No. 0-9 gauge.		\$2 50
10 "		6c. extra.
11 "		12c. "
12 "		20c. "
13 "		30c. "
14 "		40c. "
15 "		55c. "
16 "		70c. "

Add 60c. for coppering and \$2 for tinning.
Extra net per 100 lb. Oiled wire 10c., spring wire \$1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) \$1.25, packed in casks or cases 15c., bagging and papering 10c. 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in 1/2-lb. hanks 75c., in 1/4-lb. hanks \$1.

Fine Steel Wire, discount 25 per cent.
List of extras: In 100-lb. lots: No. 17, \$5 No. 18, \$5.50 No. 19, \$6 No. 20, \$6.65 No. 21, \$7 No. 22, \$7.30 No. 23, \$7.65 No. 24, \$8 No. 25, \$9 No. 26, \$9.50 No. 27, \$10 No. 28, \$11 No. 29, \$12 No. 30, \$13 No. 31, \$14 No. 32, \$15 No. 33, \$16 No. 34, \$17. Extras net (tinned wire, Nos. 17-25, \$2 Nos. 26-31, \$4 Nos. 32-34, \$6 Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—in 1/2-lb. hanks, 38c.—in 1/4-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.

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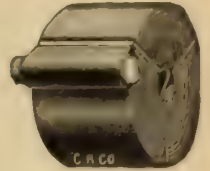
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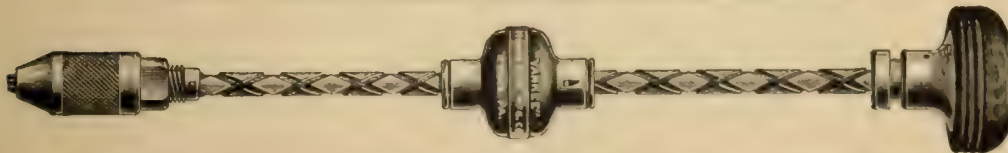
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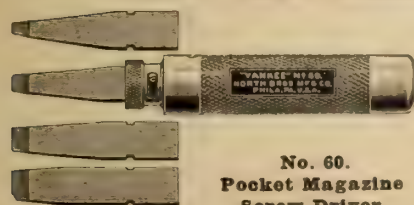
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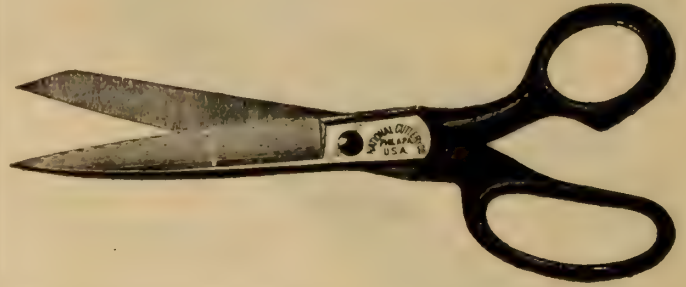
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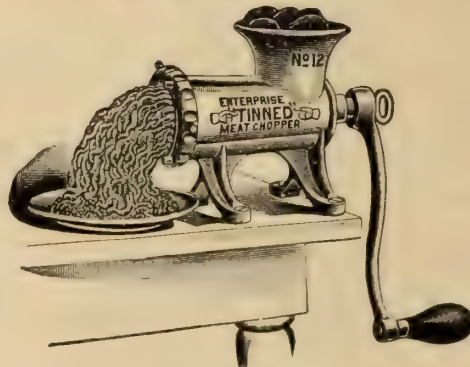
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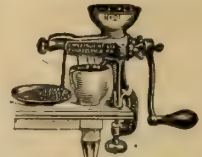


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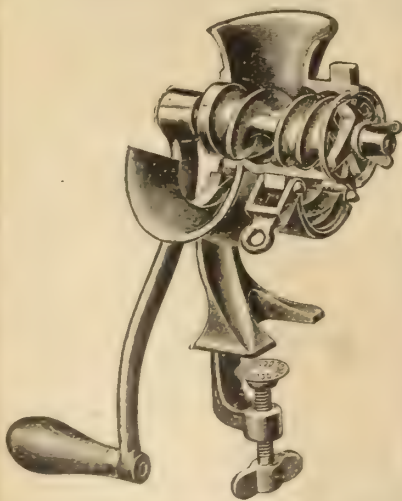
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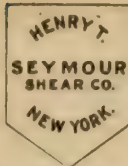
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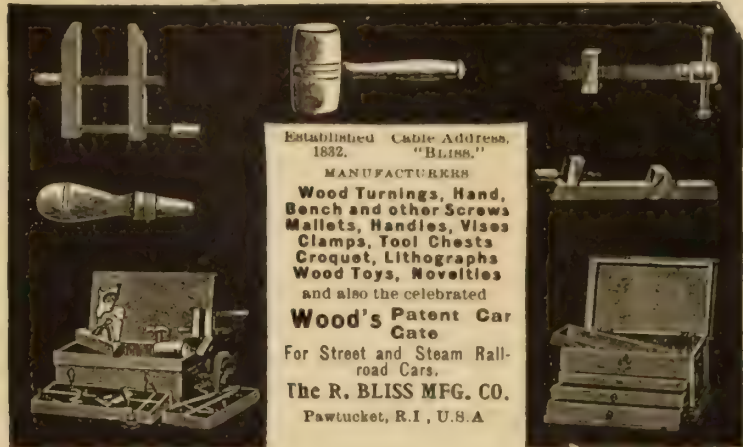
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Subjects Being Discussed at Ottawa

Written for Hardware and Metal by a Member of Parliament.

POLITICAL discussion permits of wide divergence of views, and, almost invariably, these are accompanied by an equally wide divergence in alleged facts. In no case have both these features been more in evidence than in the discussion of the new Transcontinental Railway policy, and it must, indeed, be puzzling to the outsider who is reading the press of both parties with an honest intention of arriving at a just conclusion. In too many cases, we fear, he will be prone to charge misstatement and dishonesty of purpose on the part of the politicians, but he should remember that while public men are, from the very nature of things, as adherents of parties, special pleaders, they are not necessarily insincere in the statements which they utter. That the wish is father to the thought is often absolutely true, and where people have to deal with a whole field of at least but partially known conditions, the speaker is naturally driven to allegations which are likely to strengthen the position he has taken in any given case. So it is that we find one man describing the north part of Ontario through which the new road will run as a land of promise, rich in timber, in minerals, in water powers, in agricultural lands; while, to another, who has committed himself to the statement that the whole thing is an utterly "mad scheme," it is the land of rock, muskeg, the stunted poplar and impassable natural barriers.

In no phase of the whole debate has greater difference appeared than in that dealing with the financial conditions. From the statement of Sir Wilfrid that the cost to Canada could be paid out of this year's surplus, to that of Dr. Sproule, who asserts that the result will

be to increase the national debt to \$400,000,000, we have a wide choice for financial belief. Let us first, for a few moments, examine the contention of the Prime Minister. The Government section of the road from Moncton to Winnipeg covers a distance variously estimated at from 1,400 to 1,500 miles, the cost of which, Mr. Fielding, who, by the way, estimates the distance at 1,475 miles, as against Mr. Blair's 1,425 miles, places, including the interest during construction, at \$54,609,677, while Mr. Blair estimates it at \$65,000,000. The question as to which is more nearly correct has nothing to do with the criticism of the Premier's statement. The surplus this year will be in the neighborhood of \$14,500,000, so in neither case would it even approach an amount which could meet the expenditure. Of course, what Sir Wilfrid meant, a meaning easily to be gathered from the context of his speech, by him who reads it in extenso, is, that the surplus would pay for all the outlay above that for which we have a tangible asset to show. True, we may spend from 55 to 65 millions on the Government section, but that section will be ours when completed, and will, after seven or, possibly, ten years, pay interest on the investment at 3 per cent., according to a term in the lease to the Grand Trunk Pacific Railway. In this, of course, lies the marked difference between the case of this new road and the case of the Intercolonial and the Government canals. In the I. C. R. we have invested nearly 70 millions, in the canals almost the same amount, and from neither do we receive the return of a fraction of one per cent. as interest on our investment. To say that the country is not in debt to the extent of 140 millions for these old works because we own them, and hence the asset must be set off

against the liability, would be manifestly absurd, and to say the same of the new road would be equally so but for the guarantee of interest by way of rent to which we have alluded.

Even as it is, we feel that the Premier's statement is somewhat far fetched in this particular. Our debt will undoubtedly be increased to the extent of the cost of constructing this new section. That may or may not be a bad thing. The farmer who mortgages his farm for \$1,000 to put up a bank barn where before he had no building, is certainly \$1,000 in debt, though he may be far more than \$1,000 better off because of the increased facility with which he can carry on his farming operations. And so it will be with Canada. Time will tell whether the money is or not well spent; but that our debt will be increased in any case to just the amount of the expenditure, seems to be beyond peradventure. Now, to this must be added one other item—the interest for the seven years during which the G.T.P. gets the use of the Government section for nothing, and the interest for seven years on the cost of constructing the G.T.P. line in the mountain section up to \$30,000 per mile. Without wearying our readers too much, we may say that these two sums combined would reach a total of from \$14,500,000 to \$16,500,000, according as we accept the extreme estimates of the rival advocates. In the former case the surplus would in reality pay off the whole obligation, leaving us with the Government section as an asset, and the cost thereof as a liability, and, even in the latter, if, as Mr. Fielding points out, we estimate the amount laid out now in the hands of some trust company to meet the payments of interest as they mature from year to year, the present surplus would be sufficient to meet the whole in-

to be charge. As a matter of fact, the surplus, as we pointed out in an earlier article this session, is a politician's surplus. It is not a surplus of funds after paying all the Government outlays for the year, but only a surplus of income over what has gone out of mind by both parties been called "current expenditure." That there is an actual surplus this year just closed over all expenditure, a surplus running into millions, a surplus which is to be applied in that very convincing fashion of a reduction of the national debt, all are pleased to acknowledge, but that we have \$14,500,000 clear to apply in reduction of debt or to meet interest at some future date to accrue in connection with this railway scheme is far from the fact. This much is true: The amount this year actually available for any purpose after payment of all expenditure is so large as to be more than sufficient by a couple of million at least to pay one year's interest on the new railway indebtedness when incurred. The first month of the new fiscal year, July, shows a large increase in revenue over July of last year, and everything points to a surplus for the coming year as large if not larger than for the year just past. Should Canadian prosperity continue for six more years to come, and there seems no good reason why it should not, when we think of the large influx of population and the great development of natural resources—causes which kept hard times away from the United States when every other country in the world fell a victim to that financial disease—should it continue in even much less measure than at present, there would be each year an "actual surplus" quite sufficient to pay the interest for the seven years during which the G. T. P. pays nothing to the Government by way of rent, and in this manner the expense, outside of construction (to balance which there remains the road itself), would be entirely borne by revenue, and at the end of the non-productive period not one cent would have been added to our national debt above and beyond the first cost of the road.

Mr. Blair has contended that we cannot get our money at 3 per cent., the amount which the G.T.P. is to pay as rental after seven years, that 3½ per cent. is the best we can look for, and, that, in consequence, we will have ½ per cent. each year to put up out of the treasury, and this he figures to represent an accumulated loss of \$18,850,000 in the 50 years. As to this, time and the English money market alone will tell. The last occasion on which we went into the market we succeeded in getting our requirements satisfied for 2½ per cent., but the bonds were placed at a small discount, taking which into consideration the loan stood us at

about 2.70 per cent., or not quite 2¾ per cent. At present the money market is a little tighter, and it is possible that we might not get such favorable terms. The capital, however, will not all be borrowed at one time. The road will take five years at least to complete, and loans will from time to time be made, as the money is required. To say what the market price will be from one to five years hence is mere guess work. The very fact that the large aggregate amount required will not be needed all at once will tend to keep down the rate, and, on the whole, we think we may venture to conclude that in this matter Mr. Blair's fears have got a little the better of him, and that the money will be forthcoming at 3 per cent. as estimated by Mr. Fielding. If this be so, of course the \$18,850,000, above referred to, 'disappears from the cost of the undertaking, or, if we split the difference between the estimates as to the rate to be paid for the money made by Mr. Blair and Mr. Fielding and leave it at 3¼ per cent., the cost as placed by Mr. Blair comes down \$9,425,000.

* * *

We have criticised the Prime Minister's statement as to the surplus being sufficient to pay for the road, it is now time to turn our attention very briefly to the Opposition contention that to the cost must be added the amount of the Government guarantee of G.T.P. bonds. As we know the contract provides that on the prairie section the Government is to guarantee the bonds of the company up to \$13,000 per mile, and on the mountain section up to \$30,000, provided neither sum be in excess of three-quarters of the cost of construction, or, in other words, the G.T.P. has to put in one-quarter of the cost out of its own funds in excess of the Government guarantee. This being the case what is the likelihood that the Government will ever be called upon to make good any of this guarantee? The section now under discussion has been called on all hands the "fat" section. There is no doubt expressed by anyone; the most sceptical has never even hinted that this section of the transcontinental road would not pay and pay well. If it pays, of course the Government cannot be damnified; if it does not pay, the Government has a first mortgage extending only to 75 per cent, and, in addition to that, has also a mortgage on \$20,000,000 of rolling stock, in which it has not put one dollar,—on which it has guaranteed nothing. What, then, would happen if the Government were called upon to pay the interest on the bonds as guaranteed by it, proceeding to foreclose, and to take the road over? But behind stands the Grand Trunk Railway proper, as a second mortgagee, so to speak, with its quarter of cost of construction, and

its \$20,000,000 in rolling stock. How awfully bad would have to be the state of things; how awfully lean would the "fat" section have to prove, before the second mortgagee would sulk in his tent and allow the first claimant to close him out of all claim. No, it is most reasonable to suppose that this will never happen, and, if it does not, why, of course, it is fallacious to add millions upon millions to the alleged cost of construction in connection with this scheme.

* * *

Mr. Sifton introduced another financial item, which is not unworthy of consideration. He pointed out that negotiations were about completed with certain railway companies by which the odd-numbered sections in Manitoba and the Territories, for years locked up for railway grants, were about to be released and made free for Government purposes. As the even-numbered sections are retained for free homesteads, the Government feels at liberty to sell these new lands, amounting in all to about 50,000,000 of acres. He makes the statement that of this area about 20,000,000 acres are now absolutely worthless because of being totally unserved by railways, and that in ten years' time, owing to the building of the new road, these lands will have attained an average value of \$300 per acre, or an aggregate of \$460,000,000. Allowing for optimism on the part of the speaker, something substantial is sure to come out of the state of affairs which he indicates. We may then summarize our financial review of the contentions of the opposing parties by saying that the scheme will cost the actual outlay for construction on the Government section, the exact amount of which only time will tell, plus the interest for seven years, as above outlined, for even if the yearly actual surplus is sufficient to keep this paid, it is a cost nevertheless, since, but for it, the surplus could be applied in reduction of the national debt. As against this cost there will be the Government section of the road, plus the value of the lands referred to by Mr. Sifton as now being valueless. As to the other aspects of the case, from the point of increased transportation facilities, colonization, development of commerce, the binding together of the East and West, the shortening of the Imperial route to the East, it is no part of our plan to speak now.

WIRE NAILS TACKS WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

FOREST CITY GOSSIP.

Office of HARDWARE AND METAL,
365 Richmond street

London, Ontario, August 26, 1903

THE retail hardware merchants of this city all report a quiet week with the exception of last Saturday. On account of an extra large market day last Saturday, an unusual number of farmers were in from the surrounding country, and nails, paint, oils, putty and many other odds and ends were in demand by handy agriculturists who have always some fixing-up to do around their place, and for a few hours a lively and hustling time could be seen in the different hardware shops. But quietness is the rule, and all are preparing for the coming days of the Western Fair which begins here on September 11.

Reports from the wholesale trade here are somewhat conflicting. One or two houses report good orders from travellers; others state that while their travellers are on the road, their orders are at present light. All, however, agree in their unwavering belief that this year's business will total up to the satisfaction of every house in the trade in London.

The waterworks of this city during last year have been undergoing extensive repairs. New hydraulic pumps, at great cost, have been installed, and are now about to be handed over to the city by the contractors. Five million gallons of water can be sent into the city every day from the waterworks at Spring Bank, four miles away. The actual requirements of the city are about three million gallons daily.

A ten per cent. advance has been made in the price of furniture during the past week. The scarcity of mechanics, and the increase in the price of raw material, are given as a reason for the rise. With the steady advances that have been made in furniture during the past three years retailers say their profits are now very small, while keen competition prevents any higher figures to retail purchasers.

There is a continuance of the activity noted several months ago in the building and plumbing trades of the city. The northern part of London is at present the popular section for housebuilding; many new streets are opening up and property that, until a few months ago, was assessed as farm land, is now being laid out and sold for building lots. The price continues to go up for such lots as are desirable.

The contract to pave Bridge street, Niagara Falls, has been signed by the Forest City Paving Company.

Mr. Dobie, of South London, has taken a situation in McDonnell's hardware store at Hensall.

Name

Address

THE SHERWIN-WILLIAMS CO.
21 St. Antoine St., Montreal

Please advise me of your plans for bringing a harvest of paint orders to your agents

PAINT HARVEST

Any merchant anywhere can reap a harvest of paint orders this fall by handling *The Sherwin-Williams Products* and employing *The Sherwin-Williams Methods* in going after trade.

Our advertising for this fall is the most extensive, the most forceful we can devise. It includes direct work with the painter and the paint consumer, newspaper electros, store displays, and special features. Every bit of the advertising refers directly to the agent in the territory where the advertising is put into effect—it is the agent's advertising done *for him* by us. It is advertising of high quality products that will bring a harvest of paint orders.

Use the coupon now and learn how you can harvest the orders in your territory.

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.

CLEVELAND, CHICAGO, NEW YORK, KANSAS CITY, NEWARK, BOSTON, SAN FRANCISCO, LOS ANGELES, MONTREAL, SAN DIEGO, TORONTO, MINNEAPOLIS, WINNIPEG, LONDON, ENG.

Messrs. C. S. Hyman, M.P., C. E. Carr, and James Duffield left on Saturday for a fishing trip up north.

Bert Sabine, of Spittal, Sabine & Co., left on Saturday on a business trip to New York.

J. R. Minhinnick, of The Empire Manufacturing Company, and president of the London Board of Trade, has returned from the Congress of Chambers of Commerce held at Montreal.

W. H. L.

HAMILTON NOTES

HAMILTON'S Summer Carnival has gone into history. As a carnival it was a huge success. Entertainment of every sort was provided in abundance. Visitors were present in thousands.

Some business men, in subscribing to the fund required, said that while they were pleased to contribute, they would gladly double their subscriptions if the carnival could be cancelled. Carnival week is a holiday week; it upsets business. Several

manufacturing concerns had to shut down because their men would not work.

The Hamilton Bridge Co., Limited, have business on hand to keep them at top pressure for a year to come.

The Hamilton Steel and Iron Co., Limited, started this week a new 50-ton open hearth basic furnace. This was made necessary to overtake the increased demand for their products. They are also installing a new blowing engine, and will then be enabled to increase their pig iron output.

The Brown-Boggs Co., Limited, have recently made shipments of tinware and metal working machinery to New South Wales and South Africa.

W. Holmes, 287 King street east, deals in a wholesale way in bird cages, mouse and rat traps, and wire goods for florists' use.

Burrow, Stewart & Milne have been making some experimental stove shipments to South Africa.

D. Moore & Co., stove makers, are making an extensive display of their stoves at the Dominion Exhibition.

Business Changes

ONTARIO.

C. H. Ellsworth, blacksmith, Winona, is advertising his business for sale.

William Harrison, blacksmith, Kincardine, is advertising his business for sale.

D. Cossey & Co., general merchants, Orillia, have sold out to Brown & Walter.

The stock of the general business of George Pouliot, Rockland, has been sold at 61c. on the dollar.

QUEBEC.

J. A. Lambert, hardware merchant, Montreal, has sold out.

The assets of the general business of L. H. Bissonnette, St. Isidore, have been sold.

J. D. McHains has been appointed curator to J. M. Couillard, general merchant, Ste. Martine.

Gagnon & Caron have been appointed curators to J. A. Lacerte, general merchant, Ste. Severe.

A demand of assignment has been made on J. F. Paradis, general merchant, St. Anne de la Perade.

A meeting of the creditors of J. T. Aubert, general merchant, Thetford Mines, will be held on the 29th inst.

Louis Trudel, hardware merchant, St. Henri de Montreal, is offering to compromise at 25c. on the \$, cash.

F. Guyon & Cie, general merchants, Vercheres, have dissolved partnership, and there will be a new registration.

A meeting of the creditors of Moses Goldenberg, general merchant, Grand Mere, was held on the 22nd inst.

MANITOBA AND NORTHWEST TERRITORIES.

Speers & Paul, general merchants, Griswold, are removing to Saskatoon.

Joseph Richard, general merchant, Lorette, has sold out to Victor Trudeau.

H. P. McLeod, general merchant, Okotoks, was partially burned out; insured.

W. H. Sharpe, general merchant, Manitou, has admitted A. T. Buttons into partnership.

BRITISH COLUMBIA.

G. W. McBride, hardware merchant, Rossland, is offering to sell out.

D. E. McKay, general merchant, Sea Island, has sold out to J. P. Dill.

The stock of the estate of F. W. Foster, general merchant, Ashcroft, has been sold to Geo. Bell.

The Wm. Hunter Co., Limited, general merchants, Phoenix, are advertising their business for sale.

Experience and Knowledge

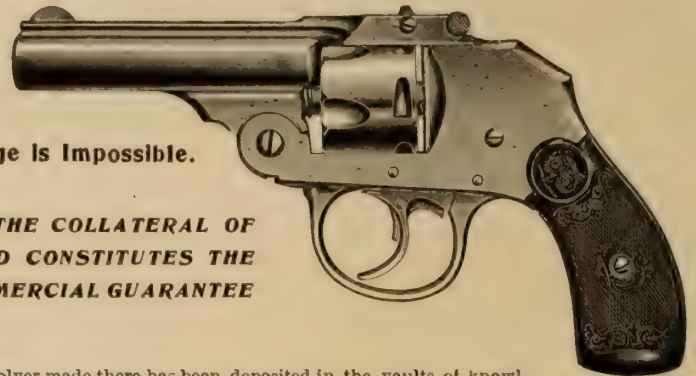
BACK OF EVERY

IVER JOHNSON REVOLVER.

**ABSOLUTELY
SAFE.**

Accidental Discharge Is Impossible.

**EXPERIENCE IS THE COLLATERAL OF
KNOWLEDGE, AND CONSTITUTES THE
STRONGEST COMMERCIAL GUARANTEE
EXTANT.**



For every Iver Johnson Revolver made there has been deposited in the vaults of knowledge the collateral of experience for which there has been issued a certificate of "guarantee," good for its face value to every purchaser of an Iver Johnson Revolver.

SEND FOR CATALOGUE. Mailed Free upon Application.

**IVER JOHNSON'S ARMS & CYCLE WORKS,
New York Salesrooms, No. 99 Chambers St. FITCHBURG, MASS.**

AN UP-TO-DATE FENCING TOOL.

PAGE'S PATENT LEVER WIRE STRAINER.

Sole Licensees and Manufacturers:—IRONSIDE, SON & CO., 16 Water Lane, Gt. Tower St., London, Eng.



Repairing a Broken Wire.

AGENTS WANTED.

Capable of straining Barbed Strand or Plain Fencing, Signal, Telegraph, etc., wires of all sizes, exerting a pull of 12 cwt. Weight, 4½ lbs. Write for illustrated pamphlet. First Prize, Sydney, N.S.W., 1902-1903 Agricultural Shows, gained in competition with a dozen competitors.

THE HANDIEST TOOL OF THE YEAR.

ADVANTAGES. Saving of time and labor. No need for expensive straining posts, ratchets, and other oddments. Cost saved in the erection of the first 100 yards of wire fencing.

**GOOD HOLLOW-WARE and GOOD FLAT-WARE
MEAN GOOD BUSINESS.**

This is what you want!

THEN see our Samples, none more up-to-date, before ordering for Holiday Trade

E. W. GILMORE & BRO.

Importers of Silver-Plated Ware. - 86 Bay St., Toronto.

The Galena Trading Co., Limited, general merchants, Pilot Bay, are contemplating giving up business.

The accounts and fixtures of the general business of O. S. Walker & Co., Grand Forks, are advertised for sale by the assignee.

W. SANDFORD IN CANADA.

W. Sandford, owner of the Esbank collieries and the Esbank iron works, New South Wales, Australia, is at present in Canada investigating the bounty system as applied to our iron and steel industries, to see if that is the best method of assisting those industries. He says that in Australia they are trying to get the Government to give them a bonus on iron and steel. He says that, although Australia has unbound-

ed mineral resources at her command, she is not manufacturing one pound of steel, for the reason that England and Germany are pouring steel into the country, using it as a convenient dumping ground for their surplus stock. Mr. Sandford is much interested in the rising steel industry of Cape Breton, and says that Australia is looking to Canada for ideas along the line of developments in this industry.

REDUCTION OF DISCOUNTS.

The Canada Horse Nail Co., Montreal, have issued a circular to the effect that the discount allowed by them for cash has been, in conformity with the recent decision re selling terms by the principal jobbing houses, reduced to 2 per cent. in 30 days. Heretofore their discount has been 3 per cent.

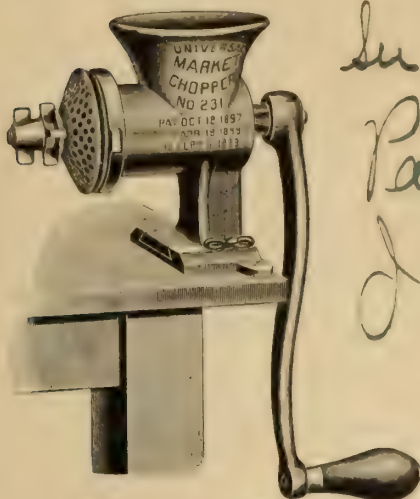
H. S. HOWLAND, SONS & CO.,

WHOLESALE
ONLY

37-39 West Front Street, **Toronto.**

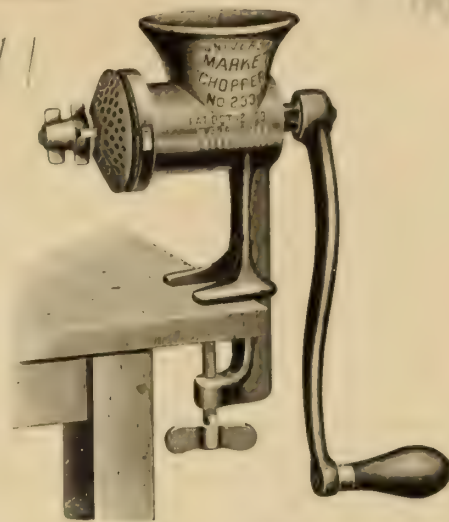
LIMITED
ONLY
WHOLESALE

THE "UNIVERSAL" MEAT CHOPPERS.



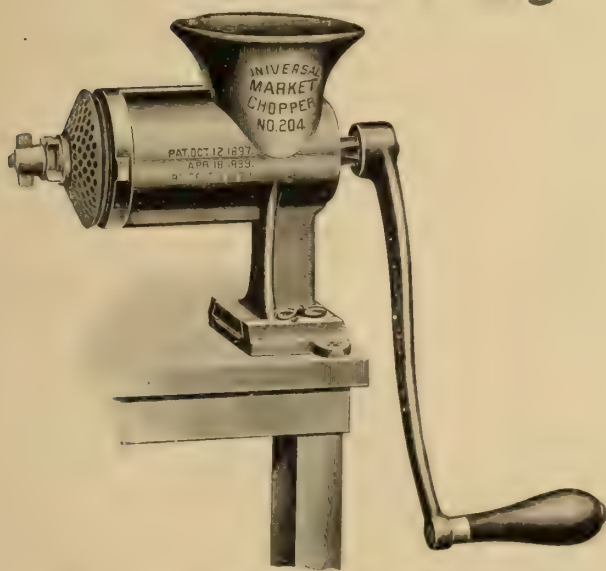
No. 231, Size Farmer's Chops 4 lbs. per min. Weight 8½ lbs.

Each machine provided with one extra three-tooth Cutter for chopping coarse and for use with Stuffing Attachment.



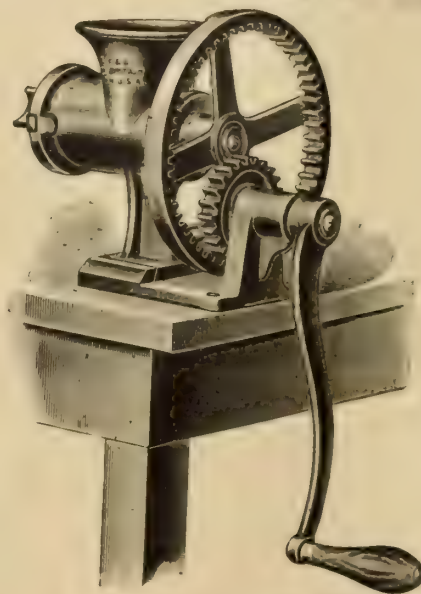
No. 233, Size Farmer's Chops 4 lbs. per min. Weight 8 lbs. 1 oz.

Each machine fitted with one extra three-tooth Cutter for coarse chopping



No. 204, Size Butcher Chops 6-lbs. per min. Weight 14½ lbs.

Provided with one extra three-tooth cutter for chopping coarse, or for use with Stuffing Attachment.



No. 244, Size Butcher Chops 6 lbs. per min. Weight 24 lbs.

This machine is the same as No. 204, with the addition of a geared attachment which greatly reduces the work in operating. Each machine has extra cutter for chopping coarse.

For other makes see our Hardware Catalogue.

H. S. HOWLAND, SONS & CO. LIMITED, Toronto.

OUR prices are right.

Graham Nails are the Best.

WE ship promptly

Factory: Dufferin Street, Toronto

THE MARITIME BOARD OF TRADE

Ninth Annual Convention, held at Charlottetown, P.E.I.

A Report of Proceedings. Moncton, N. B., the Next Place of Meeting.

THE number of delegates attending the ninth annual convention of the Maritime Board of Trade, at Charlottetown, P.E.I., on Wednesday and Thursday,

August 19 and 20, was considerably smaller than at the conventions of the preceding few years, owing, of course, to so many of them being in attendance at the Congress of the Chambers of Commerce of the Empire in Montreal. But, all things considered, little fault could be found with the attendance, and as for the proceedings, the vigorous style in which most of the subjects were handled by the speakers will long be remembered by those who were present. It seemed to be a general endeavor not only to debate, but to arrive at some conclusions and adopt some resolutions which would be followed out to the end and have marked results.

The delegates were nearly all present during the session on Wednesday, though a number arrived that night. They were well looked after, President Haszard having been indefatigable in his efforts to provide them with all possible conveniences and comforts, in which he succeeded admirably.

OPENING OF THE CONVENTION.

It was half past ten on Wednesday morning, August 19, when the president called the meeting to order in the Legislative Assembly chambers. Before the order Mr. Haszard referred to the number of leading members of the Maritime Board of Trade who were absent in Montreal. A meeting had been held in Truro, N.S., with the object of deciding whether or not this convention could not be postponed or brought on at a time when the members would not be called to the meeting of the Empire's chambers of commerce, but it was clearly shown that by their constitution the date of the meeting was practically a fixed one; at any rate it would be awkward to make a change.

WELCOMED TO CHARLOTTETOWN.

The president then introduced Hon. Arthur Peters, Premier of Prince Edward Island and Mayor Warburton, of Charlottetown, who welcomed the delegates to the city. Hon. Mr. Peters thought that the Maritime Board of Trade should be a particularly strong body and be of great benefit to the three provinces. It was natural for him to think of his own pro-

vince first, and he knew of several matters in which they would value the aid of so powerful a body. There was the telegraph and railway service and the Winter steamer service between Prince Edward Island and the mainland. One particular phase of the latter was important: When

done for them. This convention could accomplish many things of this kind, not only for his own province, but for all three.

Mayor Warburton believed that the visit of the delegates would stimulate business between the island and the Maritime Provinces very greatly. The delegates, too, coming to the spot, would see the needs of the island, though, had they come in Winter, these would have been more apparent.

Both speakers were warmly applauded, and, having retired, the business of the meeting began.

THOSE PRESENT.

The roll call showed that a number of boards in New Brunswick and Nova Scotia were not represented. There were present:

Alberton, P.E.I.—John Agnew, Alberton.

Amherst, N.S.—E. B. Elderkin, W. B. Murdock, C. S. McLeod.

Charlottetown—Horace Haszard (president), D. Nicholson, N. Rattenbury, Geo. E. Auld, Geo. E. Hughes, M.L.A.; F. L. Haszard, C. Lyons, Jas. Paton, W. H. Aitkin, W. F. Tidmarsh.

Kentville, N.S.—M. G. DeWolfe, Wm. Gould, B. H. Dodge, H. J. Simpson, E. C. Ward.

King's County Board—Jos. A. Kinsman.

Pictou, N.S.—Neil Fraser.

Sackville, N.B.—F. C. Harris.

North Sydney, N.S.—Jno. P. Brennan.

Wolfeville, N.S.—O. D. Harris.

Halifax, N.S.—John P. Longard, John B. Foster.

West Prince Board—F. J. Buote.

Tignish, P.E.I.—A. J. McFadyen.

South King's Board, P.E.I.—W. L.

Poole, G. S. Inman, M. McGowan.

O'Leary—H. W. Turner.

Summerside — Capt. Joseph Read, M.L.A.; Hon. R. C. McLeod.

Souris—John McLean.

Windsor—Geo. Wilson.

Chatham—W. S. Logie, Geo. Watt.

COMMITTEE ON ORDERS.

After the roll call the customary procedure of appointing a committee to consider the order in which the various subjects should be taken up was followed and a committee was selected as follows: John P. Brennan (chairman), E. B. Elderkin, B. H. Dodge, Neil Fraser, O. D. Harris, John McLean, Geo. Watt, Jas.

The Meeting Place.

CHARLOTTETOWN, where the Maritime Board of Trade Convention was held this year, is a city with rather more attractions for the visitor than can usually be seen in a place of 12,000 or so of inhabitants. While not particularly rich in large public buildings the general appearance of its streets, both business and residential, though more especially the latter, is very prepossessing. The streets in all parts of the city are as wide as those of any city in Canada, excepting none, and their cleanliness would put many Canadian cities to shame.

The great square in which are situated the Legislative Buildings (where the meetings of the Maritime Board of Trade were held) would do credit to any city in North America. Here are three large edifices, and a fourth, the new market, is now being erected, built of the beautiful "Island Sandstone," a red sandstone excellent for building purposes, which is found in great abundance in Prince Edward Island. A public park at the west side of the city, with its tennis courts, cricket grounds, walks and drives, provides a most enjoyable spot in which to spend a Summer afternoon; though one has but to walk out of the city in any direction to find the surrounding country as attractive as the loveliest of parks or gardens.

Whether the capital of the Island Province will ever be a great commercial city or not future years alone can tell, but one thing is certain—when its attractions and the beauty of the surrounding country become better known it is very likely to be a great leader among the Summer resorts of America. Already thousands of tourists visit the city every Summer and their numbers are growing rapidly as the name and fame of the "Garden of Canada" reach further and further.

the two boats were tied up with the ice last Winter the Legislative Assembly of Prince Edward Island and the Charlottetown Board of trade had gone to no little expense to relieve them. They had asked the Dominion Government to pay the expenses, as they certainly should have done, but so far, nothing had been

HARDWARE AND METAL

Paton, R. C. McLeod, A. J. McFadyen, W. L. Poole.

When this committee had retired to a private room the permanent secretary, Chas. M. Creed, submitted his report. It read as follows :

SECRETARY-TREASURER'S REPORT.

To the President and Members of the Maritime Board of Trade.

GENTLEMEN,—Your Secretary-Treasurer begs herewith to hand you his report for the current year. All the various resolutions passed at the last annual meeting were forwarded as directed and copies of important resolutions, which required the attention of the Federal Government, were forwarded to the Ministers of the various departments; copies of the proceedings of the annual meeting, as contained in THE CANADIAN GROCER, were forwarded to every Board of Trade in the Maritime Provinces, as also to delegates to the meeting.

The correspondence connected with the same, as also the correspondence with the various boards, are now on the table for the inspection of members.

My correspondence with the boards has been frequent. I have never allowed it to lag, but, I regret to say, that the majority of boards have been very dilatory in answering, and some boards have never answered. I referred to that subject last year in my report, but trust the coming year the secretaries will be more prompt.

NEW BOARDS.

During the past year two boards have been formed in Nova Scotia—Canso and Hantsport—the Canso Board have affiliated and paid per capita, and the Hantsport Board have the subject under consideration. Two boards have been formed at Prince Edward Island, the Southern King's and West Prince. They have affiliated and the old Board of Summerside and Souris have also affiliated and all paid their per capita.

The total affiliated boards in the Maritime Provinces are as follows :

NOVA SCOTIA (21 boards)—Annapolis Royal, Berwick, Canning, Canso, Digby, Dartmouth, Halifax, Kentville, King's Co., Middleton, New Glasgow, Pictou, Truro, Windsor, Wolfville, Yarmouth, Sydney, North Sydney, Louisburg, Glace Bay.

NEW BRUNSWICK (7 boards)—Chatham, Sackville, Sussex, Moncton, St. John, Newcastle, St. Stephen.

PRINCE EDWARD ISLAND (5 boards) — Charlottetown, Southern King's, Summerside, Montague, West Prince, Souris, Alberton.

THE UNAFFILIATED BOARDS ARE :

NOVA SCOTIA (9 boards) — Bridgewater, Hantsport, Stellarton, Louisburg, Parrsboro, Springhill, Liverpool, Pugwash, Westville.

NEW BRUNSWICK (2 boards) — Fredericton, Woodstock.

The total number of boards in the Maritime Provinces are as follows :

Nova Scotia.....	21	affiliated	
" "	9	unaffiliated...	Total 30
New Brunswick.....	7	affiliated	
" "	2	unaffiliated...	Total 9
P. E. Island	5	affiliated.....	5

The unaffiliated boards have been thoroughly canvassed by myself, and later on the president made a canvass, but as yet without any result. I found, from correspondence with the secretaries, that a number of the boards exist in name only, however, during the coming year, I hope to encourage them to greater exertions.

CHAMBERS OF COMMERCE OF THE EMPIRE.

On July 1st notices were sent to all affiliated boards inviting them to elect delegates to the fifth Congress of Chambers of Commerce of the Empire at Montreal on August 17th and following days. The boards of Amherst, Chatham, Sackville and Sydney, responded by electing delegates, and the names were forwarded to the secretary of the London Chamber of Commerce, who sent me certificates for each delegate, which I forwarded to those boards on the 20th inst.

NOTICE TO AMEND BY-LAWS

tabled at the last annual meeting with reference to subjects for consideration to be forwarded to the secretary 30 days prior to date of annual meeting is a step in the right direction; each time I have been secretary I have put it in the notices, but it

EXECUTIVE COUNCIL MEETING.

A meeting of the Executive was held at Truro on the 16th of June. The business transacted there is contained in the minutes which will shortly be read.

In conclusion I beg to say that during the year my best energies have been devoted to the advancement of the institution, at the same time doing all in my power to assist your worthy president, in which I had the able assistance and advice of Mr. M. E. DeWolfe, of Kentville, the father of many boards of trade, and one of the strong bulwarks of the Maritime Board of Trade.

ACCOUNTS FOR THE YEAR.

The accounts for the year are all prepared, but as several boards will pay their per capita before



Mr. Horace Hazard, the retiring President.

has never been taken notice of as it was not imperative, but on being made a by-law there will be full authority for the secretary placing it on the notices.

ANNUAL REPORT.

I would suggest that in future the proceedings of the annual meeting be published in the form of a report containing the names of officers, the number and names of boards, affiliated and unaffiliated, and the by-laws. They will be handy for circulation and be official.

OBITUARY.

It is with deep regret I refer to the death of Mr. F. O. Allison, the late esteemed secretary of the St. John Board of Trade, whose absence we are called upon to mourn. He always took a deep interest in the proceedings of this board, and was twice secretary. His work speaks for itself; he was thorough in every particular, well informed in all business matters and an agreeable companion.

the close of this day's meeting, they will be presented to-morrow for your approval and audit.

All of which is respectfully submitted.

(Sgd.) CHARLES M. CREED,
Permanent Secretary-Treasurer.

LETTERS OF REGRET.

The secretary then read letters of regret at not being able to be present from David J. Welch, Moncton; H. W. Kittson, of W. H. Gillard & Co.; Maurice Laroche, Merchants' Exchange and Board of Trade, Portland, Me.; W. L. Edmonds, Maritime trade newspapers; Cyrus A. Bogue, President Canadian Manufacturers' Association; and from the secretaries of the boards of trade of Ottawa, Toronto, Montreal and Orillia.

HARDWARE AND METAL

REPORT, ADVICE AND SECRETARY THANKED.

W. S. Legge, Chatham, in moving the adoption of the report, said: "I have listened with much pleasure to the cheering report of our secretary, and I think it shows the close attention that he has paid to the affairs of this Board of Trade. A year ago the office of secretary was made a permanent one, and I think it fell on good shoulders. I can congratulate the board on having a secretary who looks so keenly after maritime mercantile interests, and I move not only the adoption of the report, but a hearty vote of thanks also to our secretary for his exertions during the past 12 months."

M. G. DeWolfe had much pleasure in seconding the motion, "except," he added modestly, "in that allusion to myself. One can hardly form an idea of the work a secretary of a board like this must do by hearing the report read. Mr. Creed communicated with all the local boards in the Maritime Provinces, though some of them did not reply. This is their own loss, because we all must line up to the Maritime Board of Trade. The latter is a body dignified, respected and powerful, and commands the respect of the Government of Canada. I congratulate Prince Edward Island on its boards of trade. There are five of them in this little gem in the gulf, which speaks well for its business men. I regret that there are not more members from Nova Scotia here. From St. John there are none, which is perhaps due to the loss of Mr. Allison, the former secretary of the St. John Board of Trade, whose energy and enthusiasm always resulted in the members taking an interest in the Maritime Board. In connection with our resolution, I think we should include in the minute book the death of Mr. Allison. He was a very valuable friend of this board's."

"One remark of the secretary's struck me forcibly. He said that we had no annual report, but still we have a full verbatim report in MacLean's trade newspapers. If it were not for them we would have no full report at all, but they send a representative all the way from Montreal for the express purpose of recording our proceedings. As a rule the news papers do not give us great notices for some reason or other. In one Halifax paper the notice of this meeting was put under the obituary list (laughter). In the Kentville Board of Trade, however, we have an annual report, giving a full list of the Maritime Board of Trade of fees, and we publish it every year." Mr. DeWolfe concluded by again seconding the movement to adopt the report and pass a vote of thanks to the secretary.

The President: "Before putting the motion, I wish to say that I have had a great deal of correspondence with Mr.

Creed during my 12 months of office and I never before realized the immense amount of work he has to get through. His assistance is invaluable."

The vote of thanks was, of course, adopted unanimously.

The venerable secretary of the board thanked those present for their expression of their good will toward him. He was not an orator, and would not attempt a speech. He had tried to do his duty, and hoped his life would be spared to continue the work for some years yet.

The Committee on Subjects, not having returned, President Hazzard then read his address to the board.

THE PRESIDENT'S ADDRESS.

Gentlemen of the Maritime Board of Trade,—

Before proceeding to the subject of my address permit me to welcome you to the city of Charlottetown. Whilst I appreciate the honor which you have conferred upon me in electing me president of this large and increasing body of commercial and professional men, I take it as a special compliment to Prince Edward Island. I hope the time spent here may be pleasant for yourselves and profitable to the best interests of the Maritime Provinces. An abstract of the work of the council for the past year has already been placed before you by our secretary, C. M. Creed, who has been untiring in his efforts in the interests of the Boards of Trade of the Maritime Provinces.

We cannot hope to make this annual meeting as interesting as some of those held on former occasions, notably that held last year at Sydney, where for the first time many of us were privileged to inspect the Dominion coal and steel works at Sydney, the Marconi Towers at Table Head and the famous loading piers at historic Louisburg, all wonderful in themselves, never to be forgotten evidences of the immense possibilities that are yet in store for the dwellers by the sea, and which go far to reassure us that the day is yet far distant when the western provinces shall entirely overshadow those of the east.

Whilst we have no mines, timber limits or mineral wealth in this province, we rejoice in the fact that in the special sphere of agricultural development, together with the fishing industries, the fertile soil and healthful climate, we have mines as rich as any in all Canada.

The past year has witnessed many notable incidents of worldwide importance. King Edward's visit to France, so soon followed by President Loubet's visit to England, has already made its impression on the people of both nations, and cannot fail to bring about a better understanding and remove much of the friction which heretofore existed, the good results of which are bound to be reflected throughout Canada and Newfoundland. Later still the visit of King Edward and Queen Alexandra to Ireland, so tactfully arranged and so happily concluded, has already done far more than years of parliamentary debate could do to weld together the hopes and aspirations of the whole British people.

VISITING CHAMBERS OF COMMERCE OF THE EMPIRE.

The Fifth Congress of Chambers of Commerce of the Empire is holding its convention at Montreal, contemporaneously with our meeting here. Other groups of prominent gentlemen from the Motherland, consisting of members of the Imperial Parliament, bankers, merchants, manufacturers, journalists and leading solicitors and professional men

are either now touring in the Dominion or about to do so.

Since the close of the Boer War public attention in England has been directed towards Canada in a marked degree, partly no doubt as a relief to the long drawn tension in considering solely the affairs of South Africa and the inauguration of the Commonwealth of Australia, and largely as a result of the systematic efforts of the Dominion Immigration Department to bring the manifold advantages of Canada prominently before the eyes of Europe. The effect of the strong searchlights of enquiry and investigation thrown upon the chief vantage points of our country, east and west, can hardly fail to do lasting good to our national interests.

THE GRAND TRUNK PACIFIC.

This question is still in the realm of politics, and being so, its wisdom or unwisdom cannot be profitably discussed in a non-political body such as this. There can be no doubt, however, of the vastness of the undertaking from a national Canadian standpoint, and we must hope that, should it be carried to completion, it may afford the outlet through Canadian ports for the produce of the western fields, which its promoters claim it will do, and that it may develop the trade of these provinces. The South Shore Railway and other lines in Nova Scotia are now under construction. No doubt they will open up new channels for extensive business operations in some of the earliest settled and most flourishing counties in Nova Scotia, and in Prince Edward Island. The Hillsborough Bridge and Murray Harbor Railway are progressing rapidly to completion, and when finished will afford much needed convenience and transportation facilities to an important section of the province.

ATLANTIC MAIL SERVICE.

No improvement has taken place since our last annual meeting in the matter of ocean mail communication with the Mother Country and Europe. A resolution on this important national question introduced by Captain C. O. Allen at the Sydney convention last year, advocating immediate and definite action was, as you are aware, unanimously adopted. The resolution was supplemented by a chart pointing out the shortest, safest, and most reliable ocean mail routes, Summer and Winter, between the British Isles and the Dominion of Canada. Copies of this chart have been printed by one of the local boards affiliated with the Maritime Board, which latter is under obligations to the designer of the chart and the Halifax Board for the enterprise displayed in affording such complete data and information on this long deferred question to the different governments and authorities interested.

A notable happening since the adoption of Captain Allen's resolution and chart has been the action of His Majesty's Government, which recently granted an appropriation to The Cunard Co. to assist in building two of the fastest and most up-to-date mail and passenger steamers in the world. In addition an annual subsidy of three-quarters of a million dollars for maintenance was voted.

These vessels will be employed without doubt on the ocean mail service between the United Kingdom and the United States of America. It is to be observed that the route via New York, now so extensively used by Canada, involves a detour in some cases of many hundreds of miles additional in reaching Canadian destinations in comparison with the shorter direct routes to and from a number of convenient and accessible harbours on the Canadian coast of the Atlantic. The diversion of freight and passenger traffic in the future from the

nearby Atlantic seaports of the Dominion will doubtless be fully considered by this convention.

SOUTH AFRICAN TRADE.

Since our last meeting several steamships have sailed with cargoes for South Africa and there is every prospect of a good trade being done with Canada. The agent of the Dominion Government has been quite active, as is shewn by his reports to the Government. It would seem that there is a large and profitable business to be done there in many lines, which these provinces are in a position to supply; for instance, lumber and its products, including furniture, farming utensils, canned goods, cheese, butter, etc. It would seem to me also that a profitable market might be found in India for many of our products such as I have

that the possession of Newfoundland is geographically necessary to complete this Dominion. Not being an agricultural country the import trade in food stuffs is now very large and with the increase of population necessary as the development of its immense mining resources progresses, bids fair to assume greater proportions. This trade Canada would completely control were Newfoundland a part of the Dominion.

ALASKAN BOUNDARY.

The long pending dispute with our neighbors to the south respecting the Alaskan boundary has been referred to a special tribunal. The method of forming that tribunal is not as satisfactory as could be wished, but we can only hope that a fair decision may be reached, and even though no satis-

general success that has attended the efforts of the affiliated boards to promote tourist travel. Much doubtless remains to be accomplished in the way of improving and perfecting arrangements, but the transportation facilities now leave little to be desired, every steamer and railway train bringing its quota of visitors, who, in nearly every instance return satisfied that every modern facility has been placed at their disposal at reasonable figures. The importance of this question can be best illustrated by quoting from Sir William Van Horne's speech at Quebec, in January, 1899. "There was no reason in the world, he said, why at least 50,000 additional tourists might not be brought into this province (Quebec). In one way and another these tourists would spend on an average \$100



Group of Members of the Maritime Board of Trade, taken in front of the Prince Edward Island Parliament Buildings in which the Convention was held.

already enumerated in connection with South Africa. We now import a large amount of tea from India and Ceylon and I can see no reason why we should not in return supply them with many of the articles which they require.

THE WEST INDIAN TRADE

was so exhaustively dealt with by my predecessor last year that I find little to add to what he then said except to emphasize his remarks and again call attention to its importance.

NEWFOUNDLAND.

There is a decided feeling still abroad amongst business men that the admission of Newfoundland as a member of the Canadian Confederation would benefit the trade interests of both countries. A glance at the map will at once convince anyone

factory result may be arrived at, there is no doubt but that much valuable information will be obtained, which in time, even if not at present, will conduce to a reasonable and honorable settlement of this vexed question

STEEL SHIP BUILDING.

This subject has been placed before the Federal Government, and delegates from the Halifax Board of Trade had a conference with the Canadian ship builders at Toronto, and also with the Government, relative to a bounty, with good results, and it is hoped before our next meeting that something tangible will result from the efforts being made.

TOURIST TRAVEL.

It is gratifying to me to feel in a position to congratulate the Maritime Board of Trade on the

each, that meant the astonishing sum of \$5,000,000 laid out in the community. Nor was this all. Some of the finest buildings erected in the city of Vancouver were put up by tourists. There is no limit to the possibilities that may follow a larger influx of tourists into Canada."

What is true of the province of Quebec is equally true in regard to the Maritime Provinces. We have instances in Prince Edward Island, as no doubt there are many instances in Nova Scotia, New Brunswick and Cape Breton, of wealthy tourists, who, after visiting the provinces, have erected palatial Summer residences and are occupying them at this time.

STOCK GAMBLING.

Permit me to call your attention to the ruinous spread during the past year of stock gambling.

The mania for speculation on margins in all kinds of securities seems to have become epidemic in Canada. While it has caused tremendous losses in Ontario and Quebec, we also in these Maritime Provinces have suffered from it. Some people quite ignorant of the simplest principles of stock dealing rush into these speculations, which are really one of the most dangerous and insidious forms of gambling, with the result of ruin to many and serious crippling of resources to more.

MARINE INSURANCE.

Suggestions have been made since our last meeting to invite an acknowledged expert on marine risks to visit all the territorial waters of the Dominion and the principal seaports in order to set at rest once and for ever the complaints as to discrimination that are continually being heard in several of our Canadian seaports. Should this proposition be carried out we may look forward to a final and satisfactory solution of a state of affairs which has been the cause of great irritation and annoyance in shipping circles in the Maritime Provinces for many years past.

LIKE INSURANCE RATES.

This matter was referred to in last year's address and a resolution passed.

The Nova Scotia Fire Insurance Company has recently opened its offices for business under promising conditions.

I am pleased to be able to report that business generally throughout Canada continues satisfactory. Failures have been few and there is an air of prosperity all along the line. At St. John, the Winter port, business last year was beyond that of any previous year. The business commenced in 1895-6, when the registered tonnage of vessels employed in the service during that year was 50,892. During the Winter of 1901-2 the registered tonnage had increased to 276,746.

The number of sailings in the regular Atlantic winter service at St. John during 1901-2 was 66, while during the Winter of 1902-3 it was 98. There were in addition to this some 30 sailings of vessels for South Africa loaded with horses and hay during the Winter of 1901-2.

The increase in value of the shipments at St. John during last Winter over those of the preceding was upwards of \$5,000,000.

In Prince Edward Island everything points to another prosperous year for the agriculturists, the dairying and fishing interests, while the reported failure of the apple crop in England, France, Belgium and Germany should lend encouragement to apple growers here as elsewhere in the Maritime Provinces.

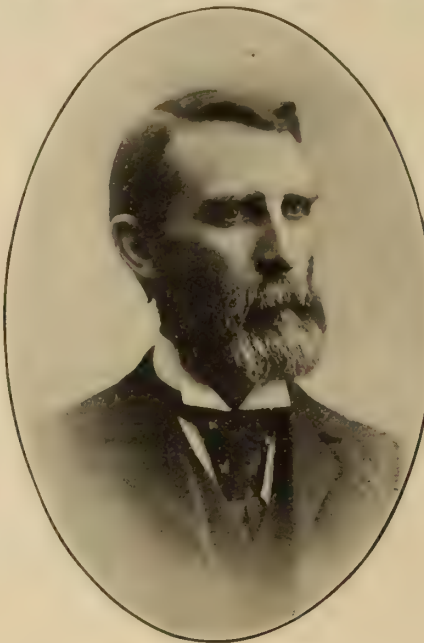
In conclusion I have to report that since we last met six boards have become affiliated making the total 33 in all, with an enrolment of 1,719 members. All of which is respectfully submitted.

HORACE HASZARD, President.

Mr. DeWolfe. "I have great pleasure in moving the adoption of this report. The address has meat enough in it to do any able bodied man for 12 months, and would keep us all busy talking for a longer time than that. It must have taken a great deal of time and research to produce such an excellent review, and I doubt if they have as thorough a one at the big meeting in Montreal. The president has been entirely impartial in his view of things, and the address was in the interests of all the Maritime Provinces, besides giving us an insight into the South African trade, the fast Atlantic steamship

service and many other important matters. In regard to a fast Atlantic service I want to say that the Maritime Board of Trade is its only salvation. If Canada ever gets the fast line it will be through the influence of this board. We are a thorn in the flesh of the Government, and we won't give it up. We won't accept a 19 knot service; it must be a 21 or 22 knot. In hearing the report read off it is not possible to judge of the immense amount of work required in its production, nor is it possible to grasp its full import." Mr. DeWolfe concluded by moving the adoption of the report and a standing vote of thanks to the president.

Mr. E. B. Elderkin, Amherst: "Instead of seconding the motion to adopt the report, I think it would be better to refer it to a committee to bring in a resolution in regard to it. I think it is too



Hon. Senator Wood
President Maritime Board of Trade.

thorough a report, too 'meaty,' as Mr. DeWolfe has said, to merely pass by in this way, and I do not think it is fair to the president either, who has gone to so much trouble to prepare it; so if it is a proper motion, I move that it be referred to the Committee on Subjects, to bring in a resolution. If this cannot be done, I will second Mr. DeWolfe's motion."

Mr. DeWolfe approved of this and the address was left in the hands of the committee to report on at a later date.

President Haszard thanked the members for their hearty reception of his address and the compliments bestowed on it.

Letters were read from Messrs. Gauvin, Gentzell & Co., photographers, inviting the delegates to have their photographs taken in a group before the assembly building, and from the Y.M.C.A., tendering the visitors the use of their library.

SUBJECTS DISCUSSED.

The Committee on Subjects having returned, Mr. Creed read their report. The order of subjects to be discussed they had decided upon as follows:

No. 1.—The unsatisfactory telegraphic service.—Charlottetown Board.

No. 2.—The most practical route between Prince Edward Island and the mainland, via Capes Traverse and Tormentine, and that action be taken to put this route in the best possible condition to meet requirements of the traffic.

No. 3.—That the terminal facilities at Georgetown be enlarged and improved in order to meet the requirements of Winter traffic between the mainland and Prince Edward Island.—Southern King's Board.

No. 4.—Is the time opportune for legislative union of the Maritime Provinces?

No. 5.—Fast Atlantic mail service.—Kentville Board.

No. 6.—Government control of telephones. Better telephone service between Alberton and Charlottetown.—West Prince Board.

No. 7.—Ways and means for preventing forest fires.—Annapolis Board.

No. 8.—The advisability of securing legislation to change the names of places in the Maritime Provinces where more than one of the same name now occurs.—Sackville Board.

No. 9.—The necessity of additional warehouse room at the wharf, Sunnyside.

No. 10.—The necessity of a suitable steamer to ply between ports on the north side of Prince Edward Island, the Magdalen Islands and the port of Sydney. A subsidy required from the Federal Government.

As far as possible the above order was adhered to, though owing to a number of boards not being represented, it could not be completely carried out; and the subjects put in by some boards were discussed by others.

A VERY POOR SERVICE.

The subject of the unsatisfactory condition of the telegraphic communication between Prince Edward Island and the mainland was introduced by Mr. F. L. Haszard, K.C., Charlottetown Board. He said: "The difficulties that exist in regard to this are fairly well known to gentlemen present, and I think it is fitting that this Maritime Board should express its regret that, notwithstanding all our efforts heretofore to have the matter righted and the telegraphic service put into good condition, nothing has apparently been accomplished. It is clearly the duty of the Federal Government to see to this, as part of the terms on which this province entered into the Dominion Confederation were that telegraphic connection with the mainland should be undertaken and maintained. We not only have a very poor service, but we pay excessive rates for it, more than double those in force in other provinces in some cases. From eight o'clock in the evening until eight the next morning we are shut off from all communication by telegraph with the mainland, and we are

practically shut off from 8 p.m. on Saturdays till 8 a.m. on Mondays. The Charlottetown Board of Trade sent a delegation to Ottawa to wait on the Government in regard to this matter, though we had some correspondence with them before, and the delegation was given some promise that the Government would make an effort to improve the conditions. There was some movement to have a wireless telegraphic service installed by a Toronto company, and recently when in Ottawa I was told by the Minister of Public Works that the Government were considering the advisability of giving us a service of this kind. I believe there is a service like it in operation between Toronto and Hamilton, in Ontario. I told the Minister that as long as something was done right away we would be satisfied. What means they take to remedy the situation we do not care, as long as there is no further delay about it. So far nothing has been done. I do not think it would be suitable for me to move a resolution on the subject, as I was one of the delegation to Ottawa."

While the resolution was being prepared by Mr. W. F. Tidmarsh, of Charlottetown, Mr. Geo. E. Hughes, M.L.A., Charlottetown, gave some interesting information showing the disadvantages under which residents of Prince Edward Island labored in regard to the telegraphic service. A 60-word message, he said, could be sent from Sydney, C.B., to Ottawa, for 60c., one cent a word. But the same message sent from Charlottetown to Ottawa would cost \$2. To the West Indies it cost 5c. more a word to send a telegram from a point in the island than if sent from any other part of Canada. "Telegraphic connection," continued Mr. Hughes, "means much more to us on the island than to people in the other provinces. For a part of the year it is actually our mail service, and there is no doubt but that we lose a large amount of business through the lack of proper communication, as we are limited as to time, there being no night service. It is time some decisive action was taken. The matter is one wholly in the hands of the Dominion Government. We were promised a regular telegraphic service when we entered the confederation, and the promise has not been fulfilled. The Local Government is not in a position to aid us, nor are the Boards of Trade. It is very much to be regretted that the Dominion authorities have given so little attention to the subject. They are quite aware of the condition of things here. At Sydney, last year, a committee was appointed to draft a communication to the Government. A delegation interviewed the Government also, and Hon. Mr. Emmerson went with them. The question was gone into thoroughly and was

fully understood by the officials, but with no results. It is a very important subject, and I think it has gone as long as possible without being attended to. I hope the resolution to be adopted will be a strong one."

A resolution moved by Mr. Tidmarsh, and seconded by Mr. Jas. Paton, Charlottetown, was brought in, but was afterwards amended to read as follows:

"Resolved: That in view of the fact that the telegraph service is one which is clearly the duty of the Federal Government to remedy, this Maritime Board of Trade expresses its regret that nothing has yet been done to remedy the grievances complained of, and strongly urge upon the Government its imperative duty to make the service satisfactory; and that the representatives from the Maritime Provinces be requested to press this matter on the consideration of the Government, so that immediate action may



John McLean
1st Vice President Maritime Board of Trade.

be taken, and that the secretary of the board be instructed to send a copy of this resolution to each of the Maritime representatives."

Mr. Paton seconded the motion in a few words, saying that not only the lower provinces, but the western ones as well, would be affected by an improvement in the telegraphic service.

Mr. Geo. Watt, Chatham, N.B., said: "As one who does a good deal of telegraphing, I can see that you in Prince Edward Island have a real grievance. But it is not altogether the fault of the Government. This board is composed of the leading business men of three provinces and we can compel any Government to do what we want. We now have our wishes embodied in a resolution; it is our duty to see that proper attention is given them. We, as business men, can greatly influence the elections, if we wish.

The politicians' only fear is of being turned out of office, and they must be convinced that we mean to turn them out if we do not get justice in this matter. When the politicians want anything done they pull all the wires to obtain their end. We must do the same, but heretofore we haven't done so. The Maritime Board of Trade is a slumbering giant and has but to make a test of its strength to find how powerful it is. I will vote for this resolution, but we, as a board, must see that it is carried out. In the coming elections the Government will need us. Let us tell them that they will have to see to this matter, or that we will put those there who will."

Mr. Watt is a vigorous speaker and his remarks were loudly applauded.

Mr. Paton suggested that if the resolution were backed up by each local Board of Trade it would greatly add to its force.

Mr. M. G. DeWolfe, Kentville, N.S., said: "We have had this question up before in the Maritime Board of Trade, and it is well worthy of our consideration. We are getting more and more in the way of eliminating all local matters from our discussions, but this, I consider, instead of local, a subject in which we are all interested as much as you gentlemen of Prince Edward Island. Looking at it as your mail service alone, in winter, makes it indeed a strong argument. This lack of communication with the mainland has inconvenienced this board in the past. At a former meeting a gentleman from the island was compelled to refuse to act on the board, as he could not be sure of getting to the meetings. The speaker, however, who stated that these resolutions are pigeonholed, was in error. They all reach their proper destination, and every one has been acknowledged by the Department. Our board in Kentville has endorsed the resolution on this subject adopted at last meeting, and I agree with Mr. Paton, that all the local boards should do so. It is a serious matter, and we business men are, no doubt, the force behind the throne in Canadian politics. We are helping ourselves as well as Prince Edward Island when we endorse the views outlined in this resolution. We must let the Department understand that we have become tired and disgusted at the apathy displayed by them, and the matter must be attended to."

Mr. John McLean, ex M.L.A., Summerside, thought that the resolution did not go far enough. He agreed with Mr. Hughes that the resolution must be made as forcible as possible. "Business men in other provinces are continually exchanging telegrams with us, asking and giving quotations, and sometimes two or three parties are wired to, each of whom feels

board to answer, and the lack of proper facilities causes great inconvenience. If our representatives in the House, and all the others interested in it, could be got to press the question on the Government much would be accomplished. The Minister, doubtless, would quietly dispose of it if he could, and the only way is to have it constantly aired in the House. Then we would have results."

Hon. R. C. McLeod, Summerside: "This is not by any means a local question, and we would be glad if all the delegates from the other provinces would take part in the discussion. The trouble is that we have been considering it from too local a standpoint in Prince Edward Island, and having exhausted our efforts now must look elsewhere for aid. And where can we look with greater confidence than to the Maritime Board of Trade. We have not sought the board's assistance until we have done everything that we could do ourselves, and I trust that our friends from the other provinces will make it their cause as well as ours."

The amendment regarding the representatives of the Maritime Provinces being added, Secretary Creed read the resolution as given above, and it was unanimously approved of by the members of the board.

FOREST FIRES.

The next subject to be dealt with was that of the preservation of the forests of the Maritime Provinces from destruction by fire.

Mr. B. H. Dodge, M.L.A., Kentville, N. S., introduced it. He said: "This is an important question, and a very serious one, especially in Nova Scotia, where nearly all the forests this year have been devastated by fire. The cuts this Winter will be wholly of burnt timber, and great difficulty will be found in obtaining what is wanted. Just how protection against fire is to be secured is a difficult question to deal with. But first we should ask the owners of the timber if they wished the Government to take any action. Then we might outline some course to follow, which could be improved upon if necessary by the timber owners. In some places there are forest fire constables. They patrol the woods and put out any small fires that may be carelessly left by hunters or fishing parties, for this class is chiefly responsible for the fires that occur. They light a fire to cook their meals, and then instead of putting it out when leaving the spot, leave the smouldering embers there to be blown very often by the wind through the forests. The constables also track these parties and bring legal action against them. The constables should be paid partly by the Government, partly by the timber owners and partly by the municipality. The matter should be put before

the Local Governments, and I think no body of men can urge it with greater chances of success than the Maritime Board of Trade. As to the replanting of the trees, that is the duty of the Forestry Association, who, however, are not doing very much.

Mr. W. S. Loggie, M.L.A., Chatham, N. B., gave the New Brunswicker's point of view. "It is a grave question in New Brunswick," he said. "The Surveyor-General of the province some time ago invited representatives of the lumber interests to the capital to discuss the question, and the subject was thoroughly gone into. As to how the forests could be best protected, it was a matter of opinion. How this board is to approach the question it is our duty to decide upon. The preservation of our forests so largely depends upon the cutting of undersized timber that that question is also involved. That this is done is a fact



Chas. M. Creed
Permanent Secretary-Treasurer.

known to the Government and all concerned, but it is claimed that it is not practicable for the Government to enforce the law against it. As a matter of fact the double stumpage tax is not collected. Timber men say that it pays better to haul undersized logs than to pass them by. I would be glad to support a resolution if a practicable one could be framed. Forest preservation is a subject of perhaps more importance to New Brunswick than to Nova Scotia, as the latter province has great mineral wealth. But take away from New Brunswick her forests and the province could not stand it. I do not think New Brunswick could accept the responsibilities that would be put upon her if she did not receive the \$120,000 a year for local government, that has been suggested. I am not prepared to make a motion on this question."

Capt. Joseph Read, M.L.A., Summerside: "The question now before the board shows me vividly how the interests of the three provinces are interwoven. This is not a question that concerns Nova Scotia and New Brunswick alone, although the Legislature of Prince Edward Island has already dealt with the question in this province. But we in Prince Edward Island are as deeply interested in the forests of the other two provinces as they are themselves. In the island we have arrived at a point where there is little forest left, and we have to import all our wood. In consequence we pay 'through the nose' for your forest fires. So the Maritime Board of Trade as a whole can take up the question, and I think we ought to be able to rouse our slow-moving legislatures to action. The time is already here when our forest wealth is greatly enhanced in value. As the forests are cleared and the product shortened the value goes up. No doubt if the Government of New Brunswick could be moved to enforce the laws as to cutting undersized timber, etc., it would not yet be too late to save our forests. I think we should also urge drastic laws against sportsmen negligently leaving fires behind them in the forests."

Mr. Geo. S. Inman, Montague, P.E.I., recognized the importance of the subject, but pointed out that if the fires were the result of accident, no punishment could be meted out; if they were started maliciously it would be very hard to find the culprit. "I do not think that the appointing of wardens for the forests would successfully combat the difficulty. Heavy fines could be imposed on sportsmen and others setting fires for cooking or other purposes in the woods at certain seasons of the year. If the forests are to be protected these fines could be raised from time to time, until people got to fear them. A provision in the criminal code also deals with this question. If people could not be made to cease the practice by fines and imprisonment, then these punishments should be made more and more severe each year till they become a terror to those who break the law."

Mr. Dodge: "We have all these laws in Nova Scotia, but the penalties are never imposed. There is no one to inflict them. I presume your law applies to those persons setting fires at a certain time of year, but people don't set fires to clear the land. They are started for other purposes. But if this board can devise some means for preventing these fires from being set at all the question will be answered."

Hon. R. C. McLeod, Summerside: "While we are interested here, we are not so to the extent that you in the other provinces are. But if you prepare some

resolution we in the island would gladly support it. If a resolution is not prepared now, perhaps it can be before the conclusion of the meeting, and then adopted."

The President: "I think the proper course would be to pass a resolution calling the attention of the New Brunswick and Nova Scotia Governments to the subject, and let them deal with it as they think best."

It was decided that Messrs. Dodge, Loggie and McLeod, members of the three Provincial Legislatures, should be a committee to bring in a resolution in the afternoon session.

Before the adjournment for lunch, Mr. E. B. Elderkin, Amherst, said that the conditions in the three provinces were very different. New Brunswick owned its own timber. In Nova Scotia private individuals owned it. The law in Nova Scotia allowed fires to be lighted in the woods at certain seasons of the year, in other seasons they were prohibited. Thus any resolution could only be general in its nature.

An adjournment was then made for luncheon.

The Afternoon Session.

About three o'clock the meeting was called to order. The morning session had served to sharpen the members' debating powers and get them interested in the business of the meeting, and all settled down to work with evident enjoyment and relish.

FAST ATLANTIC MAIL SERVICE.

The subject to be discussed was the fast Atlantic mail service, one in which all could take a part in debating. It was introduced by one who has been identified with the efforts made to secure a fast Atlantic service for some years, Mr. M. G. DeWolfe. "This matter has been up before the Kentville Board already," said Mr. DeWolfe, "and I have been talking on the subject for the past four years and don't want to say much more about it now. But I will only ask, do all realize that the time for us to demand such a service has arrived, and that it is advisable for us to take steps to secure it? I will not make another resolution, as one was adopted at a meeting of the Sydney Board of Trade which might be endorsed by this board. Some parties have tried at different times to throw cold water on the scheme, proposing a 19-knot service, etc., but we don't want that. We want a service that will be really a fast service as compared with any now in existence. It was very noticeable that many delegates to the Convention of the Chambers of Commerce of the Empire at Montreal came by American lines, and landed in New York. Among the older members of this board

the question has already been well threshed out and resolutions endorsed." Mr. DeWolfe then read the resolutions passed at Sydney.

Mr. John B. Foster, Halifax, though he had not come prepared to go fully into this question, nevertheless felt convinced that there was great need of a fast Atlantic service to some Canadian port. "And I think," he continued, "that Halifax is by nature best fitted to be the port. I have inspected the harbors of New York, Boston, Baltimore and other American cities and they cannot be compared with that of Halifax. It is very spacious and crossings can be made from the other side to this at the swiftest speed without the least danger. I would be in favor of giving the C.P.R. running rights over the Intercolonial to Halifax. Though it would be a shorter haul to



Chas. D. Stewart
Corresponding Secretary of the Board.

St. John there are so many other advantages possessed by Halifax that this argument is easily overruled. One of them is in regard to insurance, which with Halifax as the terminal port, would be little more than nominal. There is also a day's sail difference between Halifax and Portland and the other side, and three vessels from Halifax would do what four from Portland, or five from St. John could. The saving would be in the crew, in coal consumed, and many other items. As a Winter and Summer port no other will equal that of Halifax."

Capt. Read, Summerside: "I remember meeting the secretary in Halifax some 11 or 15 years ago, and discussing this very question, and I have had no cause to alter my attitude since then as to the best port for a fast line to run to. I have before advocated a fast service and

my remarks were endorsed by a unanimous vote. What was true then is doubly true now. There are many elements that are to be considered in this connection which do not appear on the surface. Take the question of insurance, which Mr. Foster referred to. I am perfectly satisfied that that one item, if it were what it should be as between Halifax and Great Britain and St. John or Portland and Great Britain, would more than pay for the cost of any difference in the haul to the port. As Mr. Foster says, three steamers going from Halifax to Great Britain would do the work of four from Portland, so that the risk would only be three-fourths as much, the Halifax boat being only three-fourths as long at sea as the other." Capt. Read gave some very interesting information from a map, copies of which were in the hands of the members, showing that the proposed routes, both for Winter and Summer, were almost clear of fog and entirely clear of ice. It was an absolutely safe route, and all dangers would be minimized by the short distance to go. He began to compare the conditions in Winter between the ports of Halifax and St. John, when Mr. DeWolfe interrupted.

Mr. DeWolfe said that the two speakers, Mr. Foster and Capt. Read, were not sticking to the subject, which was, the necessity for a fast line. The question of which should be the port was not part of it, and a discussion on that subject could only result in arousing animosity between the rival factions favoring St. John and Halifax.

Capt. Read recognized the force of Mr. DeWolfe's remark, and proceeded: "We all know the advantages that would accrue to a young nation by having a fast ocean service; but I think there are not many of us who realize all the difficulties. It means a great deal to get a boat to go two or three knots faster. Take a steamer going at 10 knots an hour; to get her to go 12 knots the power would have to be doubled. That is not generally known. So that to secure a fast service, the last two or three knots after 19 would require an immense motive force. But if we were to secure a fast line it would be greatly to our advantage, directly and indirectly. Many crossing the ocean will be glad to make a trip of four days of it instead of six, and they would come by the line that made it in that time. Thus the passengers going to the United States would use the Canadian fast line in preference to others."

Mr. J. P. Longard, Halifax, thought that there was no reason for eliminating from the discussion the subject of the most suitable port. "We do not want to look upon this from a local standpoint," said Mr. Longard, "yet if we are to arrive at a correct conclusion we must

more or less local. I have not the slightest doubt that if when the subsidy was offered a few years ago for a fast line the contractors were offered the choice of a port we would now have the service. But it is hard to get anyone to take up the project when Montreal or Quebec are spoken of as terminal ports. The question has got to be threshed out throughout the Dominion, and as soon as we here can decide upon a national port the better for all concerned. It seems a shame that this country should be taxed to keep up ports in a foreign country."

Mr. Foster: "The reason why Halifax has not long ago been selected as the port is because the project has been gone about in a very roundabout way. It is the introduction of politics and political necessities that has given prominence to other ports' claims. Halifax is the most accessible port both in Summer and Winter. I know enough of the railway business to know that if a railway can't run to Halifax for this purpose those who conduct it don't know their business. I do not see why the C.P.R. could not operate over the Intercolonial to Halifax. For that matter the C.P.R. might manage the Intercolonial. It wouldn't cost any more to run to Halifax."

Mr. Elderkin: "While I am in sympathy with the remarks of Mr. Foster and Mr. Read, I think it would be unwise for this board to name Halifax or any other port in particular. Mr. Foster says that politics has been the drawback in our not getting the fast line. Well, politics are altogether what we make them. If the Government named Halifax as a port, then the St. John men would want to know why they were neglected, and vice versa. Instead of looking to the needs of the country as a whole, we all try to secure the great favors for our own localities, and we make things disagreeable for the Government when we don't get them, so we cannot blame the politicians if they try to avoid our censure. If this board merely asks for a fast line and names no port, then we will have the co-operation of every maritime representative in Parliament, instead of simply those who are satisfied with the port we choose. And if Halifax is as fine a port as the speakers have said, and St. John as poor a port, then there will be no question which should be chosen. But for us to name any port I think very unwise."

Mr. McLean: "No doubt, as Mr. Foster says, politics have a lot to do with our trouble in getting a fast line, but we can easily understand how the Government at Ottawa would be approached by Quebec members and delegates wanting a terminal port there, and any Government would hesitate before offending such powerful friends. If we advocate merely a fast Atlantic service, naming no port,

then the Government will feel backed up by the Maritime Board of Trade. The matter can safely be left to the contractors, who are sure to pick the most suitable port."

The President: "If this board were to express the opinion that a terminal port should be sought for in the Maritime Provinces rather than up the St. Lawrence, it would materially lessen the difficulty."

Mr. Geo. Watt, Chatham: "I have a resolution prepared, in order to bring something definite before the board to work upon. There is no question that we need a fast Atlantic service. As instanced by Capt. Read, some of the delegates to the convention at Montreal came by the New York route. Even our own Cabinet Ministers travel that way some times. The subject of marine insurance is also worthy of attention. If Halifax



M. G. DeWolfe
An ex-President of the Board.

is the splendid port some speakers here said, then there can be no two views on the subject at all. I can easily understand why the Cabinet do not come to a conclusion as to a port. It was for the same reason that they made Moncton the terminal of the proposed Grand Trunk Pacific Railway, fear of offending either one or the other opposing parties in these provinces. Where we have opinions I believe we should state them, but as a board I do not think it would be advisable to bind ourselves to any particular port." Mr. Watt then read a resolution calling for an immediate fast line to some Maritime port.

Mr. M. G. DeWolfe read from "The Canadian Grocer" the resolution adopted by the Maritime Board of Trade on this subject last year at Sydney, and added that Mr. Watt's resolution was not strong enough. It looked like a new move on

the part of the Maritime Board of Trade, and he thought something should be added to show that the board had been asking for this line for the past four years, and nothing had been accomplished by the Government. He thought it should be made a very forcible resolution.

Mr. Elderkin thought that it would really be a weakness to put it as strongly as suggested. This would be a Canadian line, one in which the whole Dominion would be interested, and "to demand that the port be here, when we are only a small part of Canada, would be a weakness."

Mr. A. J. McFadyen, Tignish, pointed out that many public men were in favor of Quebec or some other St. Lawrence port, and if a large expenditure of public money were sought by the Maritime Board of Trade for the lower provinces these men would have something to say in the matter.

Mr. Jas. Paton, Charlottetown: "If we are to have a fast line there can be no doubt but that Halifax should be the port. It cannot be up the St. Lawrence. A fast line that must go up the river becomes a slow line. So St. John, or Halifax, or at least some Maritime port, must be selected. It would be well in the resolution to insist on an up-to-date line in every respect, not a 19-knot service, but one of 22 or 23 knots an hour. We shouldn't be behind the United States."

Mr. Geo. E. Hughes, M.L.A., Charlottetown, suggested that the resolutions previously passed by the board should be sent along with this one to the Government.

Mr. D. Nicholson, Charlottetown: "I think we should leave out any mention of a Maritime port. What Canada wants is a fast line, and the Federal Government will have to provide the subsidy. Certainly we don't want the whole thing hurked because we may not have a port in the Maritime Provinces as a terminus."

Mr. Watt did not agree with this. He contended that one reason why the service had not been secured was because there were too many questions to consider. "We are helping the Government by narrowing the scope."

Mr. Beer, Charlottetown: "I have listened to the debate with great interest and instruction, and the only conclusion I can come to is that we must send a delegation to the Government. Resolutions are useless. All the speakers seem strong as to the facts in the case, and should be able to convince the Government. They are not long in deciding to spend a hundred million dollars when they think it right."

Mr. Lyons, Charlottetown: "Mr. Beer struck the key note of the situation when

he said to send a delegation to Ottawa. When anything is to be done all other bodies send delegations. Let us do the same, and send representatives from all over the Maritime Provinces."

Capt. Read agreed with Mr. Paton, that for a fast line to go up the St. Lawrence would be impossible. "In Winter, ice; in Summer, fog," said the captain. While on his feet he suggested that the press should take up the question of the various accidents happening on the St. Lawrence. Some of them were due to sheer carelessness. They should not be allowed to exist by the authorities."

The resolution moved by Mr. Watt, seconded by Mr. Elderkin, after the two or three amendments suggested, was then read again and adopted. It is as follows: "Re-affirming the three previous resolutions from this Maritime Board of Trade, copies of which are herewith attached, which resolutions have hitherto been ignored, resolved, that in the opinion of this board, Canada needs a fast Atlantic mail service, whose terminus shall be some Maritime Province port, and consider it the duty of the Federal Government, to immediately institute a service equal to the fastest."

The last word came from Mr. Longard. "We'll never be a nation till we get a national port," he said.

GREETINGS TO CHAMBER OF COMMERCE.

Mr. DeWolfe, at this point, suggested that it would be in good taste to send a hearty telegram of welcome to the visitors at the convention in Montreal. Mr. Longard endorsed this, and a committee was appointed to draft a telegram, consisting of Messrs. Paton, Fraser and Watt.

Later in the afternoon the telegram was read and approved of by the delegates. It was as follows: "The Maritime Board of Trade, in session at Charlottetown, greet the Congress of the Chambers of Commerce of the Empire, feeling assured that your deliberations will tend to the welfare and advancement of the great nation of which we are proud to form a part."

A SUBJECT QUICKLY DISPOSED OF.

Government control of telephones was the next subject, but it came in for little discussion. The question dealt altogether with the needs of Prince Edward Island, and Mr. DeWolfe suggested that as it was a local matter, the various boards of the island should frame resolutions first, and afterwards these could be endorsed by the Maritime Board of Trade.

TOO MANY OF ONE KIND.

In the absence of representatives of the Sackville Board, who had sent in the subject, Capt. Read introduced the eighth topic on the list, the advisability of changing the names of places where there are more than one of the same name. He

said that there was a Summerside in Prince Edward Island, and one in Nova Scotia also, and it frequently led to a great deal of confusion. It should be the case that a cable could be sent from any part of the world to a town in the Maritime Provinces with the certainty that it would get there and not go some where else.

Mr. Loggie said that it was a matter for the municipalities to deal with separately. It was not long since Kingston, N.B., had been changed to Rexton. Someone must take the initiative; there is nothing to prevent a town changing its name if the people desire so.

Capt. Reid: "You see, Mr. Loggie, Summerside people don't want the name of their town changed; we want the other fellow to change his."

Mr. Foster did not think the matter required the influence of a body like this.

The subject was dropped.

A GREAT QUESTION.

"Is the time opportune for legislative union?" was the weighty question asked



W. S. Loggie
A former President.

by Mr. DeWolfe. "Unfortunately," said he, "a prominent man who was to take this question up is not here, but it was sent in by our board, so I bring it forward, not as requiring a resolution, but so as to open up the question and attract some attention to it for another session. We come here to gain and to give information, and, though, perhaps, some members of the different local legislatures would be opposed to the union, an interchange of opinions would be valuable. Compared with other provinces, we, in the Maritime section, are somewhat over-governed and it is a question whether possible investors would not rather go to some other place where there were not so many high salaries and 'honorables.' There has been a great awakening in the Maritime Provinces of recent years, and material resources in splendid supply have been brought to our notice which we knew nothing of a few years ago. Canada, outside of British Columbia, has little material wealth to rival Nova Scotia in some lines. In the United States there is no great mineral wealth till we get to Pennsylvania; so that we

have no rivals around us. We have a valuable seaboard here also. There is no doubt but that the Maritime Provinces could be placed in a position as powerful as that of the New England states in relation to the United States. The New England states are the industrial levers to the whole of the Republic, and the Maritime Provinces should stand in the same relation to the rest of Canada.

To accomplish this there are some changes we must make. We must first consolidate our forces, just as we have consolidated our local boards of trade into this Maritime Board. The Maritime Board has accomplished much that could not otherwise have been done by the local boards. By a union of the Maritime Provinces under one governing body we would make these provinces a very powerful part of the Dominion. Separated, we stand in a disadvantageous position before the other provinces. Ontario people tell us that their province would cover our three, and all we can reply is that all the smartest men in the country come from the Maritime Provinces. If we were one province, we could talk to them.

We would be better able to keep our young men at home also. They are looking for large things nowadays, and they would feel prouder and stronger if belonging to one large maritime province. There are many features that look favorable to a union. Working together we could do great things. The expenses of government would be greatly lessened. The question will come up some time forcibly and will have to be finally decided."

FOREST FIRES RESOLUTION.

The Committee on Forest Fires then brought in the following resolution, which was adopted: "Whereas there have recently been devastating fires in our forests and timber lands, and, whereas, the laws against setting such fires are either insufficient or inoperative, and, whereas, so much depends upon the preservation of our lands; therefore, resolved, that in the opinion of this board the time has fully arrived when some practical measures should be taken by our Local Governments to prevent the destruction of our forests by fire, either by the appointment of special guardians, or such other means as they in their opinion believe will attain the desired object. And, further resolved, that it is most desirable that the laws made, or hereafter to be made, regarding cutting undersized sawlogs, be strictly enforced."

WAREHOUSE ROOM AT SUMMERSIDE WHARF.

This subject did not occupy the meeting long. After a few remarks from Capt. Read, Summerside; H. W. Turner, O'Leary, and A. J. McFadyen, Tignish, it was finally resolved: "That better shipping facilities should be provided at the railway wharf at Summerside to accommodate the steamers landing freight for transportation over the Prince Edward Island Railway." Mr. McFadyen moved the resolution, and Mr. Turner seconded. Mr. McFadyen said that there was accommodation at Summerside Railway wharf for only one steamer, and all the other steamers had to land at the other wharves, their freights being trucked across the town, thus taxing passengers for both cartage and wharfage. The companies said they would willingly land at the railway wharf, but couldn't get accommodation.

NEW STEAMBOAT LINE WANTED.

Mr. John P. Brennan, North Sydney, brought up a new subject. He said: "We had a meeting of the North Sydney Board, and a resolution was passed to be placed before the Maritime Board in regard to a new boat line. There is great necessity for this, in which I am about to ask for. We have no communication from the Magdalen Islands, or with ports here, and I might include the ports on the Miramichi. I will read a resolution which I ask you to endorse."

Mr. Brennan then read as follows: "Whereas, owing to the great necessity existing for a weekly steam communication between the ports on the north side of Prince Edward Island, the Miramichi and the Magdalen Islands and the port of Sydney, and whereas traffic has increased to such an extent that efficient steam communication must be provided; therefore,

"Resolved, that this Maritime Board of Trade press upon the Federal Government the necessity of granting a sufficient subsidy to enable a company to place a suitable steamer on the aforesaid route."

Mr. Watt, in seconding the resolution, said that it spoke for itself and needed little to recommend it. The route would be a paying one.

Mr. N. Rattenbury, Charlottetown: "What is the nature of the traffic between North Sydney and the Magdalen Islands?"

Mr. Brennan: "A petition was sent from the Quebec Legislature on behalf of the Magdalen Islands, and I thought we could include a resolution from the Maritime Board of Trade. The people in the Magdalen Islands wanted a service to Sydney, but they also wanted it to go to Prince Edward Island."

Mr. Tidmarsh: "The export of the Magdalen Islands is entirely in fish, with the exception probably of two or three carloads of potatoes. It might be desirable to open a line to the islands, though two steamers ply there now, connecting with Cape Breton ports. I wouldn't think it possible to call at any north ports in Prince Edward Island, but perhaps Charlottetown and Souris might be touched at instead, for the bulk of the cargo would come from this island; from Sydney the traffic would be chiefly with the United States."

Mr. John Agnew, Alberton (West Prince Board): "Why should not such a line call at Alberton? Alberton is quite an exporting place. More produce goes from there than from Souris. I support this resolution. I think it would benefit the west end of the island."

Mr. McLean, Souris: "I agree with Mr. Tidmarsh in some of his remarks. I don't think, however, that the trade with the Magdalen Islands is of sufficient importance to call for a subsidy. The export trade from those islands is considerable, but it would not go by this route, not in the direction of Sydney. It must also be understood that to call at the different ports a steamer would have to make almost the round of the islands."

Mr. Foster: "The Board should be acquainted with all the facts before

passing any resolution. It appears that there are two steamers going there now. It is no wonder the Dominion Government does not grant all our requests if we go to them knowing as little of what we want as in this case."

Capt. Read: "I am surprised that the gentlemen speaking overlook Summerside. Summerside is the second town in importance on this island, and has no direct communication with Sydney. If a steamer is to be put on between island ports and Sydney it should of course take in Alberton, New London and other ports. I don't think, though, that it would pay at first. I would suggest Mr. Brennan's motion if he would change it to a route from Sydney, through the lakes, the gut of Canso and taking in Charlottetown, Malpeque and other ports."

Mr. Logie: "The question as to a route between the Miramichi and the north side of Prince Edward Island has been discussed before. We don't realize the great amount of produce that goes from the north of the island to the Miramichi. If we let the southern ports pass for the present, for they are already well supplied, and give steam communication to the north side, Alberton, New London and Malpeque to the Magdalen Islands, making the return trips without calling at the ports on the south side, it would be a very satisfactory and paying route. There is already some communication by the Black Diamond Line. The duty of this Board is to assist the outlying ports, not only the most populous districts."

Hon. R. C. McLeod: "If we approach the Government on this subject we ought to know fully what we want. The Government would be glad to dispose of the matter by pointing out that we are not agreed. Some of the ports spoken of are now well served, and if we ask the Government for a subsidy we must be satisfied that there is no present communication over the proposed route. It seems to me that we are not now sufficiently well informed to make known our wishes to the Government. We must ask for such as will be of sufficient importance to be carried out."

Mr. Brennan: "It has been clearly explained what we want. We want a steamer that will touch at the Miramichi, the north side of Prince Edward Island, the Magdalen Islands and Sydney. It does not matter, anyway, what route we choose. The people of the Magdalen Islands have sent out a petition signed by nearly everyone on the islands and they are bound to have the communication they desire, not what we want. Dr. Delaney, their representative in the Quebec Legislature, is also going to take the matter up."

Mr. Tidmarsh: "The distance is very great. It must be a hundred odd miles from the Magdalen Islands to Alberton, and 150 to Miramichi."

Mr. Watt: "Eighty miles to the Magdalen Islands and 45 from Alberton to Miramichi. Any boat that can't do that in a week is a poor one, and there is a great trade to be done in oats, hay, pork and other produce. Miramichi ports are the largest customers of the north side of this island. I am not interested in the Magdalens, but I am

in the northern ports of Prince Edward Island."

Mr. McLean: "I understand the great export trade of the Magdalen Islands is in mackerel, and that goes to the United States, and consequently wouldn't go by this route. Other lines of produce are shipped in their own vessels, owned in the islands. The trade between the Miramichi and the north side of this Island, however, might pay."

The President: "Do you take into account the draft of notes and the size of steamers needed? On the north of Prince Edward Island a boat would be required that would draw very little water. I am merely asking for information."

Mr. Brennan: "I was told there would be no trouble about that, if a subsidy is granted. The shipowners know all those waters thoroughly."

Mr. Tidmarsh: "I think the Magdalen Islands should be withdrawn from the resolution. The Government is already subsidizing steamers to those islands to the extent of \$14,000 per year, and it would weaken the resolution to ask for another calling at the Magdalens."

Mr. Logie: "One of the strongest arguments is the desire of the people in the islands to connect with Sydney and it gives a stronger claim on the Government when the service proposed is to take in four different provinces."

Mr. Hughes moved in amendment that the resolution be referred to a committee to define a route and report as early as possible. He thought it would be a mistake to let the matter pass now. The Government were proposing to spend millions to bring the products of the northwest to the Atlantic, and now was the time to get their own products carried also.

Mr. Tidmarsh seconded the motion and the route was referred to a committee of Messrs. Brennan, Watt, McFadyen, Hughes and Dodge.

An adjournment was then made till 8 p.m.

The Evening Session.

Promptly at 8 o'clock the assembly was called to order, and Mr. G. S. Inman, Montague (Southern King's Board), rose on behalf of his Board and submitted the following resolution: "Resolved, that in the opinion of this Board, the terminal facilities at Georgetown, P. E. I., should be enlarged and improved in order to meet the requirements of winter traffic between the mainland and Prince Edward Island."

"What concerns Prince Edward Island in this matter," said Mr. Inman, "also concerns the mainland. In the winter months we ship considerable goods from Georgetown to Halifax and Sydney, and shipments of smelts, eels, etc., in winter to Boston are also heavy. The terminal facilities in Georgetown for steamers will not for a moment compare with those in other ports and they are miserably inadequate to the requirements. The building in Pictou is 150 x 450 feet, and in that two lines of railway can load and unload. Georgetown has to handle almost the same amount of freight and the freight shed is only 200 by 22 feet. With such a narrow building not only is much inconvenience caused, but

damage is also done to the freight in some cases. Goods have to be piled up along the sides of the building and a great weight is often placed upon the goods at the bottom. Once there was plenty of room, but the traffic has now grown larger, and conditions are also different. It is not till winter now that many of the farm products are shipped. The warehouse should be so constructed that trains could load inside it. Last year a whole carload of smelts was destroyed by being left out in the sun; had there been a suitable shed they would have been saved. This resolution will not interfere with that in regard to a better route between the island and mainland. Until a better route is established the route by which freight now goes should have ample facilities for shipping."

Mr. McLean: "I have much pleasure in seconding this motion. There are two steamers now calling at Georgetown, where formerly only one was required, and a great part of the traffic that used to be carried on in summer is now done in winter. It is unnecessary that the freight should be unloaded into the sheds in readiness for the steamer, and the shed should be large enough to allow of the freight being assorted. When it is all thrown together in a small shed days of delay are caused before it can be assorted and sent to its destination. Even though the time should arrive when we should have another route from the island to the mainland, it is necessary now to improve the facilities at Georgetown."

The President: "I know from my own experience of innumerable delays of goods at Georgetown, necessitating telegrams and inquiries of all kinds. It is necessary that something should be provided against this."

After some further discussion, in which Hon. Mr. McLeod, Mr. DeWolfe, Mr. W. H. Aitken and Mr. McLean participated, the resolution introduced by Mr. Inman was adopted by the Board.

This question having been disposed of, the committee appointed to consider the route of a steamer plying between the island, the Magdalen Islands and Sydney brought in their report. It read as follows: "To the President and members of the Maritime Board of Trade: Your committee on the route of steamers between North Sydney, the Magdalen Islands and other ports respectfully recommend the following as a feasible route: Leaving North Sydney, calling at a safe port in the Magdalen Islands, thence to New London and Alberton, P.E.I., thence to Chatham, N.B., returning calling at Alberton and New London, thence to North Sydney, a round trip of 625 miles. Your committee consider a steamer can give a weekly service on this route." This report being adopted, Mr. Brennan's resolution, as above, was passed by the Board.

COMMUNICATION WITH P.E.I.

Subject No. 2 on the list, which had been left over from the morning, in the expectation of several other members arriving, was then taken up by

Mr. F. C. Harris, Sackville, N.B., manager of the N. B. & P. E. I. Railway. He read the following resolution: "Resolved, that the Dominion Parliament be requested to put one of the winter steamers on the Summerside-Cape Tormentine route immediately on the close of summer navigation, with a view to keeping up regular communication with the western part of Prince Edward Island, including Charlottetown and New Brunswick, as long as practicable, and that the necessary steps be taken to provide safe terminal facilities at Cape Tormentine pier."

Speaking to this, Mr. Harris said: "I think this question is pretty well understood by the people of Prince Edward Island. For the last two winters trials have been made to see how the route could best be kept open. The first winter it was fairly successful; last winter it was also successful for a time, but owing to an accident to the 'Stanley' communication was terminated. It is not worth while to go into all the advantages that would accrue from this route being followed. The idea is to have a steamer leave this side (Prince Edward Island), say, at 7 a.m., taking two hours to Cape Tormentine and transporting the passengers to the N. B. & P. E. I. Railway. They would thus catch the noon trains, while by taking other routes they would have to take the evening trains. While the steamers were running on this route the passengers expressed themselves as very well satisfied with the service, and hoped that it would be maintained. The mails were also carried satisfactorily."

Mr. Hughes—"I would call the attention of the board to the list of subjects for discussion. According to the list, this should be a discussion of a route between Cape Traverse and Cape Tormentine, not between Summerside and Tormentine."

Capt. Read—"The test of a Summerside-Tormentine route is the same as a test of a Cape Traverse-Tormentine route. Unfortunately our people seem bound to work for the Georgetown-Pictou route without giving the western route a fair trial." Capt. Read went on to show that in the former trials between Summerside and the mainland there had been none made under fair conditions. Mr. Prefontaine had said he would come down and look over the route, and he (Mr. Read) was satisfied that, with the endorsement of the Maritime Board of Trade, the Minister would put the "Stanley" on the route as soon as the "Northumberland" was unable to perform the service.

Mr. Hughes moved, seconded by Mr. Watt, that the resolution now before the board be referred to the Committee on Resolutions.

The matter was left thus until the following morning.

Mr. E. B. Elderkin, President of the Maritime Stock Breeders' Association, asked to have the following subject discussed in the morning: "The Maritime Stock Breeders' Association for the development of trade with the West Indies and South America."

VOTE OF THANKS.

Before the adjournment Mr. Logic

moved a vote of thanks to the Premier and Government of Prince Edward Island for the use of the Legislative Assembly rooms, and to the City Council of Charlottetown and the local Board of Trade for their kindness and hospitality to the visiting delegates. Mr. DeWolfe seconded this, and a hearty vote of thanks was passed.

An adjournment was made until 10 a.m. on the following morning (Thursday).

Thursday Morning Session.

The first business of the morning was the reading and adoption of the committee's report on the President's address, which was moved by Capt. Read, seconded by Mr. Longard, and unanimously approved of by those present. The report read: "To the President and members of the Maritime Board of Trade: Your committee beg leave to submit the following report in reference to the President's address: We recommend that the President's address and the proceedings of the board be published in pamphlet form for distribution as may be deemed advisable. It affords your committee much pleasure in recommending that the thanks of the Maritime Board of Trade be conveyed to President Hassard for his able, instructive and comprehensive address, which must have entailed a large amount of labor and research to prepare, embracing as it does such a vast range of subjects."

The President, in a brief reply, thanked the board for the manner in which his address had been received and for the compliments bestowed upon it by the committee.

FINANCIAL STATEMENT.

Secretary Creed then read the financial statement of the Board for the past year as follows:—
The Maritime Board of Trade.

In account with C. M. Creed,
Permanent Secretary-Treasurer.
To expenses for 1903...\$ 43.81
To Secretary's salary... 125.00
\$168.81

Credit.

By balance from 1902...\$140.11
By subscription for 1903 246.50 \$386.61
Balance \$217.80

PROVINCIAL UNION.

Mr. DeWolfe then read his resolution re Provincial union. It read: "Whereas, at various times the union of the Maritime Provinces has been proposed, and as yet has not been discussed, and whereas it has been proposed by the Board for discussion at this meeting; be it resolved, therefore, that in our opinion it is desirable; that it would add to our revenue collectively, reduce greatly our expenses, and thereby add to our wealth commercially and financial standing."

The subject was left over for discussion at the next annual meeting of the Maritime Board of Trade.

WINTER COMMUNICATION AGAIN.

The subject of a winter route between Capes Traverse and Tormentine

was again brought up, and the resolution put in by the Summerside Board was cancelled.

Mr. Hughes: "Should not that be submitted to the Committee on Resolutions? The terms of Confederation in regard to winter communication with the mainland have not been carried out. The matter is wholly in the hands of the Dominion Government, and let them carry out the contract. It is not within our province to insist on any particular route. That would prejudice our claim."

Mr. Tidmarsh: "I think it would be very imprudent to experiment again on the route from Summerside. When the winter sets in all lines of communication are sometimes shut off in one night. If a steamer is put on that route this year it will still not be an established route, and there will be some uncertainty as to whether it is to be counted upon or not; consequently shippers would not use it. Both steamers should be put on the Charlottetown route as long as possible and then put on the Georgetown route. Give that a fair trial. It is too sectional a question, anyway, for the Maritime Board of Trade to define any route."

Capt. Read: "The speakers have gone beyond the resolution. All it calls for is that a steamer should take up the western route and keep it open as long as possible. I would also like to see the experiment made under more auspicious circumstances than prevailed last time."

Mr. Wm. Yould, Kentville Board, put in a resolution to take the place of that brought in by the Summerside Board and which was cancelled. His resolution read: "Resolved, that while this Maritime Board of Trade fully realize the very great importance of better winter communication between Prince Edward Island and the mainland, and urge upon the Government to use every means in their power to bring about that most desirable result, this Board do not feel that they have the information before them at present to define the route that should be adopted. And further resolved, that a copy of this resolution be sent to the Minister of Marine and the Prince Edward Island representatives at Ottawa."

The resolution was seconded by Mr. J. P. Longard.

Mr. MacDonald, East Point (Souris Board), thought that a delegation should be sent to Ottawa to show the Government how they had failed to carry out the terms of Confederation in this matter. Another boat, a more powerful one, should be put on the old route; then the other boat could be left at Summerside to ply there as long as possible.

After some further discussion Mr. Yould's resolution, as given above, was substituted for the original resolution, and adopted by the Board, Mr. Harris and Capt. Read consenting to withdraw their motion.

STOCK-BREEDING INDUSTRY.

Mr. Elderkin then introduced the subject of the Maritime Stock Breeders' Association. "Some members might wonder why such a subject is introduced in this meeting," he said.

"To which I answer that the functions of the association are the same as those of the Maritime Board of Trade: to further the business interests of these provinces. The difference is merely that this is a particular line of work, and yours is general." After briefly sketching the history of the Stock Breeders' Association, and showing what it had accomplished, Mr. Elderkin continued: "Mexico and South America are large buyers of cattle and farm products, and we are on the direct route to them. There is no reason why this trade should not come to the Maritime Provinces. Then our stock-breeders would take their place among the leaders in the business in Canada. At the Buffalo Exposition we had a great many inquiries for cattle, horses and other animals, but we could give no information as to where and when to buy them. Now the association intends holding annual auction sales of pure-bred cattle. The first will be on February 5, 1904. We intend to advertise these sales in the West Indies and South America, so that buyers there will know just when and where to come to make purchases. If we can get these auction sales fairly established, and have it known in those southern countries that at a certain time and place each year the sales will be held, then the matter is settled. We don't want to have one sale and then drop out, but we intend to continue them year after year till they come to be a recognized institution. We ask the Maritime Board of Trade to endorse this idea, feeling sure that their influence will greatly tend to its success. There are at present few pure-bred animals of the kind wanted here at present, but there is no spot in Canada where live stock can be more successfully grown than here. The agricultural prosperity of the country is the basis of all commercial prosperity, and this will have some results in improving it. I therefore ask you to endorse this resolution:

"Whereas the Maritime Stock Breeders' Association are conducting an educational institution in the interests of the farmers of the Maritime Provinces, and whereas, with this object in view, they have already held two fat stock shows, and purpose holding a third from December 14 to 17, at which, through the kindness of Mr. F. W. Hodson, Dominion Live Stock Commissioner, men of national reputation, as well as some from the mother land, will give addresses on animal husbandry, using living animals for illustration, and whereas they purpose holding an auction sale of pure-bred cattle on February 5, 1904, having for its object the bringing together of buyers and sellers—to their mutual advantage; therefore, resolved, that this Maritime Board of Trade in Charlottetown convened heartily endorse the aims and objects of the said association, and commend it to the favorable consideration of the Federal Government, and ask for its generous financial support. Further, resolved, that the clerk be instructed to forward a copy of this to Hon. Sydney Fisher, Minister of Agriculture, at Ottawa, and the several Maritime Governments."

The resolution, which was seconded by Mr. DeWolfe, was unanimously adopted.

THE ELECTION OF OFFICERS.

The convention then proceeded with the election of officers for the ensuing year, the results of which were as follows:

President.—Hon. Senator Wood, Sackville, N.B.

1st Vice-President.—Mr. John McLean, Souris, P.E.I.

2nd Vice-President.—Mr. J. R. Wyman, Yarmouth, N.S.

Permanent Secretary-Treasurer.—Mr. C. M. Creed, Halifax.

Corresponding Secretary.—Mr. Chas. D. Stewart, Sackville, N.B.

Auditor.—Mr. M. G. DeWolfe, Kentville, N.S.

The next place of meeting was decided upon as Moncton, N.B.

THANKS TO THE PRESS.

Mr. M. G. DeWolfe moved a vote of thanks to the MacLean Publishing Company for their annual report of the proceedings. "There are no papers that we could wish to have our meetings reported in better than these," said Mr. DeWolfe. "There are four or five of them, and they not only circulate all over the Dominion from coast to coast, but go to the old country as well. The greatest possible publicity is thus given to our proceedings. With this vote I would like also to couple with it a vote of thanks to the local press, who are so ably reporting our meetings. If it were not for the press I don't know what we should do to have our influence extended beyond this board."

In seconding this Mr. Elderkin said: "We don't appreciate the local press as much as we should. They circulate all over the Maritime Provinces and reach all our people, showing them what we are doing, and in some degree moulding their opinions along the lines we are following ourselves. We owe a great debt of gratitude to the papers. They are even going beyond what we might expect them to do for us. I want to say before I sit down that in going through every part of Canada I have found MacLean's trade newspapers everywhere, in the stores and on the tables in the hotels, where they are eagerly read."

PRESIDENT APPRECIATED.

A vote of thanks was passed to the President for the efficient manner in which he had conducted the duties of his office.

The national anthem closed the convention of 1903.

Notes.

On Thursday afternoon the delegates and many prominent gentlemen of Charlottetown, with their wives and daughters, enjoyed a trip on the Government steamer "Minto." The invitations coming from the Charlottetown Board of Trade. Luncheon was served on board and a very pleasant af-

The Toronto Silver Plate Co.

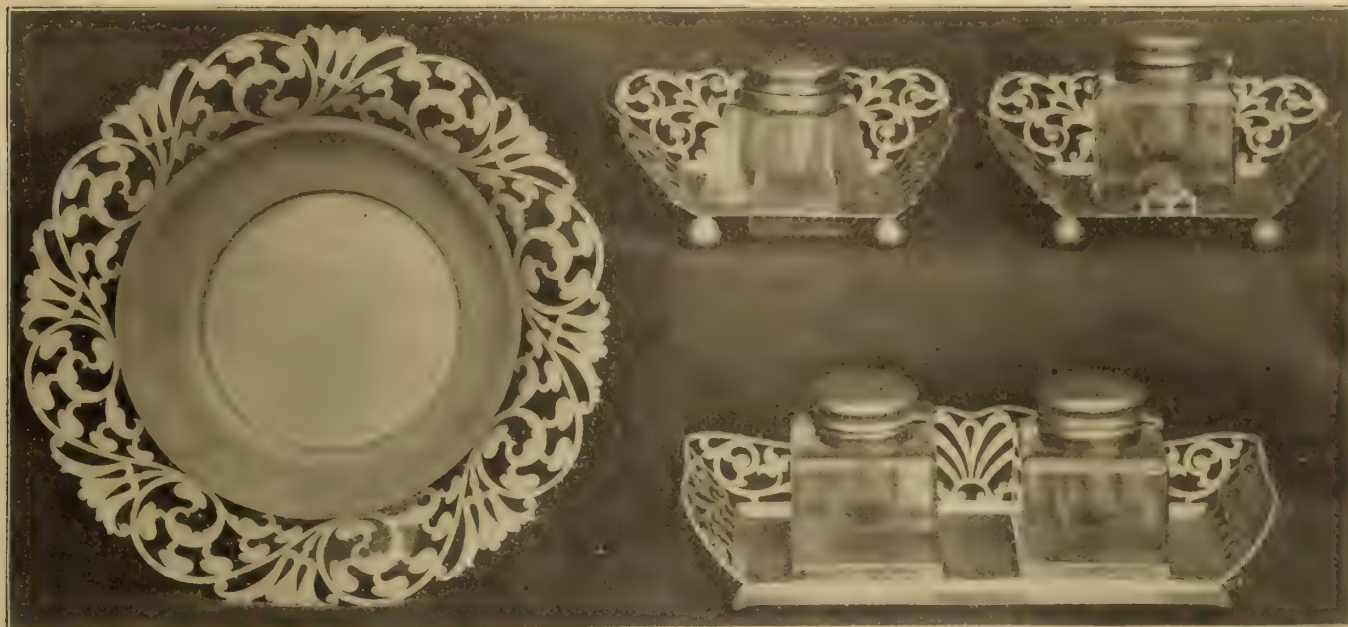
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*Both to Toronto Silver
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page 6*

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E. G. GOODERHAM, MANAGING DIRECTOR,

...with great interest. The land of the ... was in attendance and ... a programme much appreciated by all.

A most interesting feature of the visit ... was an informal reception given by the new First Vice-President, Mr. John MacLean, to the delegates in the parlors of the Davies Hotel on Thursday evening. It lasted from about 11 o'clock p.m. to 1 a.m., and speeches were made by all the delegates on various important subjects, the remarks proving as interesting as any delivered during the meetings. Refreshments were served.

Returning home, a number of the delegates, including Messrs. DeWolfe, Dodge, Ward, Simpson and Yould, visited the large biscuit and confectionery factory of Messrs. G. J. Hamilton & Son, Pictou. They were accompanied by Mr. Storey of the Intercolonial Railway and Mr. Hilliard of the Grand Trunk. Messrs. Hamilton have found their business increasing so rapidly that they have purchased another factory at Halifax, where they intend to manufacture also. The Newfoundland trade will perhaps be supplied from there.

Before their departure from Charlottetown each delegate found a package of the famous "Brahmin" tea waiting for him at his hotel. This was the gift of Mr. Horace Hassard, President of the Board, who has made a great success of this tea.

A number of the delegates took a pleasant trip into the country on Thursday and admired the beautiful Prince Edward Island scenery.

It is expected that the meeting at Moncton next year will be a very large one.

The delegates took the opportunity of inspecting the new market being erected in Charlottetown. It is to cost about \$50,000.

The Hillsborough bridge came in for a good deal of attention.

"Parva sub ingenti" is Prince Edward Island's motto. An enthusiastic delegate translated it, "Little, but Great Caesar!"

The Maritime Board of Trade can boast of some pretty forceful speakers, and a host of level-headed thinkers.

A CREDIT TO TORONTO.

(From The Toronto News.)

OF all reasons for confidence in the future of their country, Canadians have none more sound than the remarkable growth of manufacturing industries in Canada during the past 20 years. In this connection, one enterprise of which the people of Toronto as Canadians are justly proud is The Toronto Silver Plate Co., located at 570 King street west.

In this age of combinations it is refreshing to find an establishment, "to the manner born," which is strong enough to stand alone. This The Toronto Silver Plate Co. has done, backed as it is by Canadian capital and managed by Canadians, against a combination which embraces nearly all the

silverware manufacturers of Canada and the United States. And not only has it easily maintained its independence single-handed, but, sustained by a reputation for real merit and aggressive efforts, has succeeded in very materially increasing the volume of its business.

Perhaps the most striking recent example of the high favor in which the products of this company are held in Canada is the fact that it supplied the greater part of silver service of Toronto's palatial King Edward Hotel. The same is true of most of the best hotels in Canada, and travellers on the handsome steamers on the lakes and the St. Lawrence will find its ware in almost exclusive use.

But, while the company makes a specialty of catering direct to a very important hotel, steamboat, dining car and club trade, it is in the homes of the people that its products find universal place. From the solid silver tea service, ranging in price as high as \$1,500, down to the silver-plated napkin ring, each and all of the dainty articles it manufactures are known everywhere for their absolute reliability and finished workmanship, as well as for their originality of design, and the true impress they bear of a rare, artistic taste.

The craft of the silversmith is one of the oldest of the industrial arts, and the element of beauty of form has always been a vital factor in the production of its masterpieces. This feature is a notable characteristic of the company's sterling silverware, which it produces in large quantities.

The introduction of the modern feature of electro-plating has created a new branch in the silversmith's art, and opened a new field immense in its possibilities. But in this case also reliability is the first qualification. The name of the company mentioned—stamped on the back of this ware—has become a synonym for honesty and reliability wherever it is known. "Just as represented" has been the foundation of its business, and coupled with beauty of design and excellence of workmanship, the chief factors of its growing trade.

So high is the standard of excellence to which this company has attained, that in addition to its splendid trade at home, it has been able to build up a large export trade in competition with the largest and oldest manufacturers of the world. In Great Britain it is directly represented at Birmingham, the home for centuries of silverware manufacturers, and a representative of The News, who visited the company's warerooms, was shown large orders from such countries as the West Indies, South America, Holland, Australia and India. It must be mentioned incidentally, that in making an inspection of the factory he noticed in course of manufacture a solid silver presentation salver valued at between \$500 and \$600, for shipment to Lahore, near Madras, India.

There is perhaps no more interesting pro-

cess of manufacture to an ordinary observer than the evolution of a beautifully formed and engraved tea service from a solid piece of metal, which takes place in the factory of this company. It is impossible to describe this process here, but one feature which impresses one very forcibly is the large amount of capital required to carry on the business. In one small room there is kept continually on hand a stock representing a value of over \$100,000. A great deal of money is also locked up in moulds and dies. The moulds, some 1,300 in number, are stored on shelves in the casting room, an outer building, which resembles a blacksmith shop more than anything else. To anyone not in the business they are not worth more than their value as old brass, but to the company they are worth upwards of \$30,000. The dies for making the bases of silver-plated ware are equally costly, and being smaller are kept in the vault.

Another noticeable feature in connection with this factory is the kindly relations existing between employer and employes. Strikes are unknown, and many of the skilled craftsmen have been in the employ of the company for years.

The financial backing of The Toronto Silver Plate Co. is in keeping with its high character, and practically unlimited. In fact, the personal wealth of its directors is estimated at from \$15,000,000 to \$20,000,000.

Its president is Mr. Wm. H. Beatty, its vice-president is Mr. H. W. Beatty, and its secretary-treasurer is Mr. E. G. Gooderham. To the able direction of the latter gentleman, who is also managing director, a large part of the solid and permanent success which the company has achieved is due.

On the Board of Directors are also Messrs. Geo. Gooderham, W. H. Partridge, Alf. L. Gooderham, Wm. Thomson, James Webster and Frank Turner, C.E. A large share of the permanent and growing success the company has achieved is due to its able managing director, Mr. E. G. Gooderham, who directs its detailed operations.

UNITED STATES PIG IRON OUTPUT

AN inevitable result of the prosperous conditions in the United States has been an astonishing expansion of the production of pig iron in the Republic. The growth of the last four or five years has been remarkable indeed, but at no time has the progress been more marked than is the case at present.

It is stated in the Bulletin that of the 32 new furnaces which were in course of construction on June 30, 1903, seventeen stacks, with a total annual capacity of 1,917,000 tons are to be blown in during 1903, and 15 stacks, with an annual capacity of 2,425,000 tons, are to be blown in during 1904 or very early in 1905. Adding the capacity of the building furnaces to the capacity of the partly erected and revived

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furnaces it is found that by the close of 1903 the productive capacity of the completed furnaces in the country will be increased to the extent of 1,972,000 tons, and that by the close of 1904 it will be further increased by 2,475,000 tons, or a total increase in the next 18 months of 4,447,000 tons.

The American Metal Market has learned by correspondence with the owners of the furnaces above referred to "that of the 1,972,000 tons of additional capacity credited to 1903, 905,000 tons will be for sale in the general market and 1,067,000 tons will be for the use of the makers, while of the 2,475,000 tons credited to 1904, 405,000 tons will be for the general market and 2,070,000 tons for the use of the makers. Of the grand total 1,310,000 tons, or 29.5 per cent., will be for sale, and 3,137,000 tons, or 70.5 per cent., will be for the use of the makers. Practically all of the pig iron intended for the use of the makers will be consumed in the manufacture of Bessemer and open hearth steel, while the greater portion of the pig iron intended for the general market will be used in the manufacture of iron castings, muck bars, etc.

"The above statement relates solely to furnaces under construction on June 30, 1902, to old furnaces about to be revived on that date, and to the single partly erected furnace in Virginia on which work was resumed in July. Furnaces projected on June 30, 1903, or new furnaces for which ground has since been broken, if any, are not included. Nor are furnaces which are being rebuilt in whole or in part included."

CATALOGUES, BOOKLETS, ETC.

HARDWARE AND METAL would be pleased to review catalogues, booklets or other such publications issued by manufacturers or wholesale dealers selling to the hardware, plumbing, machinery or metal trades. Retailers desiring such publications may also have inserted a notice to that effect. No charge will be made for these services.

BED SPRINGS AND SNOW SHOVELS.

A reader of HARDWARE AND METAL would like to secure names of Canadian manufacturers of bed springs, also of snow shovels. Any such addressed to the editor, HARDWARE AND METAL, Toronto, will be forwarded.

PENINSULAR STOVES AND RANGES.

It is not many years since the complaint was made by Canadian manufacturers that catalogues could not be as well, as attractively, printed in Canada as in the United States. Such a complaint cannot now be maintained, for some of the catalogues now being produced in this country will stand comparison in every respect with the best issued anywhere. A superb proof of this is the Peninsular stove and range catalogue, now being sent out by Clare Bros. & Co., Preston, Ont., and Winnipeg. The use of the best quality of paper and the most expensive kind of engravings give to the illustrations of the various stoves and ranges a clearness of detail and attractiveness of appearance that is indeed charming. It is a safe argument that the heavy expense necessary in producing such a catalogue would not have been entailed for inferior goods, especially as good engrav-

ings are manifestly just, showing the weak points as well as the strong. Readers of HARDWARE AND METAL who are interested in the stove dealers should secure this catalogue, if it has not already reached them.

THE "MARLIN" PRICE LIST.

For several years the "Marlin" illustrated price list has been admitted to be one of the brightest and most progressive catalogues relating to fire arms received by the Canadian trade. This year's issue, like those of recent years, is divided into different parts. Part I is devoted to descriptions prepared particularly for the trade of the repeating rifles, carbines, shotguns, as well as to the various supplies and ammunition, sold by the company. Part II gives further detail regarding the arms and ammunition, for the information of the consumer who needs more detailed information in regard to the arms and ammunition used by them. Part III gives valuable hints that will interest all and help many shooters. This catalogue contains 128 pages of useful information and illustrations. It would be one of the handiest works of reference that could be kept by dealers in arms and ammunition. The artistic cover, representing an unusually bright and exhilarating winter scene, will appeal to all lovers of sport. Copies can be secured by readers of HARDWARE AND METAL on receipt of three stamps to pay postage on application to The Marlin Fire Arms Co., New Haven, Conn.

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By inspecting our goods, and having their different features carefully explained, the dealer will be better able to judge which lines of stoves and other goods are most suitable for his particular trade.

Owing to the heavy pressure of orders and the fact that we are making every effort to fill all orders promptly, we find it impossible to exhibit at Toronto this year.

The Western Fair will be held in London from September 11th to 19th, when we will take pleasure in extending the same courtesy which our Toronto Warehouse is now doing.

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TO OUR FRIENDS.

DURING the next two weeks a large number of our readers will doubtless visit the Dominion Exposition. "Hardware and Metal" extends a cordial invitation to all such to call and make our Toronto office their headquarters during their stay. Our office is centrally located at 10 Front street east, just around the corner from Yonge and right in the midst of the wholesale warehouses. Visitors may find it convenient to have their mail forwarded in our care and every accommodation will be afforded those having correspondence to attend to. It is always a pleasure to make or renew the personal acquaintance of our subscribers and we are looking forward to meeting a large number of them during the next two weeks.

WINDOW DRESSING COMPETITION.

ATENTION is directed to the extension of the time set for closing our window dressing competition to October 1. It is desired that our subscribers enter heartily into this competition and be not content with one entry. The opening Fall trade should bring to

the front some bright ideas in window dressing. Send photos and brief description to "Hardware and Metal" as according to directions elsewhere. Call the attention of your employees to this competition and see what your store can accomplish in the way of up to date window dressing.

CIVIC ENTERPRISE

CANADA is experiencing a wonderful era of prosperity. Nature has been prodigal in her gifts and the agricultural classes have enjoyed a series of bountiful harvests. The trade and commerce reports overflow with evidences of our industrial progress. With an unexampled immigration record no man need be idle who is able and willing to work. The opening of the Great West, which has now fairly begun, will, so far as Canada is concerned at least, guarantee the continuance of the present good times.

The larger industrial centres are pledging their faith in the future of Canada by large expenditure on capital account. Everywhere plants are being increased and branches established. The demands of our population, growing at once in numbers and wealth, must be met.

This is indeed "a tide in the affairs of men which taken at the flood leads on to fortune." But what are our smaller towns doing to secure their share of the general prosperity?

It is a fact that a number of our smaller Canadian towns are making a name for themselves as manufacturing centres. They have their canning factories, their beet sugar factories, furniture works, knitting works, piano factories, brush factories, or cereal companies, and the proposal of a new industry is hailed with acclamations. Every assistance is given a new project; it is talked up, taken hold of, pushed along, achieves success. The citizens of such towns are full of enthusiasm and faith; they are good townsmen, admirable Canadians.

Unfortunately all our towns are not of this kind. Too many have no enterprise. The articulate voice seems vested in a class of retired farmers whose only interest is in keeping down the tax rate and the maintenance of the status quo ante. Their money invested in farm

mortgages, directly or through the local loan company, they would no more think of subscribing to the stock list of a local industrial enterprise than of diving. The proposal to exempt from taxation a prospective local industry which would give employment to surplus labor always found in a small city or large town is met with a storm of protests. So the town continues to vegetate. Funds accumulate and are deposited in the local branch of a chartered bank to be devoted to financing the industrial ventures of a neighboring town that is alive to its opportunities.

Possibly the funds which should be productively employed in the town, weary of idleness, are inveigled into playing the stock markets. And indeed the stock broker finds his easiest marks in just such localities.

In either case the town is bled, while the citizens wonder at the prosperity of its rival, which, very possibly, is not nearly so favorably situated.

Success demands alertness and energy in the town as in the individual. It is time that the boards of trade of some Canadian towns called a special meeting to find out what ails them.

Now is the time, during a period of prosperity, to lay the foundations of a permanent industrial importance.

A BOUNTIFUL HARVEST.

APERUSAL of the August crop report issued by the Ontario Department of Agriculture should be very gratifying to the business man who is anticipating a large Fall trade. The high average excellence of the crops and the firm prices the farmers are getting for their produce of every sort should make money free this Autumn, and it is ready money in the pockets of the farmers in this young country of ours that sets in motion the wheels of prosperity. Nor is Ontario alone blessed with a bountiful harvest. Reports from the east are all of an encouraging nature and the latest from the west would indicate that the yield is showing better in threshing than was anticipated. A few weeks will see the western crops safely secured, when Canada may begin to prepare for Thanksgiving for the most prosperous year in her history.

RESULTS OF THE CONGRESS.

LAST week the eyes of the Empire were centred upon the city of Montreal, for in that city was in session the parliament of business men gathered from all parts of the British possessions. The issues to be discussed were momentous, and on all sides it was felt that the deliberations of the congress must have a determining influence upon the progress of the fiscal battle in Great Britain. Every member of the congress seemed to feel his responsibility, and, because the importance of the decisions was recognized, every effort was made so to frame the resolutions that they might receive the unanimous assent of the congress. That this was accomplished without rendering the resolutions mere platitudes is a high tribute to the skill, the good sense and the patriotism of the delegates.

There were many resolutions on the order paper, but those dealing with the problems of imperialism were the most prominent. It was felt that the present relations between Great Britain and the young nations owing her allegiance are anomalous, but how to improve them without endangering the mutual good feeling which now exists and provoking jealousies is a very difficult question. Upon such a vexed question it would be absurd to look to the congress for the last word; much has been accomplished when delegates representing so many different interests agree, as they have done, upon certain important principles.

In the problem of Imperial defence we have this anomaly revealed. While Canada does something in supporting her militia, she does absolutely nothing towards supporting the British navy which protects her foreign commerce. A resolution submitted by a prominent Montreal delegate was to the effect "that this congress hereby affirms the principle that it is the duty of the self-governing colonies to participate in the cost of the defence of the Empire." In words of impassioned eloquence, the mover and seconder of the resolution told of the shameful action of the colonies who pay nothing towards the support of the navy which protects them. With all of this most Canadians will

agree, but when we come to discuss ways and means there is a difficulty. The obligation is an obvious one, and our self-respect demands some action; but can we, as self-respecting British subjects, hand over money to be spent by Imperial authorities who are not responsible to us? Can we contribute without representation in the Imperial House of Commons? Do we want that representation? Could we have it if we desired it? These are questions that arise at once to complicate the issue.

Such obvious difficulties prompted the resolution of the *Chambre de Commerce* of Montreal, whose representatives submitted an amendment declaring that the colonies have on all occasions done their duty to the Empire, and that they can best serve the Empire by developing their own resources. The amendment declared that the colonies claim the privilege of keeping their own initiative as to the nature and mode of help they may offer.

The apparent deadlock was relieved by Colonel Denison. He submitted an eminently reasonable resolution to which both parties at once agreed. It was to the effect "that this congress hereby affirms the principle that it is the duty of the self-governing colonies to participate in the cost of the defence of the Empire, but the colonies claim the privilege of keeping their own initiative as to the nature and mode of help which they may agree to offer." This was reasonable ground to take. Our obligation to contribute is admitted, but we must do so in our own way; we must preserve our autonomy.

The great battle developed when the fiscal resolution was submitted. A committee had considered all the resolutions of which notice had been given, and, after careful deliberation, they submitted to the congress the following resolution: "It is resolved that in the opinion of this congress the bonds of the British Empire could be materially strengthened, and a union of the various parts of his Majesty's dominion greatly consolidated, by the adoption of a commercial policy based upon the principle of mutual benefit, whereby each component part of the

Empire would receive a substantial advantage in trade as a result of its national relationship, due consideration being given to the fiscal needs of the component parts of the Empire. That this congress urges upon his Majesty's Government the appointment by them of a special commission composed of representatives of Great Britain and her colonies and India, to consider the possibilities of thus increasing and strengthening the trade relations between the different parts of the Empire, and the trading facilities within the Empire and with foreign trade countries."

As was natural, the Canadian and colonial delegate in general were a unit in favor of the resolution. Both political parties in Canada are agreed on this question. Each wants a preference in the British markets for Canadian products, and since Mr. Fielding's declaration this Spring, it would seem that the parties are agreed in demanding a *quid pro quo* for the preference already given by Canada. Different conditions prevail in Great Britain where this fiscal question now divides the parties. No party feeling divided the Canadian delegates, but the British delegates could scarcely be expected to agree upon a question of this nature.

On behalf of the Manchester Chamber, Sir William Holland proposed the addition of these words to the resolution: "Due consideration being given to the fiscal and industrial needs of the component parts of the Empire, with a view of avoiding injury to any one." The speech in which the popular knight supported his amendment breathed Manchester free trade sentiments, and hence much opposition was offered to it. At one time it seemed that no agreement was possible, and that a majority vote must decide the question, thus robbing the pronouncement of much of its significance. A unanimous decision was greatly desired, and finally Lord Strathcona saved the situation by introducing a resolution which was accepted by both sides. This resolution differs from the original, quoted above, only in the last clause of the first sentence, which now reads,—"due consideration being given to the fiscal and industrial needs of the component parts of the Empire." This

received the unanimous assent of the congress.

These were the two great questions which received the most attention, but there were others of almost equal importance discussed by the congress. Colonel Denison brought up the question of Britain's food supply in time of war, and succeeded in having a resolution passed declaring the remedy to be the development of colonial territories. To this end, emigration to the colonies should be encouraged.

Imperial postage was also an important topic which received considerable attention. The action of the Canadian Government in reducing the postage on periodicals to Britain was highly commended by all the speakers and reciprocal action on the part of Great Britain was strongly recommended. Perhaps on no other question were the delegates so thoroughly of one mind. The Canadian Manufacturers' Association had a resolution regarding the preference that should be given to British firms for Imperial contracts. This resolution, which was strongly worded, received the approval of the congress.

The congress was marked by a strong Imperial sentiment which recognized the importance of mutual interests, and seemed prepared to make some sacrifices in order to attain a common end. The idea of the unity of the Empire and of Imperial interests was always prominent. It was recognized that the strength of Britain is her colonies and the strength of the colonies is the Motherland. It is pleasing to find that this is the case, for only by the recognition of this principle can the Empire hold together. Kipling, the poet of Imperialism, in his enunciation of the "law of the jungle," has well expressed an idea which pervaded the whole congress,—

"The strength of the pack is the wolf.
And the strength of the wolf is the pack."

FRANKNESS IN BUSINESS.

THE confidence of one's customers is the most valuable asset a business man can possess. Having deservedly won that confidence, a merchant can smile at

unfair competition and fake schemes for seducing his trade into alien channels.

The assurance that reliable goods may always be had for a fair price is what the best people in any community want. These are the people whose custom is most desirable, who give a firm a standing, who make business a pleasure.

The basis of this confidence is perfect frankness upon the part of the seller. It is poor policy to please a customer for the moment with the price when he is certain shortly to be dissatisfied with the quality.

A Window Display Competition.

HARDWARE AND METAL, for the encouragement of tasty window displays, has decided to open a competition for its subscribers. Prizes will be awarded for photos or drawings of window displays and accompanying descriptions of the same. The prizes will consist of:

First Prize	-	-	-	\$10
Second Prize	-	-	-	\$7
Third Prize	-	-	-	\$5

and \$2 for every picture and description which is considered worthy of publication.

The competition, which closes on Oct. 1, will admit of photographs, pen and ink or wash drawings, with good ideas counting more than the picture itself, although, of course, all pictures in order to receive a prize, must be of sufficient distinctness and good workmanship to admit of their publication.

There is no progressive merchant but has at least one window a month that is worthy of entering this competition, and the prizes are so arranged that, even if a window does not win the \$10, \$7 or \$5 prize, it may be awarded a \$2 prize, provided only that it is of sufficient merit to publish in the columns of this paper. This award will cover the cost of the photograph and there is no reason why any merchant should not obtain it. The number of photographs or drawings submitted by each store is not limited, nor is the number of \$2 prizes; a merchant may win a dozen if his pictures merit them.

Should any intending competitor not know how to take a window picture, this paper will be glad to furnish him with instructions. In general terms, it may be stated that the early morning, when the light is clear, when few people are abroad and when there is the least reflection, is the best time to photograph the display. A good photograph can also be taken at night by the aid of an electric or flash light.

Mark all manuscripts and photographs intended for this department with the words "Window Dressing Competition."

A few frank words of explanation would point out the advantage of taking a better quality at, in the long run, a more favorable price, and a friend would be made.

A case in point: Two salesmen representing rival houses approached a business man with a view to booking his order for an expensive piece of machinery. The business man, for his own reasons, was disposed to give the preference to one of the houses. But the representative of this house, instead of making it a point to satisfy the buyer, not alone with the price, but with the quality, thought only of quoting a figure which would shut out his rival. He got the order, but to come

within the price he supplied an inferior article. There was trouble. In the long run he was compelled to supply what he should have offered in the first place. He lost the profit on the sale, and, what was of vastly more importance, the confidence of the customer.

At best it is a sorry business selling inferior goods, but when customers will have them the facts should be clearly set before them. They will return sadder, perhaps, but wiser.

People constitutionally suspicious are disarmed by frankness. In a run on the bank people only want their money because they fear they cannot get it. People are always more satisfied with a purchase when they know they can get their money back if they want it.

Be frank with your customers. Consult their interests. Advise with them. Educate them into taking you for their "guide, philosopher and friend." It will pay you—and them. Try it.

CANADIANS SEEKING STEEL PLATES.

DURING the past few years there has been a steady development of the Canadian ship building interests. One result has been to make Canada an important customer for steel plates in Great Britain, as the following extract from The Ironmonger will show: Steelmakers report that a steady inquiry has sprung up for plates—ship and boiler—both on home and Canadian account. Canada also wants sheets as well as a lot of miscellaneous material. If the Canadian demand for plates comes to business the steel trade position will distinctly improve. At present prices, however, makers maintain that they are not in many instances netting more profit than 1s. a ton.

STEEL RAILS AND THE SURTAX.

IT is pointed out by The Merchant, a British exchange, that while British manufacturers of many lines are bound to benefit from the surtax on German goods, British makers of heavy steel rails will not gain in any way. There is no duty on heavy steel rails, and it has been decided not to impose one until such time as the Governor in Council is satisfied that steel rails of the best quality, suitable for the use of Canadian railways, are being manufactured in Canada, from steel made in Canada, in sufficient quantity to meet the ordinary requirements of the market. Consequently German and British manufacturers of this line have to meet each other on equal terms in the Canadian market.

MARKETS AND MARKET NOTES

QUEBEC MARKETS. HARDWARE.

Montreal, August 28, 1903.

THERE are few changes to quote this week, but the general tone of the market is firm. The tendency in all quarters is to advance prices and merchants would make no mistake in stocking up without delay. The volume of business is increasing and the Fall trade is opening out very nicely. Almost all the travellers are now on the road again and they are sending in large orders for Fall delivery. There is an excellent demand for sleigh bells, lanterns and cow chains. Orders for skates and axes are numerous. Sorting orders for arms and ammunition are coming in by telegraph. There has been an advance this week in the price of sad irons. Mrs. Potts' sad irons, plain No. 55, are now 80c. per set, and No. 50, nickel plated, are quoted at 90c. per set. The handles for these are quoted now at \$10.40 per gross. The price of common sad irons has also advanced, the plain being now \$4.50 per 100 lb. and the nickel plated \$5.50 per 100 lb. The demand for cutlery of all kinds is excellent and prices are firm. Jobbers still complain that payments are not coming in promptly.

BARB WIRE.—The market is quiet at present and there are very few orders. Prices are unchanged. We quote: \$2.80 per 100 lb. f.o.b. Montreal, and \$2.55 f.o.b. Cleveland. Carlots of 15 tons, \$2.15 f.o.b. Cleveland.

GALVANIZED WIRE. There is not much doing this week, but the tone of the market is firm and prices remain unchanged as follows: No. 5, \$3.70; No. 6, 7 and 8, \$3.15; No. 9, \$2.55; No. 10, \$3.20; No. 11, \$3.25; No. 12, \$2.65; No. 13, \$2.75; No. 14, \$3.75. In carlots f.o.b. Cleveland: No. 5, \$2.20; Nos. 6, 7, 8 and 9, \$2.15; No. 10, \$2.20; No. 11, \$2.25; No. 12, \$2.30; No. 13, \$2.40; No. 14, \$2.50. In less than carlots, 12½c. per 100 lb. extra charged.

SMOOTH STEEL WIRE. A fair business has been transacted this week, a few sorting orders having been received. The market is firm and prices remain unchanged as follows: Bright and annealed, \$2.50 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, \$2; oiling, 10c.; spring wire, \$1.25; best steel wire, 75c.; bright soft-drawn, 15c.; special hay-baling wire, 30c.

FINE STEEL WIRE.—As usual at this season there is very little demand, but prices still rule firm. The discount is 25 per cent., with net extras as follows: 1 and 2 lb. hanks, 25c. per 100 lb.; ½ lb. hanks, 37½c. and ¼ lb. hanks, 50c.

BRASS WIRE. There has been a fair demand this week. The discount is 60 per cent.

COPPER WIRE.—The discount is 60 per cent.

PRESSED SPIKES. There is an active

demand this week and the market is firm. The discount is still 20 per cent.

FENCE STAPLES.—Sorting orders still continue to come in and the trade is fairly active. Prices are unchanged and, as before, we quote: \$3 per 100 lb. keg, for galvanized, and \$2.80 for bright. 25 and 50 lb. packages 25c. extra.

CUT NAILS.—There is a steady demand and prices still rule firm as follows: \$2.45 f.o.b. Montreal.

WIRE NAILS. There is a very active demand and orders are coming in fast to be filled before the close of navigation. Hence the rolling mills are very busy at present. Jobbers report many rush orders. Prices are firm, and we quote as follows: \$2.40 per keg in carlots, and \$2.45 per keg in small lots f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

HORSENAILS.—There is a very active demand and jobbers are busy attending to orders. The discounts are unchanged as follows: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Countersunk" heads, 55 per cent.; "C" brand, 40, 10 and 7½ per cent. off; "Monarch," 50 and 7½ per cent. and "Peerless," 50 per cent.

HORSESHOES.—There is a very active demand and the volume of business this week has been very large. Prices rule firm as follows: Iron shoes, light and medium pattern, No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; X.L. steel shoes, new light pattern, sizes 1 to 5, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05; featherweight, all sizes, 0 to 4, \$5.35, toe weight, all sizes, 1 to 4, \$6.60. Shoes more than one size in a keg, 10c. per keg extra f.o.b. Montreal only.

RIVETS AND BURRS.—There is still a very good demand and the volume of business transacted this week is very satisfactory. The discounts remain unchanged and we quote as follows: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swede rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS AND NUTS.—The demand is still very active and the volume of business is large. Much difficulty is being experienced in filling orders for some sizes of bolts. The market is firm and quotations remain unchanged as follows: Common carriage bolts, 50 per cent.; full square carriage, 55; machine, 50 and 5; coach screws, 66 2-3; sleighshoe bolts, 65 and 5; blank bolts, 50 and 5; bolt ends, 50 and 5; plough bolts, 50 and 5; tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 34c. per lb. off list; hexagon nuts, 34c. per lb. off list.

SCREWS. There is a very good demand this week. The recent advance in price came so suddenly that few dealers were able to stock up before it went into effect. The discounts are unchanged, as follows: Round head bright, 82½ per cent.; flat head bright, 87½ per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

CORDAGE.—There is a fair volume of business this week. As will be noted, lathyrn is somewhat cheaper. The terms, beginning September 1, will be 90 days net or 2 per cent. 30 days. Our quotations are as follows: Pure manilla, 14½c.; British pure manilla, 12c.; sisal, 11½c.; double lathyrn, 11c.; single lathyrn, 10½c.; Russian tarred spunyarn 13½c.; jute rope, 3-in. in diam. and upwards, 9c.; cotton rope, 16½c.; cotton twine, 17 and 20c. for 3 and 4 ply. Cotton bedcord, 90c. to \$1.35, according to length.

BUILDING PAPER.—There is a much better demand for building paper, and the volume of business this week is considerable. The market is firm and prices remain unchanged as follows: Tarred felt, \$1.85 per 100 lb.; 2-ply ready roofing, 90c. per roll; 3-ply, \$1.15 per roll; carpet felt, \$2.25 per 100 lb.; dry sheathing, 10c. per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O.K. and I.X.L., 70c. per roll; heavy straw and sheathing, \$35 per ton; slaters' felt, 65c. per roll.

SHOT.—There is still an active demand this week. Our quotations are as follows: Ordinary drop shot, A.A.A. to dust, \$6.50 per 100 lb.; chilled, Nos. 1 to 10, \$7 per 100 lb.; buck and seal, \$7.50 per 100 lb.; ball, \$8 per 100 lb. Trade discount 17½ per cent. f.o.b. Montreal, Toronto, Hamilton, London, St. John, N.B., and Halifax.

FIREBRICKS.—The demand is very active and jobbers report a splendid week's business. Prices are unchanged, English selling at \$16 to \$22 per 1,000, and Scotch at \$17 to \$22.

CEMENT.—The Fall trade is opening up briskly and the demand this week has been very active. The market is firm and prices are as follows: Canadian cement, \$1.90 to \$2.25; German, \$2.25 to \$2.40; English, \$2.15 to \$2.25; Belgian, \$1.70 to \$1.95 per bbl. ex-store, and American, \$2.20 to \$2.40 ex-cars.

SCREEN WIRE CLOTH.—There is a fair demand, considering the season of the year. The price is unchanged at \$1.50 per 100 square feet.

POULTRY NETTING.—There is some demand for 1904 delivery. Discount is 60 per cent.

LANTERNS.—There is a good business doing, and prices are firm. We quote as follows: Lift, hinged or tilt, \$1 to \$4.25 doz.; cold blast No. 2, \$7 to \$7.50 doz.; painted dashboard, \$6.50 to \$6.75; plain dashboard, \$6 to \$6.25; searchlight, \$20 to \$24 doz.; brass cold blast, small, \$9.75 to \$10.

PORTLAND CEMENT

CANADIAN, ENGLISH,
GERMAN and BELGIAN.
FIRE BRICKS, FIRE CLAY,
ENAMELLED BRICKS, all colors.
BUILDING BRICKS.
SEWER PIPES, CULVERT PIPES,
WHEELBARROWS,
FOUNDERS' and CON-
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.. FULL STOCK ..**Salt Glazed Vitrified**

Double Strength Culvert Pipe
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HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

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or to

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MIDLAND, ONT. Limited

METALS

The general tone of the market is firm and there is an upward tendency. There are, however, no changes of any consequence to record this week. Jobbing houses now have all their travellers on the road again and the Fall trade is opening up briskly. The more settled condition of the United States pig iron market has had a steady influence on the Canadian market, but buyers and sellers are still keeping apart. The demand for black sheets shows a very marked improvement and there is a more active demand for galvanized iron.

PIG IRON.—As stated above, there is not much doing at present. The market continues quiet and prices as given last week are still unchanged. We quote as follows: Summerlee, \$21; Carron, No. 1, \$21; do, No. 3, \$19.75; Middlesboro', No. 3, \$18; Ayersome, No. 1, \$20; do, No. 3, \$19.40.

BAR IRON. A very good trade has been transacted this week and prices are steady as follows: Merchants' bar, \$1.95; horseshoe iron, \$2.20; forged iron, \$2.20.

BLACK SHEETS.—The demand is very active and the volume of business unexpectedly large. Prices rule steady as possible. We quote: 28 gauge, \$2.45; 26 gauge, \$2.40; 22 to 24 gauge, \$2.35; 18 to 20 gauge, \$2.30, and 8 to 10 gauge, \$2.10.

GALVANIZED IRON.—There is a very active demand this week and prices are firm. We quote as follows: 28, Queen's Head, \$1.40; Apollo, 10 $\frac{3}{4}$ oz., \$1.30; Fleur de Lis, \$1.15; Comet, \$1; Bell brand, \$1. In less than case lots 25c. extra.

LEAD PIPE.—There is some improvement in the demand. Composition and waste sell at 8c., ordinary at 7c. The discount is 35 per cent.

IRON PIPE. There is a good demand this week, and prices remain firm as follows: Standard pipe, per 100 feet, in lengths under 19 feet black, $\frac{1}{2}$ in., \$2.30; $\frac{3}{4}$ in., \$2.55; $\frac{1}{2}$ in., \$2.85; $\frac{3}{4}$ in., \$3.65; 1 in., \$5.20; $\frac{1}{4}$ in., \$7.35; $\frac{1}{2}$ in., \$8.95; 2 in., \$12.55. Galvanized— $\frac{1}{2}$ in., \$3.20; $\frac{3}{4}$ in., \$3.45; $\frac{1}{2}$ in., \$3.90; $\frac{3}{4}$ in., \$5; 1 in., \$7.20; $\frac{1}{4}$ in., \$10.05; $\frac{1}{2}$ in., \$12.20; 2 in., \$16.85. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, $\frac{1}{2}$ in., \$1.20; $\frac{3}{4}$ in., \$5.25; 1 in., \$7.55; $\frac{1}{4}$ in., \$10.55; $\frac{1}{2}$ in., \$12.75; 2 in., \$17.60. Galvanized— $\frac{1}{2}$ in., \$5.20; $\frac{3}{4}$ in., \$6.65; 1 in., \$9.55; $\frac{1}{4}$ in., \$13.25; $\frac{1}{2}$ in., \$16; 2 in., \$21.

TINPLATES.—English advices continue to report a very strong market. No change has been made in Canadian quotations, but the market is very firm and a rise is not improbable. The price of cokes is \$1, and of charcoals \$1.25. A fair business is being transacted at these prices.

TERNE PLATES.—There is nothing special to note this week as the market continues quiet. The price is unchanged at \$7.25.

COIL CHAINS.—Considering the season the volume of business is very satisfactory. Prices rule firm as follows: No. 6, 10c.; No. 5, 9c.; No. 4, 8 $\frac{1}{2}$ c.; No. 3, 7c.; $\frac{1}{2}$ in., 6 $\frac{1}{2}$ c.; 5 16 in., \$1.90; $\frac{1}{2}$ in., \$1.20; 7 16 in., \$1; $\frac{1}{2}$ in., \$3.90; 9 16 in., \$3.75; $\frac{1}{2}$ in., \$3.60; $\frac{3}{4}$ in., \$3.50; $\frac{1}{2}$ in., \$3.45; and 1 in., \$3.40, with 10c. allowance on earlots.

TINPLATES

"DOMINION CROWN"—Best Best Charcoal, dressed.
"ALLWAYS"—Best Charcoal.
"CANADA CROWN"—Best Charcoal.
"LYDBROOK"—Best Coke.
"TRYM"

All standard brands. Accept no substitute.

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The best known hardwaremen in Canada handle **McDougall Pumps.**

Are you one of these well known people?

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The R. McDOUGALL CO., Limited
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BOUSTEAD & CO.'S PENANG.
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PIG LEAD
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ADAM HOPE & CO.
Hamilton, Ont.

NOVA SCOTIA STEEL
& COAL Co., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

OPEN HEARTH STEEL

CANADA PLATES. Delivery is now being made of orders which were booked some time in the season. Except for this there is very little being done just now. The prices quoted below are being shared considerably. We quote: 52s., \$2.60 to \$2.75; 60s., \$2.75 to \$2.80; 75s., \$2.80 to \$2.85; full round, \$3.75; and galvanized, \$3.75 to \$4.35; galvanized, 60s., \$4.15 to \$4.75.

STEEL. A very good business is being transacted at the following prices: Square line, \$2 to \$2.05; fine, \$2.10 to \$2.25; triple, \$2.85 to \$3; reeled machinery, \$2.75 to \$3; toe calks, \$2.55 to \$2.75; machinery (iron finish), \$2.25; square barrow, \$2.25.

IRON STEEL. There is a steady demand which shows some improvement over last week. The market is firm and prices remain unchanged as follows: Black Diamond, 8 to 9c.; Sanderson's, 8 to 9c., according to the grade; Jessop's & Co., Jonas & Colver's, 10 to 20c.; "Air Hardening," 50 to 65c. per lb.; Conqueror, 7c.

INGOT COPPER. Business is very good this week, and there is an increasing demand. Prices are firm and unchanged at reduced quotation as given last week, viz. 14c.

PIG LEAD. The demand is active and the market is firm. Prices remain steady at \$3.20 to \$3.30.

SHEET ZINC.—There is a good demand at the following prices: Cask lots, \$5.75, and for smaller quantities, \$6.50.

SOLDER.—The demand is fairly active at the following prices: Wire solder, 19c.; bar, 20c.

SCRAP METALS.

Trade this week shows some slight improvement and prices are advanced slightly. Our quotations are as follows: Heavy copper and wire, 9½c. per lb.; light copper, 8c.; heavy red brass, 9½c.; heavy yellow, 7c.; light brass, 5c.; lead, 2 to 2½c.; zinc, 2½ to 2¾c.; iron, No. 1 wrought, \$14 to \$15; No. 2, \$2.50 per ton; machinery scrap, \$15 to \$16; stove plate \$12; malleable and steel, \$6; mixed country rags, 60c. to 70c. per 100 lb.; old rubbers, 6 to 6½c. per lb.

HIDES.

There are no quotable changes this week but a further advance in lambskins is not improbable. We quote: No. 1 hides, 9c.; No. 2, 8c.; No. 3, 7c.; No. 4 calf-skins, 11c.; No. 2, 9c.; lambskins, 45c. to 55c.

ONTARIO MARKETS.

HARDWARE.

Toronto, August 28, 1903.

BUSINESS has been quiet in practically all lines. The trade in fence wire, rubber hose, poultry netting, screen doors, etc., is about over, but there is some improvement in the demand for Fall sporting goods, building material and many lines of kitchen utensils. No changes in price are reportable, a steady tone being manifested throughout.

FENCE WIRE.—Nothing doing; prices unaltered.

WIRE NAILS. A somewhat better

trade is doing. Prices are steady. We quote: Carlots, Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

CUT NAILS. The usual demand is being met. No change in price is recorded. We quote the base for nails at \$2.50 per keg f.o.b. Toronto.

HORSE NAILS. A moderate demand at steady prices. We quote: "C" brand, oval head, 40 and 10 and 7½ per cent.; on "Monarch," 60 per cent.; "M," "Oval" and "Countersunk" head, 55 per cent.; on "Peerless," 45 and 7½ per cent.

HORSESHOES.—Sales are light; prices show no change. We quote f.o.b. Toronto: Iron shoes, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05. Steel, new light shoes, No. 2 and larger, \$3.95; No. 1 and smaller, \$4.20. Snow shoes, No. 2 and larger, \$4.05; No. 1 and lighter, \$4.30. If shipped from factory, 10 to 15c. less.

SCREWS. Not much doing; prices steady. We quote: Flat head bright, 7½ per cent. discount; round head bright, 82½ per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze, 75 per cent.

RIVETS AND BURRS. There is no change in these. A fair trade is doing. Quotations are: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.

BOLTS AND NUTS.—There is a fairly good demand for August, yet the consumption is sufficiently lighter than the production to enable manufacturers to catch up with their orders. We quote: Carriage bolts, common (\$1 list), 50 and 10 per cent.; carriage bolts, full square (2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron (\$3 list), 55 and 10 per cent.; machine bolts, all sizes, 50, 5 and 10 per cent.; coach screws, cone points, 66 2/3 and 10 per cent.

BINDER TWINE.—There is still a fair movement. Prices keep firm. We quote: 650 ft., 13c.; 600 ft., 12c.; 550 ft., 11½c.; 500 ft., 10½c.

CORDAGE.—The demand is less active, but prices continue steady. We quote: Pure manilla, 14½c.; British pure manilla, 12c.; sisal, 11½c.; double lath yarn, 11½c.; single lath yarn, 11c.; double shingle yarn, 11½c.; single shingle yarn, 11c.; sash cord, 25 to 30c.

LEAD PIPE AND SHOT.—Sales of shot continue to increase. Lead pipe is also more active. Discounts are 35 per cent. for lead pipe and 17½ per cent. for shot.

SOIL PIPE AND FITTINGS.—The demand is somewhat heavier. Discounts are as follows: Light soil pipe, 45 and 5 per cent.; light soil pipe fittings, 50 and 5 per cent.; medium and extra heavy pipe and fittings, 55 and 5 per cent.; 7 and 8-in. pipe, 40 and 5 per cent.

BRASS GOODS.—A good trade is being met in brass goods and all steam fittings.

BUILDING PAPER.—There is an improvement in the business doing. Prices are steady. We quote: Tarred felt, \$1.85 per 100 lb.; 2-ply ready roofing, 95c. per roll; 3-ply, \$1.20 per roll; carpet felt, \$2.30 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O.K. and I.X.L., 70c. per roll;

heavy straw and sheathing, \$35 per ton; slaters' felt, 65c. per roll.

FORK HANDLES. A fairly good trade is doing at steady prices.

GUNS AND AMMUNITION. The sales of guns and rifles have been considerably larger than last year to this time. Ammunition is also being freely called for.

SPORTING GOODS.—Trade in sportsmen's belts, footballs, boxing gloves, punching bags, etc., is opening up nicely. Prices are about the same as a year ago.

CUTLERY.—There is still a good demand. No change in quotations is reportable.

TINWARE AND ENAMELWARE.—Many lines are selling more freely, while the demand for all lines is up to what it has been.

WOODENWARE. While the activity is not as great as hoped for in a few weeks, it is good for this season. Prices are steady. We quote: Washboards—Victor, \$1.25; Crown, \$1.30; Improved Globe, \$1.45; Standard Globe, \$1.55; Original Solid Globe, \$1.70; Superior, solid back, \$1.85; Jubilee, \$1.85; Pony, \$1.05. Tubs—No. 0, \$10.75; No. 1, \$8.60; No. 2, \$7.50; No. 3, \$6.45. Pails—No. 1, 2 hoops, \$1.77; No. 1, 3 hoops, \$1.93.

METALS.

The market shows fairly satisfactory conditions prevailing. Pig iron shows a steadily downward tendency, though the movement in that direction is quiet and slow. Canada plates have steadied both in Canada and Great Britain. Copper, tin and tinplates are steady locally and on outside markets. The only change in prices is in pig iron, which has fallen \$1.50 in the week.

PIG IRON.—The situation has been cleared somewhat by another reduction of \$1.50 in Canadian pig iron, Midland No. 1 and Hamilton No. 1 now being quoted at \$20. While there is still a possibility of lower prices, it is felt that the present quotations are likely to hold for some time.

BAR IRON.—There is no change. An active business is being done at steady prices. The base price is \$2. For extras cut to length while rolling: 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft., by special agreement according to length and size.

STEEL BOILER PLATES. Prices are firm and a good steady demand is reported. The base price is \$1.96 f.o.b. Toronto.

TOOL STEEL.—There have been no alterations since last writing. We quote: "B" ("C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 11c.; Jonas & Colver's, 10 to 20c.; ditto, "Air Hardening," 70c. per lb.; Chas. Leonard's, 8 to 9c.; Park's "Silver," 11 to 13c.; Park's "Special," 15 to 18c.

MACHINERY STEEL.—The demand is good. Prices are unchanged and steady. We quote: Rough finished or iron, \$1.80 to \$2.05; smooth finished, \$2.05 to \$3.

BLACK SHEETS.—A fair amount of business is reported at unchanged prices. We quote as follows: 10 to 16 gauge, \$2.25; 18 to 20 gauge, \$2.70; 22 to 24 gauge, \$2.90; 30 gauge, \$3.

A CANADIAN IS NOT A FOOL!

and yet in some things we feel inclined to say he is.

For instance, take the case of a Blacksmith or Farrier who shoes horses. If the merchant offers him two boxes of horse nails, one being the "C" brand at twenty-five cents more than the other brand, he will often take the cheaper of the two, without taking into consideration what he gets for the difference. In buying the "C" brand he will get the best made Horse Nail in Canada, from the best material known or used in the world. The "C" brand Nails will drive easier by reason of their hardened points and perfect shape, and will stand the hardest usage on all kinds of roads, and hold the shoes on longer than any other Nails. Further, when you consider that twenty-five cents less on a box only reduces the cost of the Nails required for a set of shoes one-third of one cent, a man is a fool to sacrifice quality for price. "The best are the cheapest." The merchant can do a great deal of good by always trying to sell the best article. We ask you to do this in the case of Horse Nails, and to favor with your orders the "C" brand, made for the last 38 years by the

CANADA HORSE NAIL COMPANY, MONTREAL.

CANADA PLATES. There is a good demand. Prices are steady, both here and in Great Britain. We quote: All dull, \$2.70; half polished, \$2.85; and all bright, \$3.60.

GALVANIZED SHEETS. A steady demand at unchanged figures is reported. We quote: Queen's Head, \$1.50 for 28 gauge; American, \$1.40 for 24 gauge; Bell brand, \$1.30 for 28 gauge; Gordon Crown, \$1.50 for 28 gauge.

TIN. The market holds steady, both locally and at outside markets. We quote \$32.50 to \$33.

TIN PLATES. Business locally is active and the market shows a steady tone. We quote: Coke plates, bright, 14x20, \$3.85; charcoal plates,terne, 29x28, 112 sheets, \$8.

COPPER. Considerable business in ingot is being done. Prices continue to stiffen. We quote: Ingot copper \$15 and sheet copper \$21 per 100 lb.

BRASS. Is unchanged in price. Demand is fair. Discount, 10 per cent.

LEAD. The market has shown no change since last writing. We quote \$3.50 per 100 lb. for pig lead, and \$3.75 for bar lead.

IRON PIPE. A reduction of 5 to 10% is noted in 1/4 and 3/4 in. black iron pipe. The demand is fairly active. We quote Per 100 ft.: Black pipe, 1/4 in., \$3.15; 3/4 in., \$2.65; 1 in., \$2.85; 1 1/4 in., \$3.65; 1 in., \$5.25; 1 1/4 in., \$7.35; 1 1/2 in., \$8.95; 2 in., \$12.55; 2 1/2 in., \$20; 3 in., \$23; 3 1/2 in., \$30; 4 in., \$36.

ZINC SPelter.—A good demand is reported. Prices are steady at 6 1/4 to 6 1/2c. per lb.

ZINC SHEETS.—Considerable business is being done in small lots with base prices as follows: Cask lots, \$6.75 to \$7; and part casks, \$7 to \$7.25.

SOLDER. The demand is fair; prices are unchanged. Guaranteed hard and half is quoted at 18 to 19c., and wiping 17 to 18c.

HIDES, SKINS AND WOOL.

The market in hides has been dull this last week with prices unchanged. Calf skins are steady at former quotations and wool is unchanged from last week. We quote:

HIDES. No. 1 green, 8c.; No. 2 green, 7c. per lb.; No. 1 green, steers, 8 1/2c.; No. 2 green, steers, 7 1/2c. per lb.; cured, per lb., 8 to 8 1/2c.

CALFSKINS. Veal skins, No. 1, 6 to 11 lb. inclusive, 9c.; No. 2, 7c.; No. 1, 15 to 20 lb. inclusive, 8c.; No. 2, 6c. Deacons (dairies), each, 60 to 70c. Lamb skins, each, 10c.; pelts, each, 10c.

PETROLEUM.

The Fall trade will soon be in full swing now. Prospects are bright for good business in petroleum. Prices remain unchanged since last issue. We quote: Canadian prime white, 16 1/2c.; Canadian water white, 18 1/2c.; American prime white, 17 1/2c.; American water white, 19c.

OLD MATERIAL.

The demand for old material is still very slack, and prices remain in their declined state. We quote: Heavy copper and wire, 11c. per lb.; light copper, 9 1/2c. per lb.; heavy red brass, 10c. per lb.;

OAKEY'S 'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street
MONTREAL.



COVERT MFG. CO.

West Troy, N.Y.

Auto Screw Jack

Harness Snaps, Chain, Rope and Web Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICE

PRIEST'S CLIPPERS



Largest Variety,
Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and
Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.

The Best Door Closer is . . .

NEWMAN'S INVINCIBLE FLOOR SPRING

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS,

Hospital St.,

BIRMINGHAM

Oneida Community Goods

HALTERS, COW TIES, SNAPS, etc., etc.,

In all sizes and styles. May be had of all jobbers throughout Canada.

Factory—NIAGARA FALLS, ONT



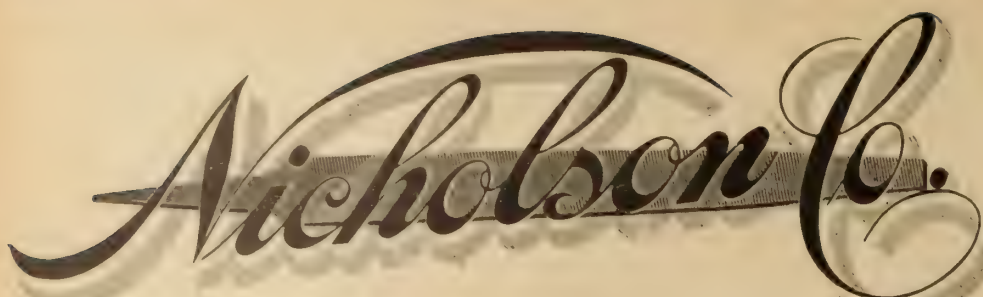
You will be asked for Dundas Axes next fall. Are you preparing to meet the inquiry by being able to show the goods?



Dundas Axe Works, Dundas, Ont.

W. L. Hubbard

Eastern Agent, Montreal



3,000 VARIETIES

**NICHOLSON
BRAND**
"Increment Cut" and
X. F. Swiss Pattern
FILES

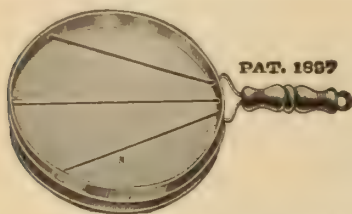
For Sale by the following prominent Hardware Houses :

W. A. Jones & Co., Vancouver, B. C.
J. H. A. Jones Hardware Co., Winnipeg, Man.
H. S. Hardware Co., Limited, London, Ont.
H. S. Hardware Co., Toronto, Ont.
The Hardware Co., Montreal, P. Q.
W. H. Thomas & Co., St. John, N. B.

McLennan, McFeeley & Co., Vancouver, B. C.
Geo. D. Wood & Co., Winnipeg, Man.
Wood, Vallance & Co., Hamilton, Ont.
Arkenhead Hardware Co., Toronto, Ont.
A. Macpherson & Son, Montreal, P. Q.
Black Bros. & Co., Halifax, N. S.

ARE THE STANDARD OF EXCELLENCE

Dominion Works, Port Hope, Ont., Canada

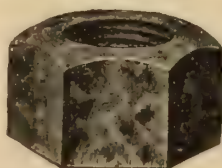


The FAIRGRIEVE GAS TOASTER

Retains at 25c. The only Toaster guaranteed to toast on gas, kerosene or blue flame oil stoves without taste or smell. Write for prices.

THE FAIRGRIEVE MAN'G. CO.,
295 COLLEGE ST., TORONTO.

U. S. Branch: 289 Jefferson Ave., DETROIT.



NEW

RAILS

Sessenwein Bros.,

**THE JOHN MORROW MACHINE
SCREW COMPANY, Limited**

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs,
Etc. Cold Punched Nuts of every variety of finish.
INGERSOLL, ONT.

12, 14, 16, 18, 20, 24, 30, 35 and 56 lbs. to
the Yard—carried in STOCK for prompt ship-
ment. **TRACK REQUISITES.**

103 Shannon St.

.. MONTREAL.

heavy yellow brass, 8½c. per lb.; light brass, 6c.; lead, 2½c.; scrap zinc, 3½c.; iron, No. 1 wrought, \$13.50 per net ton; No. 2 wrought, 85; machinery cast scrap, \$15.50; stove plate, \$10; malleable and steel, 86; old rubbers, 6c. per lb.; and country mixed rags, 50c. per 100 lb.

NOVA SCOTIA MARKETS.

Halifax, August 25, 1903.

THOUGH this is generally the slackest period of the year in the hardware business, yet there is quite a large volume of business being done, both in the wholesale and retail lines. The business so far in the year has kept up a good average with the preceding year or two, although there is not so great a volume as in the year of the big boom in Sydney, when it was almost impossible to fill orders for building materials, etc., with the usual promptness. Business conditions generally are very satisfactory and the trade is looking forward to a large amount of business being done before the year closes. Payments continue fairly satisfactory, and are much better than had been anticipated.

The volume of trade continues very large in all kinds of builders' materials, including tools, paints, oils, cement, glass, roofing and sheathing material, etc. A large trade had been anticipated by those who deal in bicycles, but the season has been a poor one. Hundreds of wheels, which had been bought for 'pleasuring' when the 'craze' was on, are now offered for sale.

The demand for oils this season has been good, and oils generally are firm in

price. Refined illuminating oils have an advancing tendency—usual as the period of greatest consumption comes on. The market here is totally supplied from the large tank located on the shore of the harbor above the city, the oil being brought here in large tank steamers, one of which is to arrive shortly. All lubricating oils have lately been advanced from 2 to 5c.; gasoline and naphtha, 2 to 4c. Linseed oil is easier, and a slight reduction in quotation is given. Turpentine is firmer, and has advanced slightly.

Reports from Newfoundland and the Magdalen Islands report a very great shortage in the production of seal oil, and that article rules very high. Usually about one thousand barrels of seal oil come from the Magdalens to this market, and this year the quantity hardly reaches one hundred. Newfoundland this season is producing a much larger quantity of whale oil and whale products, as many new refineries have been established on the coast. Considerable quantities of cod oil are also refined there, but the quality is not nearly as good as the Norwegian, and, consequently, brings only a nominal price.

The new rolling mill at Dartmouth was started last week. This mill will employ a large number of workmen and turn out large quantities of bar and plate steel and iron. The mill does not smelt the ore, but its work is confined to recasting and moulding scrap, large quantities of which are brought here from abroad. The business is a paying one, and it is said the recasting of the iron improves the quality.

The city retailers report trade keeping

up well through the slack Summer season. Sporting goods have been in heavy demand, and many other small lines of seasonable goods. Building operations in the city are very extensive, and this largely increases the retail trade.

R.C.H.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., Aug. 22, 1903.

ACTIVITY in northern shipments is very marked in hardware circles as in provision and grocery stocks. The difference is that the hardware orders are not nearly so acutely needed as the provisions. It happens every year that the dealers in the north are dilatory in sending in their last orders for what supplies they need for Winter. Now it is a rush to get everything in before the through rates and billing are withdrawn. That is the end of August, and goods not in before that time will have to be billed through to White Horse and take their chances from there. At present orders are behind, local wholesale men are rushing to fill them, and the situation is made more difficult to handle because the steamers cannot take all the freight offering. The C.P.R. steamer Amur, which sailed this morning, had to leave a large quantity of goods she had no room for, and the City of Seattle, which sails this evening, will not be able to take all that is offering. Princess May is due to arrive from the north tomorrow or Monday, and by the time she is ready to sail again for Skagway there will be more cargo awaiting her than she can take. So it looks slim for all hardware orders getting in before the end of the month.

Northern dealers appear to have been purchasing staples in the east this season more largely than in the past. The local wholesale trade is finding that their orders are largely for special articles for the northern trade, while staple lines are not being ordered. Trade with the Kootenays has not improved in hardware lines, merchants finding it hard to get orders from the towns in the interior, except in isolated instances. The late strike on Poplar Creek in the Lac-deau country has made things a little brighter for hardware trade in Kaslo, and one or two other towns, but that has been the principal movement.

* * *

Local trade has been very active in building hardware, as there is still a vast amount of work going on. Partially finished blocks and houses and many new blocks and residences are under way in as large numbers as ever. This has been keeping up the hardware trade all Summer.

* * *

The trade done by hardwaremen with the canneries on the Fraser River has not been very satisfactory, owing to the shortage in the salmon run. Of course the hardware trade is not affected nearly so much as other lines in the direct trade with the canneries, because the hardware supplies are chiefly obtained at the beginning of the season. In other ways, however, the hardware trade as well as other retail business in the coast cities of British Columbia is very directly affected by the reduction in the amount of money put into circulation when the run of salmon is small as it has been so far this year. There are some who still profess to believe that it is to be a year of late fish. The cannerymen do not purchase such materials as tinplate for can-making from the local hardware trade, as all are connected with old country concerns and buy their material direct. Many large shipments are brought by sailing ship early in the season.

* * *

The big Blue Funnel line steamer Machaon, with cargo from Great Britain direct, arrived in port on Sunday last. She came, as do all the vessels of this line, via the Suez canal and the Orient. The Machaon had 500 tons of cargo for Victoria and 1,700 tons for Vancouver. She completed discharging on Thursday and got away for Puget Sound ports, for which she had some 500 tons. She will take on cargo for the return voyage at Tacoma and Seattle. Of the goods received here by the Machaon, consigned to local trade, a large proportion was hardware and metal. A summary of the principal importations as shown by the ship's manifest is as follows: 129 steel bars, 140 steel beams, 12 steel joists, 85 steel plates, 57,004 steel angle bars (railway iron), 12 steel wire cables, 160 bundles iron plates, 8 cases Russia sheet iron, 20 cases yellow metal sheets, 225 cases galvanized iron sheets, 6,700 bars, 137 bundles bar iron, 20 bundles wire rope, 15 tons Summerlee and 75 tons of Eglinton pig iron, 26 chains, 200 boxes tin plate, 43 cases lead pipe, 4 cases hollow ware, 1,500 cases giant cement, 12 cases granite, 7 cases asbestos, 9 anchors, 20 tins pitch, 4,400 sacks salt.

* * *

The last of the C.P.R. consignments of steel rails shipped from Rotterdam by

MEET US IN THE NEW MAIN BUILDING

When at the Fair you will be struck by our splendid exhibit—it is one of the big "features," full of practical interest.

Don't miss the chance to pick up the excellent pointers about Metal Ceilings, Shingles, Sidings, etc., that are at your service also, don't miss one of our souvenirs.

Notice our factory, cor. King and Dufferin Sts., near the Fair Grounds—the place where the good work is done.

The Metallic Roofing Co., Limited

TORONTO

MONTREAL

WINNIPEG

sailing ship last Fall has arrived. The British ship Vincent, with a full cargo of steel rails, arrived in port this week from Monte Video, River Plate, where she was forced to put in some months ago in leaking condition. Her damages repaired, the vessel made a fairly quick trip to this port. Her cargo of rails is being discharged at the old Port Moody wharf, where it will be transferred to cars to be taken to the interior where new track is being laid.

* * *

There is but one other rail ship to arrive this season. This is the French ship Alice which put to sea over six months ago and has not yet arrived. She is due at any time. The cargo of rails brought by the Alice was at first intended for the Klondike Mines' Railway, but that did not go on and the Trans-Alaska was to have taken the rails when they arrive, but no activity in that corporation is noted either, so the rails are to be stored with the Great Northern's stock on the old Moodyville wharf across the inlet. It is quite likely they will be bought for the Great Northern new lines.

* * *

Three big contracts for buildings are in hand yet in this city. The new High School, to cost over \$70,000, has not been begun for the reason that the original plans were for a building which it was impossible to build for less than \$100,000. Now the School Board is calling for tenders on new specifications when it is hoped the amount will not be in excess of the appropriation. It was the expectation, earlier in the year, to get the school building pretty well under way before the wet weather begins. The new General Hospital, to cost \$100,000, is another building of which plans have been approved and tenders are now being called. It is to be erected at once. Both buildings will be of stone.

* * *

A third contract yet to be undertaken is that of the new sub-station for The British Columbia Electric Railway Co.,

which has in course of construction a power plant to utilize the waters of a stream and lake not far from this city. The power generated at the works will be brought into the city over a wire or system of wires. This building will be of steel and cut stone, with marble floors and walls where the machinery is fixed. The building alone, without the valuable electrical equipment which is to be installed, is to cost nearly \$50,000. The contract is to be completed by November 1, by which time the company expects to get in a portion of the new power.

* * *

In the local hardware market the continued shortage of glass stocks has been relieved by the arrival of the sailing ship Leicester Castle at Victoria. She will complete discharging what cargo she has for that port and come on to Vancouver on Monday. As she has very large shipments of glass for local merchants, the situation will be very quickly relieved. Other hardware articles show no signs of shortage, and prices are firm in all lines.

MANITOBA MARKETS.

JOBBERS report an exceptionally heavy business in threshers' supplies of all kinds. Building hardware also continues very active. Hardware houses report no changes for the week and state that no changes are anticipated in the near future. We quote:

Barbed wire, 100 lb.....	\$3 25
Plain galvanized.....6 to 8	3 39
".....9	2 50
".....10	3 30
".....12	3 10
".....13	3 00
".....14	3 00
".....15	4 00
".....16	4 00
Barbed wire, 100 lb.....	3 25
Plain twist.....	3 25
Staples.....	3 40
Oiled annealed wire.....10	3 42
".....11	3 48
".....12	3 56
".....13	3 66
".....14	3 76
".....15	3 91

Annealed wires (uncoiled) 10c. less.

Horseshoes, 40 per cent. discount.

Horseshoes, iron, No. 0 to No. 1.....	\$4 75
No. 2 and larger.....	4 45
Snow shoes, No. 0 to No. 1.....	4 60
No. 2 and larger.....	4 45
Steel, No. 0 to No. 1.....	4 45
No. 2 and larger.....	4 20

Cut Nails—

2d 1 in.....	\$1 10
3d 1 1/2 in.....	1 10
4d 1 1/2 in.....	3 75
4d 1 1/2 in.....	3 50
5d 1 1/2 in.....	3 50
6d 2 in.....	3 40
7d 2 1/2 in.....	3 25
8d 3 in.....	3 20
9d 3 in.....	3 15
10d 3 1/2 in.....	3 10
11d 3 1/2 in.....	3 10
12d 3 1/2 in.....	3 10
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96d 4 in.....	3 10
97d 4 in.....	3 10
98d 4 in.....	3 10
99d 4 in.....	3 10
100d 4 in.....	3 10

Wire Nails—

1 in.....	4 25
1 1/4 in.....	4 20
1 1/2 in.....	3 80
1 3/4 in.....	3 60
2 in.....	3 60
2 1/4 in.....	3 35
2 1/2 in.....	3 30
2 3/4 in.....	3 25
3 in.....	3 20
3 1/4 in.....	3 20
3 1/2 in.....	3 20
3 3/4 in.....	3 20
4 in.....	3 20
4 1/4 in.....	3 20
4 1/2 in.....	3 20
4 3/4 in.....	3 20
5 in.....	3 20
5 1/4 in.....	3 20
5 1/2 in.....	3 20
5 3/4 in.....	3 20
6 in.....	3 20

Bar iron, \$2.60 basis.

Swedish iron, \$4.75 basis.

Sleigh shoe steel.....	2 85
Spring steel.....	3 25
Machinery steel.....	3 50
Tool steel, Black Diamond, 100 lb.....	8 50
Jessop.....	13 00
Sheet iron, black, 10 to 16 gauge, 100 lb.....	3 50
18 to 22 gauge.....	3 75
24 gauge.....	3 90
26 gauge.....	4 00
28 gauge.....	4 10
Galvanized Iron, Apollo, 16 gauge.....	4 00
18 and 20 gauge.....	4 00
22 and 24 gauge.....	4 25
26 gauge.....	4 25
28 gauge.....	4 50
30 gauge or 10 1/2 oz.....	4 75
Extra sheets, 36 in. wide, an advance of 25 p.c. per 100 lb.....	
Queen's Head, 24 gauge.....	4 25
26 gauge.....	4 50
28.....	4 75
Extra sheets, 36 in. wide, an advance of 25 p.c. per 100 lb.....	
Genuine Russian, per lb.....	11
Imitation.....	07 to 08
Tinned, 24 gauge, 100 lb.....	8 00
26 gauge.....	8 50
Tinplate, IC charcoal, 20 x 28, box.....	10 00
IX.....	12 00
IXX.....	14 00
Ingot tin.....	35
Canada plate, 18 x 21, 18 x 24 and 20 x 28.....	3 25
Canada plate, full polished.....	4 00
Sheet zinc, cask lots, 100 lb.....	7 50
Broken lots.....	8 00
Pig lead, 100 lb.....	5 50
Black iron pipe, 1/4 inch.....	3 30
1/2.....	3 30
3/4.....	3 40
1.....	3 70
Black iron pipe, 1/2 inch.....	4 35
1.....	6 25
1 1/4.....	8 70
1 1/2.....	10 50
2.....	14 50
Rope, sisal, 7-16 and larger, basis.....	12 25
Manila, 7-16 and larger, basis.....	15 25
Lath yarn.....	11 75
Solde.....	20
Axes, chopping.....	\$ 6 75 to 12 00
double bits.....	12 00 to 18 00
Bluestone.....	5 70
Screws, flat head, iron, bright.....	85 and 10 p.c.
Round.....	80 p.c.
Flat " brass.....	75 and 10 p.c.
Round ".....	70 and 10 p.c.
Coach.....	65 p.c.
Bolts, carriage.....	50 p.c.
Machine.....	50 and 5 p.c.
Tire.....	60 and 5 p.c.
Sleigh shoe.....	65 p.c.
Plough.....	50 p.c.
Flat head stove.....	60 and 5 p.c.
Round head.....	60 and 5 p.c.
Elevator.....	60 p.c.
Rivets, iron.....	50 and 10 p.c.
Copper, No. 8.....	32
No. 12.....	36
Coil chain, 3-16 inch.....	10 1/2
1/4 inch.....	8 1/2
5-16 inch.....	5 1/2
3/4 inch.....	5 1/2
7-16 inch.....	5
1/2 to 3/4 inch.....	4 1/2
Spades and shovels.....	40 and 5 p.c.

Harvest tools.....	60 p.c.
Axe handles, turned, s.g. hickory, doz.....	\$3 15
No. 1.....	1 00
No. 2.....	1 60
Octagon extra.....	2 30
No. 1.....	1 60
Files common.....	70 and 10 p.c.
Diamond.....	60 p.c.
Ammunition, cartridges, Dominion R.F.....	50 p.c.
Dominion, C.F., pistol.....	30 p.c.
" military.....	15 p.c.
American R.F.....	30 p.c.
C.F. pistol.....	5 p.c.
C.F. military.....	10 p.c. advance.

Loaded shells:	
Eley's soft, 12 gauge black.....	16 50
chilled, 12 gauge.....	18 00
soft, 10 gauge.....	21 00
chilled, 10 gauge.....	23 00
Shot, Ordinary, per 100 lb.....	6 20
Chilled.....	6 60
Powder, F.F., keg.....	4 75
F.F.G.....	5 00
Tinware, pressed, retinned.....	70 and 10 p.c.
plain.....	75 and 2 1/2 p.c.
pieced.....	

Japanned ware.....	37 1/2 p.c.
Enamelled ware, white.....	45 p.c.
Famous.....	50 and 10 p.c.
Imperial.....	50 and 10 p.c.
Green Wire Cloth.....	1 50

PETROLEUM.	
Water white American.....	26 1/2 c.
Prime white American.....	24 1/2 c.
Water white Canadian.....	24c.
Prime white Canadian.....	22 1/2 c.

SCRAP.	
No. 1 cast iron.....	\$16 per ton
No. 2.....	8 "
Wrought iron scrap.....	5 "
Copper (heavy).....	7 1/2 per lb.
Yellow brass (heavy).....	7 1/2 c.
Light brass.....	5c. to 6c.
Lead pipe, or tea lead.....	2c. to 2 1/2 c.
Zinc scrap.....	1c.

PAINTS, OILS AND GLASS.	
Turpentine, pure in barrels.....	\$ 0 79
Less than barrel lots.....	0 84
Linseed oil, raw.....	0 61
Boiled.....	0 64
Lubricating oils, Eldorado castor.....	0 28 1/2
Eldorado engine.....	0 27 1/2
Atlantic red.....	0 33 1/2
Renown engine.....	0 42
Black oil.....	19 1/2 to 21 1/2
Cylinder oil (according to grade).....	55 to 74
Harness oil.....	0 56
Neatsfoot oil.....	1 00
Steam refined oil.....	0 85
Sperm oil.....	2 00
Pure castor oil, first pressure.....	0 10
Lubricating oil.....	0 10

BINDER TWINE.	
American twine, 300 ft.....	0 11 1/2
" 550 ft.....	0 12
" 600 ft.....	0 12 1/2
" 650 ft.....	0 13 1/2

INQUIRIES ABOUT CANADIAN
TRADE.

The following were among the inquiries relating to Canadian trade received at the Canadian Government Office in London during the week ending 7th August, 1903:

1. A London firm ask to be referred to large importers in Canada of rags for paper making.
2. A business man in London, offering good references, is willing to undertake the representation of Canadian houses requiring such services.
3. The names of parties in Canada able to ship ore for German steel works are asked for.
4. A Swiss importer wishes to get into communication with Canadian exporters of food products at the different ports of shipment.
5. A correspondent in Malta has asked that he may be placed in touch with Canadian cattle shippers.
6. A firm of merchants and agents at Calcutta being desirous of interesting themselves in Canadian trade, are anxious to correspond with parties in the Dominion with a view to business.

Interested parties may obtain the addresses of the above inquirers by communicating with the editor of **HARDWARE AND METAL**.

CONDENSED OR "WANT"
ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittance to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

FOR SALE.

HARDWARE, Stoves and Tinware business in Harriston. W. H. PATTERSON. (35)

HARDWARE and Tinsmithing business in good town in Southern Manitoba; stock about \$6,000; reason for selling, failing health. Apply to Box 778 Winnipeg, Man. (36)

\$125 BUYS what cost over \$300; tinsmith's machines, patterns, benches, hammers, hand tools; everything to work with; list supplied. Address A. RIDDELL & SON, St. Catharines, Ont. (35)

AGENCIES WANTED.

FOR CANADIAN MARITIME PROVINCES, on salary or commission basis by progressive manufacturers' agent, At standing and twelve years thorough personal acquaintance with entire jobbing, manufacturing and mining interests of New Brunswick, Nova Scotia and P.E.I. Exceptional testimonials. Correspondence solicited. Address "St. John," Drawer "B," St. John, N. B. (33-5)

SITUATION WANTED.

WANTED—To correspond with some malleable iron and steel plant, or some one contemplating going into the business. I am a bench moulder by trade; had charge of core room for two years; started a new plant eight years ago, as general foreman and manager of same. This plant is running successfully ever since, melting 35 to 40 tons per day. Would like to change; have good reason for it. Canada preferred. Box 55 **HARDWARE AND METAL**. (35)

TRAVELLER WANTED.

WE want a good man to carry a splendid hardware specialty on commission as side line. Address Box 283 Perth, Ontario.

MISCELLANEOUS.

INTENDING purchaser would like to receive catalogues, etc. from Canadian manufacturers of snow shovels and spring beds. Box 57 **HARDWARE AND METAL**.

Armstrong & Co.

require agents in the principal centres of Canada for the sale of their Sporting Guns. To first-class firms in direct touch with the users, they will send a stock on consignment. Replies should give full particulars and references. Armstrong & Co., Sporting Gun Dept., 115 N'land street, Newcastle-upon-Tyne, England. (33-3)

To Manufacturers' Agents

HARDWARE AND METAL has inquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of inquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

HARDWARE AND METAL
Montreal and Toronto

The Hobbs Manufacturing Co., Limited

LONDON, - CANADA.

IMPORTERS

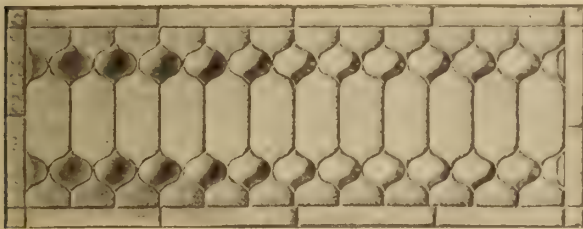
Sheet Window Glass, Muffled and Cathedral Tints, Ornamental Figured Glass,
Polished British Plate, Rolled Plate Glass, Prismatic Sheet Glass.

MANUFACTURERS

Church and Cathedral Leaded WINDOWS, Domestic Art Stained Glass, Bevelled Plate and Mirrors, Ceiling and Finger Plates,
Memorial and Portrait WINDOWS, Chipped, Obscured and Enamelled, Mitred and Sand Cut,
Paper Weights and Advertising Signs, Electro Glazed Art Glass and Ornamental Prismatic Glass.

ELECTRO GLAZED ART GLASS.

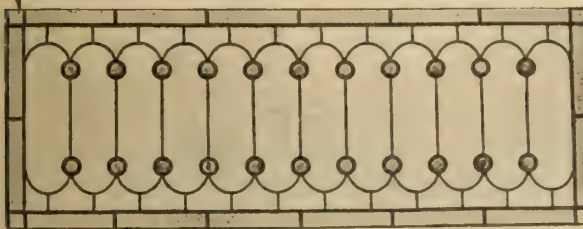
Not a cheap imitation of copper plate, not a dull flat finish, but Electro Glazed with a solid deposit of copper and a bright clear polished copper finish.



No. 632.



No. 636.



No. 630.



No. 631.

WE
CARRY
A
LARGE
STOCK
OF
WINDOW
GLASS.

QUALITY
THE
BEST.

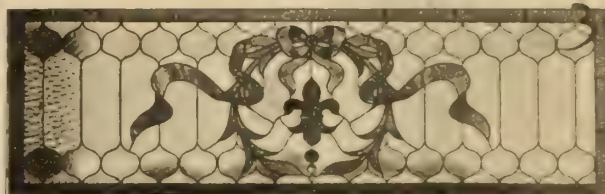
PRICES
ARE
RIGHT.



No. 521.



No. 522.



No. 523.



No. 520.

WE MANUFACTURE AND IMPORT EVERYTHING
IN GLASS REQUIRED FOR BUILDINGS.

WRITE FOR CATALOGUE AND PRICES.

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES.

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors,
Prepared Paints, Window
Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green

of JOHN LUCAS & CO.,
PHILADELPHIA.

And CELEBRATED
English Varnishes

of CHAS. TURNER & SON,
LONDON.

Please mention HARDWARE AND METAL when writing.

LINSEED OIL

Raw and Boiled

"GUARANTEED PURE"

MANUFACTURED BY

Canada Linseed Oil Mills

LIMITED

MONTREAL.



BARRELS WANTED!!

We are open to buy good sound, oak
Linseed Oil, Turpentine, Varnish, and
Machine Oil Barrels.



Boeckh's Popular Flexible Bridled Brushes

win the admiration of every practical painter be-
cause of their genuine merit, and are therefore
the most profitable for the dealer to handle.

BECAUSE

The bridle can easily be removed and replaced.
The bridle is not affected by water, oil or paint.
The bridle works on a pivot and thus keeps the bristles elastic.

Exhibition visitors are cordially invited to visit
our warerooms.

UNITED FACTORIES, Limited,

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

Head Office: Toronto.

MONTREAL BRANCH: 1 and 3 DeBresoles St.

LONDON BRANCH: 71 Dundas St.

PAINT, OIL AND BRUSH TRADES

DANGEROUS OILS.

In the August number of Page's Magazine, prominence is given to an eminently practical article by Mr. J. W. Simonds on "Fire Protection in Workshops." He indicates the kind of apparatus that is best suited for this purpose, and gives a number of valuable hints on the subject of organization. The causes of fire scarcely come in the scope of the article, but the author refers to one cause on which he has been making experiments, viz., the spontaneous ignition of oil impregnated waste. This is one of the origins of fire which he thinks is not generally known, which must be common in engineering and painters' shops.

It must be borne in mind, he says, that vegetable oils such as rape, linseed, and tallow are more dangerous than the various mineral oils, although the mineral oils will burn more fiercely when once ignited. The risk of fire arising from the spontaneous ignition of oily material is greater the more readily oxidizable the oil. Mineral oils being practically incapable of oxidation, do not heat at all, consequently there is no danger from them, and, moreover, when mixed with fatty oils in sufficient proportion, they prevent the risk of fire from spontaneous ignition of the mixture.

The most dangerous oils are the following:

- Linseed (boiled linseed being particularly bad)
- Cottonseed.
- Olive fatty acids.
- Oleine.
- Mixtures of 50 per cent. cotton, 50 per cent. olive.
- Mixtures of 25 per cent. cotton, 75 per cent. olive.

A method of testing is as follows: waste saturated with the oil to be tested is placed in a chamber, the air of which is kept heated to 100 deg. C. By means of a thermometer held in the waste the temperature may be read off.

The safe oils, such as pure olive, will not be found to rise much above 100 deg. C., but the dangerous oils, such as cotton seed, will continue to heat, and may rise to as much as 250 deg. C., at which point the thermometer must be withdrawn. It has been laid down that any oil which, when tested in this way reaches 200 deg. C. in two hours may be regarded as extremely dangerous, and special precautions must be taken in any shops in which such oils are used.

BROOM CORN.

The tendency of the market for the past ten days has been toward a lower level. Holders in growing districts have appeared to be more anxious to sell with the result that buyers have been able to get concessions. Farmers, however, are not as anxious to sell their holdings as the middleman is. The growers find old corn in light supply and do not look for a bumper crop. In Illinois the weather has been very favorable of late but it comes too late to bring about as large a yield as last year's.

A report from Kansas states that the demand is light and that everyone is holding off until the new crop comes in. In nearly all parts of the state the crop is looking well. Good rains have fallen all over the Kansas district and a large crop of excellent quality is being predicted. Broom manufacturers in the east are buying only as they need supplies. Western standard is quoted at \$35 to \$40 per ton, and dwarf at \$40 to \$90 per ton, according to quality.—Commercial Bulletin, Boston.

THE BEGINNING OF "STERLING" PAINTS.

Three years ago The Grant-Hamilton Oil Co., Ltd., Toronto, put on the market a barn and bridge paint which they named "Sterling Elastic." So good was the paint that the sales of it grew rapidly and requests for a greater variety of colors kept coming in with almost every order. Even so, there was no thought of creating a paint department, until the suggestion came from a new source— from within the firm this time—a suggestion made by the head mixer of the company. This individual was a thoroughly competent paint maker, and advantage was at once taken of the proposal.

Plans were straightway developed. A perfectly appointed paint factory was erected; machinery of the most approved character installed; science enlisted; skilled labor employed. The result was "Sterling" house and floor paints.

In February last the first shipments were made. The rush of orders was so great, however, that the makers were unable to meet the demand, and in consequence, many thousands of dollars' worth of business had to be declined. The Grant-Hamilton Oil Co. learned that it was better to refuse orders than to fail in shipping orders, or to ship long after the appointed time.

"Sterling" ready mixed paints are being put on the market in aggressive fashion. The officers and directorate are convinced of the necessity of advertising, and in trade journals, the daily and weekly press, and farm periodicals are impressing upon both dealers and consumers that their brand bears out the significance of its name.

PURE PARIS GREEN IN CANADA.

A despatch from Ottawa on Wednesday states that an Inland Revenue Department bulletin shows that 95.8 per cent of the samples of Paris green offered for sale in Canada are found on analysis to be genuine. This is a great improvement over the analysis made some few years ago.

PAINT AND OIL MARKETS.

MONTREAL.

Montreal, August 28, 1903.

UNSETTLED weather has to a very considerable extent affected the demand for general painting material. There has been, however, a very decided improvement in the demand during the past week and a continued improvement is expected. There is a good demand for white lead. Some houses are selling at prices a little lower than those quoted below. A prominent paint and oil man tells us that he is making no reductions, as he has more orders for white lead at the figures we quote than he can fill. Linseed oil continues in excellent supply and the present unusually low prices continue. There has been an advance of 1c in turpentine. There is a good demand for putty.

GROUND WHITE LEAD.—Best brands, Government standard, \$5 to \$5.25; No. 1, \$4.27½ to \$4.57½; No. 2, \$4.10 to \$4.50; No. 3, \$4.02½ to \$4.12½; No. 4, \$3.65 to \$3.75, all f.o.b. Montreal. Terms, four months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—\$4.75 in casks and in kegs, \$5.

DRY WHITE ZINC.—Pure dry, in casks, 6¼c; in 100-lb. kegs, 6¾c; No. 1, zinc, in casks, 5¼c; in 100-lb. kegs, 5¾c.

WHITE ZINC (ground in oil)—Price, 25 lb. irons, 8c; No. 1, 7c; No. 2, 6c.

PUTTY.—We quote Bulk, in barrels, \$1.60; bulk, in 100-lb. packages, \$1.55; bladders, in barrels, \$1.90.

ORANGE MINERAL.—Casks, 7c; 100 lb. kegs, 7¼c; smaller quantities, 8¼c.

RED LEADS. Genuine red lead, in casks, \$1.25; in 100 lb. kegs, \$1.50; in bulk quantities, \$5.50 per 100 lb. No. 1 will lead, casks, \$1.25, and smaller quantities, \$5.25.

LITHARGE. Ground, casks, 5c.; in bulk quantities, 5½c.; flake litharge, casks, \$5.25; smalls, \$5.75 per 100 lb.

LINSEED OIL.—Raw, 1 to 1 bbls., 50c.; refined, 52½c.; raw, 5 to 9 bbls., 49c.; both 52½c. Terms, net cash in 30 days. Delivered in Ontario between Montreal and Oshawa, at 2c. per gallon advance.

TURPENTINE.—Single bbls., 77c.; 2 to 4 bbls., 76c. Terms, net cash in 30 days.

BENZINE.—25 to 26c.

SHELLAC VARNISH.—Pure white, \$2.20 to \$2.35; orange, \$2.10 to \$2.25.

MIXED PAINTS.—\$1.20 to \$1.40 per gallon.

CASTOR OIL.—8½ to 9½c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL.—18 to 50c.

COD OIL.—35 to 37½c.

PURE ENGLISH PARIS GREEN.—Petroleum barrels, 14½c.; arsenic kegs, 14½c.; 50 and 100 lb. drums, 15c.; 25-lb. drums, 15½c.; 1-lb. paper boxes, 16c.; 1-lb. tins, 17c.

TORONTO.

There is little doing. Business is even less active than it was during August last year. Linseed oil has weakened until a decline of 4c. has resulted. Turpentine, on the other hand, has advanced 4c. Otherwise there is no change. We quote:

WHITE LEAD.—Ex-Toronto, pure white lead, \$5.10 to \$5.25; No. 1, \$4.62½ to \$4.87½; No. 2, \$4.25 to \$4.50; No. 5, \$3.87½ to \$4.12½; No. 4, \$3.50 to \$3.75 in packages of 25 lb. and upwards; ½c. per lb. extra will be charged for 12½-lb. packages; genuine dry white lead, in casks, \$5.02½.

RED LEAD.—Genuine, in casks of 560 lb., \$4.75 to \$5; ditto, in kegs of 100 lb., \$5.25 to \$5.50; No. 1, in casks of 560 lb., \$4 to \$4.25; ditto, in kegs of 100 lb., \$4.25 to \$4.50.

LITHARGE.—Genuine, 6 to 6½c.

WHITE ZINC.—Genuine, French V.M., in casks, \$6 to \$6.25; Lehigh, in casks, \$6 to \$6.25.

SHINGLE STAIN.—In 5-gallon lots, 60 to 85c. per gallon.

PARIS WHITE. 90c. to \$1 per 100 lb.

WHITING.—60 to 65c. per 100 lb.; Gilders' whitening, 75 to 80c.

GUM SHELLAC.—In cases, 38c.; in less than cases, 40c. per lb.

SHELLAC.—Pure orange, in bbls., \$2.10; white, \$2.25 per gallon; No. 1, 15c. less; in less quantities, 10c. extra.

GLUES. Broken sheet, in 200-lb. bbls., 8 to 8½c. per lb.; cabinet glue, in bbls., 11½ to 12c.; emery glue, in bbls., 17c.; bookbinders', ground, 10½c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

PUTTY.—Bladders, in bbls., \$2.10; bladders, in 100-lb. kegs, \$2.25; bulk, in bbls., \$1.80; bulk, less than bbls. and up to 100 lb., \$2.05; bladders, bulk or tins, less than 100 lb., \$2.75.

PARIS GREEN.—Petroleum bbls., 15½c. per lb.; arsenic kegs, 15½c.; 50 and 100

lb. drums, 16c.; 25-lb. drums, 16½c.; 1-lb. packages, 17c.; ½ lb. packages, 19c.; 1-lb. tins, 18c.

PLASTER PARIS.—New Brunswick, \$2 per barrel.

PUMICE STONE.—Powdered, \$2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots and 8c. in bbls.

LIQUID PAINTS.—Pure, \$1.20 to \$1.40 per gallon; No. 1, \$1.10 per gallon.

BARN PAINTS.—65 to 70c. per gallon.

CASTOR OIL.—English, in cases, 8 to 10c. per lb.; and 9 to 10c. for single tins.

LINSEED OIL.—Raw, 1 to 2 bbls., 51c.; boiled, 54c.; 3 to 5 bbls., raw, 50c.; boiled, 53c., delivered. To Toronto, Hamilton and London, 2c. less.

TURPENTINE.—Single bbls., 81c.; 2 to 3 bbls., 80c., delivered. Toronto, Hamilton and London, 2c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

WINDOW GLASS.

MONTREAL.

Sorting orders are coming in satisfactorily and a very good business is being done at the following unchanged prices: First break, 50 ft., \$1.85; second break, \$1.95 for 50 ft. First break, 100 ft., \$3.50; second break, \$3.70; third break, \$4.20; fourth break, \$4.45.

TORONTO.

There has been some activity. Prices are unchanged. We quote as follows: Star, under 26 in., \$3.80; 26 to 40 in., \$4; 41 to 50 in., \$4.50; 51 to 60 in., \$4.75; 61 to 70 in., \$5; 71 to 80 in., \$5.50, Toronto, Hamilton and London.

CHAT

Work on The Brandon Hardware Co.'s new store is being pushed ahead rapidly.

The Johnston hardware store, Somerset street, Ottawa, has been purchased by R. Mulhall, and he advertises in the Ottawa papers that he is in a position to supply all wants in the hardware line.

Robt. Keating, salesman in the hardware store of Bond & Co., Guelph, for the past 13 years, died recently after a short illness from pneumonia and brain trouble. The deceased was only 28 years of age.

AN ALLEGED NEW METAL.

It has been reported that Edward Molard, a Frenchman, has discovered a new metal which he has called "selium." It is claimed that this "selium" costs but one-twelfth as much as aluminum, and is lighter and stronger. It does not rust, and is therefore suitable for use in shipbuilding, for the manufacture of pipes, and for railroad construction. On account of its cheapness, and as it is capable of a fine polish, resembling nickel, it would be desirable for manufacturing cooking utensils. Its density is 2.6 and its hardness not quite that of iron, but greater than that of lead or zinc. Its power of resistance is said to be greater than that of iron, but less than that of steel. The melting point is at 1600 degrees C. (2912 degrees F.). In melting, it contracts somewhat, but moulding in forms is not impossible. It will be well, however, to await more definite information concerning its properties.

Have you got the Agency of

a first-class paint to supply your customers with for their Fall painting? The Fall and Spring are the best seasons of the year for painting. It is the time when the dealer should push hardest for business. Secure the customer, then clinch his trade by giving him a paint that gives the greatest satisfaction.

ANCHOR LIQUID PAINT

is the paint you want. It never fails to give a good account of itself. The fact that the best white lead in the world — **BRANDRAM'S B.B. GENUINE** — is the only one used in its manufacture speaks for itself.



HENDERSON & POTTS

ESTABLISHED
1874.

Halifax and
Montreal.



PERSONAL MENTION.

Mr. G. T. Pepall, of M. & L. Samuel Benjamin & Co., returned on Thursday from a fortnight's vacation at Kawartha Lakes.

Mr. R. A. Wood, of Stewart & Wood, wholesale paint dealers, Toronto, left on Thursday for a six weeks' vacation to Yellowstone Park, U.S.A.

Mr. Henry Clucas, of The Canada Paint Co., Toronto, has returned from a fishing excursion to Grand Mere, Que. Mr. Clucas and his party succeeded in making the record catch of the season at Grand Mere.

Mr. W. H. Evans, of The Canada Paint Co., Montreal, is at present in Toronto, looking after the company's interests at the Dominion Exhibition. He has just returned from a vacation at Southgate, Prout's Neck, Maine.

Mr. Hiram Johnson, fur dealer, St. Paul street, Montreal, is at present in Russia making his annual tour to the world-famous fur markets at Nijni Novgorod. Before his return, Mr. Johnson will also visit the fur centres in London, Leipzig and Paris.

J. W. Richardson, of Caverhill, Learmont & Co., Montreal, has returned to business this week looking very much refreshed after a fortnight's vacation at Peak Island, Maine. He reports a very enjoyable time, but being a modest man, relates no marvellous stories of his triumphs over the finny tribe.

Mr. F. A. Lytle, the eastern representative of The Fairbanks Co., Montreal, is at present in that city consulting with the management. The good business

which Mr. Lytle is doing in the east is a tribute to the popularity of himself and his firm. Mr. Lytle's headquarters are at Amherst, N.S.

NOVELTIES FROM MILK.

According to exchanges, at the Hygienic Milk Supply Exhibition were shown a number of objects manufactured from milk. There were shown, nicely arranged in glass boxes, combs seemingly made of horn, cigar holders with amber-colored mouthpieces, knives and forks with handles similar in appearance to ebony, ferrules for umbrellas and sticks, and balls, rings, chess figures, dominoes, etc., also a small table with an inlaid marble slab, and finally a number of thick slabs and staves with every imaginable variation of marble colors, but of considerably less weight than real marble. These objects were made of "galalith"—i.e., milk stone. The principal albuminoid substance of skimmed milk, the casein, is the raw material out of which the new product galalith is manufactured. More than 15 years ago the idea was originated to manufacture various articles, like buttons, handles, ornamental plates and colored pencils, out of casein. An advantage of the new product as compared with celluloid is the fact that it does not ignite so easily and is entirely odorless.

CHILLIWACK BOARD OF TRADE.

A meeting of the Chilliwack, B.C., Board of Trade was held on Friday, Aug. 12. The following officers were elected:

PRESIDENT—W. A. Rose.
1ST VICE-PRESIDENT—J. H. Ashwell.
2ND VICE-PRESIDENT—T. H. Henderson.
SECRETARY—S. A. Cawley.

Messrs. Rose, Ashwell and Cawley were appointed a committee to draft by-laws and constitution for the board.

Nobles & Hoare.

CORNWALL ROAD STAMFORD STREET.

LONDON, ENG.

Manufacturers of

HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works or from the principal Color Dealers in Canada.

Manufacturers of FINE READY-MIXED PAINTS, FLOOR PAINTS and VARNISHES, and WHITE LEAD. Full line of best DRY COLORS, OILS, and all PAINTER REQUISITES always in stock. Send for prices.

The Globe Paint Co.,

Limited

422-424 Adelaide St. W., Toronto.



Special Announcement

In the Main Building of the Toronto Exhibition will be found, near the South entrance, the exhibit of the

CANADA PAINT COMPANY
LIMITED

The attention of the hardware trade and the public is particularly drawn to this exhibition of **Varnishes, Colors, Gums, Stains, Paints and Lead** products

Interesting novelties from **all parts of the world** appertaining to the business will be on view, and the products of the

Canada Paint Company's

mines and manufactures will be shown and explained

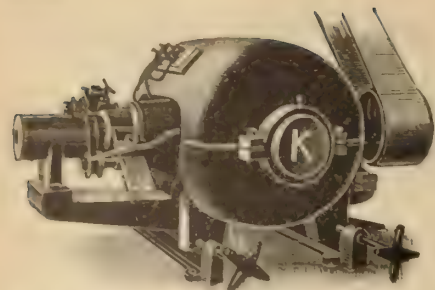
The officers of the

CANADA PAINT COMPANY

in charge of the exhibit will be happy to answer any enquiries.

"THE PEERLESS"

is the best Bolster Spring ever produced. A fine
line for the hardware trade. Write Us for Prices.



Kay Electric Dynamo and Motor Co., Limited

Manufacturers of Dynamos and Motors for all pur-
poses of direct and alternating currents. Special
attention given to repairs.

Office and Works, 219-221 Queen St. East, Toronto.
Phone Main 1251. Estimates cheerfully given.



JAMES WARNOCK & CO., - GALT, ONT.



MADE IN FOUR WIDTHS.
1 1/2 inch, 2 inch, 3 inch and 4 inch.
PATENTED IN ALL COUNTRIES.

We STRAP THE WORLD! Cary's Universal Box Strap

A CONTINUOUS Metal Strap with a series of raised bosses along the edges, to
strengthen same and protect nail heads. Put up in coils of 300 feet each, and
packed 20 coils in a case. On each coil we put our patent metal reel frame, making
it a complete reel.

MONTREAL
HEADQUARTERS:

E. F. DARTNELL, 180 St. James St.
BELL TELEPHONE MAIN No. 2382.

PRATT RETURN STEAM TRAP

For Returning, Automatically, Condensation Directly to the Boiler or Boilers.

This is the Original Trap

and the one that will automatically return the water of condensation
from a receiver of a steam-heating system, steam separator, or any such
source from which the water of condensation is derived, and deliver the
same into the boiler or boilers at the highest attainable temperature.

THERE IS AN OLD AND TRUE SAYING THAT

"Imitation is the Sincerest Form of Flattery"

and the veracity of this adage is borne out by the fact that certain
manufacturers who were visionary enough to imagine that by making a
Trap that possibly might look "just as good" as the original Pratt Trap,
they could sell this imitation to what they consider an unknowing public,
were prompted to market this imitation.

THE PROOF OF THE PUDDING IS IN THE EATING, however, and when we tell you that one of our customers in
Ontario has had a Genuine Pratt Return Steam Trap in use for over 19 years, your good judgment will direct you
in purchasing.

IF IT WASN'T A GOOD THING NO ONE WOULD TRY TO IMITATE IT.

IF INTERESTED WE WILL BE GLAD TO SEND YOU FULL PARTICULARS AND CATALOGUE ON REQUEST.

SOLE CANADIAN AGENTS:

THE FAIRBANKS COMPANY

MONTREAL

WINNIPEG

VANCOUVER

MACHINERY

The New Plant of the Londonderry Iron Works.

ABOUT September 1 the new plant of The Londonderry Iron and Mining Co., Limited, expect to commence active operations at Londonderry, N.S. Through the courtesy of Geo. E. Drummond, one of the directors, and of F. G. O'Grady, the secretary-treasurer, "Hardware and Metal" has been furnished with some interesting information as to the new plant.

INCORPORATION.

The company were incorporated in 1902 to acquire the property, mines, tools, machinery, etc., of The Londonderry Iron Co., Limited, (then in liquidation), at Londonderry, N.S., and to enter into the manufacture of pig iron on an extensive scale from native ores mined on the property, using fuel obtained from the company's coking plant. The plant thus acquired has been very much improved, and additions, representing a very large investment, have been made to it.

EXTENT OF THE PROPERTY.

The property consists of about 30,000 acres freehold, on which are mines which have been developed sufficiently to demonstrate that they contain large quantities of low sulphur and low phosphorous ores, showing no trace of titanium. The mines are connected with the furnace plant by means of standard gauge and narrow gauge railways of few curves and easy grades, giving a short direct haul at a very low rate of transportation. The ore body has been traced through the entire length of the property, and there can be no doubt of the presence of vast stores of minerals. The land is also thickly wooded with valuable spruce and other hard woods, and the property, considered as a whole, is believed to be one of the best of its kind in Canada.

THE FURNACE PLANT.

The furnace plant has been thoroughly overhauled. There are two furnaces, but only one is being rebuilt and put into commission. In this connection it might be well to enumerate the different parts of the works which are deserving of special notice. Their mere enumeration gives some idea of the magnitude of the plant. In connection with the works there are three hot-blast stoves, six boilers, two blowing engines, one hoisting engine, three steam pumps, two stone and ore crushers, with boiler and engine in connection; two charging scales, three slag cars, cast house, stock shed, engine house, boiler house, laboratory, repair shop and mill, with boiler and engine in connection; blacksmith shop, car shop, coke and ore buggies. The whole is complete with all necessary appliances for active work.

Furnace "A" has been remodelled and rebuilt on modern lines, and up-to-date

improvements have been added. Its present dimensions are: Height, 75 feet; bosh, 17 feet; hearth, 10 feet; stock line, 11 feet. The cubical contents below the stock line are 9,158,723 cubic feet. The shell is 25 feet in diameter, and is built of $\frac{1}{2}$ in., $\frac{3}{4}$ in. and 5 16 in. iron, with a heavy wrought-iron mantle, resting on ten new heavy cast-iron columns.

The hearth and crucible are protected by a heavy cast-iron jacket, which is banded with heavy wrought-iron bands, constructed with expansion rings.

A new bell and hopper have been added, which are of heavy design and suitable for the new furnace lines. The bell is controlled by the usual steam cylinder appliance. Its diameter is 7 feet, 9 inches; while the capacity of the hopper is 156.23 cubic feet.

The hot-blast stoves are of the Cowper make, and are 21 feet in diameter and 51 feet in height. They belonged to the old plant but have been repaired by the addition of new crowns. The old gas valves have also been replaced by modern valves in order to secure better combustion. Modern air valves have also been installed in place of the old ones, and the stoves and entire equipment connected therewith have been placed in first-class condition.

BOILERS.

Six Galloway boilers have been placed in position. These are 7 feet in diameter, 28 feet in length, and their steam pressure is 85 pounds. They belonged to the old plant, but they have been entirely stripped, tested, and put in first-class condition throughout. They have also been provided with an additional chimney, which is 5 feet in diameter and 10 feet high. The feed pump which supplies the water is of the Cameron type. All the boilers are fitted to burn either gas or coal, as occasion may demand.

BLOWING ENGINES.

This plant consists of two vertical condensing blowing engines, which were built by D. Adamson & Co., Manchester, England. Both are in splendid condition, and, with a view to more rapid driving than formerly, they have been furnished with heavier main-shaft bearings, and the columns have been strengthened by bracing.

STEAM PUMPS.

The two steam pumps are of the Worthington duplex type, and their combined capacity is 1,280,000 gallons per day. They are intended to furnish water for furnace, water jackets, coolers, cast house, fire protection, etc.

ORE CRUSHING AND MINING PLANT.

Precautions are taken to keep separate all ores which are intended to be classified physically, and delivered into separate storage bins in the stock sheds. For

this purpose all ore will be delivered in to their own special hoppers underneath the railway trestles, outside the stock sheds, and from there distributed by a Robbins conveyor belt and fed to the crusher. From the crusher the ore is elevated into overhead hoppers, whence it is delivered into mixers, situated over each storage bin. Two sets of bins are provided, and as soon as one set is filled, a full chemical analysis is obtained. The furnace is then charged from this set while the other is being filled and tested chemically.

The crushing plant will consist of one No. 5 Gates gyratory crusher, and one large Blake crusher. The combined capacity will be 300 to 400 tons per day of ten hours. There is a special mixing plant in close proximity to the base of the furnace elevator, and when the ore charges are weighed ready for the furnace, it is intended to mix the entire charge in this mixer. This is done in order to secure more thorough uniformity in the distribution of ores in the furnace, and a more uniform working of the furnaces.

ROASTERS.

In the old plant there were two roasters, of the Davis & Colby type. These are now being rebuilt and fitted for the purpose of burning ankerite and white ores. It is intended to supplement these roasters with others of different design, but this will not be done until the plant has been in operation for some time.

The whole of the plant described so far has been rebuilt and remodelled according to the very latest ideas, following plans and specifications prepared by John J. Drummond, M.E., while the whole work of construction has been under the personal supervision of Geo. Beatty. Both gentlemen have had a wide and varied experience, which has eminently fitted them for the superintendence of a work of such magnitude. They have been successful in obtaining the maximum of output with the minimum of cost.

COKE OVENS AND COAL WASHING PLANT.

For the preparation of their fuel supply the company have 97 coking ovens, with a capacity of 150 tons per day, and also two Robinson washers, with a capacity of 100 tons per day of ten hours. Only one of these washers is erected. The plant is complete with boiler, engine, pumps, elevators and Jeffrey crusher. It is modern in every particular, and all the workings are new.

RAILWAYS AND ROLLING STOCK.

The railway equipment of the plant was mentioned above. The ovens are both standard and narrow gauge, connecting the mines with the furnaces. The rolling stock consists of one Baldwin standard

locomotive with tender, one Baldwin tank locomotive of the middle tank type, three narrow gauge locomotives of the saddle tank type, and a large amount of cars.

WATER SUPPLY.

There is an abundant water supply, which is derived by gravity from the east and west Branch rivers. From each it is conveyed in 12 in. pipes, and either system will give an ample supply for all purposes. The whole system has been put in first class condition, and the water for surface supply is now delivered into a concrete reservoir in close proximity to the engine room. From the bottom of this reservoir an 18 in. pipe connects with a large cast iron cistern in the cellar of the engine room. It is from this cistern that the steam pumps draw their supply, and thus all trouble from frost is prevented.

BUILDINGS.

The buildings belonging to the old plant have been enlarged and improved in many respects, and they now present an imposing appearance. We regret very much that it has been impossible to obtain illustrations in time for this issue. The cast house is a large structure, built of iron and steel columns, with corrugated iron sides. It has a fire-proof roofing. An overhead, or trolley, railway system is provided for the conveyance of pig iron from the floor to railway cars at the front of the building.

The stock shed, which is situated immediately to the rear of the furnace, is a wooden frame structure with corrugated iron sides and roofing. It is provided with two lines of railway trestles concrete, with hardwood blocks (on end) forming a runway for ore and coke barges. There is ample room in this large structure for the storage of ores, limestone and coke.

The boiler-house and engine-house are both brick structures with fire proof roofs, the latter being a large three-storey building. The laboratory is built on heavy concrete foundation and has a wooden superstructure. Here are all the modern requirements of a first-class laboratory, and the thorough equipment gives promise of rapid and accurate work in this most important branch of the industry.

The repair shop and mill is a two-storey wooden building, containing a full equipment of wood working and iron-working tools. The former include a saw-mill, planers, tenoning and mortising machines, band and gig saws, lathes, etc. The whole equipment is designed for the building and repairing of the railway rolling stock necessary for railway and mining equipment, as well as for the necessary general repairs and improvements constantly required in connection with the furnace plant. Apart from this repair shop and mill, there is a separate outside car shop and blacksmith shop, each of which is fully equipped for its special class of work.

EARLY OPENING.

Active operations will be commenced almost immediately, as it is expected that furnace "A" will be blown in about September 1. The capacity will then be about 150 tons of pig iron per day. It is the intention of the company to make a specialty of high-class foundry iron.

PERSONNEL OF THE COMPANY.

Every official and director of the company is thoroughly familiar with all phases of iron mining and blast furnace work. The fact that they have given their personal attention to the works accounts, in great measure, for the first-class equipment of what may be called a new plant. Their supervision of the plant when in operation should ensure a first-class product. The names of the officers and directors are given below:

President—F. J. Drummond, Montreal.
Vice-President—E. J. McDougall, Montreal.
Directors—Geo. E. Drummond, F. C. Henshaw, Montreal; Jas. T. McCall, Montreal; C. W. Beger, Chicago, Ill.; John J. Drummond, M.E., Midland, Ont.; Chas. Feigie, M.E., Westville, N.S.

The head office of the company is in the Canada Life Building, Montreal, where F. G. O'Grady, the secretary treasurer, may be found. The superintendent of the works is Geo. Beatty, Londonderry, N.S.

THE SMOKE NUISANCE.

THE problem of smoke consumption, both because of the smoke nuisance and because of the waste of fuel, heat and power has exercised the minds of many men. That the problem has not been solved to the satisfaction of the great majority of smoke makers has ocular demonstration wherever factories rear their chimneys and locomotives wind their way. That there are solutions of the smoke problem "Hardware and Metal" is persuaded.

A smoke preventer, made by The Automatic Smoke Preventer Co., of Jackson, Mich., is offered to the Canadian trade through Bradley, Levy & Weston, Limited, Toronto. The representative of the company, R. A. Gibson, is in Toronto at the present time installing the device in a number of factories, and the results have been exceedingly satisfactory.

The principle is the combination of heated air and dry steam directly over the fuel bed, resulting in a practically perfect combustion of the smoke. The Automatic Smoke Preventer is readily installed in boilers of all sorts, and is comparatively low-priced. No alteration in existing systems, grates, or fire-doors is necessary, and the running of the plant suffers no interruption. These are points worth noting.

An effective smoke preventer is an investment, not an expense. Interesting literature illustrating this and other phases of automatic smoke prevention may be had on application to Bradley, Levy & Weston, Limited, Toronto.

MACHINERY AND ELECTRICAL NOTES.

JAMES VINDEEN, who has filled the office of construction engineer of the Montreal Street Railway for the past 11 years, is dead. The deceased was 45 years of age, and had been ill for some time with Bright's disease.

The Peterborough Hydraulic Power Co. is building a new power plant on the Otonabee River, Peterborough, Ont.

The machinery of the stove factory of DeCew & Son, Fenelon Falls, Ont., is being removed to the new factory at Sand Point. The reason for the removal is that the raw material in the vicinity of Fenelon Falls is giving out.

Van Tuyl & Co., electrical engineers, Detroit, in their report to the Town Council of Windsor, Ont., on the electric plant in that town, recommend the installation of new generators, transformers, switch boards and arc lamps, at an approximate cost of \$8,500.

The machine shop of the Great Northern Railway in Quebec, together with several cars, was destroyed by fire recently. The loss is in the vicinity of \$65,000, and the insurance was only \$25,000. It is reported that the company intend rebuilding the shop at once.

W. H. Sumbling, 613 Yonge street, Toronto, is an expert machinist, having had a wide experience in some large concerns in the United States. He builds machinery from any specifications submitted, provides estimates, or makes models. His business at the present time is the building and repairing of laundry machinery and manufacturing drills.

The Toronto Electric Light Co. has nearly completed the erection of a huge chimney at their power house at the foot of Scott street. The chimney, octagonal in design, and with bore 9 feet in diameter, rests on a bed of concrete, which is placed upon 300 piles driven 11 feet into the ground to a rock bottom. The total weight resting on the piles is 2,600 tons. The structure is in connection with a new boiler house, 98x196 feet.

It is claimed that the new foundry the Northern Iron Works propose to erect in Winnipeg, will be equal, if not superior, to any building of its kind in America. Every modern device used in foundries will be installed in the building. Two huge smelters of modern design will be installed in a special smelting room. The pattern shop will be supplied with all machinery necessary for the perfect production of patterns. The entire building will be of brick.

New developments have occurred during the week in relation to The Consolidated Lake Superior Co., Limited, at Sault Ste. Marie, Ont. It is reported that members of the old board of directors will be prosecuted for declaring dividends on preferred stocks which were not earned. A dividend of \$400,000 was declared, but the books show it was not earned.

It is announced that the Speyer & Co. syndicate intend to foreclose the mortgage on the plant, but will continue the works in operation as at present.

THE ROSSENDALE BELTING COMPANY, Limited

The **ONLY** British Belting Manufacturers having a Branch in the Dominion dealing direct with the consumer.

Sole Agents for Canada for "JACKSON'S PATENT BELT FASTENERS."

SEND FOR PRICE LIST.

59 to 63 Front Street East, TORONTO.

Stencils

Now is a good time for Apple Shippers to get
Stencils, Stencil Inks and Brushes.

Our Brands are all first-class, and prices are low.

Hamilton Stamp & Stencil Works,

HAMILTON, ONT.

Headquarters for everything in our line.

PETRIE'S MACHINERY LIST.

FOILERS.

8 ft. x 120 ft.—28 1 ft. tubes, Horizontal Tubular.		
38 ft. x 120 ft.—33 3 ft. tubes,	"	"
38 ft. x 163 ft.—36 3 ft. tubes,	"	"
44 ft. x 132 ft.—39 3 ft. tubes,	"	"
44 ft. x 166 ft.—46 3 ft. tubes,	"	"
48 ft. x 156 ft.—53 3 ft. tubes,	"	"
48 ft. x 192 ft.—33 4 ft. tubes,	"	"
60 ft. x 163 ft.—84 3 ft. tubes,	"	"
72 ft. x 189 ft.—97 3 1/2 ft. tubes,	"	"

AUTOMATIC ENGINES.

8 x 24 Wheelock.	
15 x 34	"
11 x 10 Ideal.	"
10 x 10 Peerless.	"
11 x 10	"
Nos. 1 to 10 Jewel Engines, new.	
70 H. P. Osborne Kelly Condensing Engine.	

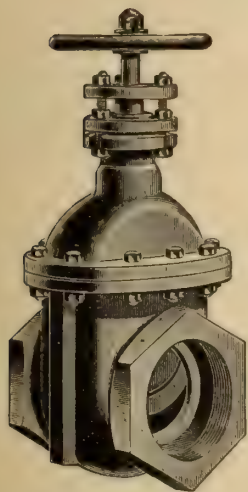
PUMPS.

8 x 2 x 3 Duplex Steam Pump, new.	
4 1/2 x 2 3/4 x 4	"
6 x 4 x 7	"
8 x 5 x 12	"

Prices, Descriptions and Catalogue of Mill and Engineers' Supplies sent for the asking.

H. W. PETRIE

131-145 Front St. West, 8-22 Station St., Toronto.



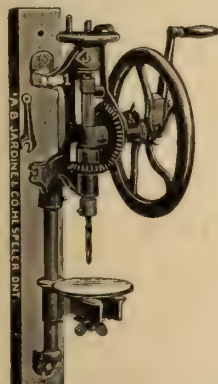
BUY KERR VALVES.

They give
satisfaction
every time,
Catalogue
on application.

The Kerr Engine Co.

LIMITED

Walkerville, Ont.



TRADE MARK
REGISTERED

Blacksmiths' Hand Drills.

The very
best.

A. B. JARDINE & CO.
HESPELER, ONT.

"Say, Friend,"

your aim should be to start up for yourself.

Why Work

from morn till night for somebody else instead of
pushing a business for yourself and thus reap the full
profit of your labor ?

We Will

start men of ability and good character in every
County in the Dominion.

WRITE FOR PARTICULARS TO

The Empire Machine and Metal Stamping Co.

Limited

1012 Yonge St.

TORONTO,

SOLDER that SOLDERS

Half and Half, Wiping, Refined, Strictly,
Wire, Oval, Angle.

THE CANADA METAL CO., WILLIAM STREET, TORONTO.

COLD PRESSED NUTS



of all shapes and sizes, finished, semi-
finished, case hardened, plated or
polished.



Canada Foundry Company, Limited,

14-16 King Street East, - - TORONTO.

CELEBRATED

HEINISCH

SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinnern's Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 155 Chambers St.
NEWARK, N.J., U.S.A.

HEATING AND PLUMBING

ACETYLENE AS A LIGHT.

A PERFECT artificial lighting capacity, and should as nearly as possible resemble sunlight—as to its color rays and its effect on colors, eyesight and health, says The Trade Journal. The machine for its generation should be simple, easily understood, handled and cleaned, and should be cheap, as well as perfectly safe. As to acetylene, it so closely resembles sunlight (it is the only illuminant that does) experiment in hot-houses has shown that it will promote plant life, and, unlike any other artificial light, colors appear under it the same as during the day; perfectly steady, never flickering like other lights, it does not try the eye; though all illuminating gases are toxic, this is less so than others, and besides, the burners being so small, not enough could escape in twenty-four hours to jeopardize life. As it neither smells, smokes nor makes dirt of any kind, its use cannot in any way prejudice health; and, regarding economy, actual tests have shown that, furnishing the same light, electricity costs \$1.60, city gas 74 cents; city gas, with Welsbach mantle, 50 cents, and kerosene oil, 67 cents, as against 37 cents for acetylene, for the same length of service—one day.

It should be added that, where buildings already have gas pipe installed, these machines can be readily connected, the only changes necessary being the substitution of smaller burners. If piping has to be installed, the cost is much less than for coal gas pipe, the task lighter, and the piping readily concealed, as it is only 1-15th the size of the latter.

THE "SKY SCRAPER TRUST."

IT is anticipated that the Geo. A. Fuller construction firm of New York, the largest concern of building contractors in the world, and familiarly known as the "Sky Scrapper Trust," have decided to enter the Canadian field as a competitor for the construction of large buildings. The first contract in Canada will be the construction of an eleven storey building in Winnipeg for the Union Bank, the tenders for which have already been let by the directors of the bank to the Fuller company.

The resources of The Fuller Construction Company are practically unlimited. In 1802 it became a part of The United States Realty and Construction Company, which is capitalized at \$60,000,000. Nor does the capital stock represent the real wealth of the company back of it. On its board of directors are representatives of The Stand-

ard Oil Company, of the Vanderbilt interest, of The Pennsylvania Railway Company and the United States Steel Corporation.

The method this firm adopts is to take the contract for the completion of the building in every detail, and the work they do not themselves do, such as plumbing, painting, etc., they sublet.

A PROGRESSIVE KNIGHT OF THE GRIP.

THE accompanying half-tone is a good likeness of Geo. B. Frank, one of the most progressive travellers among the machinery builders and jobbers of Canada. For a number of years he represented The Penberthy Injector



Geo. B. Frank.

Co., Detroit, both in the United States and Canada, and, recently, was connected with H. W. Petrie & Co., Toronto.

He has just been appointed contracting agent for the province of Ontario by the Syracuse Smelting Works of Montreal, New York and Seattle, Wash. This concern are among the foremost manufacturers of babbit and importers of raw metals under the British flag.

Well versed in mechanical engineering and the principles that govern machinery and its operation, Mr. Frank has contributed to this and other papers under the nom de plume of Geo. F. Bernard, articles pertaining to this subject. Among some of his writings which appeared in recent issues of "Hardware and Metal," and were very favorably received, are "Per-

fection in the Manufacture of Modern Machine Tools" and "A Short Treatise on Gas Engines." Both subjects are well written and show a deep knowledge of mechanics.

It is in connection with the above that Mr. Frank has been led to make a special study of metals and combinations of metals used for machinery bearings. His knowledge of metallurgy places him in a position to give expert advice upon the subject to those who use metals but have not the time to study them fully. He is certainly well fitted to look after the interests of the concern he represents. "Hardware and Metal" joins with his many friends in wishing him every success in his new undertaking.

GAS BATH FOR TREES.

In California the business of waging war on insects destructive to vegetation has been regularly organized. They now have professional fumigators, whose outfit is scientifically complete in every particular, and whose services may be engaged, not by the day, but by the night, for the process of extermination by gas must take place at night, as sunlight or heat makes the gas used destructive to foliage as well as to insects.

The fumes of prussic acid—hydrocyanic acid gas—are deadly, and the trees must be enclosed in a gas-tight receptacle during its application. The method used is to drop a tent over the tree, to generate the gas in a dish of chemicals under the tent and to allow the tree to remain in its gas bath for some time. While one tree is being medicated, others are being tented, and so the work progresses.

A number of men and tents are required in a single gang, usually a half dozen workers, and 50 tents, and there are about 30 professional outfits in Southern California. Each outfit costs about \$1,500, including teams and wagons. One Los Angeles firm has \$10,000 invested in the fumigating or "gassing" business. The cost of treatment depends upon the size of the tree, and contracts are made with growers at agreed rates—usually about 25c. a tree. Operators have found it not only expedient, but profitable, to secure the highest expert knowledge as well in this merry and effective warfare upon the common enemy of the season's prosperity, the caterpillar.—Washington Times.

E. Malott, who has been with W. A. Ford in the plumbing business, Leamington, for several years, has removed to Winnipeg.

FOR THE BARN



RAMSAY'S OUTSIDE PAINTS

*cut Book 15
Page 88
am*

Put up in quart cans, gallon cans, 5-gal. cans and barrels, handsomely labelled.

Made to paint the farmer's barn. Made for ready painting on shingles, fences, outhouses, and all rough work. It's a paint so far not equalled, along its own line, in the business.

Made to sell at a price that brings the store a handsome profit, and the user genuine satisfaction.

Have you seen sample shade cards? If not, drop a postal and ask for one. No harm to learn about it, anyway. Handsome showcards for counter go with it, too.

A. RAMSAY & SON
MONTREAL

EST'D
1842

PAINT
MAKERS

The EXHIBITION OPENS.

We extend a hearty welcome to the
Trade at our Toronto Office,

132 BAY ST.



Make our address your headquarters
when visiting the **FAIR.**

BICYCLE MATERIAL
and
SPORTING GOODS

John Millen & Sons,
Montreal and Toronto.

The Rochester Lamp Co. AT HOME

during the two weeks of the Fair.

OUR PLACE IS EASY TO FIND,

24 Front St. West

—ONE FLOOR UP.

It is not merely that we want to meet our friends, the friends of the Rochester Lamp; we want every merchant and lamp dealer in Canada to see what's new and good in the lighting line.

For the Merchant—A brilliantly lighted store is of great importance. Brilliant light and sickly yellow light cost about the same. Frequently the poor light costs more. Science has worked on the burners to great profit.

For the Dealer—A lamp, simple, perfect, inexpensive, the supplies for which can be had quickly and with no trouble.

NEW styles, NEW ideas, NEW lines.

THE ROCHESTER LAMP CO.
Toronto.

Children's Sleighs.



Flat Sleds Cutters Baby Sleighs

WRITE FOR CATALOGUE AND PRICES.

Nerlich & Co.,
146-148 Front St. W., TORONTO.

BUILDING NOTES.

J. S. Bryant & Sons, plasterers, Hamilton, have assigned to C. S. Scott, and there was a meeting of the creditors on August 25.

O'Boyle Bros., contractors, Sault Ste. Marie, have made a contract with the Canadian Pacific Railway for a large amount of work along the line between the Soo and White River.

Building operations are going on briskly in Owen Sound. At the beginning of the season it was thought that there would not be so much doing in the building line as last year or the year before, but it is now conjectured that this year's record will equal, if not surpass, any past one.

George Wilson & Co., contractors and lumber merchants, St. Catharines, Ont., have assigned. The liabilities amount to \$100,000, and the chief creditors are Georgian Bay lumber firms. The cause of the failure is said to be the loss sustained about a month ago from the fire in their lumber yards.

The month of August is reported to have been an unusually busy one in the building industry in Winnipeg this year. It is estimated that there are between 1,000 and 1,100 houses in the course of construction at the present time. Real estate men say that all signs point to a very active business during September.

On account of the recent fire in Shediac, N.B., building operations in that village are very brisk at the present time. The fire swept away some of the best business places, but these are now being replaced by larger and better ones. One good result of the fire is that the appearance of the village has been improved by the erection of finer buildings.

Not since the year 1891 has the value of the building permits issued in Toronto for the first half of the year equalled the value for the six months ending June 30, 1903. In 1891 the value was \$2,518,545, but that was a year when permits were issued for a large number of municipal buildings. The value for the first six months of this year is \$2,311,773.

BUILDING PERMITS ISSUED.

TORONTO.

J. Jennings, brick dwelling on Richie avenue, to cost \$1,500.

R. T. Richardson, brick dwelling on Shaw street, to cost \$2,000.

F. P. Solomon, brick dwelling house on Russett avenue, to cost \$1,200.

F. W. Cox, stone, brick and plaster dwelling on Pape avenue, to cost \$2,600.

T. M. Smith, two brick and roughcast dwellings on Sackville street, to cost \$3,000.

William Moss, pair semi-detached dwellings on Margueretta street, to cost \$2,800.

White & Co., seven detached brick dwellings on Ossington avenue, to cost \$2,000 each.

E. A. Drummer, two detached brick and stone dwellings on Huron street, to cost \$4,000.

E. A. Drummer, two semi-detached brick dwellings on St. Clarens avenue, to cost \$2,500.

Jean Grafton, two pair semi-detached brick dwellings on Cottingham street, to cost \$6,000.

E. A. Drummer, two detached brick dwellings on Dupont and Spadina road, to cost \$3,400.

James Dunkley, roughcast with brick front dwelling, on Lansdowne avenue, to cost \$1,700.

The John Inglis Company, Limited, steel and brick boiler shop on Strachan avenue, to cost \$20,000.

Grand Trunk Railway, office and freight shed, both brick, on corner of Front and Simcoe streets, to cost \$40,000.

The Elias Rogers Co.'s office and engine house on Lansdowne avenue, to cost \$1,000; builder, Medlar & Arnott.

E. P. Howe, brick dwelling on Roncesvalles Ave., to cost \$4,500; architect, J. F. Brown, and builders, J. C. Baylis & Son.

Geo. Milligan, brick and stone dwelling Crescent road, to cost \$8,000; architect, Henry Simpson, and builder, Davidge & Lunn.

W. McCartney, brick and stone dwelling on Bathurst St. and Olive avenue, to cost \$3,800; architect, Price, and builder, J. Burford.

H. H. Beasley, brick and stone dwelling on Harvard avenue, to cost \$2,000; architect, E. R. Babington, and builder, J. C. Cloxton.

W. C. Cox, addition to offices on corner of Scott and Colborne Sts., to cost \$1,500; architect, E. R. Babington, and builder, W. Hall & Son.

Ontario Government, two-storey brick addition to the Normal School near Church St., to cost \$25,000; architect, F. R. Heeks, and builders, H. Martin & Son.

Ontario Government, three-storey brick addition to the School of Practical Science on University crescent, to cost \$31,000; F. R. Heeks, and builders, H. Martin & Son.

HAMILTON.

J. Linklater, brick dwelling on Hunter street west, to cost \$1,600; architect, R. Thorpe.

Thomas Crooks, two brick dwellings on Sanford avenue, to cost \$2,400, and four dwellings on Crooks street, to cost \$4,000; architects, R. and J. Poag.

HEATING AND PLUMBING NOTES.

Chas. A. Jones, plumber, Victoria, B. C., has sold out to A. J. Mallett.

Cadieux & Giroux, plumbers, St. Cune-gonde, Que., have been registered.

Parnell & Bald, plumbers, St. Catharines, Ont., have dissolved partnership.

**The BRILLIANT and SHELBY
LAMPS**

will give you

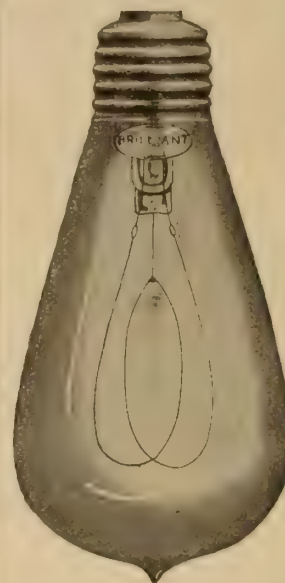
The Cheapest
Light
The Most Use-
ful Light.

TRY
THEM.

**Ontario
Lantern
Co.,**

HAMILTON,
ONT.

WALTER GROSE,
Selling Agent.



**"Pullman"
Lawn Sprinkler**

IS YOUR
ORDER IN ?

Send for Folder No. 14.
PULLMAN MFG. CO.
Rochester, N.Y., U.S.A.

GUELPH

Business College

The Broadest Curriculum of Studies. The Highest Standard of Excellence. The Best Practical Results.
MALCOLM MACCORMICK, B. A., Principal, GUELPH, ONT.

There is no finer METAL
POLISH than

"SOLARINE"

Our special proposition will both
prove this and interest you.

WRITE FOR OUR SPECIAL PROPOSITION.

"Solarine" 60 George St., TORONTO.



*"BUILD TO-DAY THEN,
STRONG AND SURE.
WITH A FIRM AND
AMPLE BASE."
— Longfellow.*

DO YOU?

*WISH THUS TO BUILD
an
advertisement
in the
CONTRACT-
RECORD,*

TORONTO
*will bring you
tenders from the
best contractors.*

WE HAVE reserved space at the South Entrance of the Manufacturers' Building for our travellers to meet the trade, our customers and their friends, and give information about our line of

Sheet Metal Building Materials.

We will be pleased to help you to enjoy the Exhibition. Make any use you can of us.

The Metal Shingle & Siding Co.

LIMITED.

PRESTON, ONT.

STOVES AND TINWARE

MARGIN OF PROFIT

IN an address before the Michigan Hardware Dealers' Association, Fred J. Cook, one of the members, made the following timely remarks: The stove department of the hardware business, in my opinion, does not pay a cent profit to the average dealer, and it certainly should. A stock of stoves runs into money and a large expense is incurred in handling them, and how often sales are made at 10 per cent margin when the actual expense is more. In my opinion a stove should never be sold at less than 25 per cent margin and the custom of throwing in this and that article should be stopped. Bazaar, department and dry goods stores do not usually handle stoves because of the investment and labor involved. They want us to handle all the undesirable lines and they pirate upon our shelf and case goods, where the investment and labor is less and profits more. Do you not think we should stand with our neighbor hardwareman in maintaining satisfactory prices on all these goods which we only keep and thus enable us to meet their price cutting on shelf, etc., goods? How often we pay a man \$10 per week to black and set up stoves and our charge for doing so is so small that the dry goods clerk getting \$5 per week feels he cannot afford to soil his hands in blacking a stove when he can get the hardwareman to do it for the cost of the blacking material nearly. I speak of this to illustrate the many things we do at a less margin than we can afford to do and no one to blame but ourselves, competition not forcing us to do so, simply one hardwareman cutting the other's throat and the chickens always come home to roost.

HOW TO SET AND OPERATE A STOVE.

The following directions for setting and operating their stoves and ranges are given by Clare Bros. & Co., Preston, Ont., and Winnipeg, in their catalogue:

See that the flue stoppers back of the ash pan, in the bottom or at the back of the stove are in place.

See that the chimney is free from soot and all obstructions.

The top of chimney should be higher than any other part of the house or im-

mediate surroundings and trees should never hang over it.

All openings into your chimney flue except that which the pipe enters must be closed, and the space around the pipe where it enters the chimney should be made perfectly tight.

Do not push the pipe too far into the chimney.

Have the pipe the same size as pipe collar the entire length.

Examine carefully the arrangement of the dampers before starting the fire.

The flues at the back and bottom of the oven should be kept free from soot and ashes, which obstruct the draft and impair the operation of the oven. In a coal stove this requires to be done about once a week.

In stoves or ranges with reservoirs it is well to take out the reservoir for a moment before starting the fire and examine the workings of the reservoir damper. In this way all confusion as to opening or closing of the reservoir damper is avoided.

The reservoir damper should always be closed while baking.

THE PEASE FURNACE CO., LIMITED

The Pease Furnace Co., of Toronto, have found it necessary to increase both their plant and their capitalization owing to the growth in this business. The Sheridan Mfg. Co., of New Toronto, has been merged with the Pease company, and John T. Sheridan becomes president of the reorganized concern, succeeding the late Dr. Lee. Mr. D. J. McKinnon, vice-president of The McKinnon Dash Co., of Buffalo, and director in The McKinnon Dash & Metal Works, of St. Catharines, Ont., has identified himself with the Pease interests and becomes 1st vice-president and treasurer. The other officers are J. W. Johnson, 2nd vice-president, and W. G. Jones, secretary. Property adjoining the present plant has been purchased and new buildings will be erected. Mr. McKinnon is moving from his fruit farm at Grimsby to Toronto, and will devote the greater part of his time to the affairs of the company.

A LARGE ROOFING CONTRACT.

The roofing contract for the new Manufacturers' Building at the Toronto Exhibition grounds fell to A. B. Ormsby & Co., Toronto. This building is 450 x 170 feet,

and the metal tiling and skylights required constituted a goodly order. Visitors to the Fair will view with interest this fine piece of work. The same company supplied the 8-foot diameter globes that adorn the entrance to the building.

TO WELCOME THEIR CUSTOMERS.

For some years past The Gurney Foundry Co., Limited, of Toronto, have kept open house at their foundry for their friends and customers who visited Toronto during Exhibition time. This year they have taken a section in the Stove Building on the Exhibition grounds, yet they will also be pleased to see their customers at their foundries, where they are always welcome. This year there is an extra inducement. The company's new foundry at Toronto Junction is the particular attraction. Its new, up-to-date machinery is certainly worth a visit to the Junction.

NOTES OF THE TRADE

It is reported that J. J. Dormer, Mordean, Man., has sold his foundry to Alex. McGilvern.

Frank Knox, tinsmith, Bowmanville, Ont., died recently from injuries caused by an accident which befell him in Tilsonburg, while repairing an eavetrough.

The Allan Foundry, of Carleton, N.B., has been purchased by Wm. Binchof and G. H. Waring, who intend organizing a joint stock company to be called The Union Foundry Co. It is intended to install new machinery.

Owing to their greatly increased business in the last few years The Wm. Buck Stove Co., of Brantford, have found it necessary to go in much larger premises and are building a new factory and large moulding shops on the new line of the G.T.R. The shops throughout will be equipped with the latest and most up-to-date machinery. The company expect to be in working in their new quarters by the first of the year.

The Grand River Metal Co., of Galt, Ont., are just placing on the market a very good carpet stretcher, to be used in laying carpets. It not only does the work very effectively and easily, but is quite inexpensive, the dealer being able to retail it at 40c. and still leave a very good margin.

Established 1860.

Incorporated 1895.

STOVE BOARDS



Lithographed in Colors,
Artistically Decorated, also
Made Crystallized.



Seamless, with Seamless
Corners,
Well Finished, New Designs

PRICES ON APPLICATION.

The Thos. Davidson Mfg. Co., Limited, Montreal.

COAL HODS, FIRE SHOVELS, STOVE PIPES, ELBOWS, LANTERNS, Etc.

Don't Miss Our Exhibit

We will be especially pleased to see all our friends and customers at our exhibit in the Stove Building on the Toronto Exhibition Grounds. We have an interesting display there for you.

Our foundries are also open for your inspection. We would particularly like to show you over our new foundry at Toronto Junction---there is much that will interest you there.

The Gurney Foundry Co., Limited,

TORONTO,

WINNIPEG,

VANCOUVER.

The Gurney-Massey Co., Limited, Montreal.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

NOTE: Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, HARDWARE AND METAL.

Edited by

W. Arthur
Lydiatt,

TORONTO.

The Business Man who does not Advertise is mighty apt to go home tired at night, but not from overwork.

A VERY successful retail advertiser has said, "I do a great deal of advertising, yet never make two ads alike."

Changing the style of one's regular advertising space is undoubtedly a profitable plan. I have said, "adopt a good style and then stick to it," but I might have added, "until you strike a better."

A retailer should never allow the same copy to run twice in a newspaper, any more than he should distribute the same handbill or circular to day that he used a week ago or last month. Advertisers should learn to look upon an advertisement as business news. As soon as he gets that idea well impressed upon his mind he will see the inadequateness of yesterday's ad. to

arouse his interest, he will look forward to the next "periodical" issue with a curiosity and expectation which will be of distinct value to the advertiser.

The change that is necessary in this class of advertising is in the contents of the store paper and not in its form. Something bright, something catchy, something interesting, but always with a direct bearing upon the business in hand in the store paper.

In some localities the store paper can be made to do all the work of advertising the store and its merchandise. In others it can be made to do only a part of the work. Newspaper advertisements, mailing cards and other approved methods of reaching the public should be used in conjunction with it. It is impossible for anyone to prescribe exactly what kind of advertising a man's business needs, in general terms. There are certain general principles which apply to all good publicity, but the merchant must study his public and local circumstances and modify general plans to fit local needs.

Advertising is by no means simple; neither is it a mystery. It requires just as much thought and common sense as any department of successful merchandising.

To this fact must be attributed the opinions which some merchants entertain, that advertising is useless and does not pay. They are wrong, of course—the testimony of their more successful follow-merchants who do advertise is proof enough—and the reason, as stated above, is to be found in their inability to do the advertising right.

They may say, "we have copied carefully the methods of people who are supposed to be good and clever advertisers." That may all be, but the man who copies blindly an ad. or a series of ads. from another merchant may miss seeing the very essential point which has made the other man's publicity successful.

And this leads me to remind my readers that it is not all of advertising to write an ad. and place it in the paper. In the Springtime the apple blossoms are among the most conspicuous of the beautiful things, but it would be a wide guess if anybody supposed that the blossom alone is responsible for the fruit which always follows. The apple began far down in the ground,

where the roots are busily preparing for both the blossoms and the ripened fruit.

Oliver Wendell Holmes said, "to make a cultured man you must begin with his great grandfather." In the same way you must begin far back of the ad. itself to make it effective. To be successful the ad. should begin with the buying of goods, with the arrangement of it, with the instructions to the clerks, with the trimming of the window, all these should fit in and lead up to and support the announcement which you make with printer's ink. Then it must be followed up with intelligent salesmanship. Not one merchant in a hundred ever thinks of all this, and yet it is the meat in the cocoanut of advertising.

"Good Work"

To do "good work" there must be, first, good workmen and then good tools. This city abounds in good workmen, and the Blank Hardware Store abounds in the best tools for all classes of skilled mechanics.

The best of the world's makers contribute their best to our stock.

We take pride in exhibiting them to the men who know their merits, and who are able to bring out the "good work" of which they are capable.

See us for all kinds of tools.

**BLANK HARDWARE STORE
TOOLTOWN**

day's needs. Frequent change gives a sense of newness to a regular size space which is oftentimes very refreshing.

By this I do not mean that if you should be publishing a store paper, for instance, you should issue it only once and then substitute some other style of advertising. The very fact that you adopt a newspaper form for your advertisement is a tacit announcement to your public that they may expect other issues at stated intervals, either weekly or monthly. A newspaper is a "periodical," that is, it issues periodically or at certain periods. If you adopt a "periodical" form, you should make it fulfil the expectations aroused by it. If you place simply the month upon your store paper, the reader naturally thinks that next month will see another paper issued. If the contents of this one are such as to

Summer Cooking

People who eat demand just about as much of the cook in summer as in winter.

In summer it is hard on the cooks if they cook the old way.

But the same, and even better, cooking can be done on an oil or gas stove—and with much less distress to the cook.

We sell and recommend the Blank Gas Stoves and have some new Blue Flame Wickless Oil Stoves which are sure to interest you.

You can secure attachments in the shape of ovens, etc., by which they can equal any range in cooking capacity.

Come in and see what we have.

**STOVES AND HARDWARE
TORONTO**

Study good advertisements and thus form a good taste in that line. Not all ads. which are found in the magazines are good, any more than are all retail grocers' ads. in the daily or weekly papers good, but you will generally find that at least the typographical work in the magazine publications is worth studying. In studying these ads. you should not take it for granted that all are good and therefore to be copied. Study them rather with a critical eye; put yourself for the time being in the attitude of the casual reader and notice what ad. appeals to you. Then study it and see what it is that has arrested your attention and interested you. The ad. may have faults, but if you can find out what the particular thing about the ad. is that has made you stop and study it, you will certainly have found at least one merit.

Portland Cements

BEST

German, Belgian and English Brands.

Fire Bricks,
Fire Clay,
Flue Linings,
Drain Pipes,
Hard Wall Plaster.
Calcined Plaster,
Wheelbarrows,
Mortar Stains.

A FULL STOCK OF

BUILDERS' and CONTRACTORS' SUPPLIES.

W. McNALLY & CO.

40 to 52 McGill Street,
Corner Wellington St.,

MONTREAL.

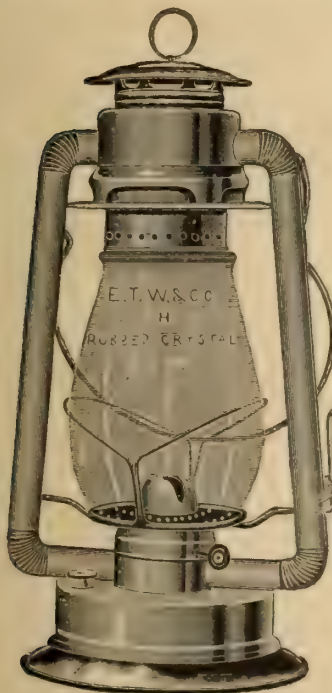
Write for our quotations.



Will Hold Up a Shelf!

That's what a shelf bracket is for.
For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO.,
New Haven, Conn., U.S.A.



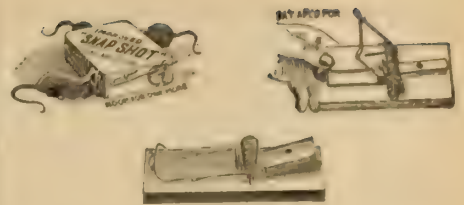
WRIGHT'S No. 4 COLD BLAST LANTERN is THE Lantern
see it and be convinced.
E. T. Wright & Co., Manufacturers, Hamilton and Montreal.

Have you
tried it?
Tried what?
**SELLING
MANTELS.**



This is in your line of business, and it will
pay you.

The Batty Stove & Hardware Co.
76 YORK ST., TORONTO.



**J. M. MAST MFG. CO.'S
RAT and MOUSE TRAPS**

Strongest Traps Made.

Prices Exactly Right.

CANADIAN AGENTS

Edwin H. Grenfell & Co., London, Ont.



BUILDERS' SUPPLIES

Fire Bricks, Fire Clay, etc.

ALEX. BREMNER, 50
Blouery Street, Montreal, Que.



STEVENS

Standard of the World.

OUR LINE

RIFLES, PISTOLS, SHOT GUNS.

No Dealer Can Afford To Be Without Our Arms.

Your Jobber Has Them.

Send for Catalog.

J. Stevens Arms & Tool Co., P.O. Box 217 Chicopee Falls, Mass., U.S.A.

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Gauge.
Steel and Twist Barrels
Superior in Design, Workmanship
and Finish, and the most popular
Gun on the Market.



Simplest
"Take Down"
Gun Made

HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers.
Catalog on request. Worcester, Mass., U.S.A.

THE ADAMS STOVE PIPE REGISTER.



Design Patented
June 29, 1897.

Design Patented
August 31, 1897.

Made by

**The Adams
Company**

Dubuque,
Iowa, U.S.A.



INDUSTRIAL GOSSIP

THE Sudbury Power Co., Limited, Ottawa, has been incorporated with a share capital of \$400,000, to carry on the business of developing, producing, manufacturing, leasing, selling, buying or otherwise dealing in water power and electric, pneumatic and other motive powers, and in electricity, compressed air, and other illuminating, heating and power producing agencies. The provisional directors are A. W. Fraser, J. G. Turriff, H. A. Burbridge, J. G. Gibson, and A. A. Fraser, all of Ottawa.

The Collingwood Steel Shipbuilding Co., of Collingwood, Ont., have successfully launched the large steel steamer, Midland King, built for The Midland Navigation Co. She is a sister ship to the Midland Queen, and has a grain carrying capacity of 200,000 bushels. Her dimensions are 375 feet over all, 48 feet beam and 28 feet depth of hold.

The Sunbeam Incandescent Lamp Company of Canada, Limited, St. Catharines, Ont., has been incorporated with a share capital of \$100,000, to manufacture and sell incandescent lamps and other electrical apparatus and material. The provisional directors are G. C. Loveys, C. S. MacInnis, B. Osler and A. M. Stewart, all of Toronto.

The Safety Fruit Picker Co., of Ontario, Limited, Hamilton, has been incorporated with a share capital of \$20,000, to manufacture and sell fruit pickers and all designs of a cognate nature. The provisional directors of the company are: W. H. Coon, Rochester; C. E. Holland, G. A. Graham, W. T. McElroy, all of Toronto; and J. M. Widdicombe, Hamilton.

The Rainy River Paper and Pulp Company has secured a timber concession of 210 square miles from the Ontario Government. The company intends erecting a thirty-ton mechanical pulp mill and a fifteen-ton chemical mill. A saw mill to do general lumbering business will also be erected. The company is now making preliminary surveys for flumes, dams and mills.

On August 22 an explosion occurred in the packing house of The Ontario Powder Company's plant, Hamilton, and the building and three men, who were in the building at the time, were literally blown to pieces. No other buildings of the plant were injured. The company have operated a plant composed of frame buildings there for many years and this is the first accident that has occurred.

The Thornbury Gasoline Engine and Foundry Co., Limited, Thornbury, Ont., has been incorporated with a share capital of \$5,000, to manufacture and deal in

gasoline and gas engines and motors, steam-engines, electrical-motors, machinery, vehicles and foundry appliances. The provisional directors are: H. A. Carmichael, Thornbury, and D. Carmichael and Mary Carmichael, township of Aldborough, in Elgin county.

The Consolidated Stores Co., Limited, Toronto, has been incorporated with a share capital of \$50,000, to manufacture and deal in all goods, wares and merchandise handled by wholesale and retail grocers, and to carry on a warehouse and cold storage business. The provisional directors are: Wm. Eacrett, Malcolm Ferguson, H. J. Jones, E. L. Liddicott and W. J. Smith, all of Toronto.

The Colonial Development Co., Limited, Toronto, has been incorporated with a share capital of \$50,000, to develop and improve lands, to supply seeds, to manufacture and deal in implements and fertilizer and to provide for the transportation and storage of the products of the soil. The provisional directors are J. S. Lovell, Robert Gowans, S. R. Wilkie, E. H. McNeill and Richard Richardson, all of Toronto.

The Peterborough Turf Club, Limited, Peterborough, Ont., has been incorporated with a share capital of \$2,500, to construct and maintain a driving park and to promote and encourage lawful athletic games and exercises. The provisional directors of the company are J. M. Brooks, Arthur Rountree, R. J. Munro, R. H. Jackson, John Clancy, G. M. Graham and Alexander Elliott, all of Peterborough.

The International Harvester Co., will erect three more large buildings in Hamilton, one of them to be a binder twine factory of the largest and most improved style, provided that suitable arrangements can be made with the Street Railway Co., and the Radial Electric Co., about the transportation of workmen to the works. The Street Railway Co. have agreed to expend \$50,000 in double tracking their line to the Harvester Co.'s works, so that the building will probably be commenced at once.

NOTES.

The Play Goers' Club, Vancouver, has been incorporated.

The Tourist Association, of Victoria, has been incorporated.

Hobson & Co., Limited, Vancouver, have been incorporated.

The Builders' Supply Co., Limited, Winnipeg, has been incorporated.

The Henderson Directories, Limited, Winnipeg, has been incorporated.

The Safety Nut Lock Co., Limited, Winnipeg, has been incorporated.

The Winnipeg and Edmonton Land Co., Limited, Winnipeg, has been incorporated.

The Luke Creek Gold and Copper Mining Co., Limited, Vancouver, has been incorporated.

It is reported that The Acadia Coal Co., Pictou, N.S., will construct a new pier this coming Winter.

D. Knechtel, Hanover, Ont., expects to expend \$50,000 on improvements to his cement plant this Fall.

The Waterous Engine Works Co., Brantford, Ont., are negotiating to acquire a portion of the Jex property.

The extension to The Massey-Harris works at Brantford, Ont., has been decided upon, and work will be commenced at an early date.

The Sun Cement Works, Owen Sound, Ont., were closed down recently for a few days, owing to an accident to the marl drying kiln.

It is expected that work will be commenced on the large plant for the War Eagle-Centre Star mines in the Rossland district very shortly.

The Verity Plow Co., Brantford, Ont., are installing a new engine and boiler, and also a new heater, to accommodate which the boiler-room is to be enlarged.

The Cape Breton Coal, Iron & Railway Co. is reported to have purchased a complete electrical mining equipment which will be, it is said, the first to be used in the province.

John Judge, of Kingston, who has been in the employ of the K. and P. Railway Co. for 28 years, has been appointed superintendent of the construction of the Temiscaming Railway.

The new saw mill erected by The John Harrison & Sons Co., Limited, Owen Sound, Ont., has commenced operations. The mill has a capacity of 1,500 ties per day and employs some 20 hands.

Mackenzie & Mann have completed arrangements for the construction of a new line of railway from Montreal up into the northern portion of the province of Quebec. The line will be fully 600 miles in length.

The Cape Breton Railway are considering an offer of \$15,000 per mile, made by The Mackenzie & Mann Railway Co., for the railway just completed from Port Hawkesbury and St. Peters, a distance of 32 miles.

The Ham & Nott manufacturing Co., Brantford, Ont., who at present manufacture refrigerators, are going into the manufacture of bedroom suites, and to facilitate this they are erecting a \$3,000 addition to their plant.

It is reported that The Midland Railway Co., which has purchased the Victoria Beach Railway in course of construction from Digby, N.S., to Middleton, N.S., are about

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables— Emlyn Engineering Works,
Machinery," Newport. NEWPORT, MON., ENGLAND.

ONTARIO SILVER CO.,

Limited,

NIAGARA FALLS, CANADA.

Manufacturers of **FLATWARE, CUTLERY and ELECTRO PLATE.**

Ask for our Catalogue and Quotations.



Steward & Romaine Mfg. Co.

EXPANSION and TOGGLE BOLTS

For fastening all kinds of material to Brick, Stone or Cement,

124 North Sixth St., Philadelphia, Pa.

ONTARIO WIND ENGINE & PUMP CO.,
Limited.

CALVANIZING.

Phone
Park 822
Atlantic Ave., Toronto

STOVE BRICK

Fire Clay and Asbestos, Furnace Cement.

All kinds of Fire Clay products made to order from patterns. Write for Price List.

JONES BROS., BRACONDALE, P.O., ONT.
(NEAR TORONTO)

Worth Dollars

to you and us for you to know that we cut to any size

BRASS and COPPER SHEETS, RODS AND TUBES.

Write us for more information.

BOOTH COPPER CO.

119-123 Queen St., East
TORONTO. Limited

The Toughest Wrapping Paper

is the cheapest. Our brown and manilla possess these qualities to an unusual degree.

Full Weight.

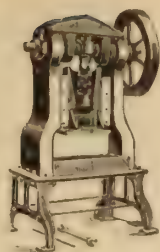
Full Count.

— All Orders Promptly Filled —

Canada Paper Co., Limited

TORONTO MONTREAL.

HARDWARE AND METAL



G. A. Crosby & Co. of Ontario,
SARNIA, ONT. LIMITED

Manufacturers of

Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal

H. W. Petrie, 141-145 Front Street West, TORONTO - Selling Agent.

MORGAN

This name on Whips means the perfection of Quality, Workmanship, Durability. Is the Morgan Label on the whips you sell?

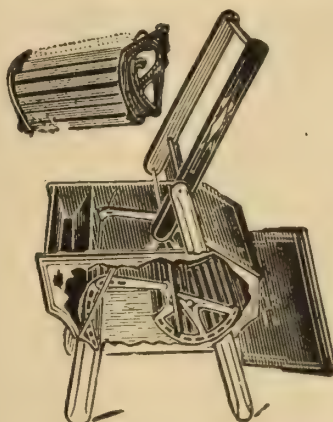
THE MORGAN CO., Limited, TORONTO.

STANLEY RULE & LEVEL CO.,

NEW BRITAIN, CONN., U.S.A.

IMPROVED CARPENTERS' TOOLS

SOLD BY ALL HARDWARE DEALERS.



Vollmar Improved Perfect Washer

It has a most enviable record. A perfection of its kind — will wash more clothes in less time, do it better and easier, with less wear and tear, than any other machine. Prices on application.

COLBORNE, Sept. 10th, 1902.

MESSRS. WORTMAN & WARD MFG. CO., LONDON.

DEAR SIRS:— We have used the washer again and find that further use increased its value to us. The girls are simply delighted with it, as they can do the washing and be presentable for callers if need be.

MRS. R. WEEKS.

The above is a sample of the many kind words said about the Vollmar (Use the street No. when addressing us.)

The Wortman & Ward Mfg. Co., Limited
No. 1500 William Street, London, Ont.

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it virulshes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence invited.**

— OFFICES IN CANADA —

HALIFAX, N.S.
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WINNIPEG, MAN.

MONTREAL, QUE.
TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

to put on a line of steamers from Boston to Digby in competition with the D. A. R.

The Crown Point gold mine on Shoal Lake, near Rat Portage, has been purchased by a Cincinnati company, known as the Black Cat Gold Mining Company. It is thought that operations will be commenced at once.

The Montreal Northern Railway is to be extended to Hudson's Bay; the distance from Montreal to the proposed limit of the railway being between 350 and 400 miles. This extension is to be constructed as quickly as possible.

The National Creamery and Produce Co., Winnipeg, has been incorporated, with a capital of \$30,000, to manufacture cheese and butter. The provisional directors include J. Murray, A. A. Andrews and Jas. Carruthers, Winnipeg.

A joint stock company is being formed to take over the Peter Hay knife works, Galt. Besides increasing the present output of machine knives, it is proposed to branch out into new lines. There will be no change in the management of the enterprise, however.

Through the enterprise of Mr. A. E. Worswick, general manager of The Street Railway Co. of the City of Mexico, Toronto, Montreal and Halifax capitalists have concluded arrangements for the purchase of The Pueblo Light and Power Co., Pueblo, Mexico.

The Rossland papers report that the high-grade ore shoot in the Le Roi mine has been recovered, and that it contains at a depth of 150 feet the same value it gave on the surface. This property will once more become one of the greatest possibilities in British Columbia.

A license has been granted to The Glen Island Company, incorporated in Maine, U.S., to carry on at Glen Island, in the counties of Lennox and Addington, the business of a summer resort company, providing the company use in Ontario a sum no larger than \$50,000.

The Premier Carriage Co., Limited, Toronto, has been incorporated with a share capital of \$40,000, to manufacture and deal in vehicles of all kinds. The provisional directors are J. M. Kerr, E. T. B. Pennefather, Geo. Edwards, F. M. Edwards and A. H. Edwards, all of Toronto.

The Sandford Manufacturing Co., Fenelon Falls, Ont., has been re-organized with Thomas Robson as president and F. Sandford managing director. The other directors are: John Austin, F. McDougall, George Martin and Andrew Black. The erection of the new building will be proceeded with at once.

The Neilson-Robinson Chemical Co., Limited, Napanee, Ont., has been incorporated with a share capital of \$25,000, to manufacture and deal in patent medicines and remedies. The provisional directors

are: J. L. Neilson, J. A. L. Robinson, J. F. Van Every and Charles A. Anderson, all of Napanee.

The foundation of the plant of The International Portland Cement Co. of Hull, Limited, Hull, Que., will soon be completed. The directors have been assured by the manufacturers that the heavy machinery will be delivered within the specified time, and, therefore, there will be no delay in the installation.

The reorganization of the Mikado Gold Mining Company, Ontario, has been completed in England, and the necessary capital has been secured to put it on a sound financial basis. Mining operations will be resumed at the Mikado mine near Rat Portage on Sept. 1, and an additional plant has been installed.

The Hamilton Brewing Association, Limited, Hamilton, has been incorporated with a share capital of \$600,000, to carry on a brewing and malting business. The provisional directors are Alexander Turner, James Turnbull, C. T. Grantham, H. N. Kittson, S. B. Cunningham and J. J. Scott, all of Toronto.

The International Harvester Company, of Chicago, has purchased the extensive iron ore holdings of The Deering Harvester Company on the Mesaba and Baraboo ranges for \$3,500,000. This company will in future manufacture its iron and steel, of which it consumes enormous quantities, from its own ore.

J. M. Scott, W. J. Scott and J. S. Scott have purchased the Victoria Mill property, Fredericton, N.B., from J. R. McConnell. This property comprises a large and well-equipped sawmill. Messrs. Scott also intend erecting a large rotary sawmill on

the Magaguadavic Lake, which they expect to operate next Spring.

The Lake Ontario Steamship Co., Limited, Hamilton, Ont., has been incorporated, with a share capital of \$50,000, to carry on the business of a navigation company in all its branches. The provisional directors are: George Hope, W. C. Hawkins, C. A. Birge and John Moodie, all of Hamilton, and J. I. Davidson, Toronto.

The Canada Malleable and Steel Range Manufacturing Co., Limited, Toronto, has been incorporated, with a share capital of \$50,000, to manufacture and deal in all kinds of stoves, grates and furnaces. The provisional directors are: A. E. Hager, P. J. Meegan, C. M. Meegan, A. F. Winkelmann and J. M. Murphy, all of Toronto.

The Royal Packing Co., Limited, Montreal, has been incorporated with a share capital of \$20,000, to manufacture and deal in condensed, preserved and evaporated fruits and apples. The provisional directors are: E. M. Edgar, W. J. Bellingham, L. L. Edgar, C. F. Hibbert, all of Montreal, and C. H. Cahan, Halifax, N.S.

MORE COMPLIMENTS.

Mr. W. L. Poole, of Poole & Thompson, hardware dealers, Montague, P.E.I., who was one of the delegates to the Maritime Board of Trade Convention at Charlottetown, spoke highly of **HARDWARE AND METAL**. "It is a regular price regulator for us," he said, "and we wouldn't want to get along without it."

The Canadian Hardware Co., of Montreal, have received this week a carlot of Peters' loaded shells and metallic cartridges. They are, therefore, in a position to fill any order for all sizes and quantities.

FINE SHEET IRON AND STEEL

There are many grades of sheet "iron" between black sheet and Wood's Patent-Planished (the modern Russia).

The best rolled product is Wellsville Polished; the best of all is Wood's.

Return a whole sheet for an inch of fault.

Quick service.

American Sheet Steel Company
Battery Park New York

THOS. GOLDSWORTHY & SONS

MANCHESTER, ENGLAND.

EMERY

Cloth Corn Flour

We carry all numbers of Corn and Flour Emery in 10-pound packages, from 8 to 140, in stock. Emery Cloth, Nos. OO., O., F., FF., 1 to 3.

JAMES HUTTON & CO., Wholesale Agents for Canada, **Montreal.**

PUTTY		
Bulk in 50-lb.	1 70	
Bulk in less quantity	1 35	
Bladders in 50-lb.	2 00	
Bladders in 25-lb. boxes or loose	2 25	
25-lb. tins	2 35	
12 1/2-lb. tins	2 50	
Bladders in bulk or tins less than 100 lb.	2 50	

VARNISHES.		
In 5-gal. lots.	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak	1 50	1 50
Furniture, extra	1 10	1 25
No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
shellac, white	2 40	2 50
orange	2 30	2 40
Carpeting, brown japan	1 10	1 20
black japan	1 10	1 20
No. 1	0 85	0 90
Elastilite varnish, 1 gal. can, each	2 75	
Granite floor finish, per gal.	2 75	
Maple Lead coach enamel, size 1, \$1.20; size 2, 70c; size 3, 40c each		
Sherwin-Williams' kopal varnish, assorted case, from 1 gal., \$2.50		

CASTOR OIL.		
British, 1st qual. in cases, per lb.	0 08 1/2	0 09 1/2
small lots	0 10	0 10 1/2

COD OIL, ETC.		
Cod oil, per gal.	0 50	0 55
Pure oil	1 40	
neatsfoot	0 90	

GLUE.		
Common	0 08	0 09
French medal	0 10	0 14
White, extra	0 18	0 22
Gelatin	0 18	0 20
Strap	0 19	0 20
Carpenter	0 12	0 16
Hutton		
Ground		
Colony, genuine		

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 per cent.	
Rim Fire Pistol, discount 40 per cent. American.	
Rim Fire Cartridges, Dominion, 50 and 5 p.c.	
Central Fire Pistol and Rifle, 10 p.c., Amer.	
Central Fire Cartridges, pistol sizes, Dominion, 50 per cent.	
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent.	
Central Fire, Military and Sporting, American, and 5 per cent. for list B. B. Caps, discount 40 per cent., American.	
Loaded and empty shells, "Trap" and "Domestic" grades, 25 per cent. Rival and Nitro, 10 per cent. advance on list.	
Brass Shot Shells, 35 per cent.	
Primers, Dom., 30 per cent.; American, \$1.90.	

Wads	
Best thick white felt wadding, in 4-lb. bags	\$1 00
Best thick brown or grey felt wads, in 4-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 50
Best thick white card wads, in boxes of 500 each, 10 gauge	0 25
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	

Chemically prepared black edge grey cloth wads, in boxes of 250 each	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES.		
Discount 20 per cent.		
ANVILS.		
Wright's, 80-lb. and over	0 10 1/2	
Hay Budden, 80-lb. and over	0 09 1/2	
Brook's, 80-lb. and over	0 11 1/2	

AUGERS.		
Gilmour's, discount 65 and 5 per cent. off list.		

AXES.		
Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 50	10 00

AXLE GREASE.		
Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

BATH TUBS.		
Zinc	6 00	
Copper, discount 15 per cent. off revised list.		

BATHS.		
Standard Enameled.		
5 1/2-inch rolled rim, 1st quality	24 00	
3 1/2 " 2nd "	20 00	

BANDBIT METAL.		
"Tandem," A	per lb.	0 27
" " B		0 21
" " C		0 11 1/2
Frictionless Metal		0 23

Syrause Smelting Works:		
Aluminum, genuine	0 45	
Government, "	0 44	
Tough, "	0 40	
Hard, "	0 40	
Dynamo	0 30	
Special	0 25	
Harmony	0 22	
Car Box	0 20	
Extra	0 15	

The Canada Metal Co.:		
Imperial, genuine	0 40	
Metallic	0 30	
Heracles	0 20	
Star	0 12	
No. 1	0 10	
No. 2	0 06	
No. 3	0 06	
No. 4	0 05	

BELLS.		
Hand.		
Brass, 60 per cent.		
Nickel, 55 per cent.		

Cow.		
American make, discount 63 1/2 per cent.		
Canadian, discount 45 and 50 per cent.		

Door.		
Gongs, Sargent's	5 50	8 00
Peterboro', discount 46 per cent.		
Farm.		
American, each	1 25	3 00

House.		
American, per lb.	0 35	0 40

BELLINGS.		
Hand, per doz	3 35	4 75
Moulders, per doz	7 50	10 00
Blacksmiths', discount 10 per cent.		

BELTING.		
Extra, 60 per cent.		
Standard, 60 and 10 per cent.		
No. 1, not wider than 6 in., 60, 10 and 10 per cent.		
Agricultural, not wider than 4 in., 75 per cent.		

BITS.		
Auger.		
Gilmour's, discount 60 and 5 per cent.		
Rockford, discount 50 and 10 per cent.		
Jennings' Gen., net list.		
Car.		
Gilmour's, 47 1/2 to 50 per cent.		

Expansive.		
Clark's, 40 per cent.		
Gimlet.		
Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND RED STAPLES.		
All sizes, per lb.	0 07 1/2	0 12

BOLTS AND NUTS.		
Carriage Bolts, common (\$1 list) 50 and 10		
" " full sq. (\$2.40 list) 55 and 10		
" " Norway Iron (\$3 list) 55 and 10		
Machine Bolts, all sizes	50, 5 and 10	
Plough Bolts	50, 5 and 10	
Blank Bolts	50, 5 and 10	
Bolt Ends	50, 5 and 10	
Sleigh Shoe Bolts	65, 5 and 10	
Coach Screws, cone point	66 1/2 and 10	
Nuts, square, all sizes, 3 1/2c. per lb. off.		
Nuts, hexagon, all sizes, 4c. per lb. off.		
Stove Rods, per lb., 5 1/2 to 6c.		

ROOT CALKS.		
Small and medium, ball	per M.	4 25
Small heel		4 50

BRIGHT WIRE GOODS.		
Discount 62 1/2 per cent.		

BROILERS.		
Light, discount 65 to 67 1/2 per cent.		
Reversible, discount 65 to 67 1/2 per cent.		
Vegetable, per doz., discount 37 1/2 per cent.		
Henis, No. 8	per doz.	6 00
Henis, No. 9		7 00
Queen City		7 50

BUTCHERS' CLEAVERS.		
German	per doz.	6 00
American		12 00
		20 00

BUTCHER KNIVES.		
Bailey's	per doz.	0 60
		6 30

BUILDING PAPER, ETC.		
Tarred Felt, per 100 lb.		1 55
Ready roofing, 2-ply, not under 45 lb. per roll		9 90
Ready roofing, 3-ply, not under 65 lb. per roll		15
Carpet Felt	per ton	45 00
Heavy Straw Sheathing	per ton	35 00
Dry Sheathing	per roll, 400 sq. ft.	0 40
Tar	400 "	0 50
Dry Fibre	400 "	0 55
Tarred Fibre	400 "	0 65
O. K. & I. X. L.	400 "	0 70
Resin-sized	400 "	0 45
Oiled Sheathing	600 "	1 00
Oiled	400 "	0 70
Roof Coating, in barrels	per gal.	0 17
Roof " small packages		0 25
Refined Tar	per barrel	5 00
Coal Tar		4 00
Coal Tar, less than barrels	per gal.	0 15
Roofing Pitch	per 100 lb.	1 10

BULL RINGS.		
Copper, \$2.00 for 2 1/2-inch, and \$1.90 for 2-inch.		

BUTTS.		
Wrought Brass, net revised list.		
Cast Iron.		
Loose Pin, discount 80 per cent.		

Wrought Steel.		
Fast Joint, discount 65, 10 and 2 1/2 per cent.		
Loose Pin, discount 65, 10 and 2 1/2 per cent.		
Berlin Bronzed, discount 70, 70 and 5 per cent.		
Gen. B rounded	per pair	0 40 0 65

CARPET STRETCHERS.		
American	per doz.	1 00
Bullard's		6 50

CASTORS.		
Red, new list, discount 55 to 57 1/2 per cent.		
Plate, discount 52 1/2 to 57 1/2 per cent.		

CATTLE LEADERS.		
Nos. 31 and 32	per gross	8 50 9 50

CHALK.		
Carpenters' Colored, per gross	0 45	0 75
White lump	per cwt.	0 60 0 85
Red		0 05 0 06
Crayon	per gross	0 14 0 18

CHISELS.		
Socket, Framing and Firmer.		
Broad's, discount 60 and 10 per cent.		
Warnock's, discount 50 and 10 per cent.		
P. S. & W. Extra, discount 60 and 10 per cent.		

CHURN.		
Revolving Churns, metal frames—No. 0, \$8. No. 1, \$8.50; No. 2, \$9.00; No. 3, \$10.00 No. 4, \$12.00; No. 5, \$16.00 each. Ditto wood frames, 20c. each less than the above Discounts: Factories, 30 and 30 per cent. f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. Terms 4 months or 3 per cent. cash in 30 days.		
Churn frames, including bearings, levers, etc. Nos. 0, 1, 2 and 3, wood, \$2.40; and 4 and 5, \$2.65. Metal frames, 25c. extra. Discount 15 per cent., net 30 days.		

CLIPS.		
Axle, discount 65 per cent.		

CLOSETS.		
Plain York or Ontario Syphon Jet		\$9 60
Emb. "		10 20
Fittings		1 00
Plain Elgin or Teu. Syphon Washout		6 00
Emb. "		6 60
Fittings		1 25
Low Down Elgin or Teutonic, plain		6 00
Low "		6 50
Plain Richelieu		4 25
Emb. "		4 50
Connections		1 25
Low Down Ontario Syphon Jet, plain		11 70
Low "		12 30
Closet connection		1 25
Basins, P.O., 14-in.		0 70
Basins, oval, 17 x 14-in.		1 50
Basins, " 19 x 15-in.		2 25

COMPASSES, DIVIDERS, ETC.		
American, discount 62 1/2 to 65 per cent.		

CONDUCTOR PIPE.		
Plain or Corrugated.		
2-inch	per 100 feet	3 00
3 "		4 00
4 "		5 25
5 "		6 75
6 "		9 00

CRADLES, GRAIN.		
Canadian, discount 20 to 25 per cent.		

CROSSCUT SAW HANDLES.		
S. & D., No. 3	per pair	0 17 1/2
S. & D., " 5		0 22 1/2
S. & D., " 6		0 15
Boynton pattern		0 20

DOOR SPRINGS.		
Torrey's Rod (15 p.c.), per doz.		2 00
Coil		0 88 1 60
English		2 00 4 00

DRAW KNIVES.	
Coach and Wagon, discount 50 and 10 per cent.	
Carpenters' discount 60 and 10 per cent.	

SOMETHING FOR NOTHING

You can have our Samples and Price List by simply asking for them.

We advertise our Wire-Edged Ready-Roofing extensively in the 'Farming Journals, and in all cases we tell the consumer to buy from his local Hardware Merchant

Who do you think will benefit by our advertising, the Hardware Merchant who has our Samples and Prices, or the one who hasn't?

The Paterson Mfg. Co., Limited

Toronto and Montreal.

DRILLS.			Fork.			KETTLES.			SAIL PULLERS.		
Hand and Breast.			C. & B., discount 40 per cent., revised list.			Brass spun, 7½ per cent. discount off new list			German and American		
Miller's Falls, per doz., net list.			Hoe.			Copper			1 75 3 50		
DRILL BITS.			C. & B., discount 40 per cent., revised list.			American, 60 and 10 to 45 and 5 per cent.			SAIL NETS		
Morse, discount 37½ to 40 per cent.			Saw.			Lock, Canadian dis. 40 to 40 and 10 per cent			Square, round and octagon,		
Standard, discount 50 and 5 to 55 per cent.			Plane			Cabinet, trunk and padlock.			per gross		
FAUCETS.			American			American			1 00 2 0		
Common, cork-lined, discount 35 per cent.			per gross 3 15 3 75			KNOBS			POULTRY NETTING		
FAVETROUGHS.			Hammer and Hatchet.			Door, japanned and N.P., per			2-in. Mesh, 19 w.g., dis. 60 per cent.		
10-inch			Canadian, discount 40 per cent.			doz. 1 50 2 50			2-in. Mesh, 16 w.g. and heavier, 50 per		
ELBOWS (stovepipe.)			Cross-Cut Saws.			Bronze, Berlin			OAKUM		
and 6-inch, common			Canadian			Bronze, Genuine			U.S. Navy		
7-inch			per pair			Shutter, porcelain, F & L.			per 100 lb.		
Polished, 15c. per dozen extra.			doz. pairs.			screw			Plumbers		
ESCUTCHEONS.			HANGERS.			White door knobs			1 00		
Discount 40 per cent.			Steel barn door			Net prices.			OILERS.		
ESCUTCHEON PINS.			Stearns, 4-inch			LAMP WICKS			McClary & Model, galvanized		
Iron, discount 40 per cent.			5-inch			Discount, 60 per cent.			oil can, w/h pump, 5 gallon,		
FACTORY MILK CANS.			Lane's covered			LANTERNS.			per dozen		
Discount off revised list, 40 per cent.			No. 11, 5-foot run			Cold Blast			Zinc and tin, discount 50, 50 and 10 per cent		
FILES AND RASPS.			No. 11, 10-foot run			No. 3, "Wright's"			Copper		
Great Western			No. 12, 10-foot run			Ordinary, with O. burner			per doz. 1 25 3 50		
Arcade			No. 14, 15-foot run			Dashboard, cold blast			Brass		
Kearney & Foot			Lane's O.N.T. track, per foot			No. 0			1 50 3 50		
Disston's			Discount 60 per cent.			Japanning, 50c. per doz. extra.			Malleable, discount 25 per cent		
American			HATCHETS.			LEMON SQUEEZERS.			GALVANIZED PAIRS		
J. Barton Smith			Canadian, discount 40 to 42½ per cent.			Porcelain lined			Duffin pattern pails, discount 45 per cent		
McClellan			HAT ENAMEL			Galvanized			Flaring pattern, discount 45 per cent		
Eagle			Hen derson & Potts "Anchor Brand			King, wood			Galvanized washtubs, discount 45 per cent		
Nicholson, 60 and 10 to 60, 10 and 5			HINGES.			King, glass			PIECED WARE		
Royal			Blind, Parker's, discount 16½ per cent			All glass			Discount 40 per cent. off list, June, 1899		
Globe			Heavy T and strap, 4-in., per lb.			Fish			10-qt. flaring sap buckets, discount 40 per cent		
Black Diamond, 60 and 10 to 60, 10 and 5 per			" " 5-in., "			Chalk			6, 10 and 14-qt. flaring pails, dis. 40 per cent		
cent.			" " 6-in., "			Woodyatt, 12-in. wheel			Creamer cans, discount 40 per cent		
Nicholson File Co.'s "Simplicity" file handle,			" " 8-in., "			Star			PICKS		
per gross 85c. to \$1.50			" " 10-in., "			Daisy			Per dozen		
GLASS.			Light T and strap, discount 65 and 5 per cent			Philadelphia, 12-in. wheel			PICTURE NAILS.		
Window.			Screw hook and hinge			Ontario, " wheel			Porcelain head		
Box Price.			6 to 10 in.			Discount, 50 per cent.			Brass head		
Star.			12 in. up			Maxwell & Sons:			PICTURE WIRE.		
D. Diamond			Spring			10-in. high wheel			Tin and gilt, discount 75 per cent.		
Per 50 ft. 100 ft.			HOES.			9 in.			FINE TAR.		
Under 25			Garden, Mortar, etc., discount 60 per cent.			8 in.			½ pint in tins		
25 to 40			Planter			Discount 50 per cent.			1 " "		
41 to 50			HOLLOW WARE.			LOCKS.			PLANES.		
51 to 60			Discount 45 and 5 per cent.			Canadian, 40 to 40 and 10 per cent			Wood bench, Canadian discount 40 per cent.,		
61 to 70			HOOKS.			Russell & Erwin			American discount 50 per cent.		
71 to 80			Cast Iron.			Eagle, discount 30 per cent.			Wood, fancy Canadian or American, 37½ to		
81 to 85			Bird cage			English and Am.			40 per cent.		
86 to 90			Clothes line			Eagle, discount 20 to 25 per cent.			PLANE IRONS.		
91 to 95			Harness			MACHINE SCREWS.			English		
96 to 100			Hat and coat			Flat head, discount 25 per cent.			FLIERS AND NIPPERS.		
A discount of 25 per cent. is offered on			Chandelier			Round head, discount 20 per cent.			Button's genuine, per doz. pairs, discount		
"Double Diamond."			Wrought Iron.			MALLET.			37½ to 40 per cent		
GAUGES.			Wrought hooks and staples, Canadian dis-			Tin Smiths			Button's imitation		
Marking, Mortise, Etc.			count 47½ per cent.			Carpenters' hickory, "			per doz. 5 00 9 00		
Stanley's, discount 50 to 55 per cent.			Wire.			Lignum Vitae			German		
Wire Gauges.			Hat and coat, discount 45 per cent.			Caulking, each			PLUMBERS' BRASS GOODS.		
Winn's, Nos. 26 to 33			Belt			MATTOCKS.			Standard Compression work, dia. 60 per cent.		
HALTERS.			Screw, bright, discount 55 per cent.			Canadian			"J.M.T." Cushion work, discount 50 per cent.		
Rope, 1-inch			HORSE NAILS.			MEAT CUTTERS.			Filler work, discount 65 per cent.		
Rope, 1½			"C" brand, 40, 10 and 7½ per cent. off list			American, discount 33½ per cent.			6 dozen lots and over of the above, extra dis-		
Rope, 1 to 1-inch			"M" brand, 50, 10 and 5 per cent.			German, 15 per cent.			count 10 per cent.		
Leather, 1-inch			Countersunk, 57½ per cent.			Gem			Lever handle Stops and Waste, discount 60		
Leather, 1½			"Monarch," 50 per cent.			MILK CAN TRIMMINGS			per cent. With, in lots of 2 dozen and over		
Web			"Peerless" 50 per cent. dis.			Discount 25 per cent.			an extra discount of 10 per cent.		
HAMMERS.			HORSESHOES.			SAILS.			"J.M.T." Globe, Angle and Check Valves,		
Nail.			F.O.B. Montreal			Cut.			discount 55 per cent.		
Maydole's, discount 5 to 10 per cent. Canadian			No. 2 No. 1			Wire.			Standard Globe, Angle and Check Valves,		
discount 25 to 27½ per cent.			and			2d and 3d			discount 60 per cent.		
Tack.			larger smaller.			3d			Patent Quick-Opening Valves, discount 65		
Magnetic			Light, medium and heavy			4 and 5d			per cent		
per doz. 1 10 1 20			Snow shoes			6 and 7d			No. 1 compression bath cock		
SI ge.			Steel Shoes.			8 and 8d			No. 4		
Canadian			Light			10 and 12d			No 7 Fullers		
Ball Peen.			Featherweight (all sizes).			16 and 20d			No 4½		
English and Canadian, per lb. 0 22 0 25			F.O.B. Toronto, Hamilton, London and			24, 40, 50 and odd (hazel)			Patent Compression, Cushion		
HANDLES.			Guelph, 10c. per keg additional.			Cut nails in cartels 6c. less.			cock hot and cold		
Aze, 2nd growth, per doz. net			Toe weight steel shoes			Wire nails in cartels are \$2.40.			per doz. 15 00		
tore door			JAPANNED WARE.			Steel-cut nails 10c. extra.			Patent Compression Cushion, bath		
per doz. 1 00 1 50			Discount and 5 per cent. off list, June 1899			Miscellaneous wire nails, discount 75 per cent.			cock, No. 3205		
COOPERS' NAILS.			ICE PICKS.			Coopers' nails, discount 30 per cent.			No. 2205		
Star			per doz. 00 3 25			Square head brass cocks, discount 35 per cent.			Competition Globe, Angle and Check Valve		
Star			per doz. 00 3 25			Discount 70 per cent.			Thompson Smokeless Machine \$25.00		

"Dominion Brand" Tarred Felt and "Gauntlet Brand" Pitch

A roof laid with this combination should LAST a LIFETIME. It's the best material that can be produced—specify when ordering from your dealer.

MANUFACTURED ONLY BY

Lockerby & McComb, 65 Shannon St., Montreal

Bell Telephone Main 1989.

DRESSED SPIKES

Discount 20 per cent.

PULLEYS		
Hutchinson	per doz.	0 55 1 00
Asb	"	0 22 0 33
Saw	"	0 27 1 00
Awning	"	0 35 2 50
PUMPS		
Canadian eastern	"	1 80 3 60
Canadian pitcher spout	"	1 40 2 10
PUNCHES		
Saddlers	per doz.	1 00 1 85
Conductors	"	0 00 13 00
Finners, solid	persct.	0 72
" hollow	per inch	1 00

RANGE BOILERS

Dominion, 30 gallon	net	6 00
" 40 "	"	7 00
" 40 "	"	8 00
Remond's Galvanized, 30 gallon	"	7 40
" 40 "	"	8 40
" 40 "	"	9 60
Copper, 30 gallon	"	22 00
" 40 "	"	24 00
" 40 "	"	28 00

Discount off copper boilers 15 per cent.

RAKES

Wood..... per doz. net 1 20 up.

RAZORS

Elliot's	per doz.	4 00 18 00
Goss Butlers & Co. S.	"	4 00 18 00
Bokers	"	7 50 11 00
King Cutter	"	12 50 15 00
Wade & Butcher's	"	3 50 10 00
Thompson's	"	7 00 12 00
Burrows	"	6 00 12 00
Baily's Brantford	"	10 00 11 00
Carlo Magnific	"	15 00
Griffin Barber's Favorite	"	10 75
Griffin No. 65	"	13 00
Griffin Safety Razors	"	13 50
Griffin Strapping Machines	"	13 50
Lewis Bros. Klean Cutter	"	8 50 10 50

REGISTERS

Discount 40 per cent.

RIVETS AND BURGERS

Iron Rivets, black and tinned, discount 60 and 10 per cent.	
Extras on Iron Rivets in 1-lb. cartons, 1c. per lb.	
Extras on Iron Rivets in 1-lb. cartons, 1c. per lb.	
Copper Rivets, with usual proportion burrs, 45 per cent. discount. Cartons, 1c. per lb. extra cost.	
Copper Burrs only, discount 30 and 10 per cent.	
Extras on Tinned or Coppered Rivets, 1-lb. cartons, 1c. per lb.	

RIVET SETS

Canadian, discount 35 to 37 1/2 per cent.

ROPE, ETC.

Sisal	0 11 1/2
Pure Manila	0 14 1/2
"British" Manila	0 12
Cotton, 5 1/2 inch and larger	0 16
" 5 1/2 inch	0 21
" 1 inch	0 22
Russia Deep Sea	0 15
Jute	0 08
Leaf, Varn, single	0 11
" double	0 11
Sisal hnd cord, 1/2 foot	0 65
" 60 foot	0 60
" 72 foot	0 95

RULES

Boxwood, discount 55 per cent.
Ivory, discount 37 1/2 to 40 per cent.

SADDLIONS

Mrs. Potts, No. 55, polished	per set	0 70
No. 50, nickel-plated	"	0 80

SAND AND EMERY PAPER

B. & A. sand, discount, 40 and 5 per cent.
Emery, discount 40 per cent.
Garrett (Rutten's) 5 to 10 per cent. advance on list.

SAP SPOUTS

Bronzed iron with hooks... per 1,000 9 50

SAWS

Hand, Disston's, discount 12 1/2 per cent.	
S. & D., discount 40 per cent.	
Crescent, Disston's... per foot	0 35 0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.	
Hack, complete... each	0 75 2 75
" frame only... each	0 75

SASH WEIGHTS

Sectional... per 100 lb.	2 25
Solid... per 100 lb.	1 75

SASH CORD

Per lb.	0 22 0 22
---------	-----------

SAW SETS

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne -
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.

SCALES

Gurney Standard, 40 per cent.	
Gurney Champion, 50 per cent.	
Burrow, Stewart & Milne	
Imperial Standard, discount 40 per cent.	
Weight Beams, discount 35 per cent.	
Champion Scales, discount 50 per cent.	
Fairbanks standard, discount 35 per cent.	
" Richelieu, discount 55 per cent.	
Warren's new Standard, discount 40 per cent.	
" Champion, discount 50 per cent.	
" Weightbeams, discount 35 per cent.	

SCREW DRIVERS

Sargent's... per doz.	0 65 1 00
-----------------------	-----------

SCREEN DOORS

Common doors, 2 or 3 panel, walnut stained, 4-in. style... per doz.	6 80
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style... per doz.	7 00
Common doors, 2 or 3 panel, in natural colors, oil finish... per doz.	8 15
3-in. style 20c. per dozen less.	

SCREWS

Wood, F. H., bright and steel, discount 87 1/2 per cent.	
Wood, R. H., bright, dis. 82 1/2 per cent.	
" F. H., brass, dis. 80 per cent.	
" R. H., dis. 75 per cent.	
" F. H., bronze, dis. 75 per cent.	
" R. H., dis. 70 per cent.	

Drive Screws, dis. 87 1/2 per cent.	
Bench, wood... per doz.	3 25 4 00
iron... per doz.	4 25 5 00
Set, case hardened, dis. 60 per cent.	
Square Cap, dis. 50 and 5 per cent.	
Hexagon Cap, dis. 45 per cent.	

SCYTHES

Per doz. net... 6 00 9 00

SCYTHE SNATHS

Canadian, discount 40 per cent.

SHEARS

Bailey Cutlery Co., full nicked, discount 21 per cent.	
Bailey Cutlery, Japan Handles, discount 67 1/2 per cent.	
Seymour's, discount 50 and 10 per cent.	

SHOVELS AND SPADES

Canadian, discount 45 per cent.

SINKS

Cast iron, 16 x 24	0 85
" 18 x 30	1 00
" 18 x 36	1 40

SNAPS

Harness, German, discount 25 per cent.	
Lock, Andrews... each	4 50 11 50

SOLDERING IRONS

1, 1 1/2-lb.	per lb.	37
2 1/2-lb. or over	"	0 34

SQUARES

Iron, No. 493... per doz.	2 40 2 55
No. 494... per doz.	3 25 3 40
Steel, discount 60 to 60 and 5 per cent.	
Try and Bevel, discount 50 to 52 1/2 per cent.	

STAMPED WARE

Plain, discount 75 and 12 1/2 per cent. off revised list.
Retinned, discount 75 per cent. off revised list.

STAPLES

Galvanized	3 25 3 50
Hindostan	2 90 3 15
Coppers, discount 45 per cent.	
Poultry netting staples, discount 40 per cent.	

STOCKS AND DIES

American discount 25 per cent.

STONE

Washita... per lb.	0 28 0 60
Hindostan... slip	0 06 0 07
" " "	0 09 0 09
Labrador... " "	0 13
" " " "	0 15
Turkey... " "	0 30
Arkansas... " "	1 50
Water-of-Ayr... " "	0 10
Seythe... per gross	3 50 5 00
Grind, 2-in., 40 to 200 lb. per ton	25 00
" under 40 lb.	28 00
" under 2 in. thick	29 00

STOVEPIPES

5 and 6 inch, per 100 lengths	7 00
7 inch... "	7 50

ENAMELINE STOVE POLISH

No. 4, 3 doz. in case, net cash	4 80
No. 6, 3 doz. in case	8 40

TACKS, BRADS, ETC.

Carpet tacks, blue	80 and 15
" " " " " " " "	80 and 20
" " " " " " " "	80
Cut tacks, blue, in dozens only	80
" 1 weights	80
Swedes cut tacks, blue and tinned	80 and 10
In bulk	75
In dozens	75
Swedes, upholsterers', bulk	85, 12 1/2 and 12 1/2
brush, blue and tinned	70
Swedes, gimps, blue, tinned and japanned	75 and 12 1/2
Zinc tacks	35
Leather carpet tacks	55
Copper tacks	50
Copper nails	52 1/2
Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blue	65 and 5
Chair nails	35
Patent brads	40
Fine finishing	10
Lining tacks, in bulk	15
" " solid heads, in bulk	75
Saddle nails, in papers	10
in bulk	15
Tufting buttons, 22 line, in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers	30 and 10
in bulk	40
Clinch and duck rivets	45

TAPE LINES

English, ass skin... per doz.	2 75 5 00
English, Patent Leather	5 50 9 75
Chesterman's... each	0 90 2 85
steel... each	0 80 8 00

TINNERS' SNIPS

Bailey's, discount 25 per cent.

THERMOMETERS

Tin case and dairy, discount 75 to 75 and 10 per cent.

TRAPS (steel)

Game, Newhouse, discount 25 per cent.	
Game, H. & N., P. S. & W., 65 per cent.	
Game, steel, 72 1/2, 75 per cent.	

TROWELS

Disston's, discount 10 per cent.	
German... per doz.	4 75 6 00
S. & D., discount 35 per cent.	

TWINES

Bag, Russian... per lb.	0 27
Wrapping, cotton, 3-ply	0 19
" 4-ply	0 23
Mattress... per lb.	0 33 0 45
Staging... "	0 27 0 35

VISES

Wright's... "	0 13 1/2
Brook's... "	0 12 1/2
Pipe Vise, Hinge, No. 1	3 50
" No. 2	5 50
Saw Vise	4 50 9 00

ENAMELLED WARE

White, Princess, Turquoise, Blue and White discount 50 per cent.
Diamond, Famous, Premier, discount 50 and 10 per cent.
Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.

WIRE

Smooth Steel Wire

No. 0-9 gauge	\$2 50
" 10 "	6c. extra.
" 11 "	12c. "
" 12 "	20c. "
" 13 "	30c. "
" 14 "	40c. "
" 15 "	55c. "
" 16 "	70c. "

Add 60c. for coppering and \$2 for tinning.
Extra net per 100 lb. Oiled wire 10c., spring wire \$1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) \$1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks 50c., in 1-lb. hanks 75c., in 1-lb. hanks \$1.

Fine Steel Wire, discount 25 per cent.
List of extras: In 100-lb. lots: No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.65; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$8.50; No. 26, \$9; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extras net—tinned wire, Nos. 17-25, \$12; Nos. 26-31, \$4; Nos. 32-34, \$6. Coppered, 5c. oiling, 10c. in 25-lb. bundles, 15c. in 5 and 10-lb. bundles, 25c. in 1-lb. hanks, 50c. in 1-lb. hanks, 35c. in 1-lb. hanks, 50c. packed in casks or cases, 15c. bagging or papering, 10c.

Brass wire, discount 62 1/2 per cent. off the list.
Copper wire, discount 62 1/2 per cent. net cash 30 days, f.o.b. factory.
Galvanized wire, per 100 lb. Nos. 4 and 5, \$3.70 to \$3.90; Nos. 6, 7, 8, \$3.15 to \$3.35; No. 9, \$2.50; No. 10, \$3.20 to \$3.40; No. 11, \$3.25 to \$3.45; No. 12, \$2.65; No. 13, \$2.75; No. 14, \$3.75 to \$3.95; No. 15, \$4.30; No. 16, \$4.30. Base sizes, Nos. 6 to 9, \$2.27 1/2 f.o.b. Cleveland. In carlots 12c. less.

Clothes Line Wire, regular 7 strand, No. 17, \$4.65; No. 18, \$2.90; No. 19, \$2.60. Hollow 6 strand, No. 17, \$4.30; No. 18, \$2.70; No. 19, \$2.35; No. 20, \$2.30, f.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING

Galvanized barb...	2 80
Galvanized, plain twist	2 90
Galvanized barb, f.o.b. Cleveland, \$2 55 1/2 in less than carlots, and \$2 45 in carlots.	

COILED SPRING WIRE

High Carbon, No. 9...	\$2 75
" No. 11	3 40
" No. 12	2 95

WIRE CLOTH

Painted Screen, per 100 sq. ft., net	1 50
Terms, 3 per cent. off 30 days.	

WASTE COTTON

Colored... per lb.	0
White... "	0 08

WRENCHES

Acmec, discount 35 to 37 1/2 per cent.	
Agricultural, discount 60 per cent.	
Cresc Genuine, discount 29 to 25 per cent.	
Towers' Engineer... each	2 00 7 00
" " " " " "	5 80 6 00
G. & K.'s Pipe... each	3 40
Burrell's Pipe... each	3 00
Pocket... per doz.	0 25 2 90

WRINGERS

Leader... per doz.	30 00 33 00
Royal Canadian... "	24 00
Royal American... "	24 00
Sampson... "	24 00
Lightning... "	27 00

Terms, 4 months, or 3 per cent. 30 days.
WROUGHT IRON WASHERS.
Canadian make, discount 40 per cent.

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Manufacturers of every description of

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The thrashing season will soon be here. It pays at this time of year to stock

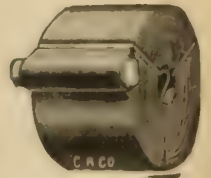
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Endless Rubber Belts

Narrow Belting

Suction Hose

Conducting Hose



Our Extra Star Rubber Thrasher Belt is the standard thrashing belt of Canada. Our Thrasher King Stitched Rubber Belt is a good belt for the money.

THE CANADIAN RUBBER CO.

MONTREAL TORONTO WINNIPEG VANCOUVER

Other Tools are very
good Tools, but

"YANKEE TOOLS"

ARE
BETTER



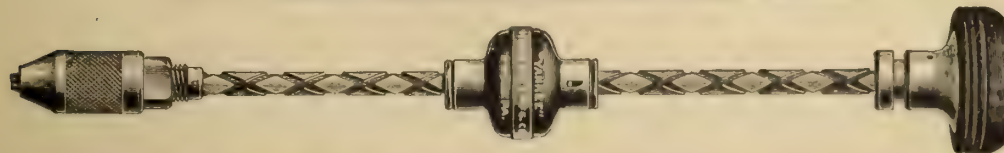
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No. 30. "Yankee" Spiral-Ratchet Screw Driver, Right and Left Hand.



No. 41. "Yankee" Automatic Drill, Eight Drill Points in Handle.



No 50, "Yankee" Reciprocating Drill for Iron, Steel, Brass, Wood, etc.



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Screw Driver.

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tells all about them. Mailed
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**LIGHTNING,
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BLIZZARD
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**Toy Freezers,
Ice Shaves and
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**Fluting Machines,
Hand Fluters.**

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in Canada.**

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Not the cheapest but decidedly the best Washing Machine made.

Five to seven minutes only required for a tubful. The operator need not stand when using it, and there is practically no wear on garments.

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W. L. HALDIMAND & SON, Montreal, - Eastern Agents.

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Quebec,

TRADE MARK.



Four Registered Trade Marks.

BURGON & BALL,
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Eng.,



make all sorts Shears and Sheep Shears. Brand are famous through-world. This cut repre-104 without a wheel, or with a wheel. For Border Wilkinson's excel, 30-inch highest quality all steel patent lock nut, a child them they work so easily. hardware dealer knows quality Wilkinson's Shears for over a century and still Ask your jobber for

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10 1/2 in. high.



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in. high.



Defiance C.B. tilt globe,
15-in. high.



Tilt, 13-in. high.



No. 39 R. R., 11-in. high

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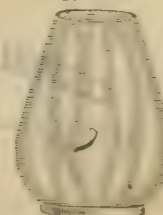
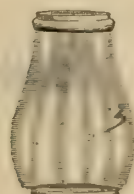
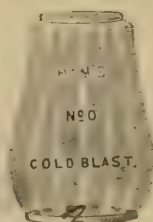
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No. oo.

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Plain No. o.



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Blue No. o.
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ALL KINDS AND FOR ALL PURPOSES.

Manila Rope
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Bolt Rope
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MANILA ROPE,
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BINDER TWINE:

SISAL,
STANDARD,
MANILA.

All qualities and lengths, 500 ft., 550 ft., 600 ft., 650 ft. to the pound.

We guarantee our goods to be absolutely Pure and free from all substances calculated to increase weight. Consumers will find on careful test that our goods are the Most Economical Highest quality, Low prices.

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MANILA ROPE, SISAL ROPE, NEW ZEALAND ROPE, RUSSIAN ROPE, JUTE ROPE, FISHING LINES, NETTING TWINES, PARCEL TWINES, SPUNYARNS & PACKINGS, SAILING ROPES & CORDS.

SAILCLOTH, STEAMER CLOTHS, AWNINGS, TENT CLOTHS, DUCKS, PRESSING CLOTHS, TARPAULINGS, CHEMICAL WATERPROOF, SEAMING TWINES, ROPING TWINES.

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"Dominion Brand" Tarred Felt AND "Gauntlet Brand" Pitch

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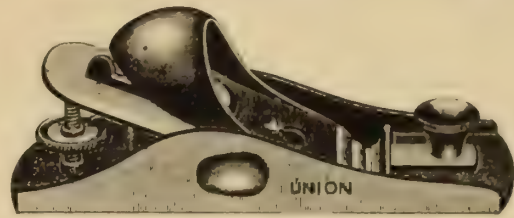
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No. 110.



No. 19 1/2.

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At prices that will suit you. Quality that will please your Customers and bring increased **TRADE.**

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IF WE TOLD YOU

That the SYRACUSE SMELTING WORKS Babbitt Metal and Solder are the best on earth, you would be inclined to view the statement in a sceptical light and consider it off color, but that is exactly what we claim and can prove what we say, not by arguments but by thousands of testimonials from firms who have used it for the last 15 years, and are still using it.

Ask your dealer for the SYRACUSE SMELTING WORKS Babbitt Metal and Solder, and if they don't keep it, send your order direct to us and tell us for what purpose you would want it, and we will send you the right metal at the right price.

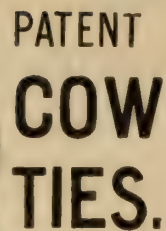
Remember, and don't forget, that the SYRACUSE SMELTING WORKS, Montreal, are the largest Babbitt Metal and Solder manufacturers under the British Flag.

SYRACUSE SMELTING WORKS

MONTREAL, CAN.,

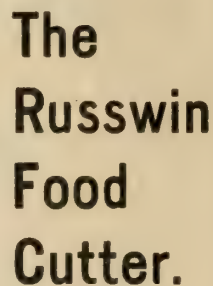
NEW YORK, U.S.A.,

and SEATTLE, WASH.

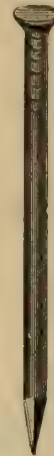


It will pay to

THE B. GREENING WIRE CO.
LIMITED
HAMILTON, ONT. MONTREAL, QUE.

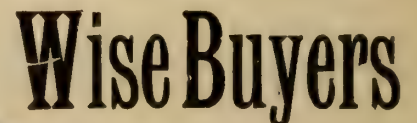


Russell & Erwin Mfg. Co.
New Britain, Conn.



Poultry Netting, Barrel, Blind,
Bed and Fence. Special Staples
made to order.

Long Distance 'Phone to all Departments.



Best Values.

Be Wise and Buy

PERFECTION WIRE CHAINS

**Smoothest
Strongest**
HENCE THE
BEST MADE

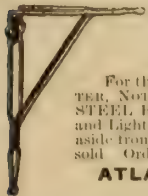
McKINNON DASH & METAL WORKS CO.,
ST. CATHARINES, ONT. Limited
FOR SALE BY LEADING JOBBERS.

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

Established 1854.
Phone Main 1706.

THE GEO. B. MEADOWS

Toronto Wire, Iron and Brass Works Company, Limited,
Manufacturers of Wire Window Guards, Wire Cloth,
Moulders' Riddles, Children's Cots, Bank and Office
Railings, Ornamental Iron Fencing, Window Fix-
tures, Wire Work, Architectural Wrought Iron
Work.
117 King St. West, TORONTO, ONT



Will Hold Up a Shelf!

That's what a shelf bracket is for.
For this purpose there can be NOTHING BET-
TER, NOTHING CHEAPER than the BRADLEY
STEEL BRACKET. It is well Japanned, Strong
and Light. The saving in freight is a good profit,
aside from the lower price at which the goods are
sold. Order direct or through your jobber.

ATLAS MFG. CO.,
New Haven, Conn., U.S.A.

The Dennis Wire and Iron Co.,

LONDON, ONT.

WIRE WINDOW GUARDS
IRON ROOF CRESTING
STABLE FITTINGS
IRON STAIRS
OFFICE AND BANK RAILINGS
METAL SASH BARS

Ornamental Wire, Iron and Brass Work.

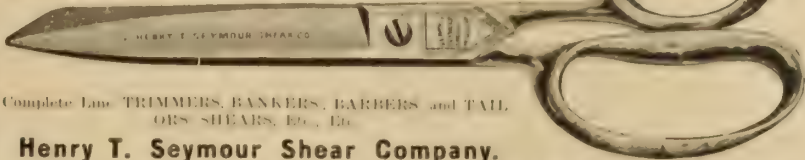
Special Terms to the Hardware Trade.
Send for Catalogue.



SEYMOUR SHEARS

HAVE BEEN THE
Standard for over Half a Century.
"QUALITY UNQUESTIONED."
Each pair of our shears bears the above trade mark

TRADE MARK



TRADE MARK

Latest Order
books will be
sent in
exchange for
your business
card

Complete Line TRIMMERS, BANKERS, BARBERS and TAIL-
ORS' SHEARS, Etc., Etc.

Henry T. Seymour Shear Company.

WIEBUSCH & HILGER, Limited, NEW YORK, Sole Agents.

AN UP-TO-DATE FENCING TOOL.

PAGE'S PATENT LEVER WIRE STRAINER.

Sole Licensees and Manufacturers — IRONSIDE, SON & CO., 16 Water Lane, 61, Tower St., London, Eng.



AGENTS WANTED

Repairing a Broken Wire.

Capable of straining Barbed Strand or Plain
Fencing, Steel, Telegraph, etc., wires of all
sizes, exerting a pull of 12 cwt. Weight, 14 lbs.
Write for illustrated pamphlet. First Prize,
Sydney, N.S.W., 1902-1903 Agricultural Show,
gained in competition with a dozen competitors.

THE HANDIEST TOOL OF THE YEAR

ADVANTAGES: Saving of time and labor. No need for ex-
pensive straining posts, ratchets, and other oddities. Cost
saved in the erection of the first 100 yards of wire fencing.

GOOD HOLLOW-WARE and GOOD FLAT-WARE MEAN GOOD BUSINESS.

This is what you want!

THEN see our Samples, none more up-to-date, before ordering for Holiday Trade

E. W. GILMORE & BRO.

Importers of Silver-Plated Ware. - 86 Bay St., Toronto.

American Steel & Wire Co.

New York
Empire Building

Montreal
N. Y. Life Building

Chicago
The Rookery

BARBED WIRE GALVANIZED PLAIN WIRE
PLAIN TWIST CABLE FENCING

Telegraph and Telephone Wire; Mattress, Broom, Weaving Wires of
every description; Rail Bonds, Bale Ties, Special Wires for all
purposes, Springs, Horse Shoes, Wire Rope, Cold-drawn Steel
Shafting.

The Saw That Sells Itself.

When placed in the hands of the intelligent mechanic the ATKINS High Grade Silver
Steel Hand Saw sells itself. You simply show it and the saw does the rest.

ATKINS Silver Steel Hand Saws with Perfection Handles are warranted
the FINEST Saws on earth in material, temper, grinding and finish.

Write for Catalogue and Prices.

E. C. ATKINS & CO.

H. P. HUBBARD, Sales Agent for Canada.

Toronto Office: 30 Front St. East. Tel. Main 1896



ATKINS
ALWAYS AHEAD

Leading Saw and Tool Manufacturers
Factories: INDIANAPOLIS, IND.
Northwestern Branch: Minneapolis, Minn.

"STEPHENSON" WASHING MACHINE.



No. 2, with Wringer Attachment.

For particulars, address _____

Taylor-Forbes Co., LIMITED, Guelph, Canada

Kemp's COLD BLAST LANTERNS



If your customers want a Lantern that won't blow out

- " smoke
- " leak
- " break globes

but will give a perfect light in any wind sell them Kemp's.

The acme of perfection in lantern making. They will not cost you more than other makes.

Kemp Manufacturing Co.
TORONTO, CANADA.



The Big Exhibit

Watch for our exhibit of Bicycle Tires, Carriage Tires, Horse Shoe Pads, Rubber Mats, Rubber Tiling, etc., at the

Dominion Fair

We extend to you an invitation to visit it. We will be pleased to show you the new ideas and new materials. Everything good in rubber.

THE DUNLOP TIRE CO., Limited,
TORONTO, CANADA.

Agencies: Montreal, St. John, Winnipeg, Vancouver.



Subjects Being Discussed at Ottawa

Written for Hardware and Metal by a Member of Parliament.

IF members of Parliament have to be content with a little less than nectar and ambrosia for drink and food, they at least enjoy a great variety of intellectual fodder. The bill of fare of the week just ended has surely been varied enough to satisfy the most exacting. For a heavy dish the Transcontinental Railway has continued to be served up with great regularity, but, judging from the much slimmer attendance in the House, the political palate has become somewhat dulled to it. Then there has been the revival of the question of provincial rights in the Railway Committee in connection with the Toronto and Hamilton Electric Road, but the greatest change from the piece de resistance, of which we first spoke, was provided by the order paper in connection with a question placed thereon by an honorable member whose soul thirsts for information as to the food provided for the officers of the Dominion Government steamer Quadra, and the amount charged them therefor. The fourth question of the series propounded is this: "Is the following the bill of fare for the officers' mess on the Quadra?" Then follows a whole page of recital of toothsome dainties, ranging from pork and beans to plum pudding, given with great detail, for every day in the week, and for each of the three meals of the day, and question six is: "Has the Government taken steps to ascertain whether the meals can be furnished at 11c.?" We wonder which one of the members of the Government should charge himself with this task. Had the question been as to the results upon the bodies of the officers who partake of these seasoned dishes, the duty would very properly have been upon the Minister of the Interior. As the question is in part one of expense, we fancy that Mr. Fielding should drop the financial as-

pect of the G.T.P. contract for the present and devote his attention to this important matter. Since, however, good food well served conduces very much to the dignity of any great political function as witness the Lord Mayor's banquet, the dinner to Mr. Gurney in Manitoulin, and the lunch to Mr. Stratton in Peterborough it may be argued that the Secretary of State should take a strong hand in the subject matter of this case. Now, the amount eaten by each officer will have much to do with the ability to furnish his rations at 11c., and, so, the Minister of Inland Revenue will certainly have to invoke the aid of his weights and measures department, while the Minister of Marine and Fisheries cannot escape the duty of furnishing an expert opinion as to the primary cost of "salt cod, fish patties, salt herring, and fresh fish," all of which appear upon the bill of fare. In a word, we may say that nothing likely to involve so many members of the Cabinet has for a long time appeared in the political arena at Ottawa, and there is a chance of recovering that lost prestige in the interest of the country which seemed so hopelessly to have passed to the Ontario House during the session that has just closed there.

* * *

It is an undoubted fact that the debate on the new transcontinental line has been an extremely good one from the standpoint of the quality of the speeches made. Each member who took the floor realized that he was going on record in connection with a matter which marks another epoch in Canadian affairs, and careful preparation, with the good fruit it usually bears, was the result. In spite of the good average sustained, however, it was only natural that interest should flag. Each speaker no doubt produced some original idea or other, but the chief fea-

tures were early pointed out by the leaders, and those who followed were doomed to repetition or the promulgation of minor points. This being the case, it is no wonder that interest veered from affairs at the political capital to the doings of the congress of the chambers of commerce in the commercial metropolis, and, while these were, it is true, concluded last week, there has been more talk and discussion of the events which happened there during the week just ended than when they were actually in progress. The reason is not far to seek: Digestion has been going on.

* * *

We shall not attempt to discuss the various trade resolutions up for consideration in Montreal. The daily papers have kept us excellently supplied, both in news and editorial comment, with regard to them, but a few lines as to the impression created by the speeches at the great banquet, with which the sessions closed, may not be without interest. Naturally most attention was paid, so far as Ottawa criticism went, to the utterances of those gentlemen with whom we are familiar here, and it is with them we propose to deal.

* * *

The effort of Lord Minto has been very highly spoken of. We feel that our Governor-General has not been sufficiently appreciated as a public speaker. Of retiring disposition, he has perhaps made less use of his abilities in this direction than we could have wished, but, where he takes time to prepare, he rises to the occasion in a most creditable manner. The writer of these lines had the pleasure of hearing him in London, England, at the Dominion Day banquet at the Hotel Cecil during the Coronation festivities, and though he spoke in "fact company," to use a sporting phrase, he was not far be-

and the best upon that great occasion. In reading his Montreal speech, one notes that while he is full of enthusiasm for Canada, so full, that he states he would be proud to be called a Canadian (a long way surely for a Scotchman—he is keen for the closest possible connection with Britain), consistent with the continued importance of our political institutions. That eagerness of sentiment, so distinctive a characteristic of Canadians today, is freely expressed by His Excellency when he says: "My opinion is that the days of colonies have gone by. We have reached the day of young nations." We can, after all, readily understand this warm Canadian feeling in Lord Minto. He came to this country as a young man some 20 years ago, and almost immediately bore a part in preserving our great heritage, serving gallantly with the Canadian volunteers in the Riel Rebellion. His experiences thereafter in the Canada of that day are very well described by himself in his speech. After a few years of absence he came back as our Governor-General, and, as such, he has had splendid opportunities of viewing the Dominion in all parts—opportunities of which he has well availed himself.

His peroration is well worthy of verbatim quotation. It is as follows: "What is to be our choice? A mighty empire—a brilliant constellation of nations—united in common interests; disseminating throughout the world the spirit of free institutions and liberal ideas; proud of a glorious history and confident in the promises of the future—or gradual estrangement of that empire's component parts and its ultimate disintegration."

Probably the most interesting figure at the banquet was that venerable statesman Lord Strathcona. While not a Canadian by birth, and, like so many more in Canada, claiming the Land o' the Heather for his origin, he can surely be claimed by us, since he came to this country 65 years ago, and his history and prosperity are indissolubly bound up in that of the Dominion. It must have been absorbingly interesting to hear this old man, with faculties all alert, telling from his personal experience of the things that had been before most of those present had seen the light of day; and the way in which he wound up his statement as to his lifelong faith in Canada, "Depend upon it, you will make more out of anything by thinking well of it than by thinking ill of it," evinces a homely but wonderfully wise philosophy of life.

Even upon such an occasion as this Lord Strathcona did not forget to say a good word for Canada along commercial lines, and his pointed remark to the British guests: "You will see that this is

a good country in which to invest your money; much better than in foreign countries," is one which should be productive of good results, and upon which his auditors will do well to ponder.

* * *

Thus far we have been speaking of the speeches of gentlemen who are Canadians in sentiment; now we come to those who, to use Kipling's phrase, are the "native born," and, first, of the Prime Minister. It is generally conceded that Sir Wilfrid was at his best, and almost every one in Canada now knows what that means. It is matter for congratulation that his health is now so fully restored that there seems no further cause of anxiety for it, and so we may feel assured that for years to come on all great occasions such as this we will have one who will be unexcelled as an orator, be the others present who they may. We know that Englishmen are by no means effusive; in fact, we often think they are over-cold in all except what pertains to their own country, so we may take it that Sir William Holland meant what he said when he remarked "I beg to say that we are deeply grateful to you, Sir Wilfrid Laurier, for the magnificent oration in which you proposed the toast," and, again, "I count it an honor to be allowed to respond to a toast which has been proposed by a statesman whose influence in the Mother Country is only less than his influence in Canada."

The position taken by the Prime Minister was in no way different from that assumed by him on the occasion of the colonial conference last Summer, and that it is the true one, past cavil, must be apparent to those who read the speech of Mr. R. L. Borden, in which he generously endorsed the attitude of Sir Wilfrid. He spoke with no uncertain sound, and it was necessary that he should do so, for we cannot afford to have our English guests go away with any false ideas of Canadian sentiment in this regard. We can summarize the matter no better than by taking a clipping from the speech itself, as follows: "If we are to obtain from the people of Great Britain a concession for which we would be expected to give an equivalent, and if we are to obtain it also at the expense of the sacrifice of some of our political rights, for my part, I would simply say, let us go no further, for already we have come to the parting of the ways. Canada values too highly the system which has made her what she is to consent willingly to part with any part of it for whatever consideration, and, even, Sir, for the maintenance of the British Empire, I think it would be a most evil thing if any of the colonies were to consent to part with any of their legislative independence."

Mr. R. L. Borden spoke in his usual manly, temperate way, and the manner in which he endorsed the sentiments of the leader of the Government as to local autonomy clearly proves that so far as this goes there is but the one feeling in the country. His statement as to his trip in the West last Summer was most graphic. He said of it: "Last year I travelled more than 10,000 miles in the western part of Canada, and I don't know one-third of that great country yet. You will go through the country on Pullman cars, and you will come back, but do not for one moment imagine that you know the enormous splendor of the resources which we have in Canada, and how great an inheritance this is to its own inhabitants and to the Empire." Mr. Borden devoted more attention than did Sir Wilfrid to the necessity of independent action with regard to our manufactures, and, in this respect, his speech was the complement of Sir Wilfrid's as to legislative independence, the two speeches taken together covering the ground so admirably, that one might almost think the rival leaders had been in friendly conference before the banquet. The Montreal Star well expresses the general feeling toward Mr. Borden when it says in the letter of a correspondent, "His striking personality and thoughtful words gave the impression of vast reserve power and forceful purpose."

* * *

Canada is indeed fortunate in her great resources, in her climate, and in her people; but, perhaps, there is nothing about which we have more cause for thankfulness than the men who lead her two great parties to-day. Both are true Canadians. Both are honest beyond the breath of suspicion, and whichever rules the destinies of the northern half of this continent, will bring to his task a lofty patriotism and a breadth of view that are indispensably necessary at a time when we will be called upon to build the foundation of a future national greatness which will be excelled by no nation of ancient or modern times.

WIRE NAILS TACKS WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

FOREST CITY GOSSIP.

Office of HARDWARE AND METAL,
365 Richmond street
London, Ontario, Sept. 3, 1903

LITTLE or no change can be reported this week regarding the condition of the hardware trade, either in whole sale or retail circles; but every one is cheerful, being proud of the amount of business already done during the past months of the year, and pleased with the bright prospects of rounding up the balance of the year with the highest figures. London's hardware trade has yet achieved Preparations steadily continue for the approaching activity during the middle week of this month, when crowds, including hardware and general merchants from Western Ontario, attend the annual fair.

Lieut. Col. W. M. Gartshore is the president of the Western Fair, which is held this year from September 11 to 19. The colonel and the able secretary, J. A. Nelles, are the right men in the right place; and they, with the able staff of business men who are on the directorate, are creating increased confidence in the success of the great annual undertaking. There is every indication of a big showing in all departments of the exhibition this year; readers of this journal who have time, would be well repaid by spending a couple of days in the Forest City during the fair. The office of "Hardware and Metal" is room 20 in the Hiscox Block, 365 Richmond street, and W. H. Lindsay, our agent there, will be glad if you call and use the office sans ceremonie.

At a meeting of The Manufacturers' Committee last week, a communication from The Cormack Mfg. Co. asking what concessions the city would grant in the shape of free site, buildings, exemption from taxation, etc., if the firm established a branch of their business here. The company manufacture refrigerators, air coolers, etc. The clerk was instructed to reply that already two such concerns were established in the city and nothing beyond the ordinary facilities could be conceded. A similar communication was received from The American Shovel & Stamping Co., of Lorain, Ohio, referring to the establishment of a mill for the manufacture of forks, rakes, hoes, etc. This company would probably give employment to between 200 and 500 hands. The desired information was sent in answer and the matter will likely come up at a future meeting of the committee.

Tinsmiths and hardware dealers who read the numerous advertisements of articles connected with their business cannot fail to see that the new range made by the McClary company, of this city, is put

Name.....
 Address.....


THE SHERWIN-WILLIAMS CO.
 21 St. Antoine St., Montreal.
 Please advise me of your
 plans for bringing a
 harvest of paint
 orders to your
 agents.

PAINT HARVEST

Any merchant anywhere can reap a harvest of paint orders this fall by handling **The Sherwin-Williams Products** and employing **The Sherwin-Williams Methods** in going after trade.

Our advertising for this fall is the most extensive, the most forceful we can devise. It includes direct work with the painter and the paint consumer, newspaper electros, store displays, and special features. Every bit of the advertising refers directly to the agent in the territory where the advertising is put into effect—it is the agent's advertising done *for him* by us. It is advertising of high quality products that will bring a harvest of paint orders.

Use the coupon now and learn how you can harvest the orders in your territory.



THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS.

CLEVELAND,	NEW YORK,	NEWARK,	SAN FRANCISCO,	MONTREAL,	TORONTO,	WINNIPEG,
CHICAGO,	KANSAS CITY,	BOSTON,	LOS ANGELES,	SAN DIEGO,	MINNEAPOLIS,	LONDON, ENG.

1007

before the public in a modest but enticing style. The "Pandora" is a handsome range, and the writer of this is considered a good judge. The new range, "Pandora," made by McClary, has become very popular in this city and deservedly so.

London is becoming more and more famous because of the exceedingly fine and artistic church glass manufactured within the city. It is but a few years ago when all glass of a decorative character, either for residences, public buildings, or churches, had to be imported from European countries, because it was unobtainable in Canada. Some of the work turned out by The Hobbs Mfg. Co., whose advertisement appeared in last week's issue of this journal, will compare favorably with foreign work of the best grade.

Brick makers in this city have rather more than they can properly attend to.

The advance in the price of all grades of brick does not seem to lessen the demand; indeed the increase has rather made the demand heavier, and builders who are compelled to wait for bricks do so very impatiently, as their high-priced brick-layers are unable to get sufficient quantity to keep them working at full time, and shorter days are drawing nigh. The majority of residential houses in the Forest City are built of cream or white brick, the clay of this locality cannot make any other. The red brick at present being put into a few London erections is mostly brought from Milton, Ont. The red brick being used in Lawson & Jones' new warehouse is from the yards of The Milton Pressed Brick Co., while The Toronto Pressed Brick Co., at Milton, are supplying the brick for the armory now in process of building. The Forebank Chambers are adding two stories to their building, and the brick for this improvement is a mottled brick made by the Beamsville company.

Experience and Knowledge

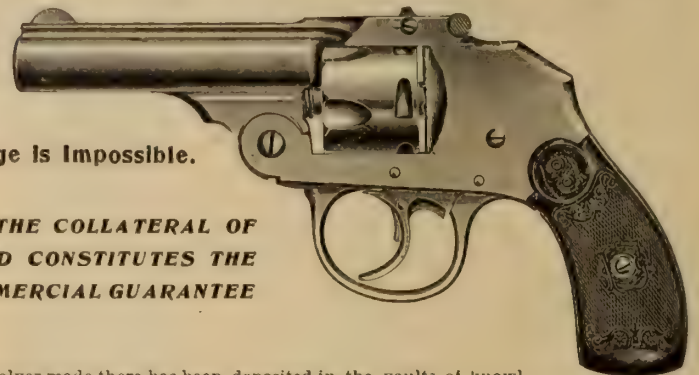
BACK OF EVERY

IVER JOHNSON REVOLVER.

ABSOLUTELY
SAFE.

Accidental Discharge Is Impossible.

EXPERIENCE IS THE COLLATERAL OF
KNOWLEDGE, AND CONSTITUTES THE
STRONGEST COMMERCIAL GUARANTEE
EXTANT.



For every Iver Johnson Revolver made there has been deposited in the vaults of knowledge the collateral of experience for which there has been issued a certificate of "guarantee," good for its face value to every purchaser of an Iver Johnson Revolver.

SEND FOR CATALOGUE. Mailed Free upon Application

IVER JOHNSON'S ARMS & CYCLE WORKS,

New York Salesrooms, No. 99 Chambers St.

FITCHBURG, MASS.

CELEBRATED

HEINISCH

SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinnern's Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 155 Chambers St.
NEWARK, N.J., U.S.A.

Morgan & Heine, architects, have awarded contracts for the erection of a handsome brick residence for R. J. Young, on Albert street. The contractors are now at work on the parties.

The Nurses' Home at Victoria Hospital, on this city, will be built as soon as possible and tenders are now being asked for its erection.

Mr. John Pringle, manager of the Bank of Toronto, has been appointed a director of the Western Fair Board, in place of the late Mr. Isaac Waterman.

Mr. John H. Chapman arrived home this week from a purchasing trip to the Old Country markets.

Mr. James Murray, buyer for Smallman & Ingram, returned from the European markets this week.

The J. A. Cole Crockery Co., who carried on business on King street east, this city, have gone out of business.

The price of both hard and soft coal is seven dollars at present in this city.

W.H.L.

Business Changes

ONTARIO.

Wm. Skuce, blacksmith, Hintonburg, is retiring from business.

John Galliford, implement merchant, Thorndale, has sold out to T. F. Logan.

Robinson & Co., general merchants, Blenheim, have sold out to H. L. Stratton.

The stock of the hardware store of J. M. Grant, Ottawa, was sold by the bailiff on September 2.

Ross & Maybee, general merchants, Cobden, have dissolved partnership; J. E. Ross continues.

McIntosh, Huston & Co., general merchants, L'Orignal, have been succeeded by M. A. Astle & Co.

C. L. Stafford, general merchant, Shedden, has sold his dry goods and grocery stock to Mark Wallace.

QUEBEC.

J. W. Marchand, general merchant, Beauharnois, has assigned.

E. Galarneau, tinsmith and grocer, Pont Rouge, has assigned to Lefebvre & Taschereau.

V. E. Paradis has been appointed curator to J. L. Aubert, general merchant, Thetford Mines.

The assets of the general business of J. M. Couillard, St. Martine, were sold on September 4.

A meeting of the creditors of J. A. Lacerte, general merchant, St. Severe, was held on August 28.

A meeting of the creditors of Calixte Beaudry, general merchant, St. Nazaire, was held on August 27.

J. T. Paradis, general merchant, St. Anne de la Perade, is offering to compromise at 20c. on the dollar.

Andre Leduc, agricultural implement merchant, Beauharnois, has assigned, and there was a meeting of the creditors on September 4.

MANITOBA AND NORTHWEST TERRITORIES.

W. J. Wright, general merchant, Stonewall, has sold out to P. J. Foley & Co.

James White, hardware merchant, Rapid City, has sold out to Aikins & Haslen.

W. T. Smith, blacksmith, Treherne, has admitted Alex. Ingram into partnership.

Norman Boehmer, general merchant, Didsbury, has assigned to J. A. Banks, Calgary.

The general merchandise of the estate of Beesley & Co., Maple Creek, has been sold by the sheriff.

WORTH SENDING FOR.

The "Force" Food Co. are distributing a very handsome button to their friends. The button has a splendid reproduction in colors of the now celebrated Jim Dumps, with the expression "Be Sunny" inscribed on the margin. It is really a very clever and attractive little ornament, and certainly the best thing of its kind yet issued. Any of our readers who have not yet received one can get it by sending a card to The "Force" Food Co., Toronto, and mentioning the name of "The Canadian Grocer," as they are for the trade, who can, in addition, if they wish, secure a few for presentation to their customers.

—The Canadian Grocer.

H. S. HOWLAND, SONS & CO.,

WHOLESALE
ONLY

37-39 West Front Street, **Toronto.**

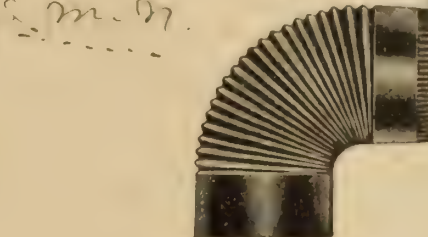
LIMITED
ONLY
WHOLESALE



Stove Pipe Dampers.



Stove Pokers.



Stove Pipe Elbows.

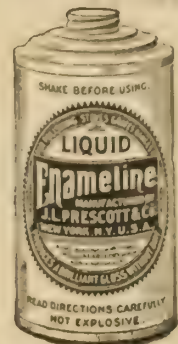
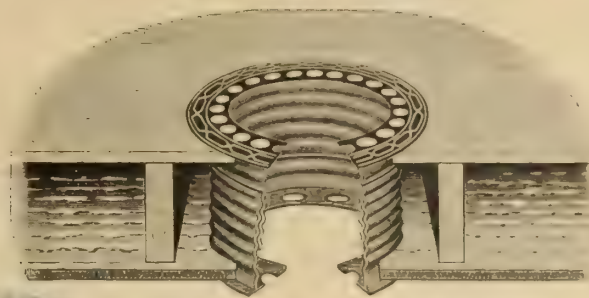


Hot Air Dampers.
8 to 12 in.

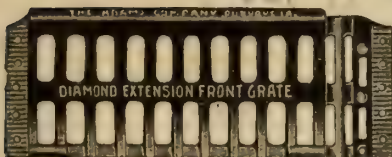


Jet Enamel.

O.K. STOVE PIPE THIMBLE.



Enameline.
Cake and Liquid.



Extension Front Grates.



The Adams Registers.



Extension Fire Backs.



Cast Kettles.



Enamelled Preserving Kettles.

For fuller lines see our Hardware Catalogue.

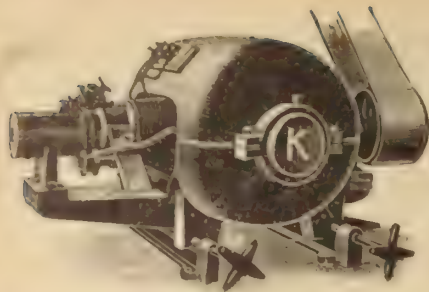
H. S. HOWLAND, SONS & CO. LIMITED, Toronto.

OUR prices are right.

Graham Nails are the Best.

WE ship promptly

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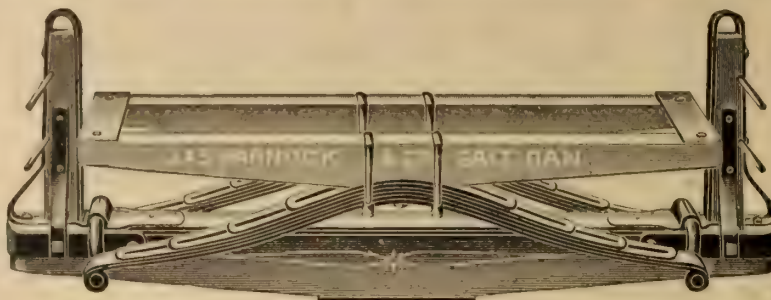
Kay Electric Dynamo and Motor Co., Limited

Manufacturers of Dynamos and Motors for all purposes, direct and alternating currents. Special attention given to repairs.

Office and Works, 210-221 Queen St. East, Toronto.
Phone Main 1294. Estimates cheerfully given.

"THE PEERLESS"

is the best Bolster Spring ever produced. A fine line for the hardware trade. Write Us for Prices.



JAMES WARNOCK & CO., - GALT, ONT.

THE ROSSENDALE BELTING COMPANY, Limited

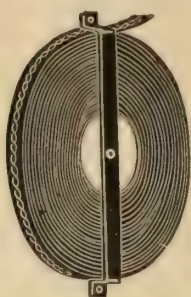
The **ONLY** British Belting Manufacturers having a Branch in the Dominion dealing direct with the consumer.

Sole Agents for Canada for "JACKSON'S PATENT BELT FASTENERS."

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59 to 63 Front Street East, TORONTO.

BOX STRAPPING OF ALL KINDS



Steel and Wire Box Straps, Flat, Plain, Embossed, or Twisted, with or without nail holes, in all widths and gauges.

MANUFACTURED BY

STANDARD METAL STRAP CO.

336-342 East 38th St.,

Cable Address: "Metalstrap."

NEW YORK, U.S.A.

FAIRBANKS STANDARD SCALES

Universally recognized as the "Standard of Excellence" in scale manufacture. They are so far superior in every way to scales of all other makes as to be

IN A CLASS BY THEMSELVES

GET OUT YOUR PENCIL AND FIGURE

Suppose you buy a scale of an inferior make and pay \$20.00 for it. If that scale lasts you ten years, its cost to you is \$2.00 per year of service. Now, suppose you buy a Fairbanks Standard Scale and pay \$26.00 for it. If this scale lasts you twenty years, its cost to you is only \$1.30 per year of service. The test of time has proven conclusively that our scales have outworn and will outwear other makes and although we make the above a supposition a Fairbanks Standard Scale in service will bear out what we say.

There is a mill in Western Ontario which has a Fairbanks Platform Scale that has been in use for over forty years and is still being used daily. This is only one instance.

SEND FOR CATALOGUE



THE FAIRBANKS COMPANY

MONTREAL

WINNIPEG

VANCOUVER

MACHINERY

THE PRATT RETURN STEAM TRAP

THE greatest possible saving in coal and water is the constant aim of owners of steam plants. The Pratt return steam trap is, on account of this desideratum, likely to win general approval from those who are ever on the alert for new devices which will bring about these results. The whole question of economy in a steam plant consists principally in the saving of heat. Every pound of water warmed from 50 degrees to 212 degrees, Fahrenheit, is known to have absorbed a certain amount of heat, and as other quantities are measured in units, such as feet, pounds, minutes, horse

power, etc., heat is measured in units called heat units. A heat unit is equal to the amount of heat required to raise the temperature of one pound of pure water one degree Fahrenheit, at a temperature of its maximum density. Hence, in order to raise the temperature of one pound of water from 50 degrees to 212 degrees Fahrenheit, about 163 heat units would be required. The amount of coal which would have to be consumed under the average boiler to produce this quantity of heat would be about .0142 pounds. It is evident then that for every pound of water at a temperature of 212 degrees Fahrenheit allowed to go to waste, .0142 lbs. of coal are also sacrificed. The No. 1 Pratt return steam trap will return to the boiler about 200 gallons, or 1,668 pounds, of water per hour. If the normal temperature of the feed water is 50 degrees Fahrenheit, using the information given above, there would be saved by using this trap, 1,668 multiplied by .0142 equals 23.68 lbs. of coal per hour. With coal costing \$1 per ton delivered, the total amount of money saved would be \$36. per day of 10 hours. This does not include the value of the water saved, which would average for 2,000 gallons, not less than 7c., making the total saving per day not less than 50c. This applies to the smallest size trap, and the amount saved will, of course, increase proportionately with the number of gallons of water returned to the boiler, and the difference between the normal temperature of the feed water and the final temperature when entering the boiler. The use of a Pratt return steam trap has, in many instances, effected a saving of from 10 to 25 per cent.

In comparing this trap with a pump for returning condensed water, it will be apparent to all that the pump requires live steam to perform its work, and unless the exhaust is condensed and passes through an oil filter into the receiver, considerable heat will be wasted. In the matter of cost for repairs the trap would also be found the more economical, as many cases are on record where these traps after 10 or 15 years' constant use have been repaired and made absolutely as good as new at an expense of from \$15 to \$20. Steam fitters will experience no trouble in connecting, as there are no fine adjustments to be made.

If any readers of "Hardware and Metal" are in need of any device of this nature, The Fairbanks Co. will be very pleased to give advice from experts who have made and are constantly making studies of this question to suit different requirements.

ELECTRIC FANS A BLESSING.

THE presence of the hot weather leads us to extol the electric fan, one of the greatest blessings electricity has ever bestowed.

Aside from the comfort they give, they

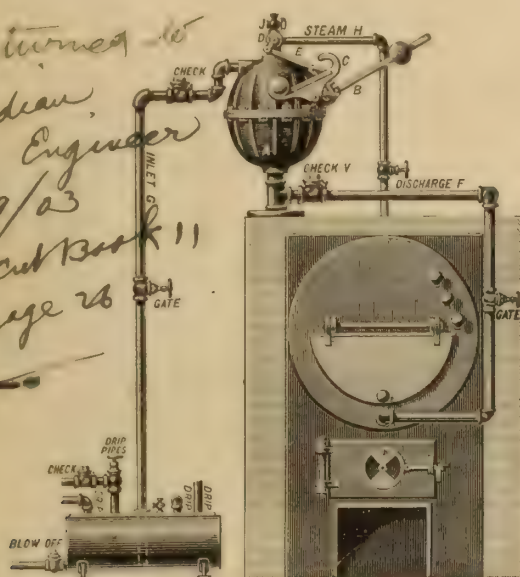
insure better efficiency from the employees in an office. Clerks, stenographers, book keepers and others can and will all do more and better work when they are invigorated by the cooling breeze of a fan. Electric lighting companies can make good use of such arguments for introducing electric fans. The bulletin of a Boston company recently gave the following interesting talk about fans, which could be copied and sent with advantage to the public in all southern cities.

"The fan is a very ancient device, its use being recorded by the early Egyptians as well as by the Chinese, and we know that the peoples of all hot countries early made use of various forms of fans. In many parts of the world servants have been used for working fans, and in some places mechanical methods have been employed, but not until the advent of electricity was the mechanical operation of small fans entirely feasible; and only in recent years has the electric fan been brought to that degree of perfection which has introduced it into constant use, not only as a luxury, but as an absolute necessity, in homes, offices, and public places. A modern apartment house is often none too well ventilated, and but for the judicious use of one or two electric fans, might be decidedly unpleasant in Summer weather. Many offices otherwise unbearably close and hot are now rendered comfortable by the use of electric fans. In hospitals and sick rooms electric fans are sometimes a most potent factor in saving life and in relieving suffering.

"For desks and tables there are fan motors with solid frames, and those with a swivel and trunion frame, which permit easy change in the direction of the fan. Then there are electric fans which may be secured to the wall, and, in case where they must be mounted on a light partition subject to vibration, a spring supported motor can be furnished. For dining tables and libraries an attractive pedestal fan is furnished, which throws a gentle current of air in all directions.

"Inasmuch as these are made in different sizes, it will be evident that there are capable of being adapted to an infinite variety of conditions.

"One point of importance with these electric fans is that they may be operated



The Pratt Return Steam Trap.

at various schools, which are controlled by a small station located on the motor. They are therefore easily handled by any one without knowledge of electric motors. In fact they are so simple that they may be installed without the assistance of a mechanic, by simply attaching them to existing light sockets.

ENGLISH TOOL STEEL FOR CANADA

AMONG the delegates to the recent Congress of Chambers of Commerce in Montreal was W. F. Beardshaw, who represents the Baltic Steel Works, of Sheffield, England, and who is the president of the Sheffield Chamber of Commerce. Mr. Beardshaw accompanied the party of delegates as far as Detroit, but does not intend making the western tour. He will visit Halifax next week, and he intends returning to Montreal about the 15th of the month to devote some attention to his business interests in that city. He is paying special attention to his firm's trade in saw plates, in which they are at present doing a large business in the United States. They also do a considerable trade in England in ordinary tool steel and profile steel. The latter is comparatively unknown on this side of the Atlantic, but it is very popular in great Britain. Lewis, Bros. & Co., of Montreal, carry a stock of this English firm's "Conqueror" tool steel, and Frothingham & Workman have a full line of samples of the profile steel. They will be very glad to give any information in regard to same as well as to furnish samples on request.

CATALOGUES, BOOKLETS, ETC.

HARDWARE AND METAL would be pleased to review catalogues, booklets or other such publications issued by manufacturers or wholesale dealers selling to the hardware, plumbing, machinery or metal trades. Refrain from sending such publications may also have inserted a notice that effect. No charge will be made for these services.

VANCOUVER BOARD OF TRADE REPORT.

The sixteenth annual report of the Vancouver Board of Trade, which has just come to hand, contains much information of value to business men interested in the development of the province by the Pacific. In addition to several views of the business portion of Vancouver, which demonstrate the enterprise and energy of its business men, the booklet contains several illustrations depicting the fishing and lumbering industries. The report is thoroughly comprehensive, giving authoritative information regarding the business of Vancouver and the other industries of British Columbia, fishing, mining, lumbering, shipping and agriculture.

JOHN BIRCH & CO., LIMITED.

Encyclopaedia is the only word which will do justice to the catalogue of machinery, machine tools, and engineering material which we have received from Mr.

Sidney W. Lewis, who is at present in Montreal in the interests of this enterprising London firm. In the preface to this large volume the firm state that "their intention has been to make this book representative of the classes of machinery likely to be required by engineers abroad." Their object was an ambitious one, but that their success has been phenomenal will be the judgment of every person who turns over the 700 pages of this handsome volume. The very best paper is used, and the illustrations must have cost a large fortune to produce. The engineer or machinist who is so fortunate as to secure a copy has in his possession a valuable work of reference so handsomely gotten up as to be indeed a work of art.

In the limited space at our disposal it is impossible even to enumerate the many striking features of this catalogue. The first 60 pages or more are devoted to descriptions of the various engines sold by this company. Engines large and small and of various horsepower are shown in great variety. Oil engines, stationary and portable gas engines, marine engines, triple-expansion engines, etc., etc., are described at considerable length. The illustrations really illustrate the engines described and hence are of value.

Special attention is given to the electric motor and dynamo department which seems most complete. Boilers of all descriptions, stone and ore crushers, steam pumps and electrically-driven pumps, lathes, turbines and travelling cranes of all sizes are described and illustrated with great care. Steam fire engines of the latest and most approved type and light, portable steam fire engines are given considerable prominence. A great variety of small tools for blacksmith's use are shown. In fact every conceivable tool or machine is fully described and illustrated in this comprehensive work.

This catalogue has been prepared for circulation in the colonies and foreign countries only. It is gratifying to find such attention paid by a British firm to the colonial market. No person looking through this catalogue can place much credence in the stories of England's industrial decline. We are not aware upon what terms Mr. Lewis parts with this valuable work of reference, but interested readers of "Hardware and Metal" would do well to communicate with Mr. Sidney W. Lewis, P.O. Box 678, Montreal.

GERMAN TOOL-MACHINERY INDUSTRY.

IN an account of a convention of German tool-machinery makers The Deutsche Industrie Zeitung, July 17, notes that the reports of those present went to show an increase of business in

the Empire; but the orders were not large enough nor the prices satisfactory. The orders from the Government were not nearly as large as desired. Complaint was made against the custom of the large iron mills of contracting for machinery only on condition that part payment be made in the iron or steel products of the mills. Another evil complained of is the custom of the iron or steel mills of making their own conditions when contracting, instead of following, as formerly, well-established customs. In the matter of contracts in which it is provided that the tool makers take steel or iron from the mill, great abuses have crept in. The contract provides sometimes that fully 50 per cent. of the bill be paid in material. Inasmuch as the greater part of a tool-making machine's value lies in the labor expended on it and the most of the material is cast iron, the demand of the mill to be allowed to pay for it in its products seems unfair and unjust. It is thought that little can be done in individual or isolated cases, but that a combination of the machine builders might effect a reform. Reports made to the convention regarding foreign trade show a decline. In France everything was quiet, Italy offers little encouragement, Spain promises great things by and by, particularly for the marine. The United States, it was said, must be given up as hopeless because of its own development of machine making.

MACHINERY AND ELECTRICAL NOTES.

A gang of men is busy overhauling the machinery of the Belleville rolling mills, which are to be ready for operation in October.

The Algoma Navigation Co., according to an exchange, are negotiating with the Bertram Engine Works, Toronto, for the construction of a steel steamer of about 700 tons gross, and having sleeping accommodations for 110 passengers, for a service between Owen Sound and Sault Ste. Marie.

The Toronto Railway Co. are experimenting with an electric switch which will, if successful, obviate the necessity for employing a man at such junctions as Yonge, Carlton and College streets, and also make it unnecessary for the motor-man to turn the switch at any point. The experiment to date has not been a success.

A meeting of the shareholders of The Carleton Foundry Co. was held recently, and the following officers were elected: H. Colby Smith, president; Major J. J. Gordon, vice-president; and W. E. Scully, secretary. These officers with Ald. J. B. M. Baxter, Ezekiel McLeod, W. G. Haslam, and Edwin Riley are the Board of Directors.

Stencils

Now is a good time for Apple Shippers to get
Stencils, Stencil Inks and Brushes.

Our Brands are all first-class, and prices are low.

Hamilton Stamp & Stencil Works,

HAMILTON ONT.

Headquarters for everything in our line.

PETRIE'S MACHINERY LIST.

BOILERS.

8 ft. x 120 ft.	-28 3 ft. tubes,	Horizontal Tubular.
38 ft. x 120 ft.	-33 3 ft. tubes,	" "
38 ft. x 163 ft.	-36 3 ft. tubes,	" "
44 ft. x 132 ft.	-37 3 ft. tubes,	" "
44 ft. x 166 ft.	-46 3 ft. tubes,	" "
48 ft. x 156 ft.	-53 3 ft. tubes,	" "
48 ft. x 192 ft.	-33 4 ft. tubes,	" "
60 ft. x 163 ft.	-84 3 ft. tubes,	" "
72 ft. x 189 ft.	-97 3 1/4 ft. tubes,	" "

AUTOMATIC ENGINES.

8 x 24	Wheelock.
15 x 34	"
11 x 10	Ideal.
10 x 10	Peerless.
11 x 10	"
Nos. 1 to 10	Jewel Engines, new.
70 H. P.	Osborne Kelly Condensing Engine.

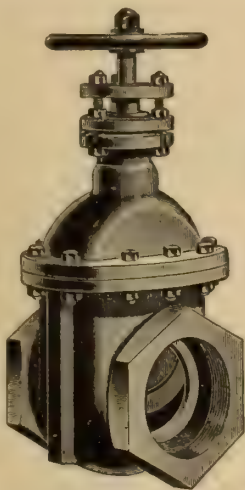
PUMPS.

3 x 2 x 3	Duplex Steam Pump, new.
4 1/2 x 2 1/4 x 4	" " "
6 x 4 x 7	" " "
8 x 5 x 12	" " "

Prices, Descriptions and Catalogue of Mill and Engineers' Supplies sent for the asking.

H. W. PETRIE

131-145 Front St. West, 8-22 Station St., Toronto.



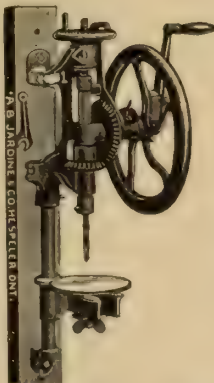
We Make
Good

VALVES

Write for Catalogue
It tells all about
them.

The Kerr Engine Co.
LIMITED

Walkerville, Ont.



TRADE MARK
REGISTERED

**Blacksmiths'
Hand
Drills.**

The very
best.

A. B. JARDINE & CO.
HESPELER, ONT.

"Say, Friend,"

your aim should be to start up for yourself.

Why Work

from morn till night for somebody else instead of
pushing a business for yourself and thus reap the full
profit of your labor?

We Will

start men of ability and good character in every
County in the Dominion.

WRITE FOR PARTICULARS TO

The Empire Machine and Metal Stamping Co.

1012 Yonge St.

TORONTO,

Limited

SOLDER that SOLDERS

Half and Half, Wiping, Refined, Strictly,
Wire, Oval, Angle.

THE CANADA METAL CO., WILLIAM STREET, TORONTO.

COLD PRESSED NUTS



of all shapes and sizes, finished, semi-
finished, case hardened, plated or
polished.



Canada Foundry Company, Limited,

14-16 King Street East, - - TORONTO.

MONTREAL STEEL WORKS,

SUCCESSORS TO

LIMITED.

The Canada Switch and Spring Co., Limited.

Manufacturers of

STEEL CASTINGS

SPRINGS, FROGS, SWITCHES, SIGNALS, for Steam and Electric Railways.

CANAL BANK, POINT ST. CHARLES,

MONTREAL.

A★1

Knives, Scissors and Razors.

Largest variety
in the market.

Representing—WEYERSBERG BROS., Germany.
THEILE & QUACK, "

Makers and Importers of all kinds of
Hardware and Cutlery.



F. W.
Lamplough & Co.,
MONTREAL.



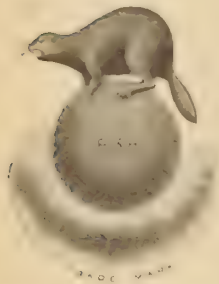
*all in F. W. Lamplough
also see cut book 14 page 33*

The Canada Screw Company

HAMILTON

TORONTO

MONTREAL



ASK FOR OUR

Wood Screws,
Machine Screws,
Tire Bolts,
Stove Bolts,
Rivets,

Wire Nails,
Screw Eyes,
Screw Hooks,
Gate Hooks
and Eyes.

SPECIALS
OF
ALL
KINDS.

8 OUT OF 10 WOOD
SPLIT PULLEYS
USED IN CANADA
BEAR THE
DODGE
STAMP



The fact that practically all the good wood split pulleys in use in Canada were made by us, shows the reputation our goods enjoy.

Enterprising dealers will find this line highly profitable to carry because there's a continual demand for it.

Incidentally there's good profit in handling Dodge Power Transmission Appliances.

Write for information to-day.

THE DODGE MFG. CO. OF TORONTO,
LIMITED,
TORONTO, ONT.

Features of the Dominion Exhibition

It has for many years been the proud boast of Toronto citizens, if not of the people throughout Canada, that the "Industrial" Exhibition held annually in Toronto was unique; that nowhere else, on the American continent or elsewhere, was there an annual exhibition that would compare with it in the magnitude of its interests, the support given it by its constituency or from the standpoint of its value as an educative influence in the country.

The Exhibition has been, in fact, a forceful part of the industrial scheme of Ontario; it has been even national in its scope though not in name until this year. During recent years Canada has forged ahead industrially and commercially as never before; a national sentiment has developed that has done much to make every true Canadian more loyal to and proud of his country and its institutions.

It became essential consequently that such an important thread in the national fabric as the Industrial Exhibition should widen its scope and increase its usefulness to the country. Two or three years ago this feeling was more actively manifested by critics of the Exhibition than by its directors. In the management of any great enterprise progressiveness must ever be tempered by caution. Yet those who favored extension—"Hardware and Metal" took a foremost stand in favor of it had sound reason to back their arguments and the directors soon accepted the dictum that extensions must be made. Their shrewd judgment and executive force has been abundantly demonstrated during the past week to all who have examined the present Exhibition and compared it with former ones, noting the suitability and artistic excellence of the new buildings which have been erected, notably the "Manufacturers," the "Stoves," the "Process" and the "Art" buildings. The exhibition as it stands today is well worthy of the term "Dominion" Exhibition, and it is to be hoped that all Canadians having due regard to loyalty to local institutions will continue to give to such a well devised and ably-conducted an institution as this the generous and

continuous support which will guarantee its permanence and thus ensure for the country a continuance of the advantages accruing from its existence.

On Saturday afternoon the Exhibition was auspiciously opened by Lord Strathcona and Mount Royal, for despite the threatening and drizzling skies a large crowd braved the rain to be present on opening day. The occasion was a memorable one. It was a happy idea in pursuance of which our High Commissioner to London was invited to open this, the first Dominion Exhibition. His life has been a great Canadian epic. In sixty five years the Scottish youth passed through all the gradations from Hudson Bay Company clerk to factor, director, president, member of Parliament, High

to loan the public precincts, all contributed to heighten the usual interest taken in this great annual exhibition.

The directors have made great effort to meet these expectations, as the numerous new buildings and improvement show. Of course the fine new steel and brick Manufacturers' building overtops all others. Overlooking the lake, and surrounded by the Department building, it is the centre of attraction for all visitors.

Hither through a pelting rain-storm a representative of "Hardware and Metal" wended his way Monday afternoon, bent on the everlasting search for something new. He found it. Monday was Children's Day. The rain had driven them to cover, and they were driving their elders to distraction. Thinking he had come to the Machinery Hall by mistake, the scribe was for turning back into the rain, when he discovered the cause of the tumult. At length the weather fairied up, some of the children got out, and the scribe was able to get in.

The building is even more imposing inside than out. The great arched roof gives a splendid clear space in the centre, but, unfortunately, the great steel supports seriously mar the appearance of many of the stalls around the outer arch.

The new building was, needless to say, filled to its capacity, and the ensemble was one of which a Canadian might well be proud. Nine-tenths of the exhibits were, of course, of

Canadian manufacture, a fact which the sight-seer was unable to overlook, for the Canadian Manufacturers' Association, with commendable enterprise, had made a lavish distribution of handsomely enclosed cards bearing a maple leaf and the pregnant words MADE IN CANADA. No matter where one might look, he was confronted by this device.

A hardware merchant passing through this building could not fail to see much that would be of value to him in his business.

Almost on entering, the display of the Metallic Roofing Co., Toronto, attracted attention. Here is a handsome building constructed entirely of sheet metal, showing the many uses to which this material can be used to advantage.



Commissioner to London and Peer of the British Empire. In sixty five years the little struggling band of discontented and rebellious provinces have passed through all the gradations from poverty and dependence to our present proud position of local autonomy and material prosperity. It was eminently fitting that this man should open an exhibition the object of which is to show to ourselves and to the world the advancement we have made in all the arts.

Great things have been expected of the Exhibition this year. The fact that it was to be not a provincial, but a Dominion affair, that the Dominion Government had made a liberal grant to assist in making it a success, that His Majesty King Edward had been graciously pleased

Various are displays of paint which would furnish a hardwareman hours of valuable study. In one corner The Canadian Paint Co. have a large pyramid showing the raw materials from which various varnishes, etc., are made, dry colors, ready-mixed paints, boards that have been treated to a high polish with the best varnishes, colors, etc.

In other corners displays similar in kind but different in treatment are made by Henderson & Potts, Halifax and Montreal; The Globe Paint Co., Toronto, and The Imperial Varnish & Color Co., Toronto.

An unique exhibition was made by A. Ramsay & Sons, Montreal, who had four frame houses, complete in every detail, painted in combination colors, the effect being charming as well as educative.

Displays of lubricating oils, etc., were shown in another section by The Queen City Oil Co., and The Grant-Hamilton Oil Co., Toronto.

Pushed on by the crowd "Hardware and Metal" was soon "next to" the exhibit of The Ontario Lead & Wire Co., Toronto, who were showing baths, etc., as were also The Standard Ideal Mfg. Co., Port Hope.

The use of metal shingles has become so general that it was not surprising to note the interest taken in the display of The Metal Shingle & Siding Co., Preston, Ont., who were showing a choice variety of these goods.

Not far away from these exhibits was the chaste and excellently arranged display of The Standard Silver Co., Ltd., Toronto. Much interest was manifested in a series of illustrations of the various departments of the company's factory.

automatic display of bicycles in motion by The Canada Cycle & Motor Co., Toronto; a tire exhibit by The Dunlop Tire Co.; harness exhibits by The Morgan Co., Toronto; G. A. Rudd & Co., To-



Transportation Building.

ronto; and The Gananoque Harness Works, as well as other exhibits of carriage supplies, canoes, etc.

THE STOVE BUILDING.

A visit to this building should not be missed by any reader of "Hardware and Metal." Radiators are shown by The Dominion Radiator Co., Limited, The Gurney Foundry Co., Ltd., Toronto, and The Canada Radiator Co., Port Hope; stoves and ranges by The Gurney Foundry Co., Toronto; The D. Moore Co., Hamilton; The Western Foundry Co., Wingham; The Moffatt Stove Co., Weston; Clare Bros., Preston; The Doherty Mfg. Co., Sarnia; The Telephone City Stoves, Ltd., Brantford; furnaces by The Pease Furnace Co., Ltd., and The Gurney Foundry Co., Ltd.; sundries for heating

ly attested by the showing made by The Consolidated Electric Co.; The Jones & Moore Electric Co.; The Kay Electric Dynamo & Motor Co.; and The Rogers Electric Co., Toronto.

One of the effective yet economical boilers of the Babcock & Wilcox company is shown in this building.

Along the south side is the comprehensive exhibit of The Canada Foundry Co., Toronto, which shows the extent to which this company has widened its scope of production.

Interesting displays of boiler coverings are made by The Mica Boiler Covering Co., The Eureka Mineral Wool & Asbestos Co., and The Philip Carey Mfg. Co., Toronto.

The attention now paid to power transmission is shown by the interest taken in the exhibits of The Dodge Mfg. Co., Ltd.; The Dominion Belting Co., The Henderson Roller Bearing Mfg. Co., and of D. K. McLaren, Toronto.

Engines of various makes and styles are shown by R. H. Buchanan & Co., Montreal; The Goold, Shaply & Muir Co., Brantford; Wm. Bennett, Sunderland, Ont., and by Goldie & McCulloch, Galt.

General machinery exhibits are made by The Bradley, Levy & Weston Machinery Co., Toronto; John McLachlan, Cannington, Ont. The Hart Emery Wheel Co., Hamilton, have a display of automatic grinding machinery.

Machinery and electrical supplies: The Canada Metal Co.; The United Electric Co.; The Hamilton Mfg. Co.; an exceedingly attractive exhibit of electrical fix-



Manufacturers' and Liberal Arts Building.

The old "Main" Building has been devoted entirely to "Transportation." On the ground floor are to be seen displays of automobiles, carriages and wagons of every sort and size. Upstairs are the panoramic scenery shown by the Grand Trunk and Intercolonial Railways; an

and cooking purposes by The Suvio Heating Co., Montreal; Geo. Sparrow & Co., Toronto, and C. F. Rees & Co., Toronto.

MACHINERY AND ELECTRICITY.

The development of electrical power for various purposes in Canada is abundant

tures and brass goods by James Morrison & Co., Toronto.

Detailed descriptions of the various exhibits would be desirable, but as space and time forbid in this issue, further reference will be made to them in later issues of "Hardware and Metal."



RETURNED
JUN 24 1904

STOP!

Are You Going to the Exhibition?

At the south entrance of the Manufacturers' Building we are showing our **New Louis XIV. Ceiling Classification**, and want the trade to see it. Cuts herewith only give a faint idea of its magnificence. We have easily out-classed our competitors, and can help you to get business.

Did you receive our New Catalogue?

RETURNED
JUN 24 1904
cut each 19
Pang 26

If you call on us, perhaps we can help you to enjoy the Exhibition.

We want you to see the Spanish Tile Roof on the Manufacturers' Building. It's the largest roof of the kind in Canada. We can also show you "Safe Lock" Roofing on the new Stove Building, C. P. R. Buildings, Horse Sheds, etc.

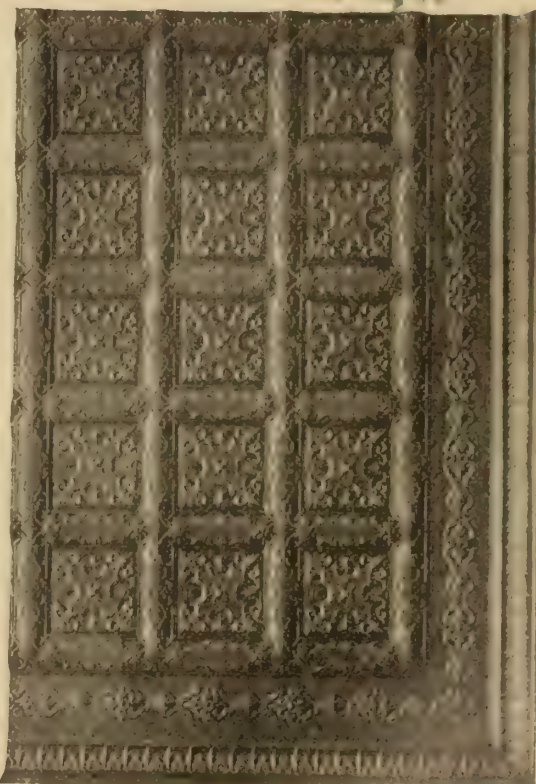
Since the merits of our goods are becoming known we are getting the business.

If you are not acquainted with our travellers who are in charge of our exhibit, make yourself known.

THE
Metal Shingle & Siding Co.

LIMITED

PRESTON, ONT.



HERE IT IS . . .

The JONES side-wall REGISTER

The most practical Warm Air Register yet placed on the market.



THIS CUT shows the JONES Register with deflector set, allowing 78 square inches (the area of a ten-inch pipe), to be delivered into the first floor room, the full capacity of the wall pipe to the second floor room.

By the use of these registers in connection with furnace work the cost of installing furnace is REDUCED, and the efficiency of furnace is INCREASED.

One large basement pipe heats a room on the first floor and one on the second ; hence fewer pipes, elbows, angles, collars, dampers, etc.

To see these improved registers means to adopt them. Over 17,000 sold in the United States since 1900.

The JONES SIDE-WALL REGISTERS are more than Register Fronts. They are Register, Register Border, Double Register Box, a Ventilator and a Deflector, and are ready to install when we ship them.

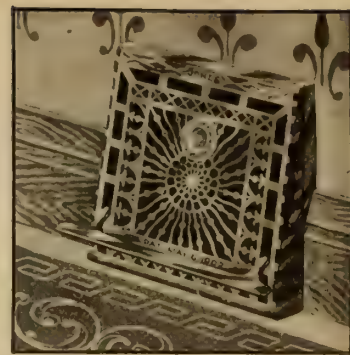
OUR CANADIAN REPRESENTATIVE :

CHARLES D. CHOWN, Kingston, Ont.

MANUFACTURED BY

The UNITED STATES REGISTER CO., Limited

66 East State Street, - BATTLE CREEK, MICH.



Showing a Jones Register placed.



A No. 15 Jones Register.

The More we See of Our Furnaces in Operation

the more positively convinced are we that they are the best on the market. Everyone who is installing them becomes enthusiastic, too. They put full dependence in

" BRIGHT IDEA "

" OXFORD " and

" DORIC "

HOT WATER HEATERS

to cover every phase of building heating. That they are fully and satisfactorily meeting the demands made upon them is evidenced by the congratulatory letters and repeat orders which we are constantly receiving. It is to your advantage to know more about these heaters, and it will be our pleasure to give you full particulars.

WRITE TO OUR NEAREST ADDRESS.

The Gurney Foundry Co., Limited,

TORONTO,

WINNIPEG,

VANCOUVER.

The Gurney-Massey Co., Limited, Montreal.

STOVES AND TINWARE

OPEN FIRES.

WHILE the views expressed may not meet with approval by all the Canadian trade, the following article by "Seer" in *The Metal Worker* is worthy of attention: It is no difficult matter for one who has been familiar with the stove trade for any length of time to recall the various changes in heating stoves and the effect that modern heating systems have had upon the stove trade. The open fire place was the first means of heating dwellings. This was followed by cast iron wood stoves, and later, when coal came into use, cast iron and sheet iron cylinders lined with fire brick became popular. This type of stove originally was plain, and little pretension was made as to ornamentation. As time passed on, however, the castings were made more ornamental, and some effort was expended to secure greater economy and efficiency with the fuel. Still having in mind the comfort of his customer, the stove manufacturer made an important departure in the production of self-feeding stoves, which, in a large measure, supplanted the surface burner direct draft or revertible flue. The round form of self-feeder was popular for a long period, until it was superseded by the high art square stove. The hard times of a few years ago placed these expensive stoves beyond the reach of many, and the oak stove, from its intrinsic merit and its all-important lower cost, became a very popular substitute. All of these stoves, however, have suffered from the increasing use of central heating plants—sometimes hot air furnaces and hot water heating apparatus. It would seem as though the stove manufacturer should bestir himself to widen the demand for his product by bringing out a stove by which even these new systems of heating would be benefitted when used in conjunction with them.

The demand of the time is for ventilation, and this is necessary alike with furnaces and steam and hot-water apparatus. Notwithstanding that the hot-air furnace is deservedly popular through furnishing continually a supply of fresh air, there remains the fact that two things cannot occupy the same space at the same time, and the foul air in the building must be removed before the fresh, warm air can

enter. There can be no better device for removing the foul air than an open fire. Its strong, radiant heat is most agreeable to those who come in out of a chilly atmosphere. By keeping the chimney warm it acts as a strong exhaust and moves the air out of a building to make room for the fresher, warmer air. The open fire type of stoves acts to a double advantage where used in connection with steam and hot-water heating apparatus with direct radiation, for with them no change of air is effected, and the open fire, by exhausting the air from the building, will draw in fresh air through cracks and crevices. If it be an indirect system it will act in the same manner as with a hot-air furnace.

If the manufacturers would take a lesson from the fine residences that are being erected, in which considerable money is expended on the fireplace and its equipment, it would seem that an open fire stove might be produced of an entirely different appearance and construction from anything now on the market which would meet the popular demand. A decided advantage might be derived from employing an artistic designer, untrammelled with long experience under the cast-iron rules and the prejudices that have governed the stove designer, through the demands of the manufacturers, his employers or retainers. People of the present time have learned to live in a more luxurious manner than those who used the stoves of the past, and they insist that the objects in their household shall correspond with their taste rather than with the economical demands of the producers. Regardless of the fact that the open fire is not the most economical stove, it is the type of stove that is most likely to increase in sale in view of the heating systems with which people now equip their residences.

ARE DEFENDING THEMSELVES.

SOME months ago a strike was ordered by one of the labor unions at the works of The Gurney Foundry Co., Limited, Toronto. This firm, which has long been recognized as a fair one in its treatment of its workmen, refused to accede to the demands of the union, and as the men refused to come back to work the plant was started by workmen brought in from outside, many of them being from

Great Britain. These men have been found competent in every respect, and the class of goods turned out by the firm is unquestionably as good, and probably better, than was the case when the former employees were engaged.

But the unions, recognizing that their defeat in such an important concern as The Gurney Co. would have a bad effect on their members and on other firms, started a campaign against the goods of the company. The result of this has been that the firm, to protect themselves from such unfair and illegal methods, have issued a writ against Robt. H. Emmett, John H. Barnett, Chas. Curtin, A. E. Reid, T. E. Nicholls, Chas. Kemish and three local labor organizers, Jas. Simpson, D. W. Kennedy and James Wilson, asking an injunction restraining defendants from wrongfully interfering with and intimidating plaintiff's workmen, from wrongfully interfering with plaintiff's customers, from advertising that the company's goods are made by incompetent workmen, and from wrongfully conspiring to boycott plaintiff's goods, and for damages.

TO MAKE ALL HEATING GOODS

In a few weeks the building which The Canadian Heating & Ventilating Co., of Owen Sound, Ont., are erecting will be completed and equipped with machinery, etc., for the manufacture of stoves, ranges, furnaces, hot water boilers and radiators. The capital stock of the company is \$200,000, of which about \$75,000 will be sold to the investing public. The officers of the company are:

President—V. A. Hurshaw, Toronto.
Vice-Pres. and Gen. Manager—W. J. Christie, Owen Sound.
Sec.-Treas.—W. S. Middleboro.
Directors—J. H. Christie, John H. McLaughlin and J. A. Ellis.

It is hoped to have the plant in operation by November 15. As the factory is on the water front, coal, wood and coke can be laid down at minimum cost by steamers. Good shipping facilities are ensured by the importance of Owen Sound as the lake port of the C. P. R.

NOTES OF THE TRADE

W. H. Paterson, tinware dealer, Hurontario, Ont., is advertising his tinware for sale.

Findlay Bros., stove foundry at Carleton Place, Ont., are working full time, yet the firm are unable to keep up with orders.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

THE PITTSBURGH METAL MARKET.

BUYERS are still waiting for the bottom, while producers, anxious to secure business in several lines, are offering slight concessions. A sale of Northern No. 2 foundry iron has been reported at \$17.50, Pittsburgh, while furnaces outside of the Bessemer association are willing to take \$18 at the furnace for their product, and several lots of Valley basic are offered at \$18.50, Pittsburgh. In finished lines a feature is the report that large buyers of sheets have received a temporary concession on any large orders placed at once, the quotation being subject to withdrawal at any time. Conflicting reports are heard of concessions in the bar iron trade. Ordinary merchant bar iron is quoted at 1.65c., Pittsburgh. It is doubtful if the two large producers of bar iron will quote lower on account of the effect on steel bars, which are now held by agreement at 1.60c. The steel bar market is exceedingly quiet on account of the waiting attitude of the agricultural implement manufacturers, who hope to secure concessions when they place their contracts. There has been further buying of rails for next year's delivery, the railroads evidently looking upon the present condition of trade as only temporary, and are proceeding with outlined improvements.

The action of the steel makers in fixing the price of Bessemer billets and slabs at \$27, delivered, Pittsburgh, Wheeling, Valley, Ashland, Ky., Johnstown, Pa., and Lorain, O., has not resulted in any heavy buying, and the sheet and tin mills are also holding off on sheet and tin bars, as they believe prices will not be advanced for some time to come.—Iron Trade Review, July 30.

BRITISH PIG IRON SITUATION.

CONSUMERS continue to avoid placing orders of any weight in this branch of the iron and steel trades, and are rather inclined to limit their purchases to small quantities necessary to meet actual needs. At the same time the tone of the market is not altogether unsatisfactory, and in some instances prices have actually advanced during the past week. In the Cleveland district, for example, where the prosperity of the shipping branch of the trade assists the local market to a great extent, the price of

No. 3 foundry has been raised, and the least that has been taken for this quality has been 46s. 9d., both makers and second hands holding out for that figure, while 47s. has been realized in exceptional circumstances. Cleveland warrants have also improved, as much as 46s. 10½d. cash having been paid for them. In this district there is very little iron in stock in makers' hands, and it seems probable that the public warrant stores will have to be drawn upon heavily if the continental requirements in the Autumn are even as large as they were last year. It is thought, too, that the shipments to Scotland will be maintained, as producers there cannot well increase their production of the class of iron with which Cleveland competes. The Scotch founders are reported to be well employed at present, and it is stated that they have numerous orders on their books. Hematite iron is dearer in Middlesbrough, and makers who have sold considerable quantities lately have raised the price of mixed numbers to 56s. 3d. per ton. Lancashire No. 3 foundry has realized about 53s. 6d. this week, with quotations up to 54s., and Lincolnshire is less readily obtainable at under makers' rates.—Iron and Coal Trades Review, August 21.

PITTSBURGH COKE MARKET.

The coke market continues somewhat depressed. With so many furnaces out or preparing to go out, for relining and other reasons, a considerable quantity of coke is thrown upon the market. Standard Connellsville coke is being sold at \$2 to \$2.25 for furnace and \$3 for foundry for early shipment. Various outside grades are offered at lower figures, down to \$1.50 and possibly less for furnace, but do not find a ready sale. Production in the Connellsville region continues to be held down by the leading makers running five days a week instead of six.

There has been a good bit of switching around among consumers from one grade of coke to another. As has been noted before, when coke was so scarce this Winter many furnaces which had been using standard Connellsville had to take other coke or do without. Some of these have returned to the standard article. With the spread of the coke region the old trade terms mean very little any more. It used to be that Connellsville coke meant a defi-

nite grade, which was under 1 per cent. in sulphur and had certain physical characteristics. Now various regions adjacent to the original have been added, so that the term Connellsville means less than it did.

The Metal Market, Sept. 1.

A PESSIMISTIC TIN MARKET.

The statistics given below speak for themselves. Granted that the spot stock of tin to-day is 2,000 tons (some other authorities claim only 1,500 tons), it is well to note that there is nothing afloat to this country from London, except 25 tons on ss. Mesaba, and the next shipment will be on steamer leaving London September 5, due here September 15; also that only 175 tons can arrive here from the East Indies this month. This remarkable position is completely made powerless by the sentiment in the trade, which is entirely pessimistic, and takes its cue undoubtedly from London. The London situation seems to be very little being done, and the leading bear is taking the opportunity to depress. The London bulls for the present also seem to have withdrawn support. This market for three days has been below cost of import, caused by pressure to sell in some quarters, which is not quite understood by the trade. Market closes to-day below cost of import, caused by pressure to sell in some quarters, which is not quite understood by the trade. Market closes to-day below cost of import, which for quick shipment from London is 27¼ at least, and for October delivery 27c. to 27.10.—Metal Market, Sept. 1.

GLASGOW MARKET NOTES.

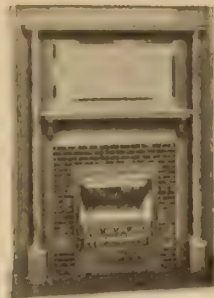
Brassfounders are pretty well off, and they look forward to a fair Autumn. There is quite an active demand for pumps and pumping machinery for the East, Australia and Canada, and some of the works which make a specialty of these manufactures are making overtime. * * * Black-sheet makers are not so busy as they were, but with some of the colonies they are having an encouraging turnover. Canada is a particularly good customer, the season so far being one of the most successful experienced. * * * It was reported on Glasgow 'Change on Wednesday that a large line of steel plates had been secured for Canada by a local firm. * * * Wire-rope makers continue to have encouraging inquiries and orders both from Canada and the Cape. The former market is promising so well that some principals are proceeding to the Dominion to gauge next season's possibilities.—Ironmonger, August 22.

STOVE BRICK Fire Clay and Asbestos, Furnace Cement.
All kinds of Fire Clay products made to order from patterns. Write for Price List.
JONES BROS., BRACONDALE, P.O., ONT.
(NEAR TORONTO)



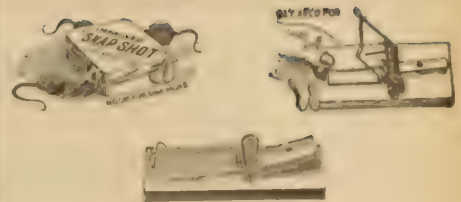
WRIGHT'S No. 4 COLD BLAST LANTERN is THE Lantern
see it and be convinced.
E. T. Wright & Co., Manufacturers, Hamilton and Montreal.

Have you
tried it?
Tried what?
**SELLING
MANTELS.**



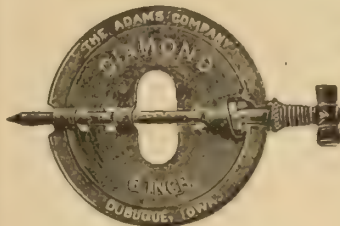
This is in your line of business, and it will
pay you.

The Batty Stove & Hardware Co.
76 YORK ST., TORONTO.



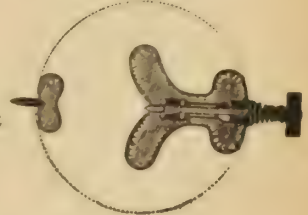
**J. M. MAST MFG. CO.'S
RAT and MOUSE TRAPS**
Strongest Traps Made.
Prices Exactly Right.
CANADIAN AGENTS
Edwin H. Grenfell & Co., London, Ont.

DIAMOND STOVE PIPE DAMPER AND CLIP.



U. S. Patent June 25th, 1895.
Canadian Pat. Dec. 13th, 1894.

Sold by Jobbers of ---
**HARDWARE
TINWARE
and STOVES,**
for furnace pipe, to support
the sheet steel blade.



Manufactured by **THE ADAMS COMPANY, Dubuque, Iowa, U.S.A.**
TAYLOR-FORBES CO., Limited, Guelph, Ontario.

Established 1860.

Incorporated 1895.

STOVE BOARDS



RETURNED
APR 8 1904
Cut Book 17
Page 13
L.S.

Lithographed in Colors,
Artistically Decorated, also
Made Crystallized.



Seamless, with Seamless
Corners,
Well Finished, New Designs

PRICES ON APPLICATION

The Thos. Davidson Mfg. Co., Limited, Montreal.

COAL HODS, FIRE SHOVELS, STOVE PIPES, ELBOWS, LANTERNS, Etc.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

NOTE: Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, *Hardware and Metal*.

Edited by

W. Arthur
Lydiatt,

TORONTO.

The Money a Merchant Saves by Not Advertising will Never Make Him Rich.

RETAIL merchants, especially those who do not do much at advertising, who dabble in it timidly, knowing that others make it pay, but are not just sure that they can these merchants, when they do advertise, show many weak points in their campaigns. Naturally enough, too, for, is there any phase of business in which experience does not count?

The man who goes at advertising fitfully and fearfully, feeling his ground—or, worse still, fitfully, without feeling his way—is bound to waste considerable ammunition. It makes no difference whether you are a heavy advertiser or a light one, if you do not take careful aim.

If merchants or other advertisers would sit down before writing an ad. and think definitely of the people they wanted to bring down by the ad., there would be less of these high-sounding generality ads. floating around. It is a good plan (and there are many good advertisers who do this very thing) to single out some actual individuals and imagine that you are talking directly to them. Such a procedure answers two purposes. It serves to make the advertiser study definitely the desires, characteristics and circumstances of those who will be readers of the ad., and, at the same time, it aids greatly in keeping the writer down to a point-to-point talk as man to man.

There can be no manner of doubt that the majority of readers are unconsciously influenced by the sincerity or lack of sincerity in the tone of the ad. It is true that some skilful writers can simulate sincerity when they are not sincere, and sometimes they succeed in deceiving, and the same can be done in face-to-face conversation. But, as a rule, people can instinctively tell when an ad. or a conversation rings true or when it does not.

In the light of this fact, they should not be toward a plain statement of fact as you see it? Be as earnest as you can. Be enthusiastic if you really are enthusiastic. The more enthusiastic you actually are over a proposition, the more easily will you convince others and communicate

your enthusiasm to them. But real enthusiasm is as easily told from "blow," as a real complexion from one which will not wash.

Most merchants consider the writing of an ad. a bad half-hour, and a great many of them give the preparation of the copy no attention whatever until the last moment, and then it is a "rush" job.

To one not used to the pen it is a kind of a "bugaboo." The best way to get over this is to consider it a pleasant task. It should be interesting, and can be made so if gone about right.

Blue Ribbon Twine

Is the kind that sells because it is

**Right in Strength,
Right in Quality,
Right in Length,
Right in Price.**

Satisfaction for the Farmer

We shall be pleased to quote you prices and receive your orders for this.

Famous Twine.

ADOLPH & BONNETT

The Leading Hardware Merchants,
LISTOWEL - - - ONTARIO.

Perhaps one of the things that makes the actual production of printer's copy hard is that you try to write your head lines and heading first.

Don't do this. It's like trying to paint a house before you build it.

Get right into the body of the matter—write down just what you want to say, then re-write and polish it off afterward. The heading will suggest itself, most likely.

Here are a few pointers on the "actual production" of an ad. a few may seem unnecessary as hints, to some readers, but these few may prove of suggestive value to others.

To start with, take a sheet of paper that is smooth enough to write on and yet has not a glazed surface artists say a glazed surface is hard to "think against"—dazzles the eye and confuses one.

The next step is this: Rule off on your paper a space corresponding to the size of the ad. (Your paper should be fully twice the size of the printed ad.)

Use a pen, because you will be able to write smaller, and you will write more carefully if you know you can't erase so easily.

If you are going to use a cut paste a proof of it right where you want it to go. Right here you want to remember that a cut should always face the matter describing it, or otherwise the reader's attention will stray away in the direction indicated by the cut.

Try to make your copy look just as much like the printed ad. as you can and don't blame the printer if, after giving him a mass of stuff that looks all alike, he fails to reproduce it exactly as you think he ought to.

Don't mind if your writing goes beyond the lines on each side, but try to get into each line's length about the same number of words as you want on that line.

All this may sound very technical and complicated, but if you'll read it carefully you'll have a better idea, maybe, of the "actual production," for your own good and for the "printer's."

If I were a printer and received some of the so-called "copy" such as I see every day, I think I would go to brick laying, or sewer digging, or bank presiding, or some other less strenuous life.

There's nothing especially distinctive about this ad. of Adolph & Bonnett which is reproduced this week. I think it would be much better to tell why Blue Ribbon Twine was "right in strength, quality, etc." and to enumerate some of the qualities that cause it to give satisfaction to the farmer.

The wise advertising man will open his mind to all styles and forms of publicity without having to depart from his specialized field. So many people fear to have their advertising considered undignified that they forever pursue the same narrow path, which, unknown to them, runs in a circle. To make advertising answer only the dictates of your personal tastes is an error and a reflection on the discerning abilities of the public.

ARMS AND AMMUNITION

Highest Quality Goods

Rock Bottom Prices

KINGS SEMI-SMOKELESS POWDER

KINGS SMOKELESS POWDER

FULL STOCK OF
PETERS
CLIMATIZED
LOADED
SHELLS

LEAGUE BLACK POWDER
REFEREE SEMI-SMOKELESS POWDER.
IDEAL SMOKELESS POWDER.

YOU NEED THEM.

WE DON'T KEEP THEM.

WE SELL THEM!

LEADING CRACK SHOTS WILL HAVE NO OTHER.



THE IDEAL (ST. ETIENNE)

THE ONLY
**REAL HAMMERLESS
DOUBLE BARREL GUN.**

HIGHEST QUALITY AND
BEST ALL-AROUND
GUN ON THE
MARKET.

*cut book 11
p. 20 all 4 returned*
**HAS YOUR
CARTRIDGE
BUSINESS**

BEEN SLOW? IF

SO, MAKE IT PAY

YOU NOW—STOCK

PETERS CARTRIDGES



REMEMBER

**PETERS METALLIC
CARTRIDGES ARE
LOADED WITH
KINGS SEMI-
SMOKELESS
NON-CORROSIVE
POWDER**

Peters Primers
Sure Fire.

Peters Perfect
WADS.

**LARGE
VARIETY**

**OF
GUNS and RIFLES**

AT ALL PRICES.

TRY OUR MAIL ORDER DEPARTMENT

IT WILL PAY YOU.

ORDERED BEFORE NOON, SHIPPED BEFORE NIGHT.



**YOU SECURE BETTER PROFITS,
YOUR CUSTOMER BETTER GOODS.**

**WE KEEP CHEAPER
GRADES OF AMMU-
NITION, BUT**

**PETERS IS
BEST.**

THEY COST
NO MORE
THAN THOSE
LOADED
WITH BLACK
POWDER



**OUR SPORTING GOODS
CATALOGUE FOR THE ASKING.**

**IT'S UP
TO DATE.**

**SEND US
YOUR
ORDER
NOW.**

The CANADA HARDWARE CO., Limited

MONTREAL.

Salesrooms :
10 DeBresoles Street,
Opp. St. Sulpice Street.

Warehouse :
43-45 Common St.

Our

New Art Glass Sample

Room

Do not fail when at the Fair to call and see Our New Office Sample Room.

* * * * *



If you have a customer bring him in. We can show him attractive goods and sell him.

**Discount
to
trade.**

LUXFER PRISM CO., 100 KING ST. WEST,
LIMITED, TORONTO

Dominion and Western Fair Visitors

We will esteem it a favor if our many customers, who visit the Toronto Dominion Exhibition, will call at our Toronto Branch, 12, 14 and 16 Bay St., where our office staff and travellers will be pleased to explain our various new and improved lines produced this season.

The Western Fair will be held in London from Sept. 11th to 19th, when we will take pleasure in extending the same courtesy which our Toronto Branch is now doing.

We will also be pleased to show customers over our new plant, which is now in full operation.

The McClary Manufacturing Co.,

London, Toronto, Montreal, Winnipeg, Vancouver, St. John. N.B.

"EVERYTHING FOR THE TINSHOP."

HARDWARE AND METAL

President:

JOHN BAYNE MACLEAN,

Montreal.

The MacLean Publishing Co. Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES,

MONTREAL - - - 232 McGill Street.
Telephone 1255.
TORONTO - - - 10 Front Street East.
Telephones 2701 and 2702.
LONDON, ENG. - - 109 Fleet Street, E.C.
MANCHESTER, ENG. - 92 Market Street.
H. S. Ashburner.
LONDON, ONT. - - - Hiscox Building.
Walter H. Lindsay.
ST. JOHN, N.B. - - No. 3 Market Wharf.
A. B. Pickett.
NEW YORK - Room 1241 New York Life Bldg.
W. T. Robson.
WINNIPEG, MAN. - 377 Cumberland Ave.
D. J. Benham.
VANCOUVER, B.C. - - Geo. S. B. Perry.

Subscription, Canada and United States, \$2.00.
Great Britain and elsewhere - 12s

Published every Saturday.

Cable Address { Adscript, London.
Adscript, Canada.

BUSINESS MEN AND THE DOMINION EXHIBITION.

BUSINESS men should visit the Dominion Exhibition that is being held in Toronto. Aside altogether from the opportunity of visiting the wholesale and retail houses which is afforded, there is much to be learned from the industrial features of the Exhibition.

The Exhibition is without doubt the best that has ever been held in Toronto. The entertainment features have not been forgotten, but more attention than hitherto has been paid to those branches which are of the most importance to the industrial and commercial life of the country. There is consequently a great deal to be seen at the Exhibition that is of direct interest to those engaged in manufacturing and mercantile pursuits.

President McNaught and Manager Orr are to be congratulated upon the general improvement that is everywhere apparent. **HARDWARE AND METAL** has for years urged the Exhibition authorities to offer that encouragement to the industrial interests of Canada that was their due. This the old regime failed to do. The new has struck

out along the right lines. It is to be hoped they will continue to hew to them.

THE AMERICAN INVASION.

A GOOD deal has been said about the influence on Canada of the settlers in the Northwest from the United States. Americans are comforting themselves over the loss of so many thousands with the thought that these children of Uncle Sam will remain American in spirit, and will be instrumental some day in causing a peaceful revolution in the political allegiance of the Empire stretching toward the golden north. It is to be expected that those who feast on William T. Stead's "Americanization of the World" will find consolation from such reflections. Canadians can afford to look upon these fond dreams of American statesmen with a broad charity. Indeed the extent of our concern over such a possibility is revealed in the fact that we are sending missionaries into Dakota, Montana, Minnesota and scattering broadcast enticing literature, telling of the bountiful harvests and the magnificent future of the Great Canadian West. It is ludicrous to see on the one hand an ultra-British people felicitating themselves over the large exodus of prosperous farmers from the United States, and on the other to see an envious nation endeavoring to persuade itself that all this is a strategical movement of the first order.

The American people stand foremost among the nations of the world as the champions of personal freedom. Yet when some thousands of these same people assert their rights, and elect to leave their country to find new homes under another government, there is a concealed protest from the guardians of liberty. It is a new thing under the sun to see one democratic nation enter the preserves of another democratic nation and canvass aggressively for emigrants. We are familiar with the efforts that both the United States and Canada have made to induce emigration from the Old World, but that a systematic campaign should be made by one, and that the smaller of these countries, to recruit from the other is certainly something novel, something to smile over. Canada has made Uncle Sam look serious, frown a little. It seems to

be a violation of the principle of honor among thieves.

Every intelligent citizen of the two nations knows that there is just as much of democracy in Canada as in the United States. The American who settles in Canada will never feel that he has left liberty behind him. He can carry with him no longings other than those that belong to patriotism. His children, taught in Canadian schools will find the race line disappear, will learn to love freedom more, to laud England who, through the centuries has made for personal liberty, for equality; who has made mistakes, it is true, but whose purposes have generally been just.

The new citizens of the Dominion from the United States are welcomed, not feared. A generation or two and they will be as loyal to Canada and to the integrity of the British Empire as the most enthusiastic among our sons.

LOOKING AHEAD.

EVERY indication points to a great Fall business and it behooves the wide-awake hardware man to prepare for it. Success is the result of looking ahead. The merchant who will reap the most from the coming business harvest is the one who has laid his plans well. What have you been planning in the way of new lines to handle, of new ideas in window-dressing, of effective methods in advertising, of making your store attractive to customers? Later you will be too busy to think out a connected campaign. Looking ahead is as important for a business man as a locomotive engineer. Do not stagnate. Look ahead.

SHORTEN YOUR CREDITS.

No reason exists for the long term of credits given by many retail hardware dealers. It is a fact, and an encouraging one, that many retailers throughout the country have during recent years done much to shorten these terms, rendering all accounts monthly and insisting on payment within a reasonable term. The decision of the jobbers to shorten the terms to 90 days and reduce the 30-day discount to 2 per cent. should be a good excuse for the retailers to give their customers for following the example set them. The sooner done the better.

THE QUESTION OF IMPERIAL TRADE.

It is to be regretted that the Congress of the Chambers of Commerce at Montreal could not concur in anything more tangible than a compromise resolution in regard to the question of Imperial Trade.

The compromise resolution merely touches the fringe of the great question, but not the merest inkling does it give as to how it is to be solved. It declares that the "various parts of His Majesty's dominions would be greatly consolidated by the adoption of a commercial policy based upon the principles of mutual benefit, whereby each component part of the Empire would receive a substantial advantage in trade as a result of its national relationship."

There is nothing new in this. It only expresses what has been time and again expressed. Every business man wishes to see trade within the Empire developed, and the more substantial its development the greater will be his pleasure. This is just as natural as for the moral man to desire the growth of morality. He knows it is a good thing. But as to the actual basis upon which the desideratum is to be obtained the resolution is meaningless.

The phrases of the compromise resolution were coined and the sentences turned with the evident object of avoiding the different theories as to how the desired extension of Imperial Trade was to be brought about. It is to be regretted that the congress was so barren of results as far as the promulgation of a definite plan is concerned. We know what the views of the protectionists and the free-traders are. But it would have been interesting, and, what is more, valuable, to have had a resolution outlining what, in the opinion of the 500 or more business men present, would be a workable plan for the development of trade between the component parts of the Empire. This is what they had journeyed from all quarters of the globe to do, but this is the very thing they failed to do.

We do not, however, consider that the congress has been abortive, even in regard to this particular question of trade within the Empire. It has emphasized both the importance of closer trade relations be-

tween the component parts of the Empire and the obstacles which stand in the way of their consummation.

There are problems to be solved in connection with all undertakings. And the greater the undertaking the greater, as a rule, are the problems. Because the congress at Montreal has clearly shown that there are difficulties which stand in the way of a closer union between the Mother Country and the colonies in the matter of trade and commerce, it by no means follows that the difficulties are insurmountable.

Even under the existing conditions, trade between the component parts of the British Empire is increasing. But the rate is not sufficiently rapid. What is desired is a definite plan that will accomplish this.

Before that which is desired can be obtained the business idea must predominate. In other words, the problem must be worked out along the lines of business common sense. While we are disputing over the relative merits of free trade and protection, like the early fathers of the churches, we are troubling our minds chiefly over the non-essentials. Let us get down to business.

At present there does not appear to be much disposition to do this. We hear a good deal of preaching about the morality of give and take, but there does not appear to be much disposition to practice it. And no one part of the Empire has a monopoly in this respect. Each is affected. One thing, however, that we should not overlook: each of the component parts of the Empire must work out its own salvation in matters of trade and commerce. They may, after the manner of business men in a given community, by an arrangement among themselves, remove barriers to the interchange and development of trade, but the success of each does not devolve upon the efforts of all; it is dependent upon the efforts of each.

We in Canada are fully persuaded that, while closer trade relations within the Empire will help us, the measure of success which we attain in the development of our resources will depend upon our

own efforts, not upon any legislative arrangement with the other units which, with us, compose the British Empire.

Any arrangement that did not recognize this would not be business-like, and would loosen rather than tighten the bonds of empire.

CANADIAN IRON FOR SCOTLAND.

It seems that British iron producers are beginning to look upon Canada as a factor in the international iron market. The Ironmonger recently concluded an article on the situation in Glasgow as follows:

"The make of pig iron in the Dominion has gone up from 86,000 tons in 1900 to 319,557 tons in 1902, and many new furnaces are in course of construction, adding to the productive power some 4,000 tons a week. In 1900 the make of steel was 26,000 tons, in 1903 182,037 tons, and it is still on the increase. Canada as yet cannot consume its own production, and how it will get rid of its surplus is creating some concern in the ranks of those Scotch producers who look ahead."

The above becomes particularly interesting in view of the present situation, the Canadian furnaces having lowered their prices to a basis which is keeping all foreign iron out of the Canadian market.

How long this is likely to last would be difficult to determine, as the consumption during the Winter months was so much in excess of the domestic offerings that Canadian consumers of pig iron were compelled to buy during the year ending June 30, 1903, foreign pig iron to the extent of 91,730 tons, of which 56,936 tons came from Great Britain, and the bulk of the remainder from the United States.

During the year the exports reached 20,022 tons, of which 2,404 tons were sent to Great Britain, 17,054 tons to the United States, and 564 tons to other countries.

It is true that during the year referred to the Canadian consumption of pig iron was considerably in excess of the usual requirements. This consumption, however, is likely to increase rather than to decrease, as in all parts of the country foundries and machine shops, whose raw material is largely iron and steel, have either increased their old plants or erected new ones, and will need to generally increase their purchases.

British iron has been found by Canadian consumers to be of much service for mixing with the domestic. This fact, in conjunction with the favorable situation of the Cape Breton works for export business, will probably result in an exchange of iron. British and other iron will continue in demand, especially throughout Ontario, while Canadian iron will likely find its way into European markets from Cape Breton.

A NOVEL STRIKE.

TO strike for higher wages is not uncommon, and the motive is one that may easily be understood, but it is hard to believe that intelligent workingmen, gifted with a very ordinary degree of common sense, should go on strike to have their wages reduced. Nevertheless such a strike is now in progress in Jersey City, and this seeming miracle has been brought to pass by the efforts of a walking delegate. Until August of this year there had never been any trouble between the firm and its employes, as union requirements have always been carefully obeyed. In only one respect have this firm broken union laws, and the transgression was one which might surely be forgiven—they were paying higher wages than the union demanded.

The uniform rate demanded by the union was \$3 per day, but for some time the firm have been paying their more efficient employes as much as \$3.75 per day. No man was paid less than the union rate, but some were paid more, the object being, of course, to induce the men to do more and better work and to reward the more efficient workmen. Apparently the men themselves were well satisfied with the arrangement, and it never occurred to them that they had a serious grievance until into that industrial Eden was introduced a serpent in the form of a walking delegate. Very soon after his arrival there was trouble. It would seem that it is the special duty of the walking delegate to unearth trouble, and thus furnish an excuse for his own existence. For some time this particular mischief-maker was puzzled, as the men had no complaints to make. Clearly, since the men were satisfied, it was his duty to make trouble. He demanded that no wage higher than the uniform rate of \$3 per day should be paid, as discrimination in favor of more efficient employes is contrary to trade union principles.

To this demand the hitherto docile firm gave a point-blank refusal. They urged, with reason, that a man should have an incentive to prove himself a better workman, and if better than his fellow he

should be better paid. The firm expected to hear nothing more of this demand, but they were mistaken. At the command of the walking delegate every man in the shops went on strike. Wonderful tribute to the discipline of the union, the higher paid men went on strike to have their own wages reduced! To such depths of absurdity has descended a trade union gone mad.

The reasons urged in defence of this ridiculous strike fail to render it any less ridiculous. It is urged that the union is bound to demand an equalization of wages in order that no man, good, bad or indifferent, may be barred from employment. Production will be restricted, as no man will do his best work, and thus employment will be afforded for a greater number of men. This is not a reason which is apt to commend the strike to thinking people. Decreased production is scarcely the proper remedy for the economic ills which distress the nation.

The most reasonable excuse is one which in this particular instance does not seem to have been urged. Perhaps it would not be good policy to urge it in public, but nevertheless we believe it is the real reason for this demand for equalization of wages—a demand which, in one form or another, is a part of the requirements of nearly all trades unions, although this is the first case within recollection in which it was sought to enforce it by a strike. The unions fear that their very existence would be endangered by the recognition of different degrees of efficiency among their members. They believe that jealousies would result which would wreck the organization. To all of which one is tempted to say: "So much the worse then for the union."

Such action is tyrannical in the extreme, and it is just such tyranny that alienates from the union the sympathy of many who would otherwise be inclined to be friendly. It is unfortunate, but inevitable, that the ill-considered foolish conduct of one union should bring disrepute upon all such organizations.

Such action is, moreover, injurious in

the extreme to the individual employe. Perhaps it is the worst reproach against trade unionism that it represses the individuality of the workman, who has little incentive to do his best work when he has no prospect of earning increased pay. No man can be expected to do his best work when an indolent workman at his side is earning the same wages. The employe who is ambitious to improve his condition has very little chance to do so under the sway of the trade union.

"PEOPLE WHO LIVE IN GLASS HOUSES," ETC.

A DISTINGUISHED Canadian just home from a holiday trip to the Old Land, refers, in an interview in a daily paper, to the appalling ignorance of Canadian geography prevailing in England. The same charge against residents of the United Kingdom is only too common. Before presuming to prefer such a general charge, however, one ought to assume the attitude of "Mr. Facing-Both-Ways." Are Britishers as ignorant of Canadian geography as the average travelled Canadian is of the geography of England, Ireland and Scotland, to say nothing of that of Australia or our other possessions?

In a Montreal club the other evening, they were discussing the interview referred to, and uncomplimentary remarks were made about the Englishman's ignorance. The writer, who happened to be present, quizzed the others on their knowledge of British geography, and the result was decidedly severe on the Canadians. He asked for instance:

"Is Melbourne east or west of Sydney?" Ominous silence reigned supreme. "What are the principal cities of New Zealand?" An odd one in the assembly volunteered the startling information that he could name one. "Is Liverpool east or west of Glasgow?" It was unanimously decided that the situation was west. A good map was brought from the library, when it was seen they were all wrong.

In any event, a critic must recognize the fact that Englishmen are conducting business over the whole world. Are they not likely to know quite as much about the geography of the globe—not excluding that of Canada—as Canadians know about that of the British Empire? We had better not talk so much of our knowledge.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, September 1, 1903.

HARDWARE.

FALL orders are coming in freely and the volume of general business this week shows a substantial increase over that of last week. Hay baling wire is now sold in large quantities and the demand for axes, cow ties, and chains is well maintained. Sorting orders for sorting good are still coming in freely. The cooper's strike is seriously interfering with building operations and has a weakening effect upon the market for building material. Strikes in the United States have had a similar effect and the cement and brick market is very uncertain at present. Hardware metal goods are firm according to the strike in England, and higher prices will be asked for new orders. The manufacturers of washing machines have altered their terms of payment which are now 90 days net or two per cent. discount for cash in 30 days. Some wheelbarrow manufacturers have also changed their terms.

BARB WIRE. Business is only fair this week and prices on the local market are unchanged. We quote as follows: \$2.80 per 100 lb. f.o.b. Montreal, and \$2.55 f.o.b. Cleveland. Carlots of 15 tons: \$2.15 f.o.b. Cleveland.

GALVANIZED WIRE.—Only a fair business is being done, but the market continues firm and prices remain unchanged. We quote: No. 5, \$3.70; No. 6, 7 and 8, \$3.15; No. 9, \$2.55; No. 10, \$3.20; No. 11, \$3.25; No. 12, \$2.65; No. 13, \$2.75; No. 14, \$3.75. In carlots f.o.b. Cleveland: No. 5, \$2.20; Nos. 6, 7, 8 and 9, \$2.15; No. 10, \$2.20; No. 11, \$2.25; No. 12, \$2.30; No. 13, \$2.40; No. 14, \$2.50. In less than carlots, 12½¢ per 100 lb. extra charged.

SMOOTH STEEL WIRE.—Except for a few sorting orders there has been little trade in smooth steel wire this week. Market is quiet, but firm. Our quotations are as follows: Bright and annealed, \$2.50 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60¢; tinned wire, \$2; oiling, 10¢; spring wire, \$1.25; best steel wire, 75¢; bright soft drawn, 15¢; special hay-baling wire, 30¢.

FINE STEEL WIRE. For the season, there is a very good demand and the market is steady. The discount is 25 per cent., with net extra as follows: 1 and 2 lb. hanks, 25¢ per 100 lb.; 1 lb. hanks, 27½¢; and 2 lb. hanks, 50¢.

BRASS WIRE. There has been a fair demand this week. The discount is 60 per cent.

COPPER WIRE. The discount is 60 per cent.

PRESSED SPIKES. The demand continues very active and no slackening is expected until the close of navigation. The market is firm and the discount is still 20 per cent.

FENCE STAPLES.—Several good sorting orders are reported this week and the market is fairly active. Prices rule firm as follows: \$3 per 100 lb. keg for galvanized, and \$2.80 for bright. 25 and 50 lb. packages 25¢ extra.

CUT NAILS. There is a steady demand and prices still rule firm as follows: \$2.45 f.o.b. Montreal, carlots \$2.10.

WIRE NAILS. As reported last week, there is a very active demand at present and the indications are that there will be no slackening until the close of navigation. Jobbers report many rush orders and the rolling mills are busy turning out new stock to meet the demand. Prices are unchanged. We quote as follows: \$2.40 per keg in carlots, and \$2.15 per keg in small lots f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

HORSE NAILS.—There has been no slackening of the demand which still continues very active. The discounts are unchanged. Our quotations are as follows: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Countersunk" heads, 55 per cent.; "C" brand, 40, 10 and 7½ per cent. off; "Monarch," 50 and 7½ per cent. and "Peerless," 50 per cent.

HORSESHOES.—The demand still continues very active and some difficulty is reported in filling orders. Prices are firm as follows: Iron shoes, light and medium pattern, No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; X.L. steel shoes, new light pattern, sizes 1 to 5, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05; featherweight, all sizes, 0 to 4, \$5.35, toe weight, all sizes, 1 to 4, \$6.60. Shoes more than one size in a keg, 10¢ per keg extra f.o.b. Montreal only.

RIVETS AND BURRS.—A very active demand is reported this week. The discounts are as follows: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swede rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5 lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS AND NUTS.—There has been no slackening in the demand this week and the volume of business is still very large. As was noted last week, jobbers find much difficulty in filling orders for some sizes of bolts. The market is firm. Our quotations are as follows: Common carriage bolts, 50 per cent.; full square carriage, 55; machine, 50 and 5; coach screws, 66 2/3; sleighshoe bolts, 65 and 5; blank bolts, 50 and 5; bolt ends, 50 and 5; plough bolts, 50 and 5; tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3½¢ per lb. off list; hexagon nuts, 3½¢ per lb. off list.

SCREWS.—Demand is good, and market

is steady. The discounts are as follows: Round head bright, \$2½ per cent.; flat head bright, \$7½ per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

CORDAGE.—Business is fair this week. As was noted last week, terms are now 90 days net, or two per cent. 30 days. The market continues steady and prices are as follows: Pure manila, 11½¢; British pure manila, 12¢; sisal, 11½¢; double lath yarn, 11¢; single lath yarn, 10½¢; Russian tarred spun yarn 13½¢; jute rope, ¾ in. in diam. and upwards, 9¢; cotton rope, 16½¢; cotton twine, 17 and 20¢ for 3 and 4 ply. Cotton bedcord, 90¢ to \$1.35, according to length.

BUILDING PAPER. Unsettled conditions in the labor market are interfering somewhat with the demand for building paper. Prices are unchanged, but also somewhat uncertain. We quote: Tarred felt \$1.85 per 100 lb.; 2 ply ready roofing, 90¢ per roll; 3 ply, \$1.15 per roll; carpet felt, \$2.25 per 100 lb.; dry sheathing, 10¢ per roll; tar sheathing, 50¢ per roll; dry fibre, 55¢ per roll; tarred fibre, 65¢ per roll; O.K. and I.X.L., 70¢ per roll; heavy straw and sheathing, \$35 per ton; slaters' felt, 65¢ per roll.

SHOT.—The demand continues very active. Our quotations are as follows: Ordinary drop shot, A. A. A. to dust, \$6.50 per 100 lb.; chilled, Nos. 1 to 10, \$7 per 100 lb.; buck and seal, \$7.50 per 100 lb.; ball, \$8 per 100 lb. Trade discount 17½ per cent. f.o.b. Montreal, Toronto, Hamilton, London, St. John, N.B., and Halifax.

FIREBRICKS.—The market is uncertain owing to strikes here and in the United States. There is a downward tendency, but no changes are yet reported. English sell at \$16 to \$22 per 1,000 and Scotch at \$17 to \$22.

CEMENT.—The market is uncertain owing to labor conditions. The tendency is downward but as yet there are no changes to report. Our quotations are as follows: Canadian cement, \$1.90 to \$2.25; German, \$2.25 to \$2.40; English, \$2.15 to \$2.25; Belgian, \$1.70 to \$1.95 per bbl. ex-store, and American, \$2.20 to \$2.40 ex cars.

SCREEN WIRE CLOTH.—Considering the season there is a fair demand. The price is unchanged at \$1.50 per 100 square feet.

POULTRY NETTING.—There is still some demand for 1904 delivery. The discount is 60 per cent.

LANTERNS.—The demand is excellent this week and prices are firm. We quote: Lift, hinged or tilt, \$4 to \$4.25 doz.; cold blast No. 2, \$7 to \$7.50; painted dashboard, \$6.50 to \$6.75; plain dashboard, \$6 to \$6.25; searchlight, \$20 to \$24 doz.; brass cold blast, small, \$9.75 to \$10.

METALS.

Cables from England this week announce the withdrawal of prices on Canada plates, tinplate, black plates, and

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GERMAN and BELGIAN.FIRE BRICKS, FIRE CLAY,
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terne plates, the reason being the strike which is now in progress in Wales. Considerable advances are expected on the English market unless the strike is settled shortly. No advances have yet been made in the local markets but in sympathy with conditions in England they rule firm. In pig iron there is little doing but the feeling is that prices are not likely to go any lower. The general tone of the metal market is firmer.

PIG IRON. Buyers and sellers still keep apart and the market is still featureless. There are no changes and prices are as follows: Summerlee, \$21; Carron, No. 1, \$21; do, No. 3, \$19.75; Middlesboro, No. 3, \$18; Aysersome, No. 1, \$20; do, No. 3, \$19.10.

BAR IRON. A good trade has been transacted this week and prices are firm. We quote as follows: Merchants' bar \$1.95; horseshoe iron, \$2.20; forged iron, \$2.15.

BLACK SHEETS. There has been no slackening of the demand and prices are steady as follows: 28 gauge, \$2.15; 26 gauge, \$2.40; 22 to 24 gauge, \$2.35; 18 to 20 gauge, \$2.30, and 8 to 10 gauge, \$2.40.

GALVANIZED IRON. The demand this week continues very active and the market is steady. We quote: 28, Queen's Head, \$1.40; Apollo, 10 $\frac{3}{4}$ oz., \$1.30; Fleur de Lis, \$1.15; Comet, \$1; Bell brand, \$1. In less than case lots 25c. extra.

LEAD PIPE.—The demand is fairly active this week. Composition and waste sell at 8c., ordinary at 7c. The discount is 35 per cent.

IRON PIPE. The demand still continues active and prices rule steady. We quote: Standard pipe, per 100 feet, in lengths under 19 feet black, $\frac{1}{4}$ in., \$2.30; $\frac{3}{8}$ in., \$2.30; $\frac{1}{2}$ in., \$2.55; $\frac{3}{4}$ in., \$2.85; 1 in., \$3.65; 1 in., \$5.20; 1 in., \$7.35; 1 in., \$8.95; 2 in., \$12.55. Galvanized $\frac{1}{4}$ in., \$3.20; $\frac{3}{8}$ in., \$3.45; $\frac{1}{2}$ in., \$3.90; $\frac{3}{4}$ in., \$5; 1 in., \$7.20; 1 in., \$10.05; 1 in., \$12.20; 2 in., \$16.55. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, $\frac{1}{4}$ in., \$4.20; $\frac{3}{8}$ in., \$5.25; 1 in., \$7.55; 1 in., \$10.55; 1 in., \$12.75; 2 in., \$17.60. Galvanized $\frac{1}{4}$ in., \$5.20; $\frac{3}{8}$ in., \$6.65; 1 in., \$9.55; 1 in., \$13.25; 1 in., \$16; 2 in., \$21.

TINPLATES. As noted above, English quotations have been withdrawn and the local market is very firm. An advance is not unlikely. Cokes sell now at \$4 and charcoals at \$1.25.

TERNE PLATES.—The local market in sympathy with English advances rules firm. No change is reported as yet, and, as before, we quote at \$7.25.

COIL CHAINS. The volume of business is good for this season and prices are firm. We quote as follows: No. 6, 10c.; No. 5, 9c.; No. 4, 8 $\frac{1}{2}$ c.; No. 3, 7c.; $\frac{1}{4}$ in., 6 $\frac{1}{2}$ c.; 5 16 in., \$1.90; $\frac{1}{2}$ in., \$4.20; 7 16 in., \$1; $\frac{1}{4}$ in., \$3.90; 9 16 in., \$3.75; $\frac{1}{2}$ in., \$3.60; $\frac{3}{4}$ in., \$3.50; 1 in., \$3.45; and 1 in., \$3.40, with 10c. allowance on carlots.

CANADA PLATES.—As noted last week, except for delivery of orders booked earlier in the season there is little doing just now. Prices are being shaded very considerably. We quote as follows: 52s., \$2.45 to \$2.60; 60s., \$2.60 to \$2.70; 75s., \$2.70 to \$2.75; full polished, \$3.65 and galvanized \$4.15 to \$4.25; galvaniz ed, 60s., \$4.35 to \$4.45.

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"LYDBROOK"—Best Coke.
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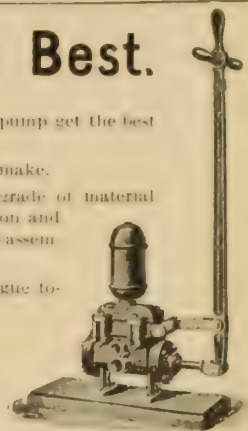
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Manufacturers of

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And SIEMENS MARTIN

OPEN HEARTH STEEL

HIDES.

ONTARIO MARKETS.

Toronto, September 4, 1903.

HARDWARE.

WOODENWARE. Business is picking up steadily and prospects for Fall seem excellent. We quote: Washboards Victor, \$1.25; Crown, \$1.30; Improved Globe, \$1.15; Standard Globe, \$1.55; Original Solid Globe, \$1.70; Superior, solid back, \$1.85; Jubilee, \$1.85; Pony, \$1.05. Tubs No. 0, \$10.75; No. 1, \$8.60; No. 2,

A CANADIAN IS NOT A FOOL!

and yet in some things we feel inclined to say he is.

Do you think him foolish? For instance, take the case of a Blacksmith or Farrier who shoes horses. If the merchant offers him two boxes of horse nails, one being the "C" brand at twenty-five cents more than the other brand, he will often take the cheaper of the two, without taking into consideration what he gets for the difference. In buying the "C" brand he will get the best made Horse Nail in Canada, from the best material known or used in the world. The "C" brand Nails will drive easier by reason of their hardened points and perfect shape, and will stand the hardest usage on all kinds of roads, and hold the shoes on longer than any other Nails. Further, when you consider that twenty-five cents less on a box only reduces the cost of the Nails required for a set of shoes one-third of one cent, a man is foolish to sacrifice quality for price. "The best are the cheapest." The merchant can do a great deal of good by always trying to sell the best article. We ask you to do this in the case of Horse Nails, and to favor with your orders the "C" brand, made for the last 38 years by the

CANADA HORSE NAIL COMPANY, MONTREAL.

\$7.50; No. 3, \$6.15. Pails: No. 1, 2 hoops, \$1.77; No. 1, 3 hoops, \$1.93

METALS

The volume of business continues satisfactory. Considerable business is being booked for Fall delivery, but buyers are shy of 1921, hesitating to place orders so far ahead in view of the depressed condition of the iron market and its possible effect on other metals.

PIG IRON. Canadian furnaces are having the local market largely to themselves as they have put their prices at a basis to make importations difficult to dispose of to advantage. Midland and Hamilton No. 1 are now quoted at \$20.

BAR IRON. No change in price or demand. The base price is \$2. For extras cut to length while rolling, 2 ft. and over, 10c per 100 lb.; 1 ft. and under, 1 ft., 15c; under 1 ft., 20c; over 20 ft., by special agreement according to length and size.

STEEL BOILER PLATES. Prices are firm and a good steady demand is reported. The base price is \$1.96 f.o.b. Toronto.

TOOL STEEL. There have been no alterations since last writing. We quote: "B. C." and "Black Diamond," 10 to 11c; Jessop's, Morton's and Firth's, 11c; Jonas & Colver's, 10 to 20c; ditto, "Air Hardening," 70c per lb.; Char. Leonard's, 8 to 9c; Park's "Silver," 11 to 13c; Park's "Special," 15 to 18c.

MACHINERY STEEL. The demand is good. Prices are unchanged and steady. We quote: Rough finished or iron, \$1.80 to \$2.05; smooth finished, \$2.05 to \$2.30.

BLACK SHEETS. Unchanged. A fair business doing. We quote, 10 to 16 gauge, \$2.25; 18 to 20 gauge, \$2.70; 22 to 24 gauge, \$2.90; 30 gauge, \$3.

CANADA PLATES.—Fall import orders are now arriving. Considerable shipments are now being made from stock. Prices are steady. We quote: All dull, \$2.70; half polished, \$2.85; and all bright, \$3.60.

GALVANIZED SHEETS. A steady demand at unchanged figures is reported. We quote: Queen's Head, \$1.50 for 28 gauge; American, \$1.40 for 24 gauge; Bell brand, \$1.30 for 28 gauge; Gordon Crown, \$1.50 for 28 gauge.

TIN.—The market holds steady locally but there is a decided weakness at outside points. We quote \$32.50 to \$33.

TIN PLATES. Business locally is active and the market shows a steady tone. We quote: Coke plates, bright, 14x20, \$2.85; charcoal plates,terne, 24x28, 112 sheets, 88c.

COPPER. Considerable business in ingot is being done. Prices continue to stiffen. We quote: Ingot copper \$15 and sheet copper \$21 per 100 lb.

BRASS. Is unchanged in price. Demand is fair. Discount, 10 per cent.

LEAD. The market is quiet. Prices show no change. We quote: \$2.50 per 100 lb. for pig lead, and \$3.75 for bar lead.

IRON PIPE. An improvement in the demand is reported. Our quotations are: Per 100 ft. Black pipe, 1 in., \$3.15; 1 1/2 in., \$2.40; 2 in., \$2.65; 2 1/2 in., \$2.85; 3 in., \$3.65; 4 in., \$5.25; 4 1/2 in., \$7.35; 5 in., \$8.95; 6 in., \$12.55; 8 in., \$20; 10 in., \$23; 12 in., \$30; 14 in., \$36.

OAKEY'S 'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street
MONTREAL.



COVERT MFG. CO.

West Troy, N.Y.

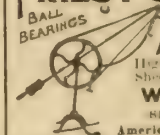
Auto Screw Jack

Harness Snaps, Chain, Rope and Web Goods, etc.

FOR SALE BY JOBBERS AT MEPS. PRICE



PRIEST'S CLIPPERS



Largest Variety.
Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality, Durable and
Sharp, Searing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.

Don't Forget the Name...

NEWMAN'S INVINCIBLE FLOOR SPRINGS

Strong, Quick, Reliable, Effective.

Will close a door against any pressure of wind
Far ahead of ordinary door springs, pneumatic
or otherwise. Ask your wholesaler.

W. NEWMAN & SONS, Birmingham.

Oneida Community Goods

HALTERS, COW TIES, SNAPS, etc., etc.,

In all sizes and styles. May be had of all
jobbers throughout Canada.

Factory—NIAGARA FALLS, ONT



You will be asked
for Dundas Axes
next fall. Are you
preparing to meet
the inquiry by be-
ing able to show
the goods?



Dundas Axe Works, Dundas, Ont.

W. L. Halmann, Jr., Toronto Agent, Montreal.

What Constitutes a Perfect File ?

HIGH-GRADE STEEL, UNIFORM ANNEALING, PERFECT FORGING, SUFFICIENT GRINDING, INCREMENT CUTTING, ACCURATE HARDENING, CAREFUL TESTING.

Thirty years' experience has taught us how to produce a Perfect File, consequently we are justified in giving our customers an **absolute warranty** with our product.

Our goods may be obtained from all Prominent Hardware Jobbers throughout the Dominion at moderate prices.

NICHOLSON FILE COMPANY.

FACTORIES : Providence, R. I. Paterson, N. J. Beaver Falls, Pa.
Anderson, Ind. Port Hope, Canada,
WALTER GROSE, SELLING AGENT, MONTREAL.



The FAIRGRIEVE GAS TOASTER

Retains at 25c. The only Toaster guaranteed to toast on gas, kerosene or blue flame oil stoves without taste or smell. Write for prices.

THE FAIRGRIEVE MAN'FG. CO.,
295 COLLEGE ST., TORONTO.

U. S. Branch: 289 Jefferson Ave., DETROIT.



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish. INGERSOLL, ONT.

NEW RAILS

Sessenwein Bros.,

12, 14, 16, 18, 20, 24, 30, 35 and 56 lbs. to the Yard—carried in STOCK for prompt shipment. **TRACK REQUISITES.**

103 Shannon St.

.. MONTREAL.

ZINC SPelter Stocks are light and as there is a good demand prices are firm at 6 1/2 to 6 3/4c. per lb.

ZINC SHEETS. In sympathy with spelter prices are firm. A fair business is being done locally. We quote: Cask lots, \$6.75 to \$7, and part casks, \$7 to \$7.25.

SOLDER. The demand is fair; prices are unchanged. Guaranteed half and half is quoted at 18 to 19c., and wiping 17 to 18c.

HIDES, SKINS AND WOOL.

The market in hides has been dull this last week with prices unchanged. Calfskins are steady at former quotations and wool is unchanged from last week. We quote:

HIDES. No. 1 green, 8c.; No. 2 green, 7c. per lb.; No. 1 green, steers, 8 1/2c.; No. 2 green, steers, 7 1/2c. per lb.; cured, per lb., 8 to 8 1/2c.

CALESKINS. Veal skins, No. 1, 6 to 14 lb. inclusive, 9c.; No. 2, 7c.; No. 1, 15 to 20 lb. inclusive, 8c.; No. 2, 6. Drovers' (clams), each, 60 to 70c. Lamb skins, each, 40c., pelts, each, 40c.

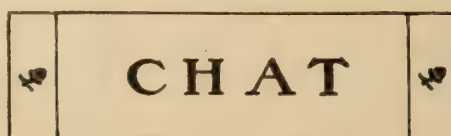
PETROLEUM.

The Fall trade will soon be in full swing now. Prospects are bright for good business in petroleum. Prices remain unchanged since last issue. We quote: Canadian prime white, 16 1/2c.; Canadian water white, 18 1/2c.; American prime white, 17 1/2c.; American water white, 19c.

OLD MATERIAL.

The demand for old material is still very slack, and prices remain in their declined state. We quote: Heavy copper and wire, 11c. per lb.; light copper, 9 1/2c.

per lb.; heavy red brass, 10c. per lb.; heavy yellow brass, 8 1/2c. per lb.; light brass, 6c.; lead, 2 1/2c.; scrap zinc, 3 1/2c.; iron, No. 1 wrought, \$13.50 per net ton; No. 2 wrought, \$5; machinery cast scrap, \$15.50; stove plate, \$10; malleable and steel, \$6; old rubbers, 6c. per lb., and country mixed rags, 50c. per 100 lb.



J. McCormick has bought out the hardware business of James Rumball, Windsor.

G. A. Stanley, Lucan, Ont., is enlarging his hardware store. He is also making many improvements on the interior.

A. W. Kelly, hardware merchant, of Collingwood, is ill at his home at Beaverton with typhoid fever. His business is in charge of Mr. W. Henderson.

S. A. McCartney, who a month or so ago sold his hardware business at Akon, Ont., to Wm. White, purchased the King building in Orangeville, formerly occupied by Brett & Darrough, hardware merchants. He intends to continue the hardware business in his newly acquired premises.

BLAST FURNACES IN ALABAMA

A Birmingham, Ala., paper says: On June 30, 1903, there were thirty-two blast furnaces in course of construction in the United States, six of them being in Alabama.

Of these, the large, new furnace of the Lookout Mountain Iron Co., situated at Battelle, on the line of the Alabama Great Southern Railroad, is well under way. This furnace was begun several months ago, and the officials of the company expect that it will be ready for operation early next year.

The new furnace of The Alabama Consolidated Coal and Iron Co., which is situated at Gadsden, will be ready to fire next week. All that the company is waiting for is coke, and as the miners are now at work there will be plenty of coking coal and coke on hand next week to make it safe to go ahead and fire up.

The new furnace at Holton, in Tuscaloosa county, on the line of the Alabama Great Southern Railroad, is in much the same conditions as the Gadsden furnace of the Alabama Consolidated. It is waiting for coke, with which it will soon be supplied. This furnace is one of the largest and most complete in Alabama, and has been under construction for the last two years.

Work on the Schuler furnace at Gadsden is well advanced.

Other big furnaces on which work is

being pushed are the Tennessee Coal, Iron and Railway Co.'s No. 6 at Enckev and the Woodward Iron Co.'s No. 3 at Woodward, near Bessemer.

AN IMPERIAL PATENT LAW.

THE question of patent laws throughout the British Empire is one that appears to us to deserve immediate attention. Whatever may happen with regard to preferential tariffs within the Empire, the matter of a uniform patent law to apply to every British possession surely might, and ought to, receive immediate attention. British manufacturers have much to thank Canada for in the matter of the preferential tariff given to British goods. We are afraid, however, the benefits are often nullified owing to the existing patent laws prevailing in the Dominion. These appear to have been drawn up on the German method, whereby it is impossible to retain the validity of a patent unless such patented article is manufactured in that country. This system appears to us to be harmful both to Great Britain and Canada. Our manufacturers are afraid to send some of their best productions to Canada, and which would undoubtedly frequently be of great service there, owing to the fact that if they did so their patents could be copied at once, and the inventor and manufacturer derive no profit from them. The consequence is that the proprietor of a patent carefully avoids sending it to the Dominion. The Merchant, London.

DURING THE DOMINION EXHIBITION

One of the most handsome warehouses in Toronto is that of The United Factories, Ltd., at 80 York street, just a short walk from the Union Station and the wharves. During the Dominion Exhibition this warehouse will be open to the firm's customers, to whom they promise a hearty welcome. The sample room and offices have been remodelled in order to handle the rapidly growing business. A new telephone system has been installed with a switchboard connecting all departments. Here can be seen a magnificent display of brushes, embracing over 5,000 kinds, of every known variety; also brooms, whisks, woodenware and sundries, the product of their own factories. Owing to the pressure of business the firm are unable to make exhibit at the Fair, but it will repay anyone interested to visit their sample rooms. Travellers will be pleased to show the trade through the offices and sample rooms, and give full information regarding goods, prices or processes of manufacture. Their illustrated catalogue may be had for the asking.

MEET US IN THE NEW MAIN BUILDING

When at the Fair you will be struck by our splendid exhibit—it is one of the big "features," full of practical interest.

Don't miss the chance to pick up the excellent pointers about Metal Ceilings, Shingles, Sidings, etc., that are at your service—also, don't miss one of our souvenirs.

Notice our factory, cor. King and Dufferin Sts., near the Fair Grounds—the place where the good work is done.

The Metallic Roofing Co., Limited

TORONTO

MONTREAL

WINNIPEG

PURIFICATION PLANTS.

The Ontario Wind Engine & Pump Co. have been favored by the C.P.R. with an order for 12 purification plants in connection with their system. This is a unique order, and is practically preliminary, as others will probably follow when these have been installed and tested. This company have supplied the C.P.R. in the past with many of their air motor outfits for different points along their lines. This company also have quite a few large municipal outfits in course of erection, and this work is continually increasing, taxing their output to the utmost. The gradual growth in their export trade as well as the ever increasing demand of the home trade forces them to enlarge their plant continually.

ONTARIO'S MINERAL OUTPUT.

STEADY development continues in the mining industry of Ontario. The output of metallic minerals for 1902 reached \$7,002,499, as against \$6,257,419 the previous year, an increase of about 12 per cent. The production of non-metallic ores increased from \$6,811,352 to \$7,131,135 in the year, showing a gain of somewhat over 7 per cent.

Among the individual metals nickel still holds first place, the output reaching \$2,219,761, as against \$1,859,970 in 1901 and \$756,626 in 1900.

The pig iron output was slightly smaller than the previous year, owing to the closing down of one of the furnaces for a short time. It was valued at \$1,683,051, as against \$1,701,703. The output in 1900 was, however, only \$765,637.

The increasing use of Canadian iron ore is shown by a production of \$518,445,

as compared with \$171,128 the year previous and \$111,805 in 1900.

It is well known that the manufacture of steel has made a great stride lately, but the majority will be surprised to learn that in the year the production has increased from \$347,280 to \$1,610,931.

In the precious metals the figures are not nearly so promising. The gold output was but \$229,828, the silver merely \$58,000. Copper showed a total of \$680,283, but, of this, \$616,763 was from copper nickel ores.

Among the non-metallic minerals cement shows the most interesting development. In ten years the output has increased from \$85,997 to \$916,221, the latter figure comparing with \$670,880 the year previous. It is well understood that this rapid increase of production is continuing this year, yet the cement market throughout Ontario exhibits even greater strength than in past years; all of which points to a great development in the use of the material.

BUSINESS EDUCATION.

The several business colleges in this city are all very sanguine as to the business of the coming season. Many applications have already been received, and this system of education appears to be growing in popularity. The Western Business College, on the corner of Spadina avenue and College street, is adding to its accommodation, owing to the large increased attendance of pupils. In connection we may say that the educational facilities of this institution are very highly spoken of. The principal is thorough and painstaking, and graduates from this college are in good demand.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C. August 23, 1903.

The glass situation, which has been rather quiet, owing to stocks being practically cleaned up, has been sensibly relieved by the arrival of a large consignment by the British ship, *Doncaster Castle*, which arrived this week from Victoria, after discharging several hundred tons of cargo there. The principal importer of glass by the *Doncaster Castle* is the local agency of Pilkington Bros., the British glass manufacturers. It is their intention in future to stock up heavily here, and a portion of the big consignment received this week is for that purpose, though a large part was orders for local wholesale houses. The activity in ordering, both here and in the North-west, creates such a heavy demand for glass and glazed sash, that the keeping up of glass stocks is quite difficult. Even shipments to the Yukon have been delayed by non-arrival of importations.

The announcement of a material reduction in freight rates at Calgary base, is interesting to the hardware trade. The experience often is that on such articles as rails, bar iron and steel, on which the margin at best is small, the extra freight charges simply prevented a sale. The crossing of large orders for other lines of hardware often depended on the ability to fill those lines, and it was a case of selling the particular items at a loss, or letting the bill go. The rates hitherto in effect have practically compelled the hardwaremen to stay out of the territory east of the mountains. Of course, in many lines, which are directly imported from the manufacturers of Europe and brought by sailing ship round the Horn or by direct steamer in the service instituted by The Ocean Steamship Co. and China Mutual Co., it is possible to compete successfully with eastern houses, but the trade has not been able to handle the general business. It is anticipated that the going into effect of the new rates will enable the hardwaremen to reach out after a good line of business in the Alberta country.

Speaking of this new opening brought about by the reduction in freight rates, a leading wholesale hardwareman here said: "The addition to trade will necessitate increasing of warehouses and every other part of our establishments here. At the present time every wholesale house in the hardware line is doing all the trade it can handle with present equipment. Of course, if there is a good trade to be secured, it would be worth while increasing present facilities." The gentleman quoted said the trade of the Yukon country, as well as the local trade of the province, had been practically all that was reached out for by the local houses, and they had not built up establishments calculated to accommodate more than that trade.

That there is a satisfactory growth and expansion in the hardware trade is well indicated by the very substantial increase in the warehouse room occupied by the firm of Wood, Valance, Leggett, Limited, the British Columbia subsidiary company of well known Hamilton hardwaremen. Recently the firm acquired the Prior block on Hastings street, in rear of the Cordova street premises. The block acquired was a three-storey brick, 66 x 70 feet, with basement full size below. About

six weeks ago work was begun on an extension the full width, and running back 32 feet to the lane. This is now practically complete, and the stock is being moved into it. It is also three storeys, and has basement as well. The whole block is now 66x132 feet, with four floors full size. As the company occupies a similar frontage on Cordova street, and only the lane intervenes between the two portions, the premises are most conveniently and compactly located, as well as having an enormous storage capacity.

It was originally the intention to make the new addition to the Prior block but one storey in height, with basement, but the firm found that the extra room was needed and the block was put up the full height.

The last of the C.P.R.'s steel rail cars arrived last week, and is now being unloaded at the old Port Moody wharf. It is the British ship *Vincent*, from Rotterdam. She has 3,030 tons of rails. This makes nearly 15,000 tons received by the C.P.R. this year. All the rails are being used to replace old and lighter rails on the western portion of the main line in the general scheme of betterment of the permanent ways of the company, which has been in hand for several years now. In that time much money has been spent on improving the road-bed of the western portion of the line.

Shipments for Dawson have been active, and heavy orders have been despatched before the withdrawal of the through bills of lading for the season. Despite their withdrawal the local wholesale men say there is no trouble getting goods in for several weeks yet. All the difference is that the owners, and not the transportation company, stand the risk. One representative of a large Dawson hardware house says he has great difficulty in getting orders together for his trade. It is the general experience that a small portion of an order is filled at the time of receiving the order, and, later on, a second, third, and even fourth, consignment is necessary to fill. "For example," he said, in discussing the matter, "I have just sent off the last 100 dozen of a 600 dozen order for shovels. The eastern Canadian manufacturers seem to have very limited capacity in comparison with the demands made upon them. It is true in many lines with American houses also, but in shovels and other articles for which there is a heavy demand in Dawson I have found the greatest trouble getting enough from eastern manufacturers. That order came in lots of 100 and 50 dozen until it was completed."

The recent rise in the prices of all sorts of bright and brass screws affects the smaller sizes only. The rather unusual method of raising the list was adopted. The regular method is always to reduce the discount. In this instance, however, as larger sizes were not affected, there would have been confusion in reducing the discount on small sizes and leaving it stand on larger. The trouble of changing the whole list is considerable. It was, of course, the best method under the circumstances.

All sorts of building material show signs of advancement. In many cases advances have been put into effect.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittance to cover cost **must** accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

FOR SALE.

HARDWARE and Tinsmithing business in good town in Southern Manitoba; stock about \$6,000; reason for selling, failing health. Apply to Box 778 Winnipeg, Man. (36)

AGENCIES WANTED.

FOR CANADIAN MARITIME PROVINCES, on salary or commission basis by progressive manufacturers' agent, A1 standing and twelve years thorough personal acquaintance with entire jobbing, manufacturing and mining interests of New Brunswick, Nova Scotia and P.E.I. Exceptional testimonials. Correspondence solicited. Address "St. John," Drawer "B," St. John, N. B. (33-5)

SITUATIONS WANTED.

A THOROUGH stove and hardware man is open for a travelling position. Highest references furnished. Address **HARDWARE AND METAL** office, London, Ont.

WANTED—To correspond with some malleable iron and steel plant, or some one contemplating going into the business. I am a bench moulder by trade; had charge of core room for two years; started a new plant eight years ago, as general foreman and manager of same. This plant is running successfully ever since, melting 35 to 40 tons per day. Would like to change; have good reason for it. Canada preferred. Box 55 **HARDWARE AND METAL**. (35)

TRAVELLER WANTED.

WE want a good man to carry a splendid hardware specialty on commission as side line. Address Box 283 Perth, Ontario.

MISCELLANEOUS.

To Manufacturers' Agents

HARDWARE AND METAL has inquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of inquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager
HARDWARE AND METAL
Montreal and Toronto

TRANSFERS.

Decalcomanie Decorations for carriage trade, also special designs and trade marks. Write for new catalogue and discounts.

PALM FECHTELER & CO.
NEW YORK. CHICAGO.

CANADIAN AGENT, **J. N. WARMINTON**,
207 St. James St., Montreal.



NOW IS THE TIME

to place your **orders**
for the famous

“Island City” Paint

Some of the goods we make :

“Island City”

Carriage Varnishes.

“Island City”

Agricultural Varnishes.

“Island City”

Inside and Outside
House
Varnishes.

**“Island
City”**

DIAMOND

HARD FINISH

for Floor and
Inside
Wainscot-
ing.

“Island City”

Floor Paints

Dry hard in 8 hours

“Island City”

Pure White Paint

is non-poisonous. Two
coats cover as
much as three coats of
Pure Lead.

**WINDOW
GLASS**

**“Island City”
HOUSE PAINTS.**

59 Artistic Shades. Only purest and
best materials used.

WRITE FOR SAMPLE CARDS.

**DRY FRENCH GREEN
for Blinds.**

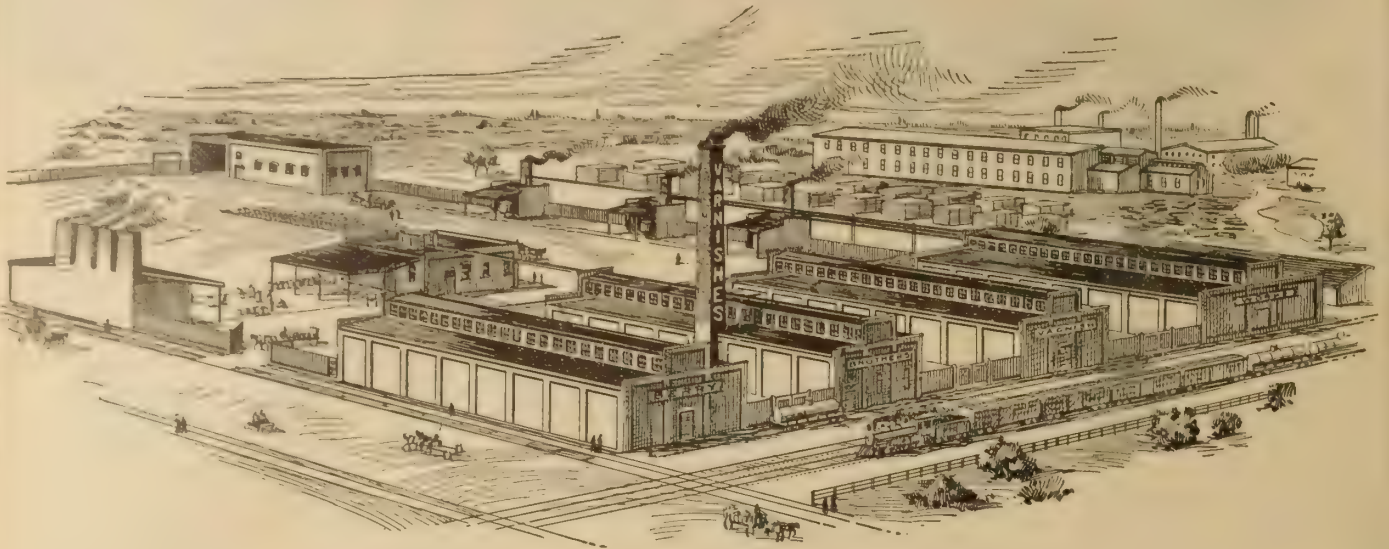
**FANCY
GLASS**

P. D. DODS & CO.

MONTREAL

Proprietors.

TORONTO



IT IS NEARLY
HALF A CENTURY

since we commenced to make Varnish. During this period we have acquired a knowledge not only of Varnish, but of the varied needs of varnish consumers that nothing but time can impart, and have also learned how to cater successfully to every varnish want.

Our experience belongs to those who use and sell Berry Brothers' Varnishes.

Safest goods to handle, surest and most reliable goods to use.

WRITE FOR CATALOGUE.

Berry Brothers
LIMITED

WALKERVILLE, ONT.



PAINT, OIL AND BRUSH TRADES

RETURNED TO CANADA

ROBERT MUNRO, president of The Canada Paint Co., and an ex-president of the Canadian Manufacturers' Association, returned to Montreal on Tuesday night, after a three months' visit to Great Britain. When seen on Wednesday morning by a representative of "Hardware and Metal," Mr. Munro appeared very much refreshed by his visit. Much of his time abroad was spent in his native city of Glasgow, but he also enjoyed a visit to the Highlands. Mr. Munro expressed himself as more in love than ever before with the mountain scenery of his native land.

The visit was undertaken primarily for recreation, but while in Great Britain Mr. Munro was brought in contact with many of the leading business men of the Old Land, and he was able to judge of the progress of the great fiscal battle, in the results of which Canada is so much interested. Mr. Munro is confident of the ultimate triumph of the new fiscal policy suggested by Mr. Chamberlain, although it may be some time before the general public are convinced of its wisdom.

"It is surprising to find what a reversal of public opinion on this question has occurred during the last few years. Formerly everyone was a free trader; now, scarcely anyone will be found to advocate absolute free trade. The only issue is how far it is wise to go in the direction of fair trade. Mr. Chamberlain is prepared to go farther in this direction than are the Opposition. That is the chief difference between the parties."

"What significance do you attach, then, to the Government defeat in Argyllshire?" queried "Hardware and Metal."

"I had not heard the result, as I have not seen the papers since my arrival last night, but the result is not unexpected. It was conceded that the Liberal candidate would have a walk-over, as he was very popular; and, indeed, his personality was a stronger factor in the contest than the tariff question. At the same time, there is no doubt that the 'dear loaf' cry had much to do with the result. There is absolutely nothing in this cry, as Mr. Chamberlain will prove when he places his proposals definitely before the country. He is a business man himself, and British business men have confidence in him. The result should teach Mr. Chamberlain the wisdom of placing before the country a positive policy of protection and preferential trade, the effects of which

all can understand. When his proposals are thoroughly understood the 'dear loaf' cry will have very little influence."

P. D. DODS & CO.'S PAINT AND COLOR WORKS.

Through the courtesy of Mr. E. Tougas, a representative of "Hardware and Metal," had the pleasure of a visit to the paint and color works of P. D. Dods & Co., Montreal, on Monday of this week. August is usually regarded as a quiet month for paint manufacturers but around this hive of industry there was little evidence of Summer slackness. The plant was running full blast and all the members of the staff report a busy Summer.

On the ground floor is to be seen the machinery for grinding the white lead. There are two grinding machines, each of which has a capacity of about 2½ tons per day and the demand for white lead is still so great that they are running at almost their full capacity. Enormous casks containing over 1,000 pounds of dry white lead are imported from England. The lead is first put into mixers, into which is fed, as required, oil from overhead pipes. The lead is thoroughly mixed and then from the mixer it is fed to the grinder. At the other side of the grinder is stationed a workman, who from long experience has become very expert

at filling the 25 and 50 pound tins with the exact weight which they are intended to contain. A scales is used, of course, to make assurance doubly sure, but it is scarcely needed, so accurately does the workman gauge the correct quantity.

On this floor also are two mixers in which putty is manufactured, the capacity being from 2½ to 3 tons per day.

In another wing on the ground floor is situated the varnish department. A full stock of gums is kept in readiness and the stock of prepared varnishes of all the various kinds manufactured by this firm is considerable. The plant itself is simple and does not represent a very large investment, but the money sunk in the stock of gums is a considerable sum. The capacity of the plant is about 500 gallons per day.

On the top floor the dry colors are prepared and colors and oils are dumped through openings into receptacles on the floor below where the different colors are ground and where the ready mixed paints are prepared. A chemist is kept busy making constant tests of the paint as the process of manufacture is in progress.

An interesting department is the sample room where the color cards are prepared. "Hardware and Metal" was shown the frames which are painted, and also how they are cut into strips and pasted on the color cards. Here also the samples

LINSEED OIL

Raw and Boiled

"GUARANTEED PURE"

MANUFACTURED BY

Canada Linseed Oil Mills, Limited
MONTREAL.



BARRELS WANTED!!

WE are open to buy good sound, oak Linseed Oil, Turpentine, Varnish, and Machine Oil Barrels.

the various varieties are prepared for quotation.

In the oil line, the best samples of the various paint made for several years past. A sample is bottled of every lot of paint which is made and the firm are thus enabled to judge of the quality of the paint and to know whether or not it corresponds with it. They have all the data at their hands from which to judge whether any complaints which may be made are well founded.

PAINT AND OIL MARKETS.

Montreal, Sept. 1, 1903.

THE conditions reported in our previous issue have continued through the week just past, painting operations having been pretty generally suspended on account of unfavorable weather. In spite of these unfavorable conditions, the demand shows that paint is wanted this fall in large quantities, and, if Jupiter Pluvius decides to rest from his labors, a good trade may be expected until the close of navigation. Linseed oil is in good supply, and, as the low priced oil is now coming on the market, a reduction of 2c. has been made this week. On the other hand a slight advance has been made in turpentine, which is 1c. better than the prices quoted last week.

GROUND WHITE LEAD. Best brands, Government standard, \$5 to \$5.25; No. 1, \$4.27 $\frac{1}{2}$ to \$4.87 $\frac{1}{2}$; No. 2, \$4.10 to \$4.50; No. 3, \$4.02 $\frac{1}{2}$ to \$4.12 $\frac{1}{2}$; No. 4, \$3.65 to \$3.75, all f.o.b. Montreal. Terms, four months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD. \$4.75 in casks and in kegs, \$5.

DRY WHITE ZINC. Pure dry, in casks, 6c.; in 100 lb. kegs, 6c.; No. 1, zinc, in casks, 51c.; in 100 lb. kegs, 57c.

WHITE ZINC (ground in oil)—Pure, 25 lb. tins, 8c.; No. 1, 7c.; No. 2, 6c.

PUTTY. We quote: Bulk, in barrels, \$1.50; bulk, in 100 lb. packages, \$1.85; bladders, in barrels, \$1.90.

ORANGE MINERAL. Casks, 7c.; 100 lb. kegs, 7 $\frac{1}{2}$ c.; smaller quantities, 8 $\frac{1}{2}$ c.

RED LEADS. Genuine red lead, in casks, \$4.25; in 100 lb. kegs, \$4.50; in less quantities, \$5.50 per 100 lb. No. 1 red lead, casks, \$4.1c.; and smaller quantities, \$5.25.

LITHARGE. Ground, casks, 5c.; in less quantities, 5 $\frac{1}{2}$ c.; flake litharge, casks, \$5.25; smalls, \$5.75 per 100 lb.

LINSEED OIL. Raw, 1 to 1 bbls., 18c.; boiled, 51c.; kegs, 5 to 9 bbls., 17c.; boiled, 5c.; same net cash in 30 days. Delivered in Ontario between Montreal and Oshawa at 2c. per gallon advance.

TURPENTINE. Single bbls., 78c.; 2 to 10 bbls., 77c.; terms, net cash in 30 days. BENZINE, 25 to 26c.

SHELLAC VARNISH. Pure white, \$2.20 to \$2.45; orange, \$2.10 to \$2.25.

MIXED PAINTS. \$1.20 to \$1.40 per gallon.

CASTOR OIL. 11 to 12c. in wholesale lots, and 1c. additional for small lots.

SEAL OIL. 4c. to 5c.

COD OIL. 35 to 37c.

PURE ENGLISH PARIS GREEN. Petroleum barrels, 14 $\frac{1}{2}$ c.; arsenic kegs, 14 $\frac{1}{2}$ c.; 50 and 100 lb. drums, 15c.; 25 lb.

drums, 15 $\frac{1}{2}$ c.; 1 lb. paper boxes, 16c.; 1 lb. tins, 17c.

TORONTO.

The linseed oil market has rallied locally since the reduction made last week. Jobbers say that now is an opportune time to buy, but the trade are, as a rule, awaiting further developments. Turpentine is not so firm as last week, but is still steady. In other lines there is nothing to report. Not much business is being done. We quote:

WHITE LEAD. Ex Toronto, pure white lead, \$5.10 to \$5.25; No. 1, \$4.62 $\frac{1}{2}$ to \$4.87 $\frac{1}{2}$; No. 2, \$4.25 to \$4.50; No. 5, \$3.87 $\frac{1}{2}$ to \$4.12 $\frac{1}{2}$; No. 4, \$3.50 to \$3.75 in packages of 25 lb. and upwards; 1c. per lb. extra will be charged for 12 $\frac{1}{2}$ lb. packages; genuine dry white lead, in casks, \$5.02 $\frac{1}{2}$.

RED LEAD.—Genuine, in casks of 560 lb., \$4.75 to \$5; ditto, in kegs of 100 lb., \$5.25 to \$5.50; No. 1, in casks of 560 lb., \$4 to \$4.25; ditto, in kegs of 100 lb., \$4.25 to \$4.50.

LITHARGE. Genuine, 6 to 6 $\frac{1}{2}$ c.

WHITE ZINC.—Genuine, French V.M., in casks, \$6 to \$6.25; Lehigh, in casks, \$6 to \$6.25.

SHINGLE STAIN.—In 5-gallon lots, 60 to 85c. per gallon.

PARIS WHITE.—90c. to \$1 per 100 lb.

WHITING.—60 to 65c. per 100 lb.; Gilders' whiting, 75 to 80c.

GUM SHELLAC.—In cases, 38c.; in less than cases, 40c. per lb.

SHELLAC. Pure orange, in bbls., \$2.10; white, \$2.25 per gallon; No. 1, 15c. less; in less quantities, 10c. extra.

GLUES.—Broken sheet, in 200 lb. bbls., 8 to 8 $\frac{1}{2}$ c. per lb.; cabinet glue, in bbls., 11 $\frac{1}{2}$ to 12c.; emery glue, in bbls., 17c.; bookbinders', ground, 10 $\frac{1}{2}$ c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

PUTTY.—Bladders, in bbls., \$2.10; bladders, in 100 lb. kegs, \$2.25; bulk, in bbls., \$1.80; bulk, less than bbls. and up

to 100 lb., \$2.05; bladders, bulk or tins, less than 100 lb., \$2.75.

PARIS GREEN. Petroleum bbls., 15 $\frac{1}{2}$ c. per lb.; arsenic kegs, 15 $\frac{1}{2}$ c.; 50 and 100 lb. drums, 16c.; 25 lb. drums, 16 $\frac{1}{2}$ c.; 1 lb. packages, 17c.; 1 lb. packages, 19c.; 1 lb. tins, 18c.

PLASTER PARIS.—New Brunswick, \$2 per bbl.

PUMICE STONE.—Powdered, \$2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots and 8c. in bbls.

LIQUID PAINTS.—Pure, \$1.20 to \$1.40 per gallon; No. 1, \$1.10 per gallon.

BARN PAINTS. 65 to 70c. per gallon.

CASTOR OIL. English, in cases, 8 to 10c. per lb.; and 9 to 10c. for single tins.

LINSEED OIL.—Raw, 1 to 2 bbls., 51c.; boiled, 54c.; 3 to 5 bbls., raw, 50c.; boiled, 53c., delivered. To Toronto, Hamilton and London, 2c. less.

TURPENTINE. Single bbls., 81c.; 2 to 3 bbls., 80c., delivered. Toronto, Hamilton and London, 2c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

WINDOW GLASS.

MONTREAL.

The market is weak at present, and there is not much doing. Our quotations are subject to some reductions for round lots. We quote as follows: First break, 50 ft., \$1.85; second break, \$1.95 for 50 ft. First break, 100 ft., \$3.50; second break, \$3.70; third break, \$4.20; fourth break, \$4.45.

TORONTO.

Sales are improving. In fact the activity is greater than at this time last year. Prices are steady. We quote: Star, under 26 in., \$3.80; 26 to 40 in., \$4; 41 to 50 in., \$4.50; 51 to 60 in., \$4.75; 61 to 70 in., \$5; 71 to 80 in., \$5.50, Toronto, Hamilton and London.

Have you got the Agency of

a first-class paint to supply your customers with for their Fall painting? The Fall and Spring are the best seasons of the year for painting. It is the time when the dealer should push hardest for business. Secure the customer, then clinch his trade by giving him a paint that gives the greatest satisfaction.

ANCHOR LIQUID PAINT

is the paint you want. It never fails to give a good account of itself. The fact that the best white lead in the world — **BRANDRAM'S B.B. GENUINE** — is the only one used in its manufacture speaks for itself.



HENDERSON & POTTS

ESTABLISHED
1874,

Halifax and
Montreal.



PERSONAL MENTION.

Mr. A. C. Leslie, of A. C. Leslie & Co., has returned to Montreal after an extended visit to the Pacific Coast.

We regret to announce that Mr. James R. Kinghorne, sales agent for the Montreal Rolling Mills, is seriously ill, being at present in the hospital, where he has undergone an operation.

Mr. J. W. Williamson, who has represented Rice Lewis & Sons, Limited, for the past 15 years, has resigned his position and taken an interest in The Kennedy Hardware Co., Limited. Mr. Williamson will represent the new company on the territory formerly covered by him.

Mr. W. D. Fox, of Beal Bros., saddlery and hardware merchants, of Wellington street east, Toronto, was in Montreal last week in the interest of his firm. Mr. Fox is visiting the trade in Montreal and the Ottawa valley, and intends making an extended trip through the Eastern Townships. In all his experience on the road he never found business so uniformly good as at present.

Mr. W. J. Muir, the eastern representative of The Canadian Cordage and Mfg. Co., of Peterborough, Ont., has returned to Montreal after an extended business tour through the Maritime Provinces,

where he visited St. John, Moncton, Amherst, and several other business centres. Mr. Muir reports business conditions in the east to be exceptionally good. There is a general feeling of confidence among the trade, and business men are not afraid to stock up.

A visitor to the Montreal office of "Hardware and Metal" last week was Mr. Sidney W. Lewis, of London, Eng. Mr. Lewis is representing John Birch & Co., Limited, of London, Eng. and he intends visiting the engineering trade throughout Canada in the interest of his firm. Attention is called to the review in another column of this firm's catalogue of machinery and engineering material. Mr. Lewis may be addressed at any time at P.O. Box 678, Montreal.

HAVE REMOVED TO NEW OFFICES.

The Dominion Wire Co., Montreal, have removed their Toronto office from 65 Front street east to 47 Front street east. Their Ontario representatives, Jas. Johnson and T. F. Hodgson, can now be found at the new address, and have made every provision to give a cordial welcome to all Exhibition or other visitors to Toronto who may give them a call.

Genuine **Pratts Astral Lamp Oil**

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

SAMUEL ROGERS, President.

Manufacturers of FINE READY-MIXED PAINTS, FLOOR PAINTS and VARNISHES, and WHITE LEAD. Full line of best DRY COLORS, OILS, and all PAINTER REQUISITES always in stock. Send for prices.

The Globe Paint Co.,

Limited

422-424 Adelaide St. W., Toronto.



THE
**CONSOLIDATED
PLATE GLASS CO.**

Five Warehouses—TORONTO, MONTREAL, LONDON, OTTAWA, WINNIPEG—where your orders for Plate or Sheet Glass receive most prompt attention. Write the nearest one.

Special Announcement

In the Main Building of the Toronto Exhibition will be found, near the South entrance, the exhibit of the

**CANADA PAINT COMPANY
LIMITED**

The attention of the hardware trade and the public is particularly drawn to this exhibition of **Varnishes, Colors, Gums, Stains, Paints and Lead** products.

Interesting novelties from all parts of the world appertaining to the business will be on view, and the products of the

Canada Paint Company's

mines and manufactures will be shown and explained.

The officers of the

**CANADA
PAINT
COMPANY**

in charge of the exhibit will be happy to answer any enquiries.

THE WALL PAPER TRADE

A MAN WHO DID MUCH FOR THE WALL PAPER TRADE.

TWO years ago, when The Continental Wall Paper Company of the United States ceased to exist, the American manufacturers began to sell at what is known as flat prices, that is, side wall, ceiling and border all at equal price. Mr. S. S. Boxer, vice-president and managing director of The Watson-Foster Co., Limited, Montreal, saw at once that this would seriously harm, if not ruin, the retail wall paper trade, not only of the United States, but of Canada also. Many retail dealers in Canada, without going into the matter, came



Mr. S. S. Boxer.

Vice President and Managing Director of The Watson-Foster Co., Limited.

to the conclusion that if they bought their borders at the same price as side walls from American factories they would be buying their goods cheaper than if they bought from Canadian factories, paying the usual advance price for borders. Mr. Boxer knew that this was not the case, but that the retailer in reality paid from 15 to 25 per cent. more for his American goods on a flat price than he would pay for Canadian goods with a border price, and he issued a most comprehensive comparative statement to the wall paper trade of Canada, which clearly showed that American wall papers at a flat price cost, as before stated, considerably more than Canadian. This comparative statement was so thoroughly

correct that it was at once appreciated by the Canadian wall paper trade, and Mr. Boxer received letters from buyers from all parts of Canada thanking him for putting this matter so clearly before them.

Had the Canadian manufacturers followed the idea of flat prices inaugurated in the United States the retail wall paper dealers of Canada would to-day be selling their borders at the same price as side walls, and their business would have become as unprofitable as it has in the United States, as every dealer knows that the bulk of his profit lies in the borders.

No one can overestimate the credit due to Mr. Boxer for his foresight in this matter. He is probably without a superior on this continent in his knowledge of the wall paper business, and is personally and favorably known to nearly all the wholesale and retail trade of Canada, and the company with which he is connected has prospered under his management.

THE COMING SEASON.


THE business for the coming season promises a volume that will be entirely satisfactory to the manufacturers and will repay them for the trouble and expense which they have been put to in preparing the beautiful patterns which they are showing. One and all they state that never have they been able to show samples equal to what are now in the travellers' hands. Great pains have been taken with the high-grade papers, and the results merit the close consideration of buyers. But this does not mean that the lower priced papers have been neglected. This year patterns similar to those previously used in the more expensive lines are being turned out in cheaper qualities, and thus a merchant is enabled to show a really expensive looking pattern in a cheap paper.

Reports are that orders taken thus far are encouraging the manufacturers to continue making the rapid advances in style that have characterized this year. Orders are large, and customers generally are expressing the greatest satisfaction in the new things.

Buyers should not postpone too long the sending in of orders. With the promise of an immense business factories will be very busy later on, and orders cannot, perhaps, then be filled as quickly as desired. Orders now and have the choice of the best patterns. They will sell first, and if oversold, will have to be taken out of the travellers' hands. A merchant knows the possibilities of his business just as well now as four months hence, and by ordering now he runs no chance of having to wait for his stock, nor of missing the best patterns.

VARNISHING WALL PAPER.

VARNISH, when applied to wall paper, will soak in, unless prevented by the surface being well sized. It will be found necessary to use two coats of size, as there may be some skips in the first coat. When dark colored papers are to be varnished a pale glue should be used, and made up in the proportions of one pound of glue to a gallon of water. For the lighter shaded papers, a mixture of gelatine, glue and white paper varnish is the best. A difficulty often met with when sizing on paper is the frothing; for after the bubbles burst, there are spots that have not received the size. This can be avoided by mixing into the size a little turpentine.



**WALL PAPER
MANUFACTURERS**

THE RIGHT TIME

to place your Wall Paper order is when the "STAUNTON" salesman calls on you—there's no need then to wait for other lines.

The "STAUNTON" line does more than meet competition—it beats it—it is good from the first pattern in the first book right through to the end. Wait for our salesman

STAUNTON'S LIMITED
FORMERLY M. STAUNTON & CO.
TORONTO
344 YONGE ST. CANADA

Old Reliable

Nature is loveliest when greenest, because green is the most restful and refreshing of all colors.

Lucas Imperial French Greens

have been the acknowledged standard of color for upwards of 50 years. They are clear, fresh, brilliant and unexceptionally the best in fineness of texture, body or covering capacity and durability. They include the most restful, refreshing and natural tones of green, and are acknowledged as the "Old Reliable" throughout the United States, Canada and the West Indies.

Dealers make a good profit selling Lucas Greens. They add to the reputation of their establishments, too. Dry and in oil. Write us.

JOHN LUCAS & CO.

Paint, Varnish and Color Manufacturers.

NEW YORK

PHILADELPHIA

CHICAGO

Originators of the famous Lucas Greens. Beware of counterfeits. None genuine without the Lucas Brand stamped in head of every package.

If You Buy

Varnishes	Paints
Japans	Colors
Lacquers	Glues
Stains	Bronzes
Fillers	Chamois
	Sponges

WRITE TO

R. C. JAMIESON & CO.

LIMITED

MONTREAL.

AGENTS FOR ASPINALL'S ENAMEL.

HARDWARE NOVELTY.

THE

Ingersoll

American Watches.



RETAIL PRICES, \$1.25 to \$2.50

ARGUMENT.

We now offer a practical time piece for the Hardware Trade of Canada, and base our statement upon the following:

First—It is absolutely guaranteed to keep accurate time.

Second—It stands rough usage and does not get out of order easily, making it the only watch for dealers outside of the jewelry trade to handle, and also making it a practical one for sportsmen, boys and all men who give a watch hard usage.

Third—Its low price and high quality insure a tremendous sale, which we further augment by furnishing many handsome advertising devices for your store.

Fourth—Last but not least, these watches offer a handsome profit. Price cutters are not supplied.

Sold by several leading Hardware Jobbers of Canada. We will tell you who they are upon request.

Trial Offer—To any Hardware Merchant who will write to us upon his business letter head and inclose 75c, we will send a sample watch (duty not paid) and our catalogue, so that he can test its accuracy and durability.

INFORMATION ON REQUEST.

ROBT. H. INGERSOLL & BRO.

51-53 Maiden Lane, - - - NEW YORK, U.S.A.

HEATING AND PLUMBING

GRATE, HEATING AND GLASS SURFACE.

THE paper on "Circulating Hot Air Through Metal Pipes and Radiators for Heating Buildings," read at the recent meeting of the Heating Engineers' Society, and the topics presented for discussion brought out some things which the furnace trade should consider, writes "Inquirer" in The Metal Worker. The new method of hot air heating is frankly stated to be something more expensive than the old method, but, in return for the increased cost, assurance is given that the outdoor currents of wind will have no effect on heating any room in which a hot air radiator is placed. Many will say that there is no ventilation with this system, and the commercially inclined, who do business to make money, will say, neither is there with a direct steam or hot water job, and let the matter rest at

With a view to aiding furnacemen who may be so disposed, I submit a blank which will enable the collection of the principal information desired with comparatively little trouble. The table will have the head, "Grate Area." This should be expressed in both square inches and square feet, so that the proportion of grate to heating surface exposed in the furnace could be calculated. The area of heating surface exposed in furnace construction above the top of the ash pit should also be given, as this would enable a comparison to be made of a cheap furnace having direct draft and little surface and the high-class furnace having a larger amount of heating surface and a long fire travel. The hot air pipe area should be given so that it can be compared with the exposed surface in the building. The equivalent glass surface should be given because it is through it that all the heat made by the furnace is lost. This is transmitted through the walls to the colder outside atmosphere,

will turn in their record to The Metal Worker for publication in due season. The amount of coal consumed per season is important. This can be learned after the Winter is over by inquiry from the average housekeeper, and is a valuable addition to the information on the record. I have given an example showing how the blank should be filled in.

PLUMBING AND HEATING NOTES.

Stevenson & Malcolm, lately with The Bennett & Wright Co., Limited, Toronto, have started in business in Guelph, Ont., and have several heating contracts, each of which call for "Safford" radiators.

It is expected that J. Thibault, Montreal, president; H. A. Knox, Ottawa, secretary; F. G. Johnson, Ottawa, treasurer; and Jno. McKinley, Ottawa, vice-president for British Columbia, of the National Association of Master Plumbers, will be in Toronto to day. (Saturday).

BLANK FOR COLLECTING FURNACE DATA.

Address of Owner and Kind of Building.	Name, Size and Type of Furnace.	Grate Dimensions —Area— Dia.Sq.In.Sq Ft.	Heating Surface. Area, Sq. Ft.	Hot Air Pipe. Area, Sq. In.	Equivalent Glass Surface Exposure Based on 1 Sq. Ft. of Glass being equal to 4 of Wall. Sq. Ft.	Contents of Building. Cu. Ft.	Coal Burned per Season. Tons.
Charles Brown Frame Dwelling	Imp. No 550 55-Inch Cast Iron	30 706 49	60	900	1200		

that point. Still, I am not prepared to believe that this system of heating will be promptly taken up by either the trade or the public. Yet it is worthy of being studied by every furnaceman until he is thoroughly acquainted with all the benefits that may be derived from it.

It has another advantage in bringing direct surface in for the consideration of the furnace engineer, exactly the same as with steam and hot water, so that those who are inclined to those on a scientific basis may use the rules for steam and hot water, which many are unable to do with the ordinary system of hot air heating. There can be no doubt that furnace men should have long since made records of their work, so that the relation of grate area to the area of the equivalent glass surface in a building could be known and used for determining successful heating plants. One speaker suggested that it could easily be supplied by measuring up any one of the numerous furnace systems now in satisfactory operation.

and I would calculate on the basis of 1 square foot of glass having a cooling effect equal to 4 square feet on the exposed wall. The cubic contents of a building and the coal consumed per season should also be given. Those who desire to go into more specific details as to the exposure in each room and the size of pipe for warming each can add that on if they like. Tables having these heads can be readily ruled up by any furnace man, one for residences, another for churches, and still another for schools, halls, or other jobs.

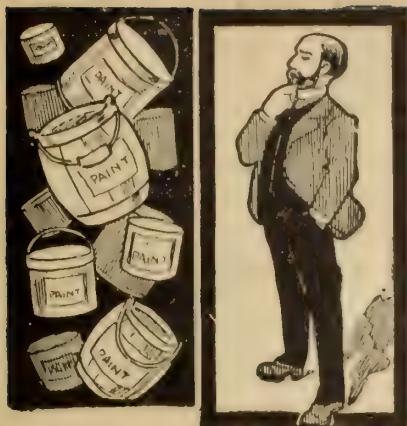
Such a record kept for a few years where different kinds of furnaces have been used will soon demonstrate to the satisfaction of the furnaceman which furnace was the best heater and which the most economical, and it would also enable his men to have some reliable guide when they might be called upon to do a piece of work in his absence.

I hope, should any one take up with my suggestion, and fill out a blank from plans of work already done, that they

While their visit is one of pleasure they will, while in the city, look after the interest of the National Association in Toronto.

Owing to wet grounds the baseball match between the President and the Vice-President of the Toronto Association did not take place last Saturday. The president still maintains he will be an easy winner. There is no question that he will rest easier when he has won.

One of our visitors a few days ago was W. J. Burroughes, of London, Eng. He was accompanied by his son, S. H. Burroughes. About ten years ago Mr. Burroughes was one of the best known master plumbers in the Dominion of Canada, having his headquarters in the city of Toronto. He was instrumental in starting the National Association of Master Plumbers in his country. At the present time he is the proprietor of a lucrative plumbing and heating business in England. The Plumbers' Trade Journal.



**THINK
ABOUT
IT**

Your Paint Business!

Is it good, is it bad, is it indifferent? It ought to be good. Every paint business ought to be good. There's more paint selling this year than ever before—we find it so anyway—you will find it so, too, if you want to—Take a look at

RAMSAY'S PAINTS

for a leader. Ask us what we can do for you. See our list of helps; the nice things we get out to assist the sale, and remember the reputation of Ramsay's Paints. Then with your own good push you can have a paint business.

A. RAMSAY & SON
MONTREAL

EST'D
1842

PAINT
MAKERS

We sell

Pig Iron.
Ingot Tin.
Ingot Copper.
Zinc Spelter.
Pig Lead.
Babbit Metals.
Solder.
Cotton Waste.

We buy

Scrap Rubber of all kinds.
—Rubber Boots and Shoes.
—Rubber Bicycle Tires.
—Rubber Carriage Tires.
—Rubber Hose.
—Rubber Springs.

We buy

Drosses of all kinds.

—Tin,
—Lead,
—Type Metal,
—Zinc

Brass Ashes.
Metal Residues.

We buy

Scrap Metal

—Iron,
—Copper,
—Brass,
—Zinc,
—Lead.

FRANKEL BROTHERS,

MONTREAL,

92-98 Wellington St.

TORONTO,

116-120 George St.

EMPIRE MFG. CO.

MANUFACTURERS OF

HIGH-CLASS, UP-TO-DATE

Plumbers' and Steamfitters' Supplies

Estimates on Special Castings and Work.

Dealers in Soil Pipe & Fittings, Lead Pipe, etc.

Sole manufacturers of the STEVENS EMPIRE LOW-DOWN COMBINATION CLOSET, the only up-to-date low-down Closet on the market.

We make the best genuine JENKINS DISC VALVE.

This valve is made of the very best selected Steam Metal. Every valve guaranteed. Send for sample and prices.

ORDERS SOLICITED.

EMPIRE MFG. CO., - 443 Talbot St., LONDON



STEVENS IMPROVED



NEW LOCAL ASSOCIATION.

H. A. Knox, Ottawa, secretary of the National Master Plumbers' Association, reports the organization of local associations in Victoria, B.C., and in Sherbrooke, Que. Both associations are in affiliation with the National Association. The association in Sherbrooke is composed of J. Brown, president; R. Sampson, secretary; A. R. Wilson, Complin & McGeorge, O. Trudeau, J. O. Brousseau and P. Lefebvre.

BUILDING NOTES.

S. Beaudry & Co., contractors, Montreal, have been registered.
Rockon & Paquette, contractors, Montreal, have been registered.

BUILDING PERMITS ISSUED. TORONTO.

H. C. Cox, two-storey brick stable on east side Queen's Park; architects, Sprout & Rolph; to cost \$5,000.

R. H. McClain, verandah at 29 Dunbar road; architects, Symons & Rae; builders, Colwell & Stanton; to cost \$2,500.

King Bros., three detached two-storey brick and roughcast dwellings, Nos. 376, 378 and 380 Brock avenue; to cost \$14,000.

Emil Boeckh, two-storey brick stable at 188 St. George street; architects, Symons & Rae; builder, Alex. McCurdy; to cost \$1,200.

Jas. A. Aberdeen, two-storey pair semi-detached dwellings, near Royce avenue on east side of Symington avenue; to cost \$14,000.

Young estate, alterations to dwelling, brick, 103 Duchess street; architects, Chadwick & Beckett; builder, R. Chalkley; to cost \$10,000.

Henry Cochrane, two-storey and attic solid brick dwelling on Richie avenue; architect, Connolly; builders, Colwell & Stanton; to cost \$1,500.

H. A. Pye, two-storey-and-attic brick and stone dwelling, near Dewson street on west side Delaware avenue; architect, J. A. Harvey; to cost \$3,000.

Dr. F. J. Page, two-storey and attic brick residence, corner Bathurst and Wells avenue; architect, J. A. Ellis; builders, Teagle & Son; to cost \$4,500.

C. R. Dinnick, two-and-a-half-storey brick and stone dwelling on east side Kendall avenue; architects, Chadwick & Beckett; builder, C. R. Dinnick; to cost \$2,500.

C. R. Dinnick, two and a half storey brick and stone dwelling on Bernard street north; architects, Chadwick & Beckett; builder, C. R. Dinnick; to cost \$3,500.

Rose M. Vokes, two-storey and attic brick and stone dwelling, No. 24 Churchill avenue; architects, G. M. Miller & Co.; builder, John Vokes; to cost \$3,000.

R. C. Vaughan, pair semi-detached two-storey-and-attic brick and stone dwellings, near Arthur street on east side Crawford street; architect, J. A. Harvey; builder, Wm. Woods; to cost \$3,000.

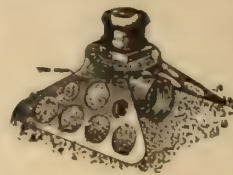
W. O. McTaggart, two-storey three detached brick and stone dwellings near Roncesvalles avenue on south side of Garden avenue; architect, J. A. Ellis; builder, W. O. McTaggart; to cost \$6,000.

THE "SUN" BRAND PORTLAND CEMENT.

We make only one quality and that the best.
Ask us for quotations.

The Sun Portland Cement Co., Limited
OWEN SOUND

JAS. A. CLINE, Managing Director.

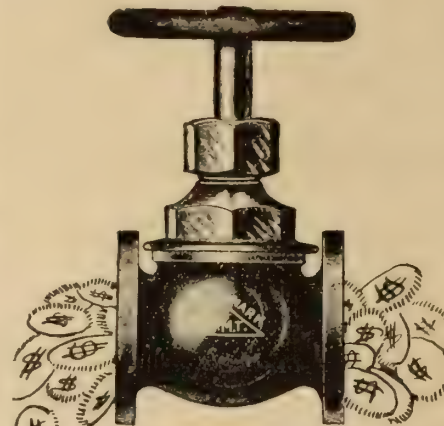


"Pullman" Lawn Sprinkler

IS YOUR
ORDER IN?

Send for Folder No. 14.

PULLMAN MFG. CO.
Rochester, N.Y., U.S.A.



There's Money
for you in

J.M.T. VALVES.

The line includes valves for every purpose and to meet every demand.

More than 1,000,000 J.M.T. Valves are giving satisfactory use daily in Canada.

We are making inducing offers to dealers to carry this line.

If you want more profitable business, write to-day.

THE
Jas. Morrison
Brass Mfg. Co
Limited

Toronto, Ont.



Wire-Cone Incandescent Toaster

Only perfect Bread Toaster for Gas or Gasoline Stoves. No smoky taste to bread toasted on this toaster. Write for prices.

H. O. Edy, Montreal. E. T. Wright & Co., Hamilton.

HARKINS & WILLIS,

Manufacturers and Inventors, ANN HARBOR, Mich.

Helps towards Sanitation

The Cleveland Wall Paper Cleaner—a paste, not a liquid—cleanses old walls thoroughly. Makes smoked and discolored walls fresh as when first papered. Retail at 25c.

Samples sent for distribution with your order.

GEO. RIDOUT & CO.,
77 York St., Toronto.

Their cost is so trifling

and their convenience so great that the wonder is that merchants do without RUBBER STAMPS.

Tell us what you would like and we'll tell you the cost.

C. G. Young Co., 1 Adelaide E., Toronto

Electro-Plating

There's a difference in workmen. My work has been good enough to warrant my going into business on my own account. My work for Whaley-Royce Co. was good—ask them; and will be just as good for you. I am telling you of my business. Now, tell me about yours.

D. SUTHERLAND,

112 Church St., Toronto.

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, \$4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

Buy the Best.



HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers

IT'S EASY WITH
CONNOR'S O.K. ROTARY WASHER



This machine has a heavier fly wheel than any other similar machine. That's why it works the easiest and runs smoothest. They cost you no more than the ordinary kind. Write for our catalogue and price list.

J. H. Connor & Son, Limited,
Manufacturers Washers and Wringers, OTTAWA



Canadian Representative: ALEXANDER GIBB, 13 St. John St., MONTREAL.
75 YEARS ESTABLISHED 1825. 75 YEARS



WHY sell Old Style Cork Screws?

The People Want

WALKER'S SELF-PULLING

which draws the cork, cuts the wire, removes crown, seal and aluminum stopper. Does the whole thing. Each one tested and guaranteed. We manufacture over 50 different styles.

ERIE SPECIALTY COMPANY, Erie, Pa., U.S.A.



Salt Glazed Vitrified



and Fittings.

Fire Brick and Ground Fire Clay,
Flue Linings, Portland Cement.

ASK FOR CATALOGUE AND PRICES.

TORONTO POTTERY CO.

TORONTO, ONT.

Sales Agents.

The
EXHIBITION
OPENS.

We extend a hearty welcome to the
Trade at our Toronto Office,

132 BAY ST.



Make our address your headquarters
when visiting the **FAIR.**

BICYCLE MATERIAL
and
SPORTING GOODS

John Millen & Sons,
Montreal and Toronto.

Window and Interior Displays

Timely Hints
and Suggestions.

The Hunter's Dream.

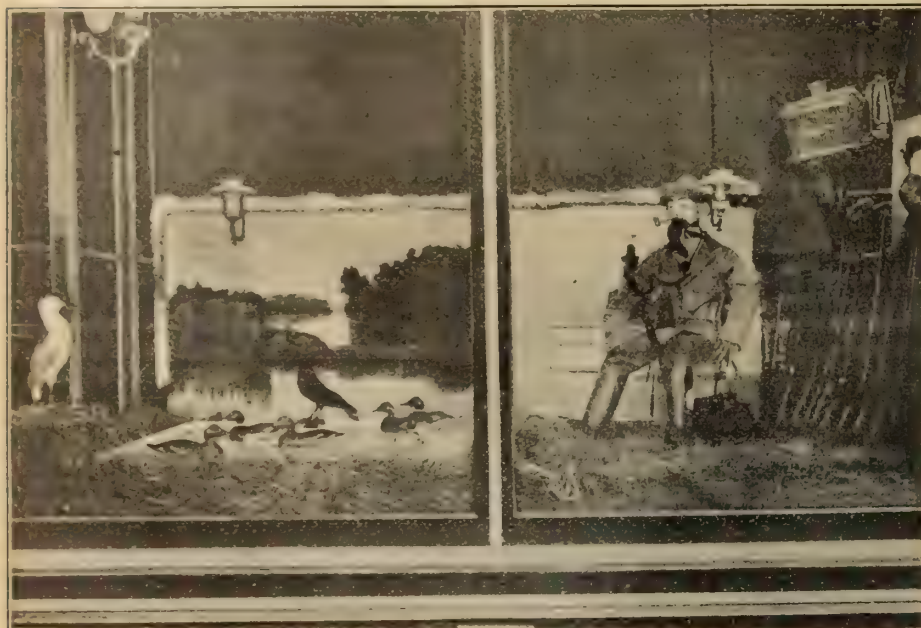
SEPTEMBER, the duck season, should see every hardware merchant making special efforts to catch the trade of the hunter. Both interior and window should be arranged especially with a view to building up the sales in guns and de-

the gun trade, arranged in circles, squares, triangles and other designs. Gun cases of all sizes and descriptions were hung along the walls, and each of these, in addition to the guns, had a price ticket neatly but distinctly made.

The window shown here, from The American Artisan, had a card inscribed with

Street, Montreal, are no exception to the general rule. Their warehouse evidences prosperity and increasing trade. This firm make a specialty of automobile lamps and supplies and they report a rapidly increasing demand. The automobile has come to stay and prosperity increases its numbers. John Millen & Sons are making a strong bid for this class of trade and their large stock of all kinds of automobile accessories should enable them to achieve considerable success.

To their stock of keys also, they are paying very special attention and an assortment (No.1), noticed by "Hardware and Metal," should meet the demands of the retail trade. For this line of goods there has been a very encouraging demand. The firm expect to have all their travellers on the road early in the month, carrying with them samples of Winter sporting goods, and goods for 1904 delivery.



A Unique Sporting Goods Window.

coy ducks, but the window is the means that will give better returns for the time and money spent on it, than any other method of advertising.

As a rule the window is put off with a display of guns in different positions, and even this is a drawing card, as every man who has blood in his veins is interested in a good gun or rifle. But there are more elaborate plans that consume time, and, it may be, money, but they will be found to bring large returns. One window in a large hardware store had a gun display that was attracting much attention, and yet was simple to imitate. In the centre was a stack of shot guns, and on either side, a stack of rifles, one being the larger repeaters and 38's, and the other the smaller 22's and 28's. In the front centre a circle of revolvers of different makes and sizes surrounded one long revolver of the semi rifle style. The remaining space was filled up with cleaners, loaders, cartridges and the accessories to

the words "The Hunter's Dream" and carried out the idea wonderfully well. On the right a figure sat upon a nail keg, a gun resting on its knee. The hunter is smoking a pipe, and from the roasted duck in the leather game bag at his feet, he has evidently been eating a lunch. The background is a water scene. In the left half of the window is placed a large pan of roofing tin, filled with water. On the surface of it some decoy ducks moved around by means of some concealed mechanism worked by a small motor. Around the pan some stuffed birds added to the realism of the scene, and the fine excelsior, dyed green, was a good imitation of grass.

AUTOMOBILE LAMPS.

It is a special pleasure this season to talk with business men, as all report an exceptionally good season and are looking forward confidently to the future. John Millen & Sons, of St. Catherine

A Window Display Competition.

HARDWARE AND METAL, for the encouragement of tasty window displays, has decided to open a competition for its subscribers. Prizes will be awarded for photos or drawings of window displays and accompanying descriptions of the same. The prizes will consist of:

First Prize	-	-	-	\$10
Second Prize	-	-	-	\$7
Third Prize	-	-	-	\$5

and \$2 for every picture and description which is considered worthy of publication.

The competition, which closes on Oct. 1, will admit of photographs, pen and ink or wash drawings, with good ideas counting more than the picture itself, although, of course, all pictures in order to receive a prize, must be of sufficient distinctness and good workmanship to admit of their publication.

There is no progressive merchant but has at least one window a month that is worthy of entering this competition, and the prizes are so arranged that, even if a window does not win the \$10, \$7 or \$5 prize, it may be awarded a \$2 prize, provided only that it is of sufficient merit to publish in the columns of this paper. This award will cover the cost of the photograph and there is no reason why any merchant should not obtain it. The number of photographs or drawings submitted by each store is not limited, nor is the number of \$2 prizes; a merchant may win a dozen if his pictures merit them.

Should any intending competitor not know how to take a window picture, this paper will be glad to furnish him with instructions. In general terms, it may be stated that the early morning, when the light is clear, when few people are abroad and when there is the least reflection, is the best time to photograph the display. A good photograph can also be taken at night by the aid of an electric or flash light.

Mark all manuscripts and photographs intended for this department with the words "Window Dressing Competition."

Portland Cements

BEST

German, Belgian and English Brands.

Fire Bricks,
Fire Clay,
Flue Linings,
Drain Pipes,
Hard Wall Plaster.
Calcined Plaster,
Wheelbarrows,
Mortar Stains.

A FULL STOCK OF
BUILDERS' and CONTRACTORS' SUPPLIES.

W. McNALLY & CO.

40 to 52 McGill Street,
Corner Wellington St.,

MONTREAL.

Write for our quotations.

**The Grey and Bruce Portland
Cement Company of Shallow
Lake, Limited,**

Manufacturers of

"Hercules" and "Lion" Brands
of

PORTLAND CEMENT

Unsurpassed for Sidewalks, Floors, and all
work requiring the Highest Grade
of Portland Cement.

HEAD OFFICE : OWEN SOUND.

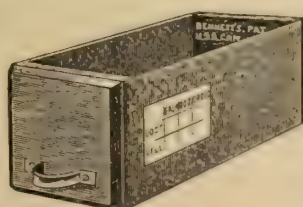
...THE...

Bennett Manufacturing Co.

(Successors to J. S. Bennett)

Bennett's Patent Shelf Box and Cabinets, for

Hardware,
Grocery,
Seed and
Drug Trades.



556 Dundas Street, Toronto.

SEND FOR PRICE LISTS.

HARDWARE AND METAL



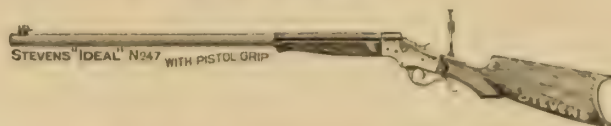
BUILDERS' SUPPLIES

Fire Bricks, Fire Clay, etc.

ALEX. BREMNER, 50, Bleury Street, Montreal, Que.



STEVENS



branded on an Arm means that the acme of perfection has been reached in fire arm manufacture. Every Dealer should handle our complete line of Rifles, Pistols, Shotguns. Your jobber can supply you. Send for Catalog.

J. Stevens Arms & Tool Co., P.O. Box 217, Chicopee Falls, Mass., U.S.A.

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Gauge.
Steel and Twist Barrels
Superior in Design, Workmanship
and Finish, and the most popular
Gun on the Market.

Simplest
"Take Down"
Gun Made



HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers.
Catalog on request. Worcester, Mass., U.S.A.

**CRYSTAL OF CRAIG MINE
CORUNDUM**



EMBEDDED IN FELDSPAR.

Crystallization intensifies hardness. The corundum from Craig Mine is all crystal corundum. It has an effective hardness of 94. This exceeds that of any other commercial corundum. Because of its greater hardness Craig Mine Crystal Corundum cuts faster than any other abrasive.

The Canada Corundum Company, Limited,
TORONTO, CANADA.

Canada Permanent Mortgage Corporation

(Formerly The Canada Permanent and Western Canada Mortgage Corporation).

TORONTO STREET, TORONTO.

PRESIDENT GEORGE GOODERHAM.
First Vice-President and Managing Director:
J. HERBERT MASON.
Second Vice-President: W. H. BEATTY.

ABSOLUTE
SECURITY

We invite your deposit account, and are prepared to grant the best terms consistent with the absolute safety of the deposit.

YOUR SAV-
INGS SAFE.

Paid-up Capital.....\$ 6,000,000 00
Reserve Fund.....\$ 1,600,000 00
Invested Funds \$23,600,000 00

Money

CAN BE SAVED BY MEANS
OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE
SUCH A POLICY WHILE YOU
ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the
New Accumulation Endowment Policy
sent on application.

Confederation Life ASSOCIATION.

W. H. BEATTY, PRESIDENT.

W. C. MACDONALD,
ACTUARY.

J. K. MACDONALD,
MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

CENTRAL CANADA LOAN & SAVINGS COY., 26 KING ST. E., TORONTO.

HON. GEO. A. COX,
PRESIDENT.

E. R. WOOD,
MANAGING DIRECTOR.

Total Assets \$6,579,324
Uncalled Capital 1,250,000
TOTAL **\$7,829,324**
Amount Due Depositors and Debenture
Holders \$4,651,549
SURPLUS SECURITY **\$3,177,775**

The Bank of Toronto.

(Incorporated 1855.)

Head Office: - TORONTO, ONTARIO.

Paid-up Capital, \$ 2,800,000.

Reserve Fund, \$ 2,900,000.

Total Assets, \$24,000,000.

The accounts of Merchants and Manufacturers
are cordially invited.

BUSINESS ACCOUNTS opened on favorable terms.

SAVINGS ACCOUNTS { for your spare money. Interest paid
on these compounded twice a year.

DRAFTS SOLD for use anywhere in North America or Europe.

LETTERS OF CREDIT ISSUED { Cash Credits for convenience
of Travellers in Europe. Time
Credits for Importers.

At any of our Offices you will receive courteous treatment and our best services.

THE CANADIAN BANK OF COMMERCE.

Paid-up Capital, - - - \$8,700,000

Rest, - - - \$3,000,000

HON. GEO. A. COX, President. B. E. WALKER, General Manager.

HEAD OFFICE: TORONTO, CANADA.

This Bank, with 105 branches, covering all the principal cities of Canada and the Pacific coast of the United States, and its own offices in London, Eng., and New York, are able to offer to those engaged in mercantile business of any kind increased facilities for any legitimate banking business.

LIST OF BRANCHES: BRITISH COLUMBIA:

Atlin	Greenwood	Nanaimo	Vancouver
Cranbrook	Kamloops	Nelson	" East End
Fernie	Ladysmith	New Westminster	Victoria

MANITOBA AND NORTHWEST TERRITORIES:

Calgary	Elgin	Moosomin	Swan River
Carman	Elkhorn	Neepawa	Tricherie
Dauphin	Gilbert Plains	Ponoka	White Horse
Dawson	Grandview	Portage la Prairie	Winnipeg
Edmonton	Innisfail	Red Deer	" North
	Medicine Hat	Regina	

ONTARIO AND QUEBEC:

Ayr	Dundas	Ottawa	Stratford
Barrie	Dunville	Paris	Strathroy
Belleville	Fort Frances	Parkhill	Toronto, 8 offices
Berlin	Galt	Peterboro'	Toronto Junction
Blenheim	Goderich	Port Perry	Walkerton
Brantford	Guelph	St Catharines	Walkerville
Cayuga	Hamilton	Sarnia	Waterloo
Chatham	London	Sault Ste Marie	Warton
Collingwood	Montreal	Seaford	Windsor
Dresden	Orangeville	Simcoe	Woodstock

MARITIME PROVINCES:

Amherst	Canning	New Glasgow	Springhill
Antigonish	Halifax	Parrsboro'	Sydney
Barrington	Lockeport	Sackville	Truro
Bridgewater	Lunenburg	St John	Windsor
	Middleton	Shelburne	

IN THE UNITED STATES:

New York	Seattle, Wash.	Portland, Ore	Skagway, Alaska	San Francisco
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LONDON, ENGLAND, OFFICE: 60 LOMBARD ST., E.C.

A general banking business transacted. Foreign exchange bought and sold.

EFFICIENCY, SECURITY, ECONOMY,

Are the requisites for the proper administration of a trust estate. It is a duty which every man owes to his family to make a will and to select as his executor some one of proven integrity, ability and experience.

No private executor fulfils these conditions in the same degree as the Corporation.

THE TORONTO GENERAL TRUSTS CORPORATION,

59 YONGE STREET, TORONTO.

PAID UP CAPITAL - - - \$1,000,000.

RESERVE FUND - - - 290,000.

Correspondence and personal interviews are invited.

FINANCE AND INSURANCE

THE sale by London of over 100,000 shares of stock on the New York market recently, when there was no balance to the account of New York bankers with foreign correspondents, had the effect of putting up the price of sterling to 1c. per lb. above the rate at which gold can be bought in at a profit. But this state of affairs cannot last long, as the commercial bills in connection with the cotton and grain industries will now begin to come in and will last well on into Spring. These bills will put a balance in the hands of the foreign correspondents that will lower the price of exchange by making it of no volume, and America can then, if necessary, reimport part of the gold which she exported during the early Summer.

These commercial bills play a conspicuous part in the money markets of the world, and "documentary commercial acceptances" are papers of great influence on the possibilities of gold importation. Such acceptances are simply drafts drawn by the cotton or grain shippers in this country on the English or continental firms to which they have sold cotton or grain, or on banks upon which they have been authorized by these firms to draw. To these drafts are attached the bills of lading and perhaps a certificate of insurance and, in the case of grain, of inspection. When these drafts are drawn on a reputable firm or bank, the New York bankers readily buy them and discount them on the foreign market where the firm or bank is situated. These bills are usually 60 or 90 day bills and the discount at present in London amounts to about 3 per cent. Of course, the possibility of gold importation depends upon the amount of these commercial bills, and although at present exchange is too high to favor importation, the entry into the market of the cotton and grain bills is looked forward to as of sufficient volume to lower the rate of exchange more than the cent by which it now overtops profitable importation.

Recently discussing the situation as far as the issues of new capital are concerned, Bradstreet's says that it must be admitted that all announcements that industrial or railroad corporations contemplate an increase of their share capital or funded debts or that they have borrowed money temporarily on their credit in the loan market are not only received unfavorably, but have a positively chilling effect on the financial situation. It can, of course, be readily understood that a corporation like The Consolidated Lake Superior Company should meet with but scanty encouragement in response to its management's appeal for subscriptions by the stockholders to an issue of \$12,500,000 4 per cent. bonds at 60 per cent. of their par value, even though it is plainly stated and is perfectly understood that failure to supply the \$7,000,000 or more which it is hoped can be raised in this way means that the embarrassments of the company will be increased to an extent which would endanger the \$26,000,000 of cash which has been invested in the enterprise through its stock. New industrial undertakings, or those like the Consolidated Lake Superior, which are in an incomplete state, and therefore need additional capital to place them in a position where they can prove their earning capacity, find, in fact, no favor whatever at present.

Railway earnings continue to be of a most gratifying nature. The earnings in the United States and Canada during

the first seven months of the year aggregated \$149,355,044, an increase of 13.7 per cent. compared with the same period in 1902. It is significant that out of 35 enumerated railways on this continent, two of the Canadian railways stood second and third respectively in regard to increases in earnings during July, as compared with the same month last year. The Canadian Pacific showed increased earnings of \$750,000 and the Grand Trunk of \$603,186.

The officers of the International Association of Accident Underwriters elected recently are: President, Edward S. Lott, United States Casualty Co., New York; vice-presidents, Arthur L. Eastmure, vice-president Ontario Accident Insurance Company, Toronto; George S. Dana, Commercial Travelers' Mutual Accident Association of Utica, N.Y.; treasurer, A. E. Forrest, North American Accident Co., Chicago, Ill.; secretary, G. Leonard McNeill, Massachusetts Mutual Accident Association, Boston, Mass. Executive Committee, W. B. Smith, Hartford, Conn.; W. H. Jones, Boston, Mass.; H. G. B. Alexander, Chicago, Ill.; F. E. Haley, Des Moines, Iowa; F. J. Moore, Philadelphia, Pa.; R. A. Kavanagh, Chicago, Ill.

WHEN A MAN DIES.

"I left no will,"—familiar words to us all, and to-morrow's newspapers will almost certainly record the death of some prosperous business man who left no will. There are even distinguished lawyers who neglect to do for themselves what they have insisted times without number upon their clients doing. The making of a will is unfortunately one of those things that do not appear urgent, one of the things we are "going to do some day," and so postpone until we are in the valley of the shadow of death, or defer forever.

With many men the reason for not making a will is that the estate to be disposed of is so small, consisting of a home and some life insurance. With others it is a natural distaste to deal with those things that relate to the dissolution of the body. There is, however, another reason that operates powerfully in causing precise and prudent business men to neglect the all-important matter of leaving their affairs after their decease well ordered, and in the custody of trustworthy and competent executors; namely, the disinclination to name executors from among their acquaintances and friends. Most men do not care to act as executors themselves. The time an executorship requires; the troubles involved; the possible lack of sympathy between them and the beneficiaries; the responsibilities incurred; the uncongenial association with fellow-executors; these and other considerations make the office of executor not always one to be desired. In view of these things many men are reluctant to ask a service of others they themselves would be unwilling to render.

That there should be organized bodies of men willing to act as executors, governed solely by business considerations, belonged to the evolutionary processes of our times. Thus arose trust corporations. From the very nature of their operations these companies demanded men of the highest personal character, conspicuous alike for business ability and integrity. The rise and growth of trust corporations has been remarkable. The courts of the land have endorsed them and have committed to their charge many vexatious, but important, estate matters in which wills, investments, guard-

ianships, and trust funds demanded skilled and responsible management.

Lawyers in cities, in towns, in villages learned to appreciate the services of such an organization. Another of the influences at work to make trust companies prosper is the record of criminal or careless conduct on the part of executors by which funds have been wrongfully or wastefully dealt with.

There is extreme satisfaction in knowing that one's estate after one's death is safeguarded by a competent body, familiar with every process of the law affecting wills and trusts, to whom the investing of funds, or the custody of property, or the guardianship of minors is an impersonal matter, protected by stringent legislation. These trust corporations are made up of men of the highest stamp, whose wealth and honor are pledged for the fulfilment of the fiduciary obligations the company assumes.

The fear may be entertained by some that the cost of appointing a trust company as executor of one's estate is excessive. Such a fear is without foundation. The charges are all regulated by legislation, and are declared just. Quite apart from the question of expense it is worth a good deal to know that the conditions, bequests and requirements of the last will and testament are discharged with the utmost of business wisdom and legal exactitude.

In this limited consideration of the advantages of trust corporations as executors, only one of the several functions of these institution has been dwelt upon. The intention has been to impress upon our readers the importance of attending to a matter of great moment, and to point out to them that one of the chief objections for not leaving their earthly affairs well ordered in view of inevitable and certain death is removed through the establishment of trust institutions.

A FAVORABLE FORECAST.

IN spite of large purchases from Europe of securities by American investors and operators in recent years, the American excess of exports over imports of gold in August, September, October and November of last year amounted to £4,400,000. In the corresponding months of the previous year the amount of gold imported on balance reached four millions. This year, with America selling instead of buying securities, and with Europe buying instead of selling, with probable large shipments of cotton as soon as the new crop comes forward, and with heavy exports of general produce, it is quite possible, indeed probable, that the quantity of gold imported by the United States in the three months up to the end of November may be twice as great as last year—a sum which, added to the surplus cash balance of New York bankers, would enable them to meet the usual Autumn demand for cash amounting to some ten millions with ease and with a considerable surplus. Further, it must be borne in mind that after the beginning of November cash usually returns from the interior to New York, and although there is an increased demand for currency at the end of December, in January the

return of cash is very rapid. So far as it is possible to gauge the outlook, we anticipate that the cash reserves of the New York banks will show some further increase before the Autumn demand is experienced, that by the aid of gold imports the Autumn demand for currency will be met with comparative ease, and that early in the new year the supply of money in New York will be excessive. Under these circumstances investors on this side having command of resources will probably make considerable profits by purchasing securities during the present month with a view to holding them into the new year. That American railroad securities at their present prices are intrinsically cheap cannot be doubted.—London Statist.

GOLD PRODUCTION AND PRICES.

"The world's gold production is increasing now and bids fair to pass all records," says The Wall Street Journal. "The Transvaal output is not so large as it was in the record months of 1899, but on its present ratio of increase promises to reach the total of \$45,000,000 for 1903. Alaska is a factor now, and, altogether, it is plain that we have entered upon a series of years in which gold will increase in supply, and commodities will advance as its purchasing power becomes less." Continuing its analysis of the subject of increasing gold production and its effects, our contemporary reasons that "the average rate for time money will be higher in the next five years than it has been in the past period of the same length, even allowing for its special dearness at present. Equities, on the other hand, and railroad stocks, as a concrete instance, should sell at higher figures. If commodities are higher, wages should be higher; railroad supplies of all kinds should be higher, and the railroads would be able to charge a higher rate, which should naturally show in increased gross earnings. Although industrial corporations should have to pay more for the expense of their output they would require and receive a greater price for it."

BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, \$1,000,000.00.

TOTAL ASSETS, \$1,864,730.13.

LOSSES PAID SINCE ORGANIZATION, \$22,527,817.57.

HEAD OFFICE, - BRITISH AMERICA BUILDING,
Cor. Front and Scott Sts., Toronto.

GEO. A. COX, President.

J. J. KENNY, Vice-President.

P. H. SIMS, Secretary.

BONDS

PROTECTION PROGRESS PROSPERITY

We protect you and also save the employee from being under obligation to anyone.

Because we always lead and never follow.

On account of fair dealings with its patrons, so as to secure a continuance of their business.

The above refers to **THE DOMINION OF CANADA GUARANTEE AND ACCIDENT INSURANCE CO.**

Bonds issued on persons holding positions of trust. For rates and full particulars, apply,

J E ROBERTS, General Manager,
Cor. King and Yonge Sts. - **TORONTO**

WESTERN ASSURANCE COMPANY.

Incorporated
1851

**FIRE
AND
MARINE**

<i>Head Office</i>	Capital	-	\$2,000,000.00
<i>Toronto,</i>	Assets, over	-	3,333,000.00
<i>Ont.</i>	Annual Income	-	3,536,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.

C. C. FOSTER, Secretary.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export. With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables—Machinery," Newport, Emlyn Engineering Works, NEWPORT, MON., ENGLAND.

ONTARIO SILVER CO.,

Limited,

NIAGARA FALLS, CANADA.

Manufacturers of **FLATWARE, CUTLERY and ELECTRO PLATE.**
Ask for our Catalogue and Quotations.



Steward & Romaine Mfg. Co.

EXPANSION and TOGGLE BOLTS

For fastening all kinds of material to Brick, Stone or Cement,

124 North Sixth St., Philadelphia, Pa.

ONTARIO WIND ENGINE & PUMP CO., Limited.

GALVANIZING.

Phone Park 822
Atlantic Ave., Toronto

Send to-day for **DISPLAY BOX** of **"Solarine" METAL POLISH**

Contains 1 doz. sample size tins attractive retail 10c. each. Every tin warranted.

UNEXCELLED FOR HOUSEHOLD trade.

Attractive window card sent with order.

Address, **"Solarine" 60 George St., TORONTO.**

All progressive dealers now find it advantageous to stock

Gilbertson's "COMET" Galvanized Sheets and Galvanized Canada Plates.

Quality and price right.

W. GILBERTSON & CO., Limited, near Swansea Eng. **Makers.**

ALEXANDER GIBB, MONTREAL, Canadian Representative.

A Wrapping Paper That Tears Easily

is a source of trouble.

Insure the safe delivery of your parcels by using our brown and manilla Canadian made wrapping papers.

—All orders promptly filled.

CANADA PAPER CO., Limited
TORONTO and MONTREAL



G. A. Crosby & Co. of Ontario, SARNIA, ONT. LIMITED

Manufacturers of

Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal

H. W. Petrie, 141-145 Front Street West, TORONTO Selling Agent.

WHALEBONE WHIPS.

All that is known, both good and bad, about making whalebone whips is in our possession. And since we are avoiding every bad thing, it follows that these whips of ours are the best of the sort ever manufactured. It is easy for you to find out if all this talk is just advertising.

THE MORGAN CO., Limited, TORONTO.



THE MOP THAT THE SUN NEVER SETS ON.

Self-wringing Mops and Mop Cloths

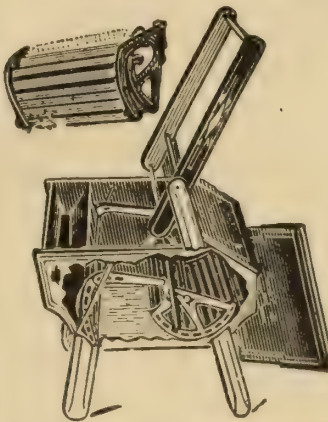
Much, very much, depends upon the cloth with which the S. W. Mop is fitted, as to whether it attains its highest value, or, for that matter is of any value. One of our regular standard Cloths would do in a large measure, a very poor imitation of our Mop, but would be better business account to insist upon getting the regular, true.

"Tarbox" Self-wringing Mop

with its full value and completeness and thereby give your customers value received in the start.

It means better results in the line and greater confidence between buyer and seller. A very large percentage of the better class of jobbers of kindred articles handle our goods.

TARBOX BROS., Toronto, Canada.



Vollmar Improved Perfect Washer

It has a most enviable record. A perfection of its kind—will wash more clothes in less time, do it better and easier, with less wear and tear, than any other machine. Prices on application.

COLBORN Sept. 10th, 1902.

MESSES WORTMAN & WARD MFG. CO., LONDON.

DEAR SIRS,—We have used the washer again and find that further use increased its value to us. The girls are simply delighted with it, as they can do the washing and be presentable for callers if need be.

MRS. R. WEEKS.

The above is a sample of the many kind words said about the Vollmar (Use the street No. when addressing us.)

The Wortman & Ward Mfg. Co., Limited

No. 1500 William Street, London, Ont.

CHAS. P. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it disseminates information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence Invited.**

—OFFICES IN CANADA—

HALIFAX, N.S.
OTTAWA, ONT.
VANCOUVER, B.C.

HAMILTON, ONT.
QUEBEC, QUE.

LONDON, ONT.
ST. JOHN, N.B.
WINNIPEG, MAN.

MONTREAL, QUE.
TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

INDUSTRIAL GOSSIP

A SYNDICATE of Minneapolis capital is now erecting a fine three-story structure on Fort street, Winnipeg, which, when completed, will improve the appearance of the block very materially. The ground floor and basement have been let out by The Hudson Electrical Supply Co.

The McKenna-Thompson Co., Limited, Montreal, have been incorporated with a share capital of \$25,000, to manufacture and deal in all articles of clothing. The directors of the company are W. L. McKenna, C. A. Thompson, J. C. Senez, T. A. Brennan, and W. E. McKenna, all of Montreal.

The Brackman-Ker Milling Co. and The Alberta Grain Co. are going to commence immediately the construction of two large elevators at Edmonton. The two companies are acting upon the assurance of Canadian Northern Railway Company that rails will be laid to carry this season's crop out from Edmonton.

A superior seam of hematite iron ore has been discovered on Long Island in Little Bras d'Or channel, Sydney. Specimens of the ore were assayed with the showing of 67 per cent. iron, 7.27 per cent. silica, and .011 per cent. phosphorus. There has also been a rich deposit of red ochre discovered in the immediate vicinity.

Considerable extensions are being made to the plant of the Montreal Steel Works, Limited. The addition now being made will probably be completed within a couple of months, but if history repeats itself, they will soon be followed by others, as this plant has been gradually extending during the last 18 years. Over 700 men are employed in these works, which include a steel foundry, switch works, spring shop, and forge department. "Hardware and Metal" hopes very soon to give its readers a detailed description of this growing plant.

NOTES.

The Ogilvie Milling Co. are putting up an elevator at Belle Plaine, N.W.T. established a new record, the time being 3 hours and 18 minutes. The speed of this boat is 19½ knots an hour.

The G.T.R. is at work double tracking and grading the line between Brantford and Paris, a stretch of nine miles.

The Chateauguay & Northern Railway, between Maisonneuve and Joliette, in Quebec, is rapidly nearing completion.

The Canadian Pacific Navigation Co.'s new ferry steamer, Princess Victoria, which is to ply between Vancouver and Victoria, has made her first run and has

The canning factory in Ingersoll, Ont., has been completed. The machinery has been installed and tested. Operations for Fall business will be commenced very soon.

The Londonderry Iron and Mining Co., Limited, of Londonderry, N.S., are advertising in the Montreal papers for 50 laborers, who are required in their works at once.

The steam saw mill of William and Robert McNutt, at Tay Creek, near Fredericton, N.B., was recently destroyed by fire. There is no insurance, and the loss will be a serious one for Messrs. McNutt.

The Temiscaming & Northern Ontario Railway Commission are advertising for tenders for the delivery of 135,000 ties along their right of way between the 72nd and 112th mile of the Temiscaming Railway. Tenders will be received up to September 25.

A despatch from Halifax, N.S., says that work has been begun upon excavating for the foundation of the new rod mill of The Dominion Steel and Iron Co. at Sydney. The mill will be a large one, and work on it will be pushed vigorously until completed.

The St. Catharines & Niagara Power and Fuel Co., Limited, Toronto, have

been incorporated with a share capital of \$10,000, to generate and deal in electric power. The provisional directors are Albert Pay, St. Catharines; J. R. L. Starr, and J. H. Spence, Toronto.

PREPARING FOR THE GRAIN CROPS

The Canada Northern and Canadian Pacific, the two railways which practically handle the bulk of the grain from Manitoba and the Northwest, have been preparing for this year's harvest ever since the harvest of last year ended.

The Canadian Pacific has received a number of new engines ordered from Scotland and elsewhere, as well as hundreds of new freight cars.

The Canadian Northern Railway Co. has received 31 new locomotives from the Kingston Engine Works. These locomotives are of the most powerful description used in the West, and, in addition, the company has 1,300 new box cars, each capable of carrying 1,000 bushels of wheat.

In addition to this extra rolling stock on the two railways, the harvest will be about ten days earlier than last year's. If, as is likely, navigation remains open till the same time as in 1902, there will thus be ten days longer in which to move the grain, a time sufficient for the two companies to carry several millions of bushels from Winnipeg to Port Arthur.

The work on the Burlington canning factory is about complete. The engine will be placed and the machinery given a trial at an early date. Work will be commenced as soon as the tomato season opens. Prospects are bright for a successful season.

APOLLO GALVANIZED IRON

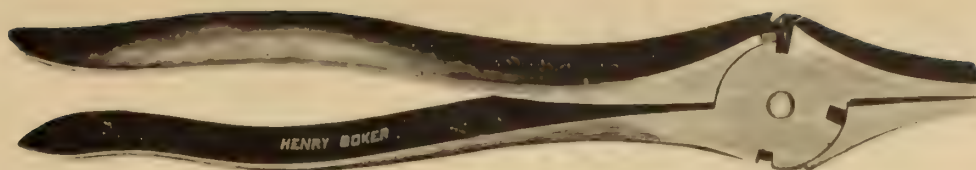
It costs less money to do a good job with Apollo than with "cheap" iron.

Apollo is so workable.

Quick service.

Return a whole sheet for an inch of fault.

American Sheet Steel Company, New York
Representatives for Canada
B. & S. H. Thompson & Company
53 St. Sulpice Street
Montreal



HENRY BOKER'S WIRE FENCING PLIERS

are well-known for their reliable quality, and should prove the most satisfactory to the retailer and consumer.

For Sale by all Leading Wholesale Hardware Houses.

CURRENT MARKET QUOTATIONS.

Sept. 4, 1903.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits -
56 and 28-lb. ingots, 100 lb. \$32 50 \$33 50

TINPLATES.

Charcoal Plates—Bright.

M.L.S., equal to Bradley—
Per box.
1 C, usual sizes..... \$6 75
1 X..... 8 25
1 X X..... 9 75

Famous, equal to Bradley—

1 C..... 6 75
1 X..... 8 25
1 X X..... 9 75

Raven and Vulture Grades

1 C, usual sizes..... 5 00
1 X..... 6 00
1 X X..... 7 00
1 X X X..... 8 00
D C, 12x17..... 4 50
D X..... 5 25
D X X..... 6 00

Coke Plates—Bright.

Bessemer Steel—
1 C, usual size, 14x20..... 3 85
1 C, special sizes, base..... 4 25
20x28..... 4 50

Charcoal Plates—Terne.

Dean or J. G. Grade—
1 C, 20x28, 112 sheets..... 8 00
1 X, Terne Tin..... 10 00

Charcoal Tin Boiler Plates.

Cookley Grade—
X X, 14x56, 50 sheet bxs. }
" 14x60, " } 7 00
" 14x65, " }

Timed Sheets.

72x30 up to 24 gauge..... 7 50
26..... 8 00

IRON AND STEEL.

Common bar, per 100 lb..... 2 05
Refined..... 2 45
Horseshoe Iron..... 2 40
Hoop steel, 12 to 3-in. base..... 2 90
Sleigh shoe steel..... 2 10
Tire steel..... 2 30
Reeled machinery..... 3 00
Toe culk steel..... 2 85
T. Firth & Co.'s tool steel, per lb..... 0 12
Jessor's tool steel..... 0 14
Morton's tool steel..... 0 12
Black Diamond and "B.C." tool steel..... 0 10
Chas. Leonard's tool steel..... 0 08
Park's "Silver" tool steel..... 0 12
" " Special..... 0 15
Jonas & Colver's tool steel..... 0 10
" " Air Hardening..... 0 07
Drill steel, per lb..... 0 08

BOILER TUBES.

Per foot
1 in..... 0 09
2 in..... 0 10
3 in..... 0 13
24 in..... 0 14
31 in..... 0 17
in..... 0 34

STEEL BOILER PLATE.

1 in..... 2 50
3-16 in..... 2 60
1/2 in. and thicker..... 2 70

BLACK SHEETS

10 and 16 gauge..... 2 55
18 gauge..... 2 70
20..... 2 70
22 to 24 gauge..... 2 80
26..... 2 90
28..... 3 00

COPPER WIRE

Discount, 50 per cent.

CANADA PLATES

All dull, 52 sheets..... 2 75
Half-polished..... 2 85
All bright..... 3 00

IRON PIPE.

Black pipe—
Per 100 feet
1 inch..... 2 30
1 1/2..... 2 35
2..... 2 40
2 1/2..... 2 45
3..... 2 50
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WADE & BUTCHER'S "SPECIAL" Razors

Are unequalled for quality and finish.

JAMES HUTTON & CO., - MONTREAL

Sole Agents for Canada.

PUTTY	
Balls in tins	1 70
Balls in less quantity	1 95
Ready mixed in tubs	2 00
Bladders in kegs, boxes or loose	2 25
2 1/2 lb. tins	2 50
12 lb. tins	3 50
Bladders in bulk or tins less than 100 lb	2 50

VARNISHES		
In 5-gal. lots	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
"rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak	1 10	1 25
Furniture, extra	0 90	1 00
No. 1	1 10	1 25
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
"orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
black japan	1 10	1 20
No. 1	0 55	0 60
Elastite varnish, 1 gal. can, each	2 00	
Granite floor finish, per gal.	2 75	
Maple Leaf coach enamels, size 1, \$1.20; size 2, 70c; size 3, 40c; each		
Sherwin Williams kopal varnish, assorted case, from 1 to 1 gal., \$2.50		

CASTOR OIL		
British, 1st quality in cases, per lb.	0 08 1/2	0 09 1/2
"small lots	0 10	0 10 1/2

COD OIL, ETC.		
Cod oil, per gal.	0 50	0 55
Pure olive	1 40	
"neatsfoot	0 90	

GLUE		
Common	0 08	0 09
French metal	0 10	0 14
White, extra	0 18	0 22
Colatine	0 18	0 20
Scotch	0 19	0 20
Hatter	0 12	0 16
Ground	0 12	0 16
Cologne, genuine		

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 per cent.	
Rim Fire Pistol, discount 40 p.c., American.	
Rim Fire Cartridges, Dominion, 50 and 5 p.c.	
Central Fire Pistol and Rifle, 10 p.c., Amer.	
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.	
Central Fire Cartridges, Sporting and Military Dominion, 15 per cent.	
Central Fire, Military and Sporting, American and 1/2 per cent. to list. B. B. Caps, discount 40 per cent., American.	
Loaded and empty Shells "Trap and "Dominion" brands 25 per cent. Retail and Nitro 10 per cent. advance on list.	
Brass Shot Shells, 35 per cent.	
Primers, Dom., 30 per cent. American, \$1.20.	

Wads	
	per lb.
Best thick white felt wadding, in 4 lb. bags	\$1 00
Best thick brown or grey felt wads, in 4 lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 50 each, 10 gauge	0 25
Best thick white card wads, in boxes of 50 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	

Chemically prepared black edge grey cloth wads, in boxes of 250 each	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES.

Discount 20 per cent.	
Wright's, 80-lb. and over	0 10 1/2
Hay Budden, 80-lb. and over	0 09 1/2
Brook's, 80-lb. and over	0 11 1/2

ANVILS.

Wright's, 80-lb. and over	0 10 1/2
Hay Budden, 80-lb. and over	0 09 1/2
Brook's, 80-lb. and over	0 11 1/2

AUGERS.

Gilmour's, discount 65 and 5 per cent. off list.	
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AXES.

Chopping Axes	
Single bit, per doz.	7 00 10 00
Double bit, " "	10 00 18 00
Bench Axes, 40 per cent.	
Broad Axes, 25 per cent.	
Hunters' Axes	5 50 6 00
Boys' Axes	6 25 7 00
Splitting Axes	7 00 12 00
Handled Axes	7 50 10 00

AXLE GREASE.

Ordinary, per gross	5 75 6 00
Best quality	13 00 15 00

BATH TUBS.

Zinc	6 00
Copper, discount 15 per cent. off revised list.	

BATHS.

Standard Enameled.	
5 1/2-inch rolled rim, 1st quality.	24 00
5 1/2 " " " 2nd "	20 00

BABBIT METAL.

"Tandem," A	per lb. 0 27
"B	" 0 21
"C	" 0 11 1/2
Frictionless Metal	0 23

Syracuse Smelting Works:

Aluminum, genuine	0 45
Government, "	0 44
Tough, "	0 40
Hard, "	0 40
Dynamo	0 30
Special	0 25
Harmony	0 22
Car Box	0 20
Extra	0 15

The Canada Metal Co.:

Imperial, genuine	0 40
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 06
No. 4	0 05

BELLS.

Hand.	
Cow.	
American make, discount 63 1/2 per cent.	
Canadian, discount 45 and 50 per cent.	

Doors.

Gongs, Sargent's	5 50 8 00
Peterboro, discount 46 per cent.	
Farm.	
American, each	1 25 3 00

House.

American, per lb.	0 35 0 40
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BELLOWS.

Hand, per doz.	3 35 4 75
Moulders, per doz.	7 50 10 00
Blacksmiths, discount 10 per cent.	

BELTING.

Extra, 60 per cent.	
Standard, 60 and 10 per cent.	
No. 1, not wider than 6 in., 60, 10 and 10 per cent.	
Agricultural, not wider than 4 in., 75 per cent.	

BITS.

Gilmour's, discount 60 and 5 per cent.	
Rockford, discount 50 and 10 per cent.	
Jennings Gen., net list.	

Car.

Gilmour's, 4 1/2 to 50 per cent.	
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Expansive.

Clark's, 40 per cent.	
Clark's, per doz.	0 65 0 90
Diamond, Shell, per doz.	1 00 1 50
Nail and Spike, per gross.	2 25 5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07 1/2 0 12
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BOLTS AND NUTS.

	Per cent.
Carriage Bolts, common (\$1 list)	50 and 10
"full sq. (\$2.40 list)	55 and 10
"Norway Iron (\$3 list)	55 and 10
Machine Bolts, all sizes	50, 5 and 10
Plough Bolts	50, 5 and 10
Blank Bolts	50, 5 and 10
Bolt Ends	50, 5 and 10
Sleigh Shoe Bolts	65, 5 and 10
Coach Screws, cone point	60 1/2 and 10
Nuts, square, all sizes, 3/4c. per lb. off.	
Nuts, hexagon, all sizes, 4c. per lb. off.	
Stove Rods, per lb., 5c. to 6c.	

BOOT CALKS.

Small and medium, ball	per M. 4 25
Small heel	" 4 50

BRIGHT WIRE GOODS.

Discount 62 1/2 per cent.	
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BROILERS.

Light, discount 65 to 67 1/2 per cent.	
Reversible, discount 65 to 67 1/2 per cent.	
Vegetable, per doz., discount 37 1/2 per cent.	
Henis, No. 8	per doz. 6 00
Henis, No. 9	" 7 00
Queen City	" 7 50

BUTCHERS' CLEAVERS.

German	per doz. 6 00 11 00
American	" 12 00 20 00

BUTCHER KNIVES.

Bailey's	per doz. 0 60 6 30
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BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	1 85
Ready roofing, 2-ply, not under 45 lb. per roll	0 90
Ready roofing, 3-ply, not under 65 lb. per roll	1 15
Carpet Felt	per ton 45 00
Heavy Straw Sheathing	per ton 35 00
Dry Sheathing	per roll, 400 sq. ft. 0 40
Tar	" 400 " 0 50
Dry Fibre	" 400 " 0 55
Turned Fibre	" 400 " 0 65
O. K. & I. N. L.	" 400 " 0 70
Resin-sized	" 400 " 0 45
Oiled Sheathing	" 600 " 1 00
Oiled	" 400 " 0 70
Roof Coating, in barrels	per gal. 0 17
Roof	small packages 0 25
Refined Tar	per barrel 5 00
Coal Tar	" 4 00
Coal Tar, less than barrels	per gal. 0 15
Roofing Pitch	per 100 lb. 1 10

BULL RINGS.

Copper, \$2.00 for 2 1/2-inch, and \$1.90 for 2-inch.	
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BUTTS.

Wrought Brass, net revised list.	
Cast Iron.	
Loose Pin, discount 60 per cent.	

Wrought Steel.

Fast Joint, discount 65, 10 and 2 1/2 per cent.	
Loose Pin, discount 65, 10 and 2 1/2 per cent.	
Berlin Bronze, discount 70, 70 and 5 per cent.	
Gen. Bronze	per pair 0 40 0 65

CARPET STRETCHERS.

American	per doz. 1 00 1 50
Bullard's	" 6 50

CASTORS.

Bed, new list, discount 55 to 57 1/2 per cent.	
Plate, discount 52 1/2 to 57 1/2 per cent.	

CATTLE LEADERS.

Nos. 31 and 32	per gross 8 50 9 50
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CHALK.

Carpenters' Colored, per gross	0 45 0 75
White lump	per cwt. 0 60 0 65
Red	" 0 05 0 06
Crayon	per gross 0 14 0 18

CHISELS.

Socket, Framing and Firmer.	
Broad's, discount 60 and 10 per cent.	
Warnock's, discount 50 and 10 per cent.	
P. S. & W. Extra, discount 60 and 10 per cent.	

CHURN.

Revolving Churns, metal frames—No. 0, \$8	
No. 1, \$8.50; No. 2, \$9.00; No. 3, \$10.00	
No. 4, \$12.00; No. 5, \$16.00 each. Ditto	
wood frames, 20c. each less than the above	
Discounts: Factories, 30 and 30 per cent	
f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. Terms 4 months or 3 per cent. cash in 30 days.	
Churn frames, including bearings, levers, etc.	
Nos. 0, 1, 2 and 3, wood, \$2.40; and 4 and 5, \$2.65. Metal frames, 25c. extra. Discount 15 per cent., net 30 days.	

CLIPS.

Axle, discount 65 per cent.	
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CLOSETS.

	Net.
Plain York or Ontario Syphon Jet	\$9 60
Emb.	10 20
Fittings	1 00
Plain Elgin or Teu, Syphon Washout	6 00
Emb.	6 60
Fittings	1 25
Low Down Elgin or Teutonic, plain	6 00
Low	emb. 6 50
Plain Richelieu	4 25
Emb.	4 50
Connections	1 25
Low Down Ontario Syphon Jet, plain	11 70
emb'd	12 30
Closet connection	1 25
Basins, P.O., 14-in.	0 70
Basins, oval, 17 x 14-in.	1 50
Basins, " 19 x 15-in.	2 25

COMPASSES, DIVIDERS, ETC.

American, discount 62 1/2 to 65 per cent.	
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CONDUCTOR PIPE.

Plain or Corrugated.	
2-inch	per 100 feet 3 00
3 "	" 4 00
4 "	" 5 25
5 "	" 6 75
6 "	" 9 00

CRADLES, GRAIN.

Canadian, discount 20 to 25 per cent.	
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CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair 0 17 1/2
S. & D., " 5	" 0 22 1/2
S. & D., " 6	" 0 15
Boynton pattern	" 0 20

DOOR SPRINGS.

Torrey's Rod (15 p.c.), per doz.	2 00
Coil	" 0 88 1 60
English	" 2 00 4 00

DRAW KNIVES.

Coach and Wagon, discount 50 and 10 per cent.	
Carpenters' discount 60 and 10 per cent.	

We Wear The Smile-That-Won't-Come-Off

because we make the Roofing that won't wear off, and our customers don't forget to tell us so.

Our Wire Edged Ready Roofing is the only popular substitute for Shingles because it is Durable, Fireproof and Reasonable Priced.

Hardware Merchants will make no mistake by handling our Ready Roofing.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

DRILLS.				Fork.		KETTLES.		SAIL PULLERS.	
Hand and Breast.				C. & B., discount 40 per cent., revised list.		Brass spun, 7½ per cent. discount off new list		German and American	
Millars Falls, per doz., net list.				Hoe		Copper..... per lb. 0 30 0 50		American, 60 and 10 to 65 and 5 per cent.	
DRILL BITS.				C. & B., discount 40 per cent., revised list		KEYS		SAIL SETS	
Morse, discount 37½ to 40 per cent.				Saw		Lock, Canadian dis. 40 to 40 and 10 per cent		Square, round and octagon,	
Standard, discount 50 and 5 to 55 per cent.				American..... per doz. 1 00 1 25		Cabinet, trunk and padlock,		per gross..... 3 38 4	
FAUCETS.				Plane		American..... per gross..... 0 60		Diamond..... 1 90 2 0	
Common, cork lined, discount 35 per cent.				American..... per gross 3 15 3 75		KNOBS		POULTRY SETTING	
EAVETROUGHS.				Hammer and Hatchet.		Door, japanned and N.P., per		2 in. Mesh, 19 w.g. dis. 60 per cent.	
10-inch..... per 100 ft. 3 10				Canadian, discount 40 per cent.		doz..... 1 50 2 50		2 in. Mesh, 16 w.g. and heavier, 50 per	
ELBOWS (stovepipe.)				Cross-Cut Saws.		Bronze, Berlin..... per doz. 2 75 3 25		OAKUM	
and 6-inch, common..... per doz. 1 20				Canadian..... per pair..... 0 13½		Bronze, Genuine..... 6 00 9 00		U. S. Navy..... per 100 lb. 6 75	
Polished, 15c. per dozen extra..... 1 35				HANGERS..... doz. pairs		Shutter, porcelain, F. & L.		Plumbers..... 3 00	
ESCUTCHEONS.				Steel barn door..... 5 85 6 00		screw..... per gross 1 30 4 00		OILERS	
Discount 40 per cent.				Stearns, 4 inch..... 5 00		White door knobs..... per doz. 1 00		McClary & Model galvanized	
ESCUTCHEON PINS.				Lanc's covered		HAY KNIVES.		oil can, with pump, 5 gallon,	
Iron, discount 40 per cent.				No. 11, 5-foot run..... 8 40		Net prices.		per dozen..... 10 00	
FACTORY MILK CANS.				No. 12, 10-foot run..... 12 60		LAMP WORKS.		Zinc and tin, discount 50, 50 and 10 per cent	
Discount off revised list, 40 per cent.				No. 14, 15-foot run..... 21 00		Discount, 60 per cent.		Copper..... per doz. 1 25 3 50	
FILES AND RASPS.				Lanc's O. N. T. track, per foot..... 0 04½		LANTERNS.		Brass..... 1 50 3 50	
Great Western..... 70 and 10 per cent.				HARVEST TOOLS.		Cold Blast..... per doz. 7 00		Malleable, discount 25 per cent	
Arcade..... 70 " 10 "				Discount 60 per cent.		No. 3, "Wright"..... 8 50		GALVANIZED PAILS.	
Kearney & Foot..... 70 " 10 "				HATCHETS.		Ordinary, with O. burner..... 4 00		Discount 40 per cent off list, June, 1899	
Disston's..... 70 " 10 "				Canadian, discount 40 to 42½ per cent.		Dashboard, cold blast..... 9 00		10-qt. flaring sap buckets, discount 40 per cent	
American..... 70 " 10 "				BAT ENAMEL.		No. 0..... 5 75		6, 10 and 14 qt. flaring pails, dis. 40 per cent.	
J. Barton Smith..... 70 " 10 "				Hen. derson & Potts "Anchor Brand		Japanning, 50c. per doz. extra.		Creamer cans, discount 40 per cent.	
McClellan..... 70 " 10 "				Hinges		Lemon SQUEEZERS.		PICKS.	
Eagle..... 70 " 10 "				Blind, Parker's, discount 164 per cent.		Porcelain lined..... per doz. 2 20 5 60		Per dozen..... 6 00 9 00	
Nicholson, 60 and 10 to 60, 10 and 5				Heavy T and strap, 4-in., per lb..... 0 06½		Galvanized..... 1 85 3 85		PICTURE SALES.	
Globe..... 70 to 75 "				" " 5-in., "..... 0 06½		King, wood..... 2 75 2 90		Porcelain head..... per gross 1 35 1 50	
Black Diamond, 60 and 10 to 60, 10 and 5 per cent.				" " 6-in., "..... 0 06½		King, glass..... 4 00 4 50		Brass head..... 0 40 1 00	
Jowett's, English list, 25 to 27½ per cent.				" " 8-in., "..... 0 05½		All glass..... 0 50 0 90		PICTURE WIRE.	
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to \$1 50				" " 10-in., "..... 0 05½		LINES.		Tin and gilt, discount 75 per cent.	
GLASS.				Light T and strap, discount 65 and 5 per cent.		Fish..... per gross 1 05 2 50		PINE TAR.	
Window. Box Price.				Screw hook and hinge		Chalk..... 1 90 7 40		½ pint in tins..... per gross 7 80	
Star				6 to 10 in..... per 100 lb. 4 50		Woolyatt, 12-in. wheel..... 7 50		PLANES.	
Size United				12 in up..... 3 25		Star..... 5 50		Wood bench, Canadian discount 40 per cent.,	
Per				Spring..... per gro. pairs 10 50		Daisy..... 4 90		American discount 50 per cent.	
50 ft. 100 ft.				HOES.		Philadelphia, 12-in. wheel..... 6 50		Wood, fancy Canadian or American, 37½ to 40 per cent.	
Under 25..... 2 0 3 80				Garden, Mortar, etc., discount 60 per cent.		Ontario, discount 50 per cent.		PLANE IRONS.	
26 to 40..... 2 10 4 00				Planter..... per doz. 4 00 4 50		Maxwell & Sons:		English..... per doz. 2 00 5 00	
41 to 50..... 4 50 8 75				HOLLOW WARE.		10½-in. high wheel..... 7 50 10 00		PLIERS AND NIPPERS.	
51 to 60..... 4 75 10 00				Discount 45 and 5 per cent.		9-in. high wheel..... 5 50 6 25		Button's genuine, per doz. pairs, discount	
61 to 70..... 5 00 11 50				HOOKS.		8-in. high wheel..... 4 90 5 50		37½ to 40 per cent.	
71 to 80..... 5 50 12 50				Cast Iron.		Discount 50 per cent.		Button's imitation..... per doz. 5 00 9 00	
81 to 85..... 11 00				Bird cage..... per doz. 0 50 1 10		LOCKS.		German..... 0 60 2 60	
86 to 90..... 16 50				Clothes line..... " 0 27 0 63		Canadian, 40 to 40 and 10 per cent.		PLUMBERS' BRASS GOODS.	
91 to 95..... 18 00				Harness..... per gro. 0 72 0 88		Russell & Erwin..... per doz. 3 00 3 25		Standard Compression work, dis. 60 per cent.	
96 to 100..... 20 00				Hat and coat..... per gro. 1 00 3 00		Eagle, discount 30 per cent.		"J. M. T." Cushion work, discount 50 per cent.	
A discount of 25 per cent. is offered on "Double Diamond."				Chandelier..... per doz. 0 50 1 00		English and Am..... per doz. 0 50 6 00		Foller work, discount 65 per cent.	
GAUGES.				Wrought Iron.		Eagle, discount 20 to 25 per cent.		6 dozen lots and over of the above, extra discount 10 per cent.	
Marking, Mortise, Etc.				Wrought hooks and staples, Canadian discount 47½ per cent.		Machine SCREWS.		Lever handle Stops and Waste, discount 60 per cent. With, in lots of 2 dozen and over an extra discount of 10 per cent.	
Stanley's, discount 50 to 55 per cent				Wire.		Iron and Brass.		"J. M. T." Globe, Angle and Check Valves, discount 55 per cent.	
Wire Gauges.				Hat and coat, discount 45 per cent.		Flat head, discount 25 per cent.		Standard Radiator Valves, discount 60 per cent.	
Winn's, Nos. 26 to 33..... each 1 65 2 40				Belt..... per 1,000 0 60		Round head, discount 20 per cent.		Patent Quick-Opening Valves, discount 65 per cent.	
HALTERS.				Screw, bright, discount 55 per cent.		MALLETS.		No. 1 compression bath co. k..... net 2 00	
Rope, 4-inch..... per gross..... 9 00				HORSE NAILS.		Tinmiths..... per doz. 1 25 1 50		No. 4..... 2 00	
Rope, 5 to 6-inch..... 14 00				"C" brand, 40, 10 and 7½ per cent. off list; Oval		Carpenters, hickory..... 1 25 3 75		No. 7 Fuller's..... 2 20	
Rope, 7 to 8-inch..... 3 87½ 4 00				"M" brand, 50, 10 and 5 per cent.		Lignum Vitae..... 3 85 5 00		No. 45..... 2 35	
Leather, 4-inch..... per doz. 3 87½ 4 00				Countersink, 37½ per cent.		Caulking, each..... 0 60 2 00		Patent Compression Cushion, basin	
Leather, 1½..... 5 15 5 20				"Monarch, 50 per cent.		MATTOCKS.		cock, hot and cold..... per doz. 15 00	
Web..... 1 87 2 45				"Peerless, 50 per cent. dis		Canadian..... per doz. 5 50 6 50		Patent Compression Cushion, bath	
HAMMERS.				HORSESHOES.		MEAT CUTTERS.		cock, No. 22½..... 2 25	
Nail.				F. O. B. Montreal		American, discount 3¾ per cent.		Square head brass cocks, discount 35 per cent	
Maydoles, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent				No. 2 No. 1 and larger smaller.		German, 15 per cent.		Competition Globe, Angle and Check Valve discount 70 per cent	
Tack.				Iron Shoes.		Gem..... per bunch..... 1 15		Thompson Smoke-test Machine \$25.00	
Magnetic..... per doz. 1 10 1 20				Light, medium and heavy..... 3 35 3 60		MILK CAN TRIMMINGS.			
Canadian..... per lb. 0 07½ 0 08½				Snow shoes..... 3 60 3 85		Saddle, Cut. Wire.			
Ball Pean.				Steel Shoes		2d and 3d..... 3 45 3 45			
English and Canadian, per lb. 0 22 0 25				Light..... 3 45 3 70		3d..... 3 10 3 12			
HANDLES.				Featherweight (all sizes)..... 4 85 4 85		4 and 5d..... 2 85 2 85			
Axe, 2nd growth, per doz. net 3 00 4 00				F. O. B. Toronto, Hamilton, London and		6 and 7d..... 2 75 2 80			
Tore door..... per doz. 1 00 1 50				Guelph, 10c. per keg additional.		8 and 9d..... 2 60 2 60			
				Toe weight steel shoes..... 6 70		10 and 12d..... 2 55 2 55			
				JAPANESE WARE.		16 and 20d..... 2 50 2 50			
				Discount..... and 5 per cent. off list, June 1899		20, 40, 50 and 60d (hase)..... 2 45 2 45			
				ICE PICKS.		Cut nails in carlots 3c. less.			
				Star..... per doz. 00 3 25		Wire nails in carlots are \$2.40.			
						Steel-cut nails 10c. extra.			
						Miscellaneous wire nails, discount 75 per cent.			
						Coopers' nails, discount 30 per cent.			

R. B. BYASS & CO..

**PORT TALBOT, SOUTH WALES,
GREAT BRITAIN.**

Largest MAKERS OF

**BEST SIEMENS STAMPING ENAMELING
BLACK PLATES,**

CIRCLES, RECTANGLES, Etc.

MAKERS of all descriptions of STEEL SHEETS.

Brands "**SKER,**" and "**SKER BEST.**"

Sole Canadian Export Agents,

ROBERT BROOKS & CO., Botolph House, 10, Eastcheap, LONDON, E.C.

Cable address: "**CROLLO,**" LONDON.

PRESSED SPIKES.			SAP SPOUTS.			STAPLES.			ENAMELLED WARE.		
Discount 20 per cent.			Bronzed iron with hooks . . . per 1,000			Galvanized 3 25 3 50			White, Princess, Turquoise, Blue and White		
PULLEYS.			SAWS.			Plain 2 90 3 15			discount 50 per cent.		
Hothouse	per doz	0 55 1 00	Hand, Disston's, discount 12½ per cent.			Coopers', discount 45 per cent.			Diamond, Famous, Premier, discount 50 and		
Axe	"	0 22 0 33	S. & D., discount 40 per cent.			Poultry netting staples, discount 40 per cent.			10 per cent.		
Screw	"	0 27 1 00	Crosscut, Disston's . . . per foot	0 35	0 55				Granite or Pearl, Imperial, Crescent, discount		
Awning	"	0 35 2 50	S. & D., discount 35 per cent. on Nos. 2 and 3.						50, 10 and 10 per cent.		
PUMPS.			Hack, complete each	0 75	2 75	STOCKS AND DIES.			WIRE.		
Canadian system	1 80	3 60	" frame only	0 75					Smooth Steel Wire.		
Canadian patcher spout	1 40	2 10	SASH WEIGHTS.			STONE.			No. 0-9 gauge.		
PUNCHES.			Sectional per 100 lb.	2 25		Washita per lb.	0 28	0 60	10 " 6c extra.		
Scissors per doz	1 00	1 85	Solid	1 75		" slip	0 06	0 07	11 " 12c "		
Conductor's	9 00	15 00	SASH CORD.			Labrador	0 13	0 15	12 " 20c "		
Pinners, solid per set	0 72		Per lb.	0 22	0 22	" Axe	0 15	0 15	13 " 30c "		
" hollow per inch	1 00		SAW SETS.			Turkey	0 50	0 50	14 " 40c "		
RANGE BOILERS.			Lincoln and Whiting	4 75		Arkansas	1 50	1 50	15 " 55c "		
Domestic, 30 gallon net	6 00		Hand Sets, No. 1 Woollyatt (Morrill)	4 25		Water-of-Ayr	0 10	5 00	16 " 70c "		
" 35 "	7 00		X-Cut Sets, No. 3 Woollyatt (Morrill)	9 50		Seythe per gross	3 50	5 00	Add 60c. for coppering and \$2 for tinning.		
" 40 "	8 00		SCALES.			Grind, 2-in. 40 to 200 lb. per ton	25 00	25 00	Extra net per 100 lb. Oiled wire 10c.		
Ronald's Galvanized, 30 gallon,	7 40		Gurney Standard, 40 per cent.			" under 40 lb. "	28 00	28 00	spring wire \$1.25, special hay baling wire 30c.		
" 35 "	8 40		Gurney Champion, 50 per cent.			" under 2 in. thick, "	29 00	29 00	best steel wire 75c, bright soft drawn 15c.		
" 40 "	9 60		Barrow, Stewart & Milne—			STOVEPIPES.			charcoal (extra quality) \$1.25, packed in casks		
Copper, 30 gallon	22 00		Imperial Standard, discount 40 per cent.			5 and 6 inch, per 100 lengths	7 00		or cases 15c, bagging and papering 10c, 50		
" 35 "	24 00		Weight Beams, discount 35 per cent.			7 inch	7 50		and 100-lb. bundles 10c, in 25-lb. bundles		
" 40 "	28 00		Champion Scales, discount 50 per cent.			ENAMELINE STOVE POLISH.			15c, in 5 and 10-lb. bundles 25c, in 1-lb.		
Discount off copper boilers 15 per cent.			Fairbanks standard, discount 35 per cent.			No. 4, 3 doz. in case, net cash	4 80		hanks, 50c, in ½-lb. hanks 75c, in ¼-lb.		
RAKES.			" Dominion, discount 55 per cent.			No. 5, 3 doz. in case	8 40		hanks \$1.		
Wood per doz. net	1 20 up.		" Richelieu, discount 55 per cent.			TACKS, BRADS, ETC.			Fine Steel Wire, discount 25 per cent.		
RAZORS.			Warren's new Standard, discount 40 per cent.			Carpet tacks, blued	80 and 15		List of extras. In 100-lb. lots: No. 17,		
Elliot's	4 00	18 00	" Champion, discount 50 per cent.			" tinned	80 and 20		\$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.50—		
Geo. Butler & Co. S.	4 00	18 00	" Weightbeams, discount 35 per cent.			(in kegs)	40		No. 21, \$7—No. 22, \$7.30—No. 23, \$7.65—No.		
Bokers	7 50	11 00	SCREW DRIVERS.			Cut tacks, blued, in dozens only	80		24, \$8—No. 25, \$9—No. 26, \$9.50—No. 27,		
" Kinc Cutter	12 50	15 00	Sargent's per doz.	0 65	1 00	1 weights	60		\$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—		
Wade & Butcher's	3 60	10 00	SCREEN DOORS.			Swedes cut tacks, blued and tinned	80 and 10		No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34,		
Thistle & Quicks	7 00	12 00	Common doors, 2 or 3 panel, walnut			In bulk	75		\$17. Extras net tinned wire, Nos. 17-25,		
Hayes	6 00	12 00	stained, 4 in. style, per doz.	6 80		In dozens	12½ and 12½		5c—oil, 10c, in 25-lb. bundles, 15c, in 5		
Bayley's Bradford	10 00	11 00	Common doors, 2 or 3 panel, yellow and			Swedes, upholsterers', bulk	70		and 10-lb. bundles, 25c. in 1-lb. hanks, 25c.		
Carbo Magnetic	15 00		green stained, 4 in. style, per doz.	7 00		brush, blued and tinned	70		in ½-lb. hanks, 38c, in ¼-lb. hanks, 50c—		
Carlton Barber's Favorite	10 75		Common doors, 2 or 3 panel, in natural			Swedes, gimp, blued, tinned and	75 and 12½		packed in casks or cases, 15c—bagging or		
Carlton No. 65	13 00		colors, oil finish per doz. less.	8 15		japanned	75 and 12½		papering, 10c.		
Carlton Safety Razors	13 50		3 in. style 20c. per dozen less.			Zinc tacks	35		Brass wire, discount 62½ per cent. off the list.		
Carlton Strapping Machines	13 50		SCREWS.			Leather carpet tacks	55		Copper wire, discount 62½ per cent. net cash		
Lewis Bros. "Klean-Kutter"	8 50	10 50	Wood, F. H., bright and steel, discount 87½			Copper tacks	50		30 days, f.o.b. factory.		
REGISTER.			per cent.			Trunk nails, black	52½		Galvanized wire, per 100 lb. Nos. 4 and 5,		
Discount 40 per cent.			Wood, R. H., bright, dis. 82½ per cent.			Trunk nails, tinned	65 and 5		\$3.70 to \$3.90—Nos. 6, 7, 8, \$3.15 to \$3.35		
RIEVETS AND BURS.			" F. H., brass, dis. 80 per cent.			Clout nails, blued	65 and 19		—No. 9, \$2.50—No. 10, \$3.20 to \$3.40		
Iron Rivets, black and tinned, discount 60 and			" R. H., " dis. 75 per cent.			Chair nails	35		—No. 11, \$3.25 to \$3.45—No. 12, \$2.65		
10 per cent.			" F. H., bronze, dis. 75 per cent.			Patent brads	40		—No. 13, \$2.75—No. 14, \$3.75 to \$3.95—No.		
Iron Burs, discount 35 per cent.			" K. H., " dis. 70 per cent.			Fine finishing	40		15, \$4.30—No. 16, \$4.30. Base sizes, Nos.		
Extra on Iron Rivets in 1-lb. cartons, 1c.			Drive Screws, dis. 87½ per cent.			Lining tacks, in papers	10		6 to 9, \$2.27, f.o.b. Cleveland. In carlots		
per lb.			Bench, wood per doz.	3 25	4 00	" in bulk	15		• 12c. less.		
Extra on Iron Rivets in ½-lb. cartons, 1c.			" iron	4 25	5 00	Trunk heads, in bulk	75		Clothes Line Wire, regular 7 strand, No. 17,		
per lb.			Set, case hardened, dis. 60 per cent.			Saddle nails, in papers	10		\$4.65; No. 18, \$2.90; No. 19, \$2.60. Hollow		
Copper Rivets, with usual proportion burs, 45			Square Cap, dis. 50 and 5 per cent.			" in bulk	15		6 strand, No. 17, \$4.30; No. 18, \$2.70; No.		
per cent. discount. Cartons, 1c. per lb.			Hexagon Cap, dis. 45 per cent.			Tufting buttons, 22 line, in doz-	60		19, \$2.35; No. 20, \$2.30, f.o.b. Hamilton,		
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Copper Burs only, discount 20 and 10 per cent.			Per doz. net	6 00	9 00	Zinc glaziers' points	5		WIRE FENCING.		
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cartons, 1c. per lb.			SCYTHE SNATHS.			bulk	40		Galvanized plain twist 2 90		
RIVET SETS.			Canadian, discount 40 per cent.			Clinch and duck rivets	45		less than carlots, and \$2 45 in carlots.		
Canadian, discount 35 to 37½ per cent.			SHEARS.			TAPE LINES.			COILED SPRING WIRE.		
ROPE, ETC.			Bailey Cutlery Co., full nickeled, discou			English, ass skin per doz.	2 75	5 00	High Carbon, No. 9 \$2 75		
Sisal	0 11½		and 2½ per cent.			English, Patent Leather	5 50	9 75	" No. 11 3 40		
Paul Manilla	0 14½		Bailey Cutlery, Japan Handles, discount 67½			Chesterman's each	0 90	2 85	" No. 12 2 95		
British, Manilla	0 12		per cent.			" steel each	0 80	8 00	WIRE CLOTH.		
Carbon, 3 inch and larger	0 16		Seymour's, discount 50 and 10 per cent.			TINNERS' SNIPS.			Painted Screen, per 100sq. ft., net		
" 32 inch	0 21		SHOVELS AND SPADES.			Bailey's, discount 25 per cent.			Terms, 3 per cent. off 30 days.		
" 40 lb	0 22		Canadian, discount 45 per cent.			THERMOMETERS.			WASTE COTTON.		
Russia Deep Sea	0 15		SINKS.			Tin case and dairy, discount 75 to 75 and 10			Colored per lb.		
June	0 08		Cast iron, 16 x 21	0 85		per cent.			White		
Lath Yarn, single	0 11		" 18 x 30	1 00		TRAPS (steel)			0 02		
" double	0 11½		" 18 x 36	1 40		Game, Newhouse, discount 25 per cent.			WRENCHES.		
Sisal best cord, 15 feet per doz.	0 60		SNAPS.			Game, H. & N. P. S. & W. 65 per cent.			Acme, discount 35 to 37½ per cent.		
" 60 feet	0 80		Harness, German, discount 25 per cent.			Game, steel, 72½, 75 per cent.			Agricultural, discount 60 per cent.		
" 72 feet	0 95		Lock, Andrews	4 50	11 50	TROWELS.			Cox's Genuine, discount 20 to 25 per cent.		
RIEVETS.			SOLDERING IRONS.			Disston's, discount 10 per cent.			Towers' Engineer each		
Boxwood, discount 55 per cent.			1, 1½ lb. per lb.	37		German per doz.	4 75	6 00	" S. per doz.		
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SAD IRONS.			SQUARES.			TWINES.			"		
Mrs. Potts, No. 55, polished per set	0 70		Iron, No. 493 per doz.	2 40	2 55	Bag, Russian per lb.	0 27		"		
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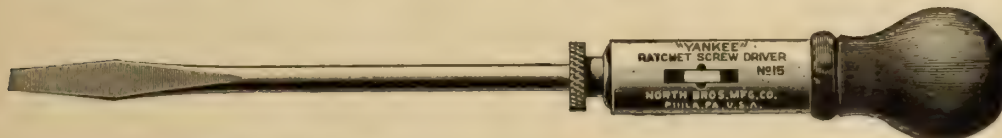
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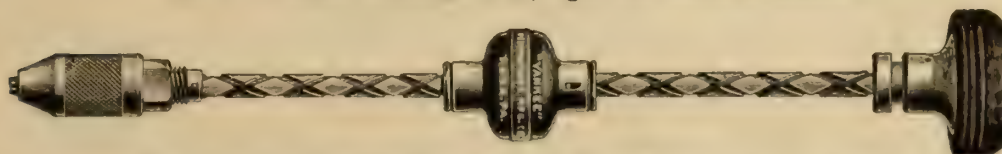
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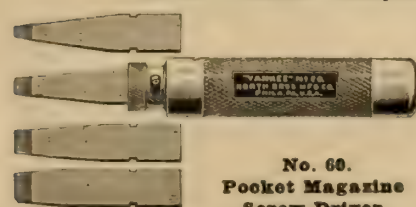
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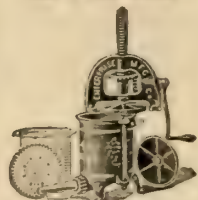
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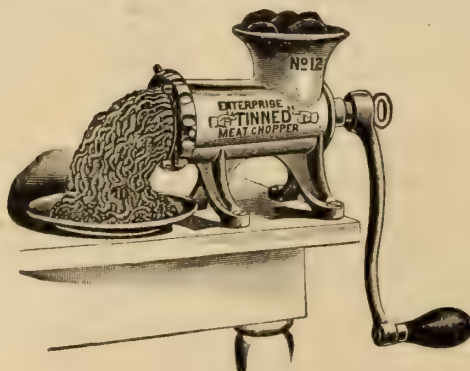
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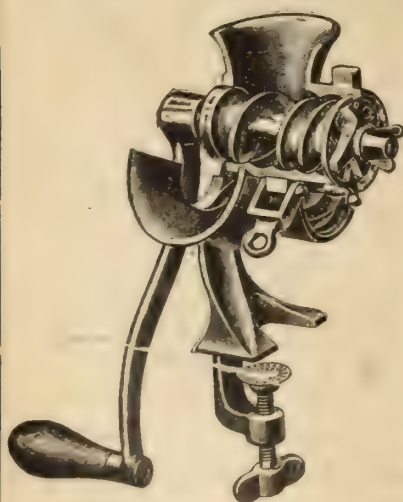
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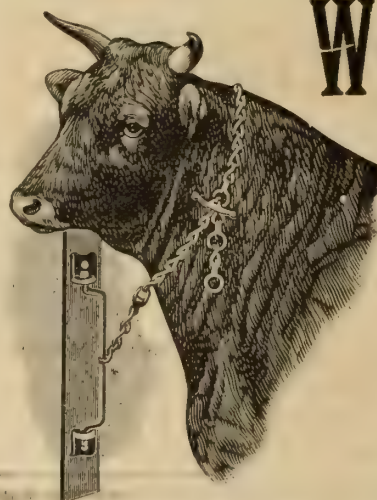
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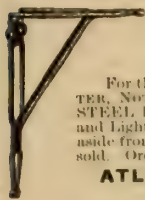
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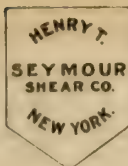


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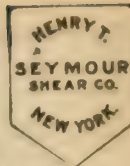
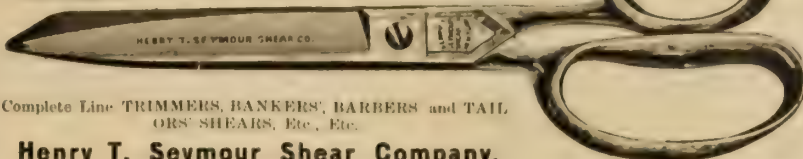
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No. 1, without Wringer Attachment.

The most easily operated Washer in the market.
A boon to the family.

The machine will wash from 75 to 100 napkins in about five minutes, and about 40 to 50 towels in the same time. From 4 to 6 shirts or 8 to 10 shirts can be washed in the machine at once. You can wash quilts or blankets as easily as small articles, and wash them perfectly clean

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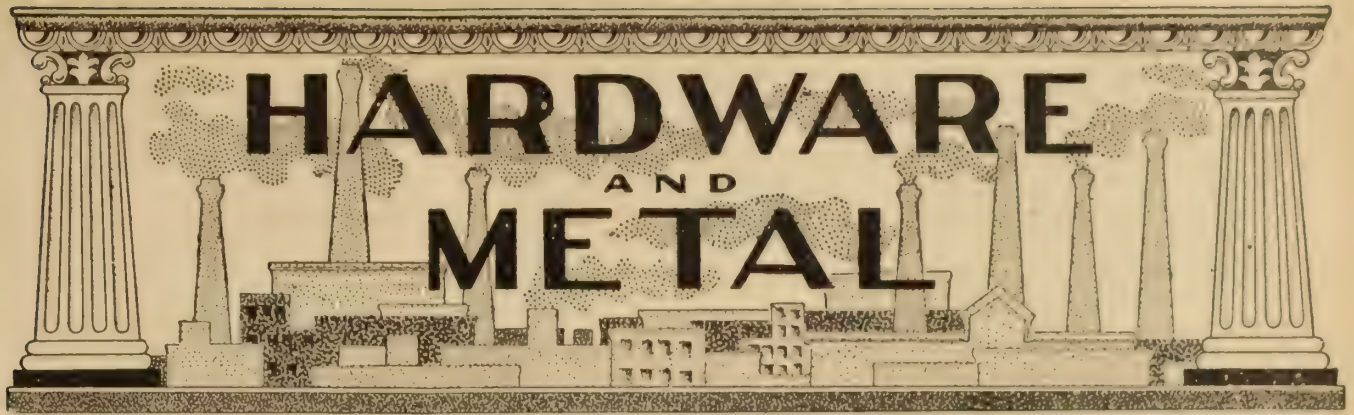
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A perfect and rapid cooker for oatmeal and all cereal foods.

Unexcelled for all purposes for which a double boiler is required.

We will be pleased to name you prices.

KEMP MANUFACTURING CO., - TORONTO, CANADA.



Subjects Being Discussed at Ottawa

Written for Hardware and Metal by a Member of Parliament.

AT 3 o'clock Wednesday morning the vote on the first stage of the Government's transcontinental railway policy was taken, with a very full House and a very full gallery. Speaking of the latter it is a surprise to many that the ladies turn out in such force to "see the vote," subjecting themselves to a great deal of discomfort, forced to listen for hours to speeches none too brilliant, deprived of rest without the compensating advantage of the excitement which a social gathering brings with it, and all that they may behold a couple of hundred weary looking legislators rise in succession in answer to their names to record votes upon which most of them at least have made up their minds long before the first word upon the subject in hand had been spoken or the first flood of eloquence let loose. Yet such has been the custom of the fair sex time out of mind. Of course, it is not every vote which they honor with their presence; just the more important ones, always the division on the Budget for example, and perhaps one or two more during a long session such as this has been. From August 11th to September 1st is certainly a long time to have spent on the first round of even such a fight as this, especially when one considers that on that same 11th day of August the House had been in session five months, but nobody would have grudged the expenditure of time had expeditious dealing followed. When the members streamed into the lobbies after the vote the face of one young Liberal was so unmistakably happy as to provoke the question from a Tory chum of his, "What are you looking so pleased about?" "Why, old man," came the reply, "this is the first transcontinental railway I have ever built." Little did this joyous legislator imagine

that the very next day, Thursday, the House would plunge into a hopeless deadlock to keep it in session night and day till the blessed peace of Sunday put a period to its senseless labors. We say senseless labors advisedly. Labor it has been and no mistake, senseless because it has been simply a party fight with no more to do with the railway legislation before the House than with the Irish land bill. Graphic writers have described the stampedes of cattle, the uneasiness in the herd in the early stages of the trouble, and the final headlong rush, but no one can account for the recurrence of such inane acts as these on the part of men who are supposed to be beyond all others the common sense of the nation. Of course, each side blames the other. The Government supporters charge their opponents with obstruction, and in this particular case whisper that the Conservatives have made up their minds deliberately to waste the time of the House until Mr. Borden, unfortunately absent through illness, returns, while the Opposition speaks angrily of Government tyranny in refusing to allow the House to rise, with many grumbles about the "brute majority." The backbencher deplores his fate in being kept here absolutely wasting time when he is dying to see the home and family from which he has been absent for a half year, but puffs his chest, blames the other fellows, and says, "We'll show them that they can't run us, if we have to sit night and day till Christmas."

• • •

The closing hours of the great debate were enlivened by a speech from the Hon. Wm. Paterson, which, if power to move one's hearers be the true test of oratory, must rank high among the greatest efforts of Canadian parliamentarians. To begin with, Mr. Paterson is undoubtedly

one of the most popular men in the House. Of unfailing courtesy to friend and foe alike, and with a most delightful humor of his own, with a voice which for power and richness is unequalled by any man in the Commons, and with a power of sarcasm so tempered by good nature that even the victim is seen to be smiling pleasantly, "Billy" Paterson, as he is fondly called by his Ontario followers, has assets as a public man unequalled by many. Since more than four score men had spoken before him, one can readily understand that he was unable to produce any very new arguments, but he certainly changed the costumes and the stage settings with the result that the audience appreciated the performance as keenly as if his speech had been first instead of last. The point which he emphasized more than any other was a contrast between the two policies, so far as its effect on the manufacturing industries of Canada were concerned. He contended that the Government's policy of constructing new roads called for manufacturing in almost every line, while the Opposition policy of buying existing systems and acquiring running rights over still others, did not mean one cent of expenditure for productive purposes, though costing the country just as much or more. He rallied Mr. Tarte, for whom he said he still felt a "lingering affection," for opposing a measure which meant so much to the very class, the manufacturers, whose special champion he professed to be, and fairly brought his Ontario followers to their feet at the conclusion of this portion of his speech.

• • •

Mr. Paterson was followed by the popular and eloquent senior member for West Toronto, Mr. E. F. Clarke. It is safe to say that no two men could have been found on the respective sides at so

but a stage of the debate who could have so aroused enthusiasm in their weary followers. Mr. Clarke resented Mr. Pater's charge that the Conservatives were by their opposition to the Government "being writing the motto 'Little Canada' on their banner." He traced in glowing periods the work of the Conservative party in the past as the builders of the Intercolonial and the C.P.R., and as the propagators of the National Policy to prove that far from being "Little Canada," it was to it that we owed the present united Canada which to-day we see.

* * *

After Mr. Clarke some two or three other gentlemen mingled in the debate and then Mr. Seymour Gourley took the floor and held it courageously for three hours. Mr. Gourley was not so interesting as usual, and, at last, many members growing impatient, cat-calls and other unseemly noises began to manifest themselves. The Speaker, who never before in this Parliament has been called upon to notice such conduct in the House, sternly called order, which produced the same for about three minutes. Then once more the offender (so carefully did he comport himself that to locate him was impossible) gave tongue, and Gourley rose to the occasion. Ignoring the Speaker, with that power behind the throne, the Sergeant at Arms, as the peace keepers of the House, he announced that he would have his say out if it took till Christmas, that he would not tolerate such interruptions, and that if they occurred again he would personally eject the disturber from the House. This burst was hailed with enthusiasm by his fellow members, and, evidently, with quaking by the offender, for the noises ceased and Mr. Gourley went on triumphantly to the end.

* * *

Mr. Tarte, of course, voted against the Government. Some few inconsiderates wondered if he would do so, but why the matter was ever in doubt it is hard to say. Only the Sunday before Mr. Tarte had been chief speaker at a large Conservative gathering in the Province of Quebec, and then and there had made his peace with his old party and formally rejoined it. Such being the case it would have been odd indeed had he endorsed that part of the Government programme on which the next general election will chiefly be fought. There was but one thing for him to do, and he did it.

* * *

As to Mr. Blair's vote, there was, of course, no possibility of doubt, since it was because of this very policy that he left the Cabinet. Since the vote, however, his paper, *The St. John Telegraph*, has come out with an article, the purport of which is, that the contract having

been made and the matter now practically settled, further resistance is useless, and, that, possibly it might be better to desist. This gives rise to a good deal of political gossip, and to the question, is Mr. Blair coming back into line?

* * *

On Monday Henri Bourassa asked his question, which had been foreshadowed in the press, as to the Governor-General's authority for using the following language at the recent dinner of the Chambers of Commerce in Montreal:

"Now, gentlemen, in looking forward to this great coming discussion, there is one point which must appeal pre-eminently to a gathering such as this—the future relations between the Motherland and her dependencies—the possibility, and, in an imperial sense, the necessity, I say it most strongly, for closer commercial relations in respect to an interchange of trade in preferential conditions between the Old Country and her possessions beyond the seas—a problem surrounded by difficulties, domestic, imperial and foreign, but on the solution of which I firmly believe the future of our empire depends.

"I have already said we have a great problem before us, the solution of which must depend largely on the researches of experts, and on such well thought out opinions as the delegates of such a congress as is assembled here can give to the public.

"I hope possibly that their discussions may not only have tended to suggest a commercial basis upon which the unity of the Empire may rest, but may have impressed upon the public the necessity for some system of common defence to insure its safety from attack.

"No one who has watched the history of the United Kingdom and its possessions for the last few years, can have failed to note the growth of a great imperial idea, the wish for a closer union between the Old Country and her dependencies for sentimental reasons, for the sake of common defence.

"Gentlemen, it is impossible to foretell the issue of the coming struggle, but in my firm belief we stand very near the parting of the ways. Our opportunity is before us; it may never come again. What is to be our choice—a mighty empire, a brilliant constellation of nations, united in common interests, disseminating throughout the world the spirit of free institutions and liberal ideas; proud of a glorious history, and confident in the promises of its future—or the gradual estrangement of that Empire's component parts, and its ultimate disintegration?

"This is not the time to sit down and fold one's hands. It is the time for those who believe in the future of our Empire to speak out."

Of course he received the answer all ex-

pected, to wit, that His Excellency expressed only his own personal views. None knew better than the member for Labelle that this was the case, but he asked for the information in order that upon it he might later on in the session found an attack upon His Excellency. While all may not agree with the views expressed by Lord Minto, opinion will be almost unanimous that Mr. Bourassa is once more endeavoring to make a mountain out of a mole-hill. Even if His Excellency did transgress his constitutional privileges, which we venture to dispute, the British Parliament, whose appointee he is, is surely the proper body to deal with the question.

* * *

But Lord Minto is not the only one who makes speeches open to criticism. If the Governor-General of Canada and a peer of the realm is subject to rebuke for declaring his faith in the Empire and his views for its general welfare, what of the member for Labelle? Mr. Bourassa has evidently forgotten that excellent saw "Those who live in glass houses should not throw stones." But a few days after Lord Minto's utterance, this man, a member of the Canadian Parliament, stood up on a platform in our great commercial metropolis, and loudly proclaimed that the State of New York alone could overrun Canada in 30 hours. This from one of those people who kept the flag flying in 1776, and who again in 1812-15 repelled American invasion, a handful against a host, this from one of the representatives of the Canadian people! Where the utterance is annoying lies in the fact that it comes from a member of Parliament. We can well imagine the glee of the American anti-British press in quoting these sentences as from a Canadian public man. Over the line they do not know as we know here. In Canada one reading this gentleman's utterances will but shrug his shoulders and say, "Oh, that's only Bourassa," but, in Yankeeland, they will say what a mark Canada must be; behold the statement of a Canadian member of Parliament, who, from his public position, must surely know.

WIRE NAILS TACKS WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

FOREST CITY GOSSIP.

Office of HARDWARE AND METAL,
155 Richmond street,
London, Ontario, Sept. 10, 1903.

MONDAY being Labor Day holiday, the travellers of the hardware firms in the city did not leave on their trips until Tuesday morning. Next week, with the Western Fair in full swing, all travellers will be off the road, each giving attention to customers from their territory who may be in London, combining business with pleasure. The beginning of the Western Fair is regarded as the signal for the opening of the Fall hardware season, and these now are the days of preparation both in retail as well as wholesale circles. Wholesale men look forward to meeting with customers in the warehouse next week whom they only meet at fair time, once a year; retail merchants likewise are anticipating pleasant meetings with the city merchants from whom they purchase their supplies. The good feeling engendered by these yearly fair meetings is exceedingly beneficial from a business point of view, and the keeping in touch of the buyer and seller in friendly relationship is very highly to be commended. There will be lots of "Hoo's a' wi ye!" during the next ten days in London.

"It's an ill wind that blows nobody good." That's an old saying and indeed a true one in the case of the city of London at the present time. Two very strong, well established paving companies, each very desirous of controlling and obtaining all the work to be done on the streets of this city by the City Council, are, to use a common phrase, cutting each other's throats to get city paving contracts; the prices they tender for work is said to be ridiculously under regular rates, and as a consequence London's contracts will add several miles of new pavement within the next two years.

The expectations that were raised regarding the coming of the Ontario tack factory, of Hamilton, to this city, have been dashed to the ground with the information received that the company have decided to remain in the "Ambitious City," and spend \$7,000 on improving their present buildings.

In reference to the present price of bricks, The London Builders' Supply and Manufacturing Co. state that they are supplying bricks at \$7 per thousand for ordinary building purposes, and \$8 per thousand for the better quality used as veneer. In their kilns the fuel used is entirely soft coal, and they have found the results very satisfactory.


The tenders will be opened this week for the construction of the new Nurses' Home at Victoria Hospital, and contracts will be

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Address _____

THE SHERWIN WILLIAMS CO. 21 St. Andrew St. Montreal.
Please send prices and information on Aluminum
Paint, Stove Pipe Enamel, and Enameloid.

TEAR OFF HERE.



Money Making Specialties for the Fall Trade.

The paint specialties listed below are big fall sellers. They move rapidly from the shelves and afford a good margin of profit. They're specialties it will pay you to push *now*. Write for prices and information. Use coupon.

THE S-W. ALUMINUM PAINT—For a bright silver finish on hot water boilers, gas and coal ranges, heating stoves, steam pipes, gas pipes, radiators, etc. Particularly suited for creameries, office buildings, and factories. Adapted for numerous uses. Has no bad odor. Stands extremes of heat and cold.

THE S-W. STOVE PIPE ENAMEL—Makes old stove pipes look like new. Will not smoke or blister when rightly used. A good specialty for the house-keeper.

THE S-W. ENAMELOID—For a high enamel finish on inside woodwork, walls, and ceilings. Made in 18 beautiful shades; also black and white. A quick seller for house decoration.

Use coupon today.

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.

CLEVELAND, CHICAGO,	NEW YORK, NEWARK,	KANSAS CITY, MINNEAPOLIS, BOSTON,	SAN FRANCISCO, LOS ANGELES,	MONTREAL, TORONTO, SAN DIEGO,	WINNIPEG, LONDON, ENG.
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awarded for the building of what will be one of the finest adjuncts to the splendidly equipped people's hospital in this city. The new home for the white-capped attendants upon the patients will be the largest and the best of any similar institution in the whole Dominion.

William Buchanan, of Colborne street, this city, coal and wood merchant, is in quite a happy frame of mind these days. He is the owner of a 135-acre farm at Thamesville, and the men operating for him have discovered an oil well, which, it is expected, will yield on an average fifty barrels per day. More wells will be developed on his farm.

The McClary company have about completed arrangements whereby the new stove mounting plant will be placed in operation. The start will be made next week in all probability, and will necessarily be upon a small scale. The task of removing the mounting work from the old to the new

shops is so great that it may not be accomplished fully until next year. The new moulding shop is working well, and is now pouring fourteen tons of iron daily, and twelve tons at the old shops, making the immense quantity of twenty-six tons daily in all.

William Stevely & Son, Richmond street, London, and J. C. Park, London East, are sole agents in this city for the sale of McClary's Pandora range.

Mr. Wortman, of the manufacturing firm of Wortman & Ward, of this city, accompanied by Mrs. Ward is having a most enjoyable trip on the Pacific coast. He has been to San Francisco and will return home in four or five weeks via Vancouver. Mr. Dobie, secretary of the firm, reports good business and heavy orders for the Vollmar washer, as advertised regularly in this journal.

The exhibit of hardware dealers' specialties at the Western Fair will be quite ex-

Experience and Knowledge

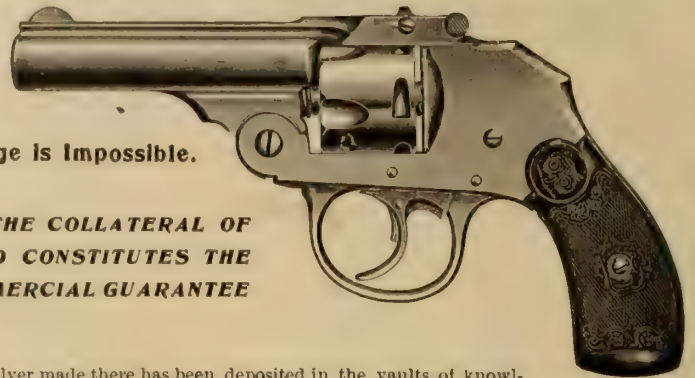
BACK OF EVERY

IVER JOHNSON REVOLVER.

ABSOLUTELY
SAFE.

Accidental Discharge is Impossible.

EXPERIENCE IS THE COLLATERAL OF
KNOWLEDGE, AND CONSTITUTES THE
STRONGEST COMMERCIAL GUARANTEE
EXTANT.



For every Iver Johnson Revolver made there has been deposited in the vaults of knowledge the collateral of experience for which there has been issued a certificate of "guarantee," good for its face value to every purchaser of an Iver Johnson Revolver.

SEND FOR CATALOGUE. Mailed Free upon Application.

IVER JOHNSON'S ARMS & CYCLE WORKS,

New York Salesrooms, No. 99 Chambers St.

FITCHBURG, MASS.

PROSPECTS OF DOMINION STEEL
COMPANY.

MUCH interest is being taken in the prospects of The Dominion Steel Company since its lease to The Dominion Coal Company was cancelled and its continuance on its own footing. In their weekly financial letter Aemilius Jarvis & Company, Toronto, give the following statement of the terms upon which the lease was cancelled as reliable: "The Coal Company shall pay to the Steel Company something over two millions and a half in cash, and agree further to supply four furnaces belonging to the Steel Company with such coal as they require, the coal to be 'run of mine,' the price to be paid being \$1.20 per ton. After the expiry of four years provision is made for the supply of a cheaper quality. The large payment of cash by the Coal Company to the Steel Company is made up of over two million dollars which the Steel Company spent in the development of the Coal Company. Added to this is a bonus of \$500,000 paid by the Coal Company to the Steel Company for the cancellation of the lease.

"The feeling seems to exist that the Steel Company is receiving more benefit than it was thought possible would be conceded by those most heavily interested in the Coal stocks. Be that as it may, their position on the accomplishment of the plan above outlined will be a very much sounder one than they have occupied for a long time. The directors have agreed to subscribe one million and a half dollars for the new bond issue. This, with the cash to be received from the Coal Company, makes

over four million dollars in cash, and of this a sum said to be amply sufficient is being laid aside both for the completion of the works and for working capital to carry on the business. Of course the securities to be most directly and immediately benefited are the bonds of the Steel Company. The increase in the value of assets through the adjustment above mentioned will be between a million and a half and two million dollars. This is of the greatest importance to the bondholders, and while \$10,000 of these sold on our exchange yesterday at 63½, they were not offered at the close under 68, and a bid of 70 this morning failed to bring any out, while 38 was bid for the Preferred and the Common sold at 11."

A despatch from Sydney adds that though many men have been discharged from the works of The Dominion Steel Company, it is not expected that the output will be reduced. The fact seems to be that the various departments were overmanned, and it is hoped by the reductions of the staff to produce steel at less cost than formerly. There are still about 2,400 men in the employ of the company.

ROOFING MATERIAL FOR MEXICO.

The existing methods in use for the protection of buildings from heavy rainfall and storms in many parts of Mexico are far from being adequate for the purpose. Under these circumstances it is pointed out that good openings should exist for the sale of galvanized corrugated sheets for roofing purposes.—Ironmonger' August 22.

tensive, while the display of motors, engines, etc., in the machinery department will be most interesting and attractive. Tinsmiths, plumbers, ironmongers of every class, will learn something in connection with their business that will recoup them for any outlay in visiting London's Western Fair, which begins Sept. 11 and terminates Saturday, Sept. 19.

W. H. L.

Business Changes

ONTARIO.

E. G. Scott, general merchant, Milberta, has sold to W. E. Ramsay.

Wm. T. Thomas, blacksmith, Port Stanley, is advertising his business for sale.

The Bailey Broom Co., Kingston, are the successors to W. Bailey & Co. and Lee & Hughes.

Watson & McCorvie, general storekeepers, Mull, are advertising their business for sale.

The goods of G. M. Robinson, hardware dealer, Toronto, are being advertised for sale under power of chattel mortgage.

QUEBEC.

The bailiff is in possession of the hardware stock of A. J. Kelly, Hull.

Narcisse Reid, general storekeeper, St. Philomene, is offering 25c. on the \$.

The assets of The Northrop Iron Works, Valleyfield, are being advertised for sale.

Patrick Griffin, of Griffin & Tobias, general merchants, Ville Marie, is deceased.

Samson & Forget, general storekeepers, North Temiscamingue, have dissolved. Z. Forget continues.

Schofield & Co., general storekeepers at Pincher Creek, have sold their Cowle branch to Cook & Morrison.

A. Guerin & J. Durant, St. Cyprien, have registered to carry on a general store business as Guerin, Adrien & Co.

MANITOBA AND NORTHWEST TERRITORIES.

John Brooks, blacksmith, Beaver, is advertising his business for sale.

R. B. Fisher, agricultural implement merchant, Carman, has sold out to G. A. and M. H. Morrison.

BRITISH COLUMBIA.

The Elliott Trading Co. have opened a general store branch at Oro Denoro.

Frank Cawley, general merchant, Chilliwack, has sold his stock to D. B. Hall.

H. S. HOWLAND, SONS & CO.,

WHOLESALE
ONLY

37-39 West Front Street, **Toronto.**

LIMITED
ONLY
WHOLESALE



Plain Sheathing.

**BUILDING
PAPER.**



Tarred Sheathing.



Asbestos Building Felt.
Thin, Medium, Heavy.



Tarred Roofing Felt.
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"Home" Repairing Outfits.

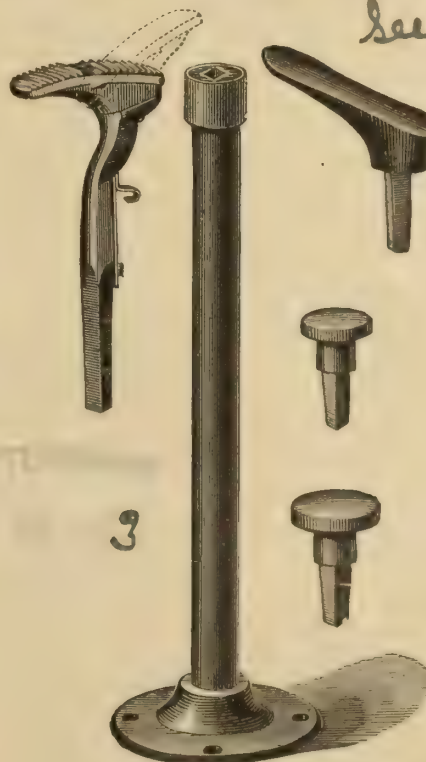
*See Cut book 11 Page 53
J.M.C.*



Top Lifts.



Men's Soles.



Cobblers' Sets.

For other lines see our Hardware Catalogue.

H. S. HOWLAND, SONS & CO. LIMITED, Toronto.

WE ship promptly

Graham Nails are the Best.

OUR prices are right.

Factory: Dufferin Street, Toronto

Window and Interior Displays

Timely Hints
and Suggestions.

DRESSING A HARDWARE STORE.

BY W. S. GARD.

IT is absolutely necessary in taking up the subject of dressing a hardware store to quote emphatically that time-tried old maxim, "Cleanliness is next to Godliness." This should be applied not only to the storeroom, but to the storekeeper and his clerks as well—it costs nothing to be neat and clean and is always appreciated by a customer.

No matter how systematic you may be, nor how tastefully you dress your windows, you discount the effect when you fail to enforce cleanliness.

Do not allow the boxes on your shelves to become so covered with dust that you must make a blow-gun of your mouth ere you show the goods to a customer.

CLEANING SHOULD BE SYSTEMATIC.

Adopt a systematic plan of cleaning. In a store in my home town of Piqua each clerk has so many spaces or tiers which he is expected to keep clean and is held accountable for, and not less than once each week he is expected to thoroughly dust his allotted space and front his shelves, and if a certain section is in disorder or dirty, the proprietor knows precisely who is to blame. All do not dust at the same time, but while one is cleaning his division, another is ready to wait on any customer who may come in and handles the trade unless they come too thick, when of course the brush is dropped until the rush is over, when the cleaning and fronting is continued, and by following this plan there is no confusion.

WITH AND WITHOUT SYSTEM.

There is a marked difference in the appearance of the various stores you enter. One has absolutely no system; the goods look like they had been shot out of a cannon; butcher knives are in the front of the store, centre and rear. In another the same class of goods are kept in one tier, but not classified or placed according to size or grade. In a third, system is apparent and the goods are classified in every sense of the word.

A SUGGESTION.

The following suggestion has been handed me: "One point you could bring to the attention of dealers in regard to sampling their goods is to have all the points of all tools, knives, etc., point one way. Very few dealers think of this little point in ar-

ranging their samples. In most stores you will see the point aiming both front and back. When I was on the road I suggested to several customers that they start the points back from one side of the front door, carrying the points around to the back, and have the points pointing forward on the other side. It is just as easy to sample in that way, and it gives a more systematic effect."

A Window Display Competition.

HARDWARE AND METAL, for the encouragement of tasty window displays, has decided to open a competition for its subscribers. Prizes will be awarded for photos or drawings of window displays and accompanying descriptions of the same. The prizes will consist of:

First Prize	-	-	-	\$10
Second Prize	-	-	-	\$7
Third Prize	-	-	-	\$5

and \$2 for every picture and description which is considered worthy of publication.

The competition, which closes on Oct. 1, will admit of photographs, pen and ink or wash drawings, with good ideas counting more than the picture itself, although, of course, all pictures in order to receive a prize, must be of sufficient distinctness and good workmanship to admit of their publication.

There is no progressive merchant but has at least one window a month that is worthy of entering this competition, and the prizes are so arranged that, even if a window does not win the \$10, \$7 or \$5 prize, it may be awarded a \$2 prize, provided only that it is of sufficient merit to publish in the columns of this paper. This award will cover the cost of the photograph and there is no reason why any merchant should not obtain it. The number of photographs or drawings submitted by each store is not limited, nor is the number of \$2 prizes; a merchant may win a dozen if his pictures merit them.

Should any intending competitor not know how to take a window picture, this paper will be glad to furnish him with instructions. In general terms, it may be stated that the early morning, when the light is clear, when few people are abroad and when there is the least reflection, is the best time to photograph the display. A good photograph can also be taken at night by the aid of an electric or flash light.

Mark all manuscripts and photographs intended for this department with the words "Window Dressing Competition."

There are several firms in existence to-day whose sole business is to furnish outfitting for a store of shelving, cabinets, boxes, drawers and counters, each system having merit peculiar to itself, and all are preferable to the back-number jumble which frequently causes a fair stock of hardware to look like an "Old Curiosity Shop."

SHOW-WINDOWS.

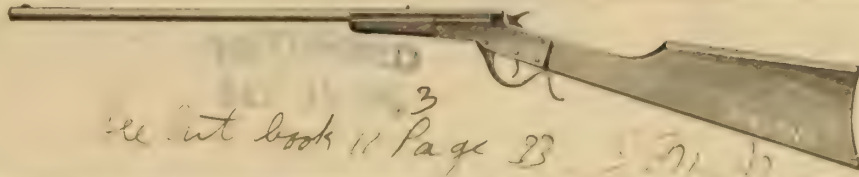
The talisman by which the up-to-date, live merchant draws his transient trade is the show-window. Some stores we see, if they have a show-window, use it as a catch-all for any old thing; just so it is hardware—they do not seem to think it of any moment that kindred articles be placed in the show-window, but will drop a pair of skates alongside of a scythe, a corn knife next to a pair of ice-creepers, and not infrequently a show-window is allowed to remain not only weeks but actually months without making any change whatever. The consequence is that passers-by come to consider the window as an ancient landmark and cease to be aware of its existence. It happens to be my good fortune to call upon one of those live, wide-awake merchants who knows what a show-window is for. On one Friday the clerks were dressing his corner window. It happened to be trap week; pyramids of traps—2-0, 3-0, 4-0 and 5-0 choker mouse, out-o'-sights, E. Z Ketch, Rex, Catch 'Em Alive, and, in fact, every kind of a trap this dealer carried was stacked in the window. The question, "Don't you put anything but traps in the window?" brought the reply, "No, indeed; we want them to think of traps; we have tried it before, and one after another will come in with some remark such as 'That window of yours just reminded me about a trap, and my wife has been scolding me for a week about forgetting it'; and I always fill my window with a single line of kindred lines—if tools, I use planes, draw-knives, spoke-shaves or hatchets and hammers, and put in the window such a quantity as will impress the passer-by with that particular article."

But I asked, "How do the boys know what to place in the window each week, especially when you are absent?" "Oh, that is easy," replied he. "We have a window book, and as we never allow a window to stay over a week under the date of each Friday, for weeks ahead are specified according to the season the articles with which to fill the window for the following week." Another dealer who opened the first hardware store in a suburb across the river from a large city filled his window with tacks of all descriptions and sizes, and dropping several worn-out and dilapidated shoes among the tacks, placed in the back of the window a placard bearing this inscription: "These shoes were worn out tramping over the bridge for tacks. Come in and save shoe leather."

WINCHESTER
STEVENS, MARLIN
and MAUSER

RIFLES

No. 15
STEVENS
MAYNARD, JR.



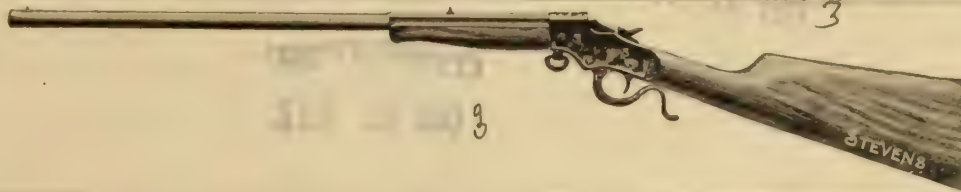
.22
CALIBRE
RIM
FIRE

No. 15
CRACK
SHOT



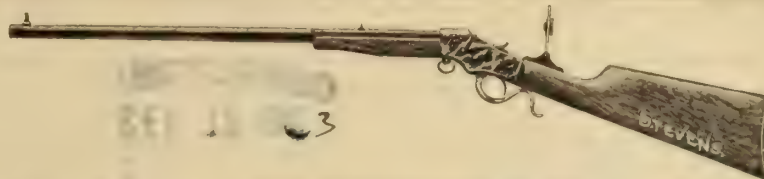
.22 and .32
CALIBRE
RIM
FIRE

No. 17
STEVENS
TAKE
DOWN



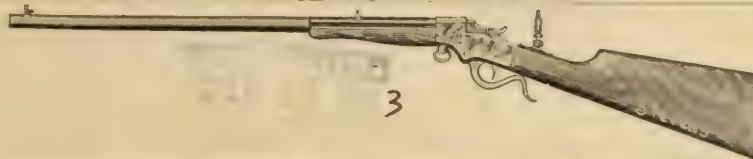
.22 Long Rifle
.25 STEVENS
.32 LONG
RIM FIRE

No. 18
STEVENS
TAKE
DOWN



.22 LONG RIFLE
.25 STEVENS
.32 LONG
RIM FIRE

No. 19
STEVENS
TAKE
DOWN



.22 LONG RIFLE
.25 STEVENS
.32 LONG
RIM FIRE

No. 715
1894
MODEL



WINCHESTER RIFLES

.32-40
CALIBRE

No. 715
1892
MODEL



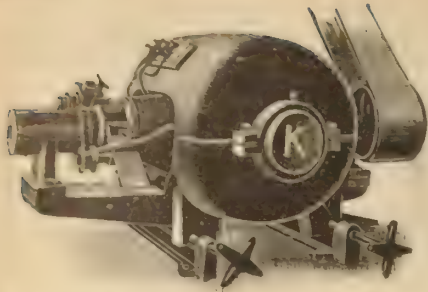
WINCHESTER
CARBINES
.32 SPECIAL

CONSULT THE BLUE
BOOK. IT DESCRIBES
COMPLETE LINE.

CAVERHILL, LEARMONT & CO.

SALESROOMS : St. Peter and St. Alexis Sts. WAREHOUSES : Colborne and Ann Sts.

MONTREAL.



Kay Electric Dynamo and Motor Co., Limited

Manufacturers of Dynamos and Motors for all purposes, direct and alternating currents. Special attention given to repairs.

Office and Works, 219-221 Queen St. East, Toronto.
Phone Main 1231. Estimates cheerfully given.

"THE PEERLESS"

is the best Bolster Spring ever produced. A fine line for the hardware trade. Write Us for Prices.



JAMES WARNOCK & CO., - GALT, ONT.



MADE IN FOUR WIDTHS.
1/2 inch, 3/4 inch, 1 inch and 1 1/2 inch.
PATENTED IN ALL COUNTRIES.

We STRAP THE WORLD! Cary's Universal Box Strap

A CONTINUOUS Metal Strap with a series of raised bosses along the edges, to strengthen same and protect nail heads. Put up in coils of 300-feet each, and packed 20 coils in a case. On each coil we put our patent metal reel frame, making it a complete reel.

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HEADQUARTERS:

E. F. DARTNELL, 180 St. James St.

BELL TELEPHONE MAIN No. 2382.

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FOR

Warehouse, Railroad
and Hotel Use :::::

Furnished with Rubber Tires if desired.



BUILT TO STAND HARD USAGE.

WE CARRY A COMPLETE STOCK OF ALL STYLES AND SIZES.

SEND FOR OUR TRUCK CATALOGUE.

THE FAIRBANKS COMPANY

MONTREAL

WINNIPEG

VANCOUVER

MACHINERY

BABBITTING A SHAFT.

By W. Osborne.

THAT big engine needs going over and we want a man used to doing such work. It needs re-babbitting and lining and leveling. The valve and seat may need dressing up, and the rings should be looked to and anything else put in good shape that needs it. We can rig up a babbitt ladle."

Arriving there, I found that the big engine had needed going over for some time. The re-babbitting of the main bearings had been the hard part of the job in their eyes, and had given rise to many discussions as to the best way of getting a good job.

The engine was called a 125 horsepower. It was a side draft with an 8 in. crank shaft. The main box was 16 inches long, and was just a plain box and cap with the dividing line set at an angle of somewhere between 30 and 45 degrees. The space for babbitt was not more than 7 1/16 inch. The outer bearing box was about 14 inches long and set with the box and cap dividing line horizontal.

The point that they all seemed to stick on was how to make the metal run over such a large bearing with the metal so thin. As this was in March, the weather was cold and naturally the shaft and boxes were, too.

Not knowing just how I would go at it, I had kept very quiet. I had poured some large boxes before and never had any trouble and didn't look for any here, but I thought it best to say nothing, as the metal was apt to "freeze," or I might have a run out. If they all thought it a serious job my reputation would not suffer quite so much by the mishap, even though it was my own stupidity that caused it.

The engineer who ran the engine was my chief assistant on this job, and as we were working along I remarked: "If there is anything you may want to know that I can tell you about this engine, don't be a bit backward about asking questions."

"Thank you, there is one thing I have wanted to ask you: You heard all that talk up at the hotel last night; I don't want you to give away the secrets of the trade, but I would like to know if you are going to heat that shaft and the boxes?"

"I certainly will," I replied. "I always do."

"Do you on little ones?" he asked in surprise.

"Yes, on all sizes and always, but I don't want to give away too much of the trade at once. You just watch me through and you will see the whole thing."

"I'll watch close enough, but I didn't think you would heat them. George never heats the small ones when he pours them."

"Is that possible?" I asked.

"Yes, and he gets good boxes, too, almost always," he answered.

"I will have to try to find out how he does it before I leave. If that is so, it is worth knowing."

We got the shaft in place and lined and leveled. One of the helpers had worked up a huge ball of clay to the proper consistency, while the other one was gently blowing the fire in the forge and melting the tea kettle full of babbitt. A big iron tea kettle makes a fine thing to pour from; the spout acts as a skim gate. I was putting the liners in place. I had the one at the end of the main box in place, with a rope tied tightly back of it to make sure there would not be any slip, and I was putting on the "mud" when the engineer stepped up quickly: "Excuse me, I don't want you to think I am interfering in your business in any way, but are you not forgetting something?"

I stepped back and looked things over carefully.

"I don't know of anything; what is it?"

"Haven't you forgot about heating that shaft?"

"Oh, no. It isn't time for that yet."

He looked at me with a puzzled expression, but said nothing more, while I kept on securing the liners. On the liner of the bottom edge of the bearing the bolts made a secure job and also on the top one. The disk of the crank made the other end. A piece of marline and a little clay made sure that there wouldn't be any leak. On the top liner I cut a notch in the centre about two inches long and also one notch near each end about three-quarter inch long; these I cut just as deep as the space would allow. Along the liner about an inch apart

I cut little notches large enough to lay a broom straw in. I used plenty of clay and made a big liberal pouring head in the centre. I made all of six inches high and built up a riser at each of the side openings. Pulling out the broom straws left a lot of little air holes, and I was ready for the babbitt. I had been very careful that the clay for the pouring head was just right, and, as a further precaution, had given it a liberal sprinkling of powdered rosin. I had also rubbed the inside of the box with the rosin after getting it as dry as I could. I didn't want any boiling on that box.

Two men with a hand spike brought in the metal (genuine, by the way) when I gave the word and held it as I directed. I wouldn't trust anyone else with the pouring, but put it in myself just as fast as it would go with the pouring head filled well up. It filled up in the risers nicely, and I was sure I had a good box.

"Now," said I to the engineer, "you see how I heat the box and shaft. I don't do it because I want to, but because I can't help it."

"Yes, I see that, and I saw some other things, too. I saw you pour that big box in less time than we take to pour a little one. I saw your metal was not nearly as hot as we make ours. I thought you were making a big mistake when you put that liner over the top, too, but I don't now. I didn't think you would get the metal half way around the shaft, but here is the grain of the liner on the metal and a little in every air hole. I'm glad I didn't tell anyone you said you would heat the shaft and box. I thought you would heat them before you poured, while you heat them after you do it. I guess you don't need to try to pump George about his way of not doing it."

We had a quiet laugh together and I explained that there was no mystery about running boxes. All that was needed was careful, intelligent work. There had to be a space for the babbitt to go into. There must be some means provided to keep it there. The air displaced must have a way to get out. The space must be free from anything that would generate gases or vapors in appreciable quantities, or very thorough means must be provided to allow these formed to escape without interfering with the incoming metal, and, by no means the least important, the metal should be gotten in

quickly. I think that not pouring long sufficient and not pouring quick enough cannot place 60 out of every 100 poor things that are suited to mechanical soundness.

This amount of time is not given sufficient consideration. Roughly stated, I think this is about the way it works. If a certain metal which melts at, say, 900 degrees, is heated to 1,000 degrees, and then is poured into a given box it would fill in two seconds, but not if any other time is used how hot would it need to be if four seconds were used in pouring?

I do not pretend to answer this accurately, but I feel safe in saying not less than 1,500 degrees, and perhaps that is too low. Perhaps some mathematical brother will kindly figure this out, and in the meantime don't let anyone be afraid he will get the metal into a box too quickly. In quick pouring look out that everything is well secured.

I did not have any trouble running the rest of the bearings, although in the out or bearing, which was divided in the centre horizontally, I put a pouring head and risers on each side as a precaution, but did not have to use them.—Power.

A FEAT IN CASTING.

WHAT is considered a feat in bronze casting is reported from New York, when The Henri-Bonnard Bronze Co. cast in one piece a door for St. Bartholomew's church, New York. Not only did the door weigh 5,260 lb., but it was covered with elaborate decorative design and other intricate compositions with figures in half and nearly complete relief.

The usual way with such doors is to cast the frames and some of the simplest relief decorations in one piece, and then insert the panels with their elaborate "pictures in sculpture." The welding of these inserts is done in such a way that the entire door appears to be cast in a single piece. But in the course of time, what with the jarring of the doors as they are opened out and slammed to again, what with the gradual giving way of the materials used to solder together the various parts, such doors will show that they were not from the first one solid bit of casting. This is seen in big statues, where heads of riders and of horses, tails of horses and uplifted arms begin after a number of years to show by stains where such additions have been fastened to the larger part which was cast by itself.

As a matter of craftsmanship, the ideal of the bronze founder is to obtain a complete casting of everything at once, so that the

monument is as strong and homogeneous in one part as the other. That is also the sculptor's ideal, for only in that way does the bronze, exactly repeat the original design. This ideal has been now reached in the casting of this door. The risks run in pouring at a single casting the metal for all these panels and escutcheons are better known to professional bronze casters than even to sculptors themselves. The size of the doors forbids the use of the "lost wax" process. It is not possible to cast the framework in sand and use the "cire perdu" for the reliefs, as one can when the various parts are poured at separate times and then assembled. If one section goes wrong through the action of air bubbles or other interference with the perfectly even flow of the molten metal into every pipe and cranny, the whole wing of the door has to be cast over again, entailing new preparations that mean months of costly labor. It is a test of nerves and a risk of capital, not to speak of the demoralization of director and foundrymen when they discover that all their labor has gone for nothing. Works of such magnitude involving such risks, are not executed in Paris, and it is doubtful if the famous bronze foundries of Munich or Berlin would undertake them, unless guaranteed against loss.

MACHINERY AND ELECTRICAL NOTES.

TWO very large boilers just completed by the Brandon Machine Works have been installed in the engine-room of The A. Kelly Milling Co.'s mill. The boilers weigh about nine tons each.

Joseph Garside, a well-known machinist of London, is dead.

The Fredericton, N.B., Council have decided to buy the local electric light plant for \$13,965.

Over \$20,000 worth of machinery, buildings and stock was destroyed by fire at Carman, Man., last week.

The engine, which is a 500 h.p. one, and one of the boilers, have been installed at the new Cockshutt Works, Brandon.

Joseph A. Verret, Joseph Durand and others have been incorporated to form an electrical company at Lorette, Que., their capital being \$6,000.

The Brandon Binder Twine Co. are fitting up a small machine shop in their building where they will be enabled to make all their own repairs, thus saving both time and money.

The C.A.R. purpose to build a spur line of railway from Barry's Bay, Ont. station to the wharf at the Bay to facilitate the hauling of the products of the corundum

mines freighted by steamers to that point.

The Australian Government has decided to call for tenders from manufacturers at home and abroad for the manufacture locally of 60 to 100 railroad locomotives, estimated to cost \$1,250,000. Four of five years will be allowed for the completion of the work.

A despatch from Sydney, N.S., says that a large gang of men commenced work on the construction of the foundation for the machinery for the new red mill of The Dominion Iron & Steel Co. A good deal of the machinery arrived in the steamer Pandonia from Germany.

The Owen Sound Iron Works Co. last week shipped a large slurry pump to The Ontario Cement Works Co., Owen Sound, Ont. This was part of an order from that company for \$5,000 of machinery. The Owen Sound company are making every preparation to double their works when their new foundry is occupied.

The Grand Trunk Railroad has secured terminal facilities in Milwaukee, and by September 15 will be operating trains to that city by means of a car ferry from Grand Haven. At first the Grand Trunk will have but a single ferry in commission. The ferry, which cost over \$300,000, will be operated by The Crosby Transportation Co., and will carry both freight and passengers.

TRADE RETURNS.

The trade returns for the fiscal year ending June 30 last denote what a rapid increase there has been in immigration from Great Britain and the United States. The total value of settlers' effects, which was \$3,740,630 in 1901 and \$4,580,381 in 1902, last year reached a total of \$6,442,724. The details are as follows:—

	1901.	1902.	1903.
Great Britain.....	\$ 801,538	\$ 802,313	\$1,117,843
United States.....	2,915,603	3,751,363	5,287,883
Other countries.....	23,489	26,705	36,998
Total.....	\$3,740,630	\$4,580,381	\$6,442,724

THE ROSSENDALE BELTING COMPANY, Limited

Manufacturers of the celebrated "Rossendale M.A.Y.," "Hair" and "Mayave" (Balata) Belting.

Sole Agents for Canada for "JACKSON'S PATENT BELT FASTENERS."

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59 to 63 Front Street East, TORONTO.

Stencils

Now is a good time for Apple Shippers to get Stencils, Stencil Inks and Brushes.

Our Brands are all first class, and prices are low.

Hamilton Stamp & Stencil Works,

HAMILTON ONT.

Headquarters for everything in our line.

PETRIE'S MACHINERY LIST.

ROLLERS.

8 ft. x 120 ft.	28 3 ft. tubes,	Horizontal Tubular.
38 ft. x 120 ft.	34 3 ft. tubes,	" "
38 ft. x 163 ft.	36 3 ft. tubes,	" "
44 ft. x 32 ft.	34 3 ft. tubes,	" "
44 ft. x 166 ft.	46 3 ft. tubes,	" "
48 ft. x 176 ft.	54 3 ft. tubes,	" "
48 ft. x 92 ft.	34 3 ft. tubes,	" "
60 ft. x 163 ft.	54 3 ft. tubes,	" "
72 ft. x 189 ft.	49 3 ft. tubes,	" "

AUTOMATIC ENGINES.

8 x 24	Wheelock.
11 x 34	" "
11 x 10	Idem.
10 x 10	Peerless.
11 x 10	" "
Nos. 1 to 10	Jewel Engines, new.
70 H. P.	Osborne Kelly Condensing Engine.

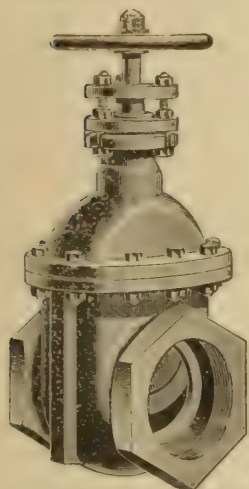
PUMPS.

3 x 2 x 3	Duplex Steam Pump, new.
1 1/2 x 2 1/2 x 4	" "
6 x 4 x 7	" "
8 x 5 x 12	" "

Prices, Descriptions and Catalogue of Mill and Engine Supplies sent for the asking.

H. W. PETRIE

131-145 Front St. West, 8-22 Station St., Toronto.

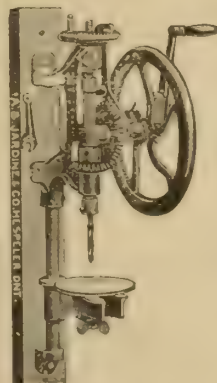


BUY KERR VALVES.

They give satisfaction every time.

Catalogue on application.

The Kerr Engine Co.
LIMITED
Walkerville, Ont.



TRADE MARK
REGISTERED

**Blacksmiths'
Hand
Drills.**

The very best.

A. B. JARDINE & CO.
HESPELER, ONT.

"Say, Friend,"

your aim should be to start up for yourself.

Why Work

from morn till night for somebody else instead of pushing a business for yourself and thus reap the full profit of your labor?

We Will

start men of ability and good character in every County in the Dominion.

WRITE FOR PARTICULARS TO

The Empire Machine and Metal Stamping Co.

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TORONTO,

Limited

SOLDER that SOLDERS

Half and Half, Wiping, Refined, Strictly, Wire, Oval, Angle.

THE CANADA METAL CO., WILLIAM STREET, TORONTO.

COLD PRESSED NUTS



of all shapes and sizes, finished, semi-finished, case hardened, plated or polished.



Canada Foundry Company, Limited,
14-16 King Street East, - - TORONTO.

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HEINISCH SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinnern's Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 155 Chambers St.
NEWARK, N.J., U.S.A.

THE OFFICE

DEVOTED TO THE
OFFICE STAFFS OF
BUSINESS
ESTABLISHMENTS

ADVANTAGES OF LIMITED PARTNERSHIPS.

By GEORGE CLAFFERTON.

It is a general theory of moral philosophers that business pursuits and the accumulation of money have a demoralizing effect upon those so engaged; that they have a tendency to confine effort within circumscribed limits; make men narrow; to engender selfishness, sordidness and greed, and retard intellectual and moral growth. In a restricted sense, there may be some truth in this theory, but, regarded from a broad standpoint, it may well be challenged. The theory is assumed to apply more forcibly to men engaged in the work of corporations. It may be assumed that men engaged in business individually or on boards of directors do not always stop to read the Sermon on the Mount before entering into business contracts, passing on credits, declaring dividends or making up wage schedules. Of course, it must be conceded that the only distinctive classes who uniformly square their lives and business affairs with the Golden Rule are preachers and lawyers. Sincerely, however, it must be said in fairness, that the standard of mentality and moral strength among business men was never so high as it is now in the industrial life of the American people. There never was a time when business men were broader, more generous than now; never a time when men had so much confidence in their fellow-men, and when that confidence was so fully justified.

In the United States Steel Corporation the method is in vogue which fixes a standard of measurement of mentality as accurate and relentless as the standard of physical measurement known as the "Bertillon" system, a milling process by which intellect, ability, industry and character rise to the top, a system which looks to the ranks of men employed for recruits to fill the prominent places in the work of that corporation.

To-day, character is regarded by some of the best economic writers as not only desirable and commendable in individual life, but as a positive factor in the production of wealth.

The work of corporations is done by individuals who carry into their work individual human qualities, good or bad. Men develop in individual or corporate life according to their nature.

The weak man becomes arrogant and over-bearing. A capable and generous man finds broad scope for his powers. The fool and the knave become more conspicuous.

The modern idea of a corporation as an aggregation of persons acting as one body, having perpetual succession, and the advantages accruing therefrom are traceable to the development of the principle of association. The primary purposes of the law of association being to increase and cheapen the products of human effort.

A distinguishing feature of a partnership association is its exemption from annual detailed reports of its business; many men, while they are perfectly willing to make statements for the purposes of taxation and for credit, and open

their books for inspection of stockholders, object to having a public record of the details of their business, and think it serves no useful purpose in a private corporation, although it might in corporations of a public or quasi public character.

The primary purposes of association and organization in business life when legitimately pursued, are to make products cheaper and more abundant, and this is the problem of civilization.

The practical utility of association in industrial affairs consists in its economic efficiency, the ability to supply human wants cheaply.

The effect of corporate effort, legitimately pursued, is to cheapen wealth, make it more abundant and more easily obtained, and no individual or class, rich or poor, can afford to diminish the abundance of production; laws should be enacted to prevent in every way the illegitimate exercise of corporate power, but no laws should impede legitimate accumulation or restrict production.

BRIGGS' LEDGER SYSTEM.

MANY manufacturers and retail merchants throughout the Dominion and United States are now using the Briggs Ledger System. The Briggs Ledger System Co., Ltd., who are now located in their new premises, 75 York street, Toronto, claim that the using of their ledger saves the bookkeeper much unnecessary trouble and that he has, at all times, accounts ready for the customer. The firm have many testimonials from merchants speaking very highly of the system, and the demand for the ledgers has very largely increased during the past few months.

CHARTERED ACCOUNTANTS' OFFICERS.

THE annual meeting of The Chartered Accountants of Ontario, held at the Hotel Brant, Burlington, Ont., recently attracted a very good attendance. The election of president and vice-president was deferred. The election of the new council resulted in the selection of Geo. L. Blatch, Ottawa; Wilton C. Eddis, George Edwards, James Hardy, D. Hoskins, C. R. W. Postlethwaite, W. B. Tindall, T. D. Williamson, John H. Young, Ralph B. Young, Toronto; J. W. Johnston, Belleville; F. H. Macpherson, Windsor; and C. S. Scott, Hamilton.

A FACTOR IN BUSINESS RATING.

THE size of his bank account or the value of his assets are not the only things considered in giving a man a rating in the business world. Reputation is also taken into account, and sometimes the word of a man is as good as his bond. Few realize the value of a good reputation as an asset in business. The credit rating of men who have it is often higher than that of men who have a great deal more money, but lack it.

Special Advertising Rates have been arranged for space in "The Office," and will be gladly quoted on request.

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TORONTO.

A Boarding and Day School for Girls.

Thorough courses in every department.

Only teachers of the highest academical and professional standing employed.

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Director.

MRS. GEORGE DICKSON,
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($\frac{1}{2}$ or Note Size)

Good, Heavy Paper, Regular \$2.00.

"All kinds of ideas for all kinds of printing"

WEESE & CO., 54 Yonge, TORONTO

Send for Samples.

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how much the success of your business and the comfort of your household depend on communication with others you will appreciate the fact that telephone service is worth a great deal more than it costs.

Metallic Circuit Service—efficient, rapid, constant

The Bell Telephone Co. of Canada

Trade With England

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, \$4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

SAVE TIME

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KEEPING YOUR BILLS
ALWAYS MADE OUT.



The Briggs Ledger System Co.,

Limited

75 York St., - - - TORONTO, ONT.

Write for Catalogue.

FIRE AND BURGLAR-PROOF SAFES.

Great fires often cause ruin. Protect against what may come by buying a

CARY Fireproof Safe.

We are the only Importers and Dealers in Canada of the celebrated world famous CARY Safes. The only safe sold in Canada where the filling is warranted not to depreciate; being a dry filling, will last a life time. No refilling required when you buy a CARY safe. See our seven-flanged, double underlocking, tongue and grooved door with asbestos packing, making them water and air tight. See our latest improved up-to-date Safes before buying. Catalogues and prices sent on application. Money saved by consulting

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IMPORTERS AND DEALERS,

10 John St., North, - HAMILTON, ONT.



Hallwood Cash Registers

INDICATE

Correctly

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No other Registers will do
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78 and 80 King Street East,

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THE KENNEDY HARDWARE CO., Limited,
49 Colborne Street, - TORONTO.

COMPLETE STOCK OF _____

SHELF AND HEAVY HARDWARE, GUNS, RIFLES AND
AMMUNITION, FULL LINE OF CUTLERY.

STRICTLY WHOLESALE.

LETTER ORDERS RECEIVE SPECIAL ATTENTION

Every storekeeper who has **HARDWARE TO BUY** will consult his own interests by first obtaining our prices, which always secures speedy response.

SPORTING GOODS, GUNS and RIFLES,
AMMUNITION of all kinds.

AXES, CROSS-CUT SAWS, COW CHAINS, ETC. LANTERNS—Dash Board, Hinge, Searchlight, Cold Blast. EVERYTHING IN HARDWARE.

...Wholesale Only...

THOS. BIRKETT & SON CO., Limited, OTTAWA, ONT.



“FAMOUS” OIL HEATER.

An ideal heater for early Fall before lighting furnace or baseburner.

Can easily be carried from room to room.

So simple that a child can operate it.

Burns with a clear white flame; is perfectly odorless and throws an intense heat.

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HARDWARE AND METAL

President:

JOHN BAYNE MACLEAN,

Montreal.

The MacLean Publishing Co. Limited

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THE FUTURE OF STEEL PRICES.

DURING recent years Andrew Carnegie has favored the world with his opinion on many subjects. His prophecy regarding the destiny of Canada and the British Empire has caused amusement where it did not arouse anger, the universal opinion being that he was delving in matters beyond him.

But when he turns to a discussion of the future of steel prices and production he enters a field wherein he is a recognized authority, and so he can expect wide consideration, if not complete acceptance, of all his views. His latest utterances, referred to in detail elsewhere, to the effect that steel will never again be so cheap as at present, is accepted by other authorities as a plain statement of fact.

It will be remembered that Charles M. Schwab some time ago took similar ground in his testimony before the Interstate Commerce Commission. Mr. Carnegie's view is even more hopeful than was Mr. Schwab's. Mr. Carnegie fixes the period of supply in America at 60 years, and hopes that other sources of production may be discovered such as might be expected in Utah and California.

Mr. Schwab did not hold out such a hopeful view, and it is well known that he has spent much time in obtaining information about sources of supply.

James M. Swank, another eminent authority, agrees with these opinions. He says: "The theory once held that there is still left a supply of iron ore for a century has been proved to be a delusion. The ore deposits in Lake Superior, as in other states, are far from being inexhaustible. As Mr. Carnegie suggests, new ore beds may be discovered, but this is a bit of speculation."

FALSE FREIGHT ENTRIES.

THE new Railway Bill before the House at Ottawa strikes at a point in transportation affairs that will, it is to be hoped, prevent the lowering of classification adopted by a number of shippers to the detriment of houses adhering strictly to legitimate classification. It is a fact that many houses shipping particularly to the Northwest and British Columbia have for years forwarded goods at lower classification than the Railway Freight Association had adopted, this action placing a handicap upon such houses as honestly marked and shipped goods. It is but recently that an old established grocery house in the West, whose reputation is one of the best, received an order for a carload of fourth and fifth-class goods, the major portion being fifth-class. The buyer's instructions were to ship all at fifth-class rate, and as it was the first order the house had received and the account a desirable one, they were rather in a quandary what to do. They knew that classifications were being lowered systematically by regular shippers, and we presume their customer did not suffer, as the goods went forward all right. The house in question did not like to adopt this measure, but competition forced them to fall into line.

The new clause in the Railway Bill imposing a heavy penalty, and the authority given to railway companies to collect the regular tariff and 50 per cent. more, as well as imposing a fine of from \$100 to \$1,000, will no doubt have a tendency to confine shippers to proper classification. The imposition of the 50 per cent. ad-

ditional tariff was made optional, still the heavy fine will be a deterrent to wrong rating.

One of the results of the change in the law will undoubtedly be the shipping of the different classes of goods in carload lots to central western distributing points in order to place eastern houses on an equal basis with Winnipeg and Vancouver and Victoria houses, and it is not at all unlikely that branch houses will eventuate in the near future. The tendency in grocery circles is to open up such branch houses, and the late movement of a certain amalgamated grocery association seems to be right in line with this feature of the trade.

KEEPING INFORMED.

HARDWARE AND METAL is endeavoring at all times to serve the interests of the retail hardware dealers. The hardware trade has developed enormously in the last few years. The prosperity, industrial, commercial, agricultural, has made all lines of business expand, but, better still, it is expanding and enlarging the merchants themselves. Men are greater than conditions, and in serving our readers by supplying information of immediate value it is our desire to serve them in a broader way—by creating and and fostering a brotherly spirit and ambition among dealers in villages, towns and other centres separated from the contagious enthusiasm of the great business centres of trade and commerce.

It is not a matter of intelligence that we have to deal with in this article; it is rather one of knowledge. Many merchants have not at their command the knowledge and information about this and that thing that some inquisitively minded customer may seek to know more about.

We are not counselling that the hardwareman should buy an encyclopædia, though a set of the Century Dictionary in his office might not be a bad thing to have at hand. What we are urging is that the retailer inform himself intelligently about the things he deals in—the processes of manufacture, the sources of supply, the purposes and properties of this and that, and so on.

PRICE CUTTING—IS THERE A REMEDY?

NO one at all conversant with conditions obtaining among the retail hardware trade will deny that one of the great evils at the present time is a foolish rivalry which leads to extensive price cutting which is working disaster to all concerned. "Growing time" talk is in the air, business is increasing, and the country is prosperous. But is the retail hardware merchant making the profits that might reasonably be expected in good times? Is he putting aside money? Most merchants will answer that they are not. The reason is not that business is poor or sales small. If the hardware merchant is not making money it is simply because prices are cut so low in staples that profits are almost eliminated.

For this condition of affairs every merchant blames his neighbour. Jones wishes to attract the attention of the purchasing public to his store and he announces a big cut in nails. He sells nails at cost or perhaps a little below cost, hoping to recoup himself by an increased business in other lines. His neighbor, Smith, soon hears of this cut in nails and in order to hold his customers is compelled to make a similar reduction in price. He inwardly denounces the insane policy of Jones, but in order to get even and at the same time keep the attention of the public upon his own store he follows up the cut in nails by a reduction in linseed oil. Other merchants are affected by these reductions and are compelled to meet these cuts. The illustration might be extended indefinitely. Every merchant is compelled by this kind of rivalry to reduce his prices all round until the margin of profit is so small that the turn-over must be enormous in order to meet expenses and make a fair living.

In all of this there is nothing new; conditions are perhaps no worse now than they have been for several years. The only object in calling attention to it is to inquire whether there is no remedy. Many merchants say there is none, and the problem is one of great difficulty.

Undoubtedly the root of the whole trouble is the lack of a feeling of common interest, a lack of organization. Jones,

Smith, and those who follow their example, must realize that they are working their own destruction, but unless all can be induced to stop this foolish work at once it is useless for one merchant to attempt it. At all events, that is the opinion of most merchants. No one defends price-cutting, but each must cut prices because his neighbor is doing so. Every man is afraid of his neighbor.

The obvious remedy is some mutual understanding among the retail merchants. This can best be secured by some kind of local organization, formal or informal. Some such organization is necessary for the general good. Merchant must meet merchant and discover by personal contact with him that his rival is not the bad fellow he imagined him to be. In such an association merchants would learn to know each other, and there would be developed an "esprit de corps" that is lacking now in many places and which could not fail to result in lasting good.

There are many lines upon which associations could do very effective work. For the benefit of retailers in general, information is sometimes required in regard to interference by jobbers, manufacturers or departmental stores with the regular course of trade. In this connection a national or provincial association, including many local organizations, should be able to accomplish much. The local association could also do much for the benefit of its own members. Here the merchants could discuss local conditions and learn from each other the extent to which doubtful customers are obtaining credit. Bad debts should be almost entirely eliminated. Often local organizations could secure favorable terms from a jobbing house by buying in large quantities. Working together to advance mutual interests it should be possible to a very great extent to regulate prices. Rivalry and competition there must always be, but an association should be able to work some improvement.

In few Canadian towns and cities has the association idea been given a fair trial.

That it is not impracticable is shown by its success in various parts of the United States. The example of the Master Plumbers' Association of Canada should also go to show the practicability of the scheme. That association includes local organizations from the Atlantic to the Pacific, and it has been of great benefit to the trade. A great degree of success has attended its efforts to control rates. When the master plumbers and the hardware jobbers can conduct successful associations, why should the retailers find it impossible to organize? The benefits to be derived are surely sufficient to outweigh the difficulties which would have to be overcome.

THE LOCAL EXHIBITION.

THE retail hardwareman will find in his local exhibition an opportunity for shrewd advertising that is well worthy of his attention.

The experience of manufacturers who have made an extensive display at the Dominion Exhibition is valuable in its suggestiveness to the retailers throughout the country. These have found that a display at such an exhibition can be used to permanent advantage by following up the display as extensively as possible. To this end many of them keep at their exhibit a registry book for enquirers. After the exhibition those whose names are so secured are communicated in one way or another, a favorite way being to send on the name to the nearest retailer, and to supplement this with a supply of advertising literature.

Practically all the large exhibitors make a point of having convenient a supply of enticing literature. This is given away to all applicants. One of the largest exhibitors confessed that much of this literature is wasted, but that he had come to the conclusion that money spent in advertising in this way, if the literature had any artistic or interesting qualities, bore more than the usual proportion of good fruit. In addition to increasing the attractiveness of the local exhibition and thus bringing more buyers to town he should in this manner help to extend his reputation for shrewdness and progressiveness. Retailers everywhere should look into the matter closely.

Hardware Exhibits at the Dominion Exhibition

WHILE those associated with the management of the Dominion Exhibition at Toronto, which closes to-day (Saturday), anticipated a successful Exhibition this year, few of even those most intimate with the conditions would have had courage to expect that the records of previous years should have been eclipsed as magnificently as has been the case. The term "Dominion Exhibition" has been abundantly earned, and it is reasonable to expect that in the years to come Canadians generally will unite to make it representative of the highest developments in Canadian industry and commerce.

During the past two weeks business men from every section of the Dominion as well as many "from the uttermost parts of the earth" were permitted to examine in detail many of the products which have contributed so much to make Canada happy and prosperous, to give this country, despite her small population, such an important place in international trade.

Agriculture is admittedly the mainstay of the Dominion; hence great attention has been given to the farm and its products, grain, live stock, dairy products, fruit, vegetables, etc.

What is particularly noticeable, however, is the increase in the number of industrial concerns represented. "Hardware and Metal" has already referred to the remarkable development of Canada's industrial and commercial interests, and to the consequent effect on the Exhibition, a remarkable increase in the attention paid to these interests. This year has manifested a growth of this nature that is bound to materially add to the Exhibition, either from the standpoint of interest or educative value.

No progressive business man could visit such an exhibition without receiving ideas and information that would be of value to him during the year ensuing. The goods displayed and, moreover, the methods adopted in displaying them are well worthy of detailed and thorough study.

The national scope of the Exhibition this year has appeared to "Hardware and Metal" to demand a special recognition, and the method of treating the matter is unprecedented in Canadian journalism. That our many readers who have been unable to attend the Exhibition may have a clear and unbiased account of what was

to be seen at the Exhibition in the hardware department, "Hardware and Metal" has undertaken to give a reproduction of every exhibit which appeared worthy thereof together with a short description of the exhibit itself, with what comment and information it was deemed would be of interest to the trade. The novelty of this treatment of the Exhibition lies in the fact that the publication of cut and description is entirely gratuitous and the expression of the candid opinion and best judgment of our representatives, who have made careful study of this section. Against the orthodox paid by the line newspaper write-up "Hardware and Metal" has ever steadfastly set its face, and the

criticisms which follow can be depended upon as bona fide and discriminating.

The illustrations and the accompanying criticisms it is hoped will be of real service to our readers who are anxious to keep abreast with all that is taking place.

IN THE MANUFACTURERS' BUILDING

Before settling down to the study of the lines one is particularly interested in it is worth while to take a general survey of the place. Such a survey will provide amusement as well as inspiration. In one section is seen a beautiful display of jewellery with an expert engaged in the seemingly simple process of diamond



Exhibit of The Standard Silver Co., Limited.



The Metal Shingle and Siding Co., Limited.

cutting: in another is a group of men, women and children eagerly reaching for some of the samples or souvenirs freely distributed at many of the booths. Dry goods, carpets, rubber goods, liquors, groceries, silverware, paints, metals, hardware, furniture, boots and shoes, all find a place and are shown to good advantage.

Then when one turns to study the displays of special interest to him he finds that there is a wealth of detail which if thoroughly mastered would add greatly to the sum total of his knowledge.

AN EXHIBIT OF SILVERWARE.

"Hardware and Metal" has frequently referred to the advantage of silverware as a hardware line, its beauty for display purposes being a strong point in its favor.

The only exhibit of silverware at the Exhibition was that of The Standard Silver Co., of Toronto. The president of the company, Mr. W. K. George, is certainly to be commended on the fine case he had prepared for this Exhibition. The case itself is a handsome one, but the very attractive display of high-grade silverware was finer still. The crowning piece was a magnificent urn-shaped trophy, made for The Hudson Bay Company, as an international trophy, to be competed for by lacrosse teams from Manitoba and Minnesota. Other outstanding trophies displayed were, a very fine curling stone and besom piece, and a yachting trophy. Trophy making is certainly well executed by The Standard Silver Co. The numerous other examples of the lines of this company's manufacture were in

full keeping with the excellence of the choicest article shown.

Fair visitors who took a walk around the big case were well rewarded by a study of a very interesting series of photographs, descriptive of the complete

operations of a big silverware concern. There was also in a smaller case at the rear a teapot in process, showing the britannia metal in various flat forms, then spun or drawn, then finished as to general shape, then fluted, decorated, burnished, plated, and so on, until the beautiful teapot stood ready for delivery. It is to be hoped that many visitors took the time to acquaint themselves with these interesting and instructive details.

THE METALLIC ROOFING CO.

It would be difficult to conceive of a superior exhibit of the line shown than is made by The Metallic Roofing Co., Ltd., Toronto. It is recognized by those acquainted with Mr. Thorn, general manager of the company, that what he undertakes will be done thoroughly. The accompanying illustration will give an idea of this superb exhibit, but no photograph can do justice to the delicate shading and blending of colors which does so much to popularize sheet metals for ceilings, walls, roofs, sides, columns, caps, cornices, etc. Every part of the building is constructed of sheet metal. The imitation of granite in the columns is so good that one must test it by tapping to distinguish it. In the background will be seen high-art zinc and copper work, a specialty of this firm



The Metallic Roofing Co., Limited.



The Standard Ideal Sanitary Co., Limited.

that is winning rapidly extending popularity. The effectiveness of the exhibit is much increased by the presence of one of the large stamping machines which is kept busy cutting out souvenirs for visitors.

PRESTON METAL SHINGLES.

The Metal Shingle & Siding Co., Ltd., of Preston, Ont., have won much attention by their exhibit of sheet metal lines. Around three sides is a wall of about three feet high, comprised on the outside of metal, brick and stone, with the inside of wall siding in various designs, while on the back wall are tastefully arranged zinc decorations for cornice work and mouldings. On a dozen or more easels are displayed as many ceiling plates of the Louis XIV. classification, which are really works of art. This company supplied the Spanish tile used on the new Manufacturers' Building as well as the Safe Lock Shingles for the Stove Building, the C.P.R. Building and the horse barns throughout the Exhibition grounds.

STANDARD IDEAL SANITARY CO.

Much interest has been taken by the trade in the exhibit of The Standard Ideal Sanitary Co., Ltd., Port Hope, Ont., who have placed their goods on the market during the past year. A good assortment of enamelled bath tubs, wash stands, and sinks is shown, the arrangement setting them off to good advantage. The delicate tints of the enamelled ware against a background on three sides of green burlap, certainly shows everything up to advantage. The principal feature of the exhibit is the colored enamel tubs and stands, this company having successfully mastered the secrets of this art. The display was arranged by and is in charge of Wm. Linton, of the sales office at 50 Colborne street, Toronto.

A DISPLAY OF PLUMBING GOODS.

Admittedly one of the best appointed displays of plumbing supplies is that of The Ontario Lead & Wire Co., Ltd. The manager, Mr. Fred Somerville, has not spared expense in the matter. The exhibit is bounded by three aisles, is very attractively decorated, and liberally stocked with baths, basins and bathroom requisites. Baths in solid porcelain and in enamel; lavatories in porcelain, marble and enamel; laundry tubs, sink and bathroom fittings of all descriptions; in short, everything necessary for the completion of a dwelling so far as the plumbing is concerned,—such is the range of stock manufactured.

The Crescent Instantaneous Water Heater, by which boiling water can be had in 30 seconds, was an interesting sub line in the display at the Exhibition. The fact that water hot enough for the bath can be had five seconds after the gas is ignited is sure to make these heaters very popular.

Still another line worth noting is their closet combinations. These have given the best of satisfaction.

Agencies are established at Montreal, Halifax, Vancouver, St. John, and Winnipeg. The travelling representatives for the province of Ontario are Messrs. W. C. Allen, R. A. Somerville, W. J. Spence, Chas. W. Chandler and J. B. Allen.

GEO. E. RIDOUT & CO.

An interesting display to many was that of Geo. E. Ridout & Co., who showed a full range of bronzes made by Carl Eckart of Fuerth, (Bavaria). Two small cases contained figures and other material, illustrating the extent of the colors, and their uses. Pale, rich pale, aluminum, copper, fire red, crimson, sea green, blue green in fact any shade of bronze desired was on exhibition. Carl Eckart's bronzes give that rich, bright finish that a gold leafed article should have, and two applications are equivalent to three of common bronzes.

The Cleveland Wall Paper Cleaner, for which this firm are Canadian agents, had a practical demonstration as to its efficiency in a strip of wall paper, showing the conditions before and after treatment.



The Ontario Lead and Wire Co., Limited.

THE COMPUTING SCALE CO.

In the Manufacturers' Building the exhibit of The Computing Scale Co., of Canada, Ltd., is to be seen. The display is a good one, the central feature being one of their handsome weightless scales. These scales are a novelty, having been on the market for only a year. Having seen these scales one is impressed with their handiness. They are also showing this year another new kind of computing scales. The chief plant of the company is at Dayton, O., and the scales turned out from that plant have won silver medals at the Western Fair, London, in 1901, and at Toronto Exposition in 1902. The Toronto plant was only started a few months ago, and as yet only two kinds of scales are manufactured there; but the company are paying particular attention to their Canadian business, and the plant will be steadily increased until they have capacity for turning out all kinds.

THE CANADA PAINT CO.

"Everything in paints" could easily have been the motto of The Canada Paint Co., Ltd., Montreal. Their exhibit is one that the ordinary visitor might comment on for its beauty and pass by, carrying away one of the advertising souvenirs generously handed out. But the average hardwareman or user of paints could hardly fail to stop for closer study. The display shows the raw materials from which varnishes, dry colors, liquid paints are produced and also the product in the various stages of manufacture. On



The Canada Paint Co., Limited.

one side is a glass case showing an exhibit of varnish gum in the raw state which in itself is well worthy of study. In addition to the various products there are shown several boards, polished, varnished, stained or painted. These have proved of particular interest to painters, who sought such detailed information regarding the work on them that even the versatile W. H. Evans, Montreal, who has

had charge of the exhibit, was at a loss. "Yes, I know results like that are hard to get," he said to an enquiring carriage painter, "but I know that they were secured with Canada Paint Co. goods and if you leave your name I will see that you find out how it is done." Some of the advertising streamers in connection with this display are particularly good. One that is similar in wording to the advertisement the company are running in this issue of "Hardware and Metal" attracted unusual attention.

RAMSAY & SON'S PAINTS.

Simple yet elaborate is the paint display of A. Ramsay & Son, Montreal. Not one can of paint is on view. Instead the public are invited to examine the results of the use of Ramsay's paints on five small houses shown against a nicely painted background and with a "real grass" lawn. One house is painted with stone drab body and bronze green trimmings and slate roof; the next has stone body, Venetian red trimmings and bronze green roof; the third light green body, bronze trimmings and slate roof; the fourth is similar in color combination to the second and the fifth has a white body with dark olive trimmings and slate roof. The houses are lighted by electricity, which enhances their display effectiveness. Enquirers are given a neat booklet, showing similar designs in painting in the colors proposed, so that in no case would the effectiveness of the display be lost.



A. Ramsay & Son's Exhibit.



Exhibit of The Hallwood Cash Register Co.

THE HALLWOOD CASH REGISTER.

Around the exhibit of The Hallwood Cash Register Co., of Canada, there is ever to be seen a crowd of interested listeners to the interesting demonstration of the system of the cash registers. A very useful accompaniment of their cash register is what is called the Hallwood Short Credit System, which is a system of keeping a strict account of one's business and which works in direct connection with the cash register. It does away with elaborate bookkeeping systems, and with very little work after each day's business all accounts can be posted up to the day; and so the condition of all accounts is always before the merchant and he can find in a minute what any customer owes him. The Canadian company is a branch of the head firm in Columbus, O., but the Canadian branch is promoted entirely by Canadian capital, and all registers sold in Canada by the firm are manufactured in the Toronto plant. As far as possible only Canadian labor is employed, but for the finer work instructors have been sent over from the Columbus plant to supervise the work.

NATIONAL CASH REGISTER.

One is struck with the attractiveness of the exhibit of The National Cash Register Co., the Canadian office and plant of which is in Toronto. They have their machines displayed on pedestals, square in shape, and

on each side of which are handsome pictures of different parts of their plant in

Dayton, O. One can take a trip through the factory by simply going from one picture to another. The originality of the ideas employed in the operating and management of their plant are very interesting. One striking feature of the management is the very liberal treatment of employees. The life-like figure of the lady demonstrating mechanically the system employed in the cash registers attracts considerable attention. Of course the Canadian plant of this company is only starting, and as yet all their kinds of registers are not manufactured here, but the company propose to build up a Canadian industry which will be a fitting representation of the progress which is now manifest all over the Dominion. A few years ago the entire Canadian business of the company was managed by one man. To-day they have twenty representatives in Canada.

WILSON'S COMPUTING SCALES

C. Wilson & Son, Toronto, have their exhibit of scales in the Machinery Building. The Wilson scales have been before the Canadian merchants for nearly half a century, and they have been awarded medals at the World's Fair, Chicago, at the Victorian Exposition, and also many first prizes at colonial fairs and at Paris. One of the chief features of their exhibit is their improved dairy scale. It is a scale of five beams and its chief value is the ease with which different quantities of



The National Cash Register Co. Display

E. W. GILLETT CO., LIMITED.



E. W. Gillett Co., Limited.

milk can be weighed on it by means of these beams. First the can is put on and its weight found on the lowest beam. A quantity of milk is then brought and poured into the can and its weight ascertained on the next beam. In this way quantity after quantity may be weighed in the same can until the beams are exhausted. Another specialty is their "King Edward," a 2,000 pound platform scale. The beautiful finish of Wilson's scales is noticeable in the exhibit. The bearings are made of full jeweled agate and diamond steel.

THE GRANT HAMILTON OIL CO.,

In a good location in the Manufacturers' Building was set the paint exhibit of The Grant-Hamilton Oil Co., whose "Sterling" paints were impressed on the minds of the fair visitors in vigorous fashion. "Sterling" paints are made a little on the heavy side, so that the customer gets a benefit if a thinner paint suffices for his work, since by the addition of turpentine or raw oil the paint can be reduced to the required point. Among the paints shown was one designed specially for foundry men for painting castings. The name of this line is "Machinery Paint." It is to be had in three colors—three shades of steel grey and white enamel. Another line still is for painting gasoline engines, the property of which is that it will stand heat. Another paint is for smoke stacks and boiler fronts, also heat proof. The exhibit contained varnishes and shingle stains in addition; also white lead, which this firm are now manufacturing.

The quarters of E. W. Gillett Co., Limited, Toronto and Hamilton, were commodious to begin with, and the mistake of crowding was carefully avoided. A rail guarded the two aisle sides, the centre was left clear and the display made along the two inner sides. In this were shown Gillett's Perfumed Lye, Magic Baking Soda, Magic Baking Powder, Gillett's Cream of Tartar, Royal Yeast Cakes, etc., while the figure of a lad in Highland costume stood guard over all. Red and gold drapings on a base of white with a liberal supply of palms were used in the decorations. Samples of the firm's goods, leading with Magic Baking Powder, were distributed, while the fact was emphasized to the public that every package of goods bearing Gillett's name is guaranteed by the firm. Mr. J. F. Holden, western representative, was in charge.

"NO HOT BOXES."

Spooner's Copperine is sold by hardware men from Vancouver to Newfoundland. It is endorsed by the Brotherhood of Engineers. It was selected on test by



*Returned to
P. 63
H.V.T.*

The Grant Hamilton Oil Co., Limited.



The Canada Cycle and Motor Co., Limited.

the engineering faculty of McGill University for the largest engine running on the continent of America. It is used on the Lauria engine, built by The Lauria Engine Co. at the power house in Toronto; it has been used for the past 10 years. The old waterworks engine in Toronto, one of the largest in Canada, was lined with this metal 15 years ago and to-day shows scarcely a sign of wear. It costs no more than competitive metals. It positively will not heat by friction. It is an oil saver. The originator of the metal, Alonzo W. Spooner, maker, of Port Hope, Ont., is ready to "make good" every claim for his product.

THE TRANSPORTATION BUILDING.

The building which for so many years was, as the "Main" building, the favorite resort at the Exhibition, now serves as the "Transportation" building. In this are many displays of interest to the trade.

MORGAN WHIPS.

One needs to study it a few minutes before one can properly appreciate the exhibit of The Morgan Whip Co., Toronto. This display consists only of whips, which are, as may be judged, not the easiest things in the world to make a display of. A study of it is worth while, however. Here are whips for ordinary use, whips for the proud coachman; whips for the society belle; whips for the professional horseman; whips of every conceivable kind, with a range of values that might startle some buyers but which would accommodate all.

THE HYGIENIC FRAME BICYCLE.

The Canada Cycle & Motor Co. found it advisable, owing to the magnitude and diversity of their interests, to have four

exhibits, in two of which are shown their bicycles and supplies therefor. In the

Process Building three costly and intricate machines are in operation, all engaged in the manufacture of the spoke bolt, a seemingly unimportant part of a wheel. In the Transportation Building is shown the general bicycle display. The foreground, as will be seen in the illustration, is devoted to parts, which, as explained by the attendants, are now made so uniformly that bicycle repair is not the serious matter of former years. The special feature of the display is the demonstrating of the advantage of the Hygienic frame. One of the figures is astride a wheel without the Hygienic frame; the other is a fortunate possessor of one. The rolls beneath the wheel are set in revolution and, as across them runs a heavy board, the bicyclists are treated to a series of terrific bumps. The effect on the rider of the ordinary wheel is startling. One can almost imagine him giving up wheeling in despair. To the rider of the Hygienic, however, the matter is one of small concern. The frame takes the bumps and he takes the pleasure out of wheeling. Altogether the exhibit is one that causes considerable



Exhibit of Spooner's Copperine.

advertisement and at the same time drives home a truth that should help to increase the popularity of the bicycle.

DUNLOP TIRES

From this animate "process" display one moves on to the miniature display of tires of every description and size made by The Dunlop Tire Co., Toronto. The name of this company is so indelibly associated with tires in Canada that it is hardly necessary to say their exhibit includes bicycle, automobile and carriage tires to suit every class of road vehicle. In addition the display includes horse pads in various sizes and styles. The strongest proof of the recognized worth of the "Dunlop" tire is not, however, in the firm's own exhibit, but rather in various sections of the Transportation Building. Practically everywhere it is seen on the carriages, automobiles and



The Dunlop Tire Co., Limited.



Exhibit of Plymouth Binder Twine.

vehicles shown by the carriage and vehicle makers.

INTERCOLONIAL EXHIBIT.

A feature in the Transportation Building which attracted more than ordinary interest was the remarkably fine exhibit made by the Intercolonial Railway. A large section in the northern wing was filled with splendidly finished largesized photographs, which were arranged in order to illustrate the route of the pride of the Intercolonial the Maritime Express—from Montreal to Moncton and from there branching to St. John on one hand and Halifax and Sydney, C.B., on the other. Tadousac, Bic, Perce Rock, the Metapedia Valley, Antigonish, and the Bras d'Or Lakes were among the views most admired, although it is hard to par-

ticularize. The sporting blood of the visitor is fired by the skins of four great 40-lb. salmon mounted on polished wooden plaques to illustrate the four crucial moments in the sport. Mr. Lindsay and Mr. Barton, the representatives of the Intercolonial, were in charge.

GRAND TRUNK SECTION.

The Grand Trunk Art Gallery, as it might be called, ran along the western end of the Transportation Building and comprised a series of large photographs

of the Muskoka Lakes, Georgian Bay, Kawartha Lakes, and the Portland district, also mounted specimens of the finny beauties to be taken in these regions. A 'longe of 59 pounds was one of the centres of interest.

THE IMPLEMENT BUILDING.

During recent years the hardware trade have paid much more attention than in former to agricultural implements. Several displays here are worthy of attention.



The Brantford Cordage Co., Limited.

See Cut book 11 Page 61
L.M.C.

THE BRANTFORD CORDAGE CO.

A goodly display in the Implement Building was that made by The Brantford Cordage Co., Ltd., of Brantford, Ont. The pyramid of binder twine, together with masses of the raw manila, made a striking effect. The key notes of this firm are "Canada for Canadians" and "Good as Can be Made." Gilt Edge brand is the company's strong rock. It is made from pure manila, is guaranteed to run 650 feet per pound, and has proved a most acceptable line among farmers seeking a binder twine of superior quality. The company puts out four brands to meet varying conditions, namely: Gilt Edge, 650 feet; Gold Leaf, 600 feet; Silver Leaf, 550 feet; and Maple Leaf, 500 feet.

Much attention is paid to every phase of the manufacturing processes with the single object of making every ball thoroughly satisfactory.

PLYMOUTH BINDER TWINE.

The Plymouth Binder Twine exhibit in the Implement Building proved very interesting to both hardwaremen and farmers. "Plymouth" is a well known name in binder twine lore. Every user



The Canadian Wringer Co., Limited.

of twine knows the shortcomings of poor makes and learns after a season's experience that good twine is cheap twine. Length, strength, evenness of quality and freedom in running off the ball these are the desirable features all found in "Plymouth" brand. The Plymouth Cordage Co. has been in existence for over 75 years and in this time has surely learned the art of twine manufacture.

AN EXHIBIT OF WRINGERS.

A generous display of wringers was made by The Canadian Wringer & Specialty Co., Ltd., of Toronto, in the Implement Building. This company have all along shown themselves to be very aggressive in going after the trade and evidently felt that the best argument they could make would be a wringer exhibit. The strong points about these wringers are: (1) the rubber rolls, which are solid white rubber, not a filled rubber; these rolls are vulcanized direct to the shaft, not tubes slipped on; (2) the general finish of the wringers. The frames are made from the best maple; only the best varnish is used on them; and the castings are high grade.

Some outstanding makes are the "Lightning," which has a patent lever that fastens the wringer to the tub and adjusts the rolls with one simple motion. The reverse motion releases both the tub grip and the roll pressure at the same instant. The "Jubilee" has ball bearings and is a remarkably easy moving machine. The "Stone" is a wringer made with a malleable iron frame, after the model of the "Lightning."



Hutchison, Shurly & Derrett.

Many other winter styles were shown, but the construction of which, in a brief article, is impossible.

HUTCHISON, SHURLY & DERRETT.

An exhibit on one of the main aisles of the Manufacturers' Building that caught the attention of every passer-by was that of The Dovercourt Twine Mills, owned and operated by Hutchison, Shurly & Derrett. This firm are selling agents for The Dominion Hammock Co., of Dunnville, and the exhibit was made up very largely of examples of hammock manufacture. Every variety of twine—cotton, jute, hemp and flax—is made by the Dovercourt mills, and a goodly range was on show—mill banding and driving ropes, chalk and fishing lines, seine twine, tennis and cricket nets, cotton rope and clothes lines, plough lines, etc. A specialty is mattresses and upholsterers' twines. The hammock interests have developed rapidly, due to excellence in workmanship and weave. It is said that there is nothing else like them made in Canada. The principal weaves are gauze, canvas and jacquard. Power looms for this work are used, superseding the customary hand loom work. The largest jobbers in Canada have taken hold of The Dominion Hammock Co.'s output and have found the line satisfactory from every point of view.



Algoma Steel Co., Limited.

THE ONTARIO BUILDING.

Near the entrance of the grounds the Ontario Building attracted the attention of a great majority of visitors. The exhibit comprised in addition to a fine collection of cereals, roots and vegetables grown in the Temiscaming district along with samples of 158 native grasses found there, samples of minerals found in various parts of the province, including an exhibit of corundum from the Craig mines, Renfrew County, Ont., which will be referred to in next week's issue.

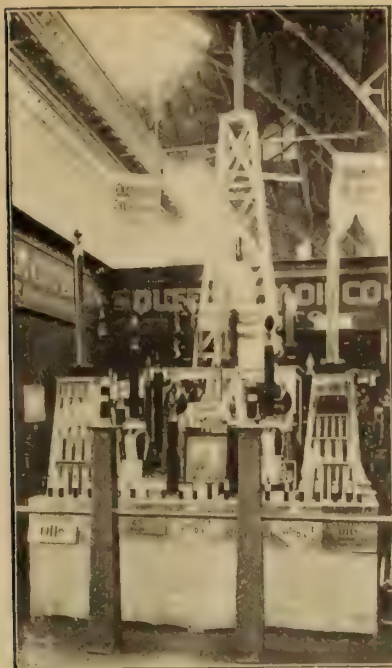
ALGOMA STEEL CO., LIMITED.

The Clergue industries, so called, were represented in this building through one of the subsidiary companies of The Consolidated Lake Superior Co., namely The Algoma Steel Co., Ltd. The exhibit consisted of raw material worked up through different stages until the finished product was shown—steel rails interesting in very truth since these rails are the first examples of a new Canadian industry destined in the next few years to assume proportions of formidable dimensions. In this exhibit were shown charcoal, coke, pig iron, speigel, manganese, together with numerous photographs illustrating every process of manufacture—a most interesting series.

The Algoma Steel Co. operates a 150-



The Imperial Varnish and Color Co., Limited.



The Queen City Oil Co., Limited.

ton charcoal furnace, the largest of its kind in Canada, and a 250 ton coke furnace.

The steel rail exhibit consisted of 80 lb. and 60 lb. cold twisted steel rails; one 1,300 lb. steel ingot; one 1,740 lb. steel bloom, one bonzano splice bar for an 80 lb. rail; one bridge splice bar for same; and one standard splice bar for a 60 lb. rail; also one section of a tested rail on which had been dropped from a height of 22 feet, seven times, a 2,000 lb. weight, without a sign of fracture.

IMPERIAL VARNISH & COLOR CO.,

The exhibit of The Imperial Varnish & Color Co., Ltd., Toronto, will not soon be forgotten by the hundreds of thousands who viewed it admiringly. Imposing in its proportions, unique in its make-up, it is a most creditable display. This company has succeeded in discovering a very effective advertising device consisting of a gigantic fac-simile varnish can, which compels attention and comment in every retailer's store. This huge can is fitted with a door at the rear, and thus becomes a receptacle for a very full assortment of the company's goods. The small packages are very attractive in design and color. "Elastilite" Varnish is a great favorite with decorators. For both interior and exterior uses it is admirably adapted; also for carriage work. As a general purpose varnish it has a growing demand.

Another leading line is "Orolite" Oil Finish, put up similar to "Elastilite." "Orolite" is never sent out in bulk, always in sealed cans, and the customer is assured by this means of a uniform and strictly high-grade quality. "Maple Leaf" Coach Enamel has given great

satisfaction to its users. "Chupap" Floor Finish is still another well-known line.

Dry colors are shown in glass display bottles in every stage from raw material to finished product.

THE QUEEN CITY OIL CO., LIMITED.

The conception of the display of The Queen City Oil Co., Ltd., Toronto, was unique. In the background is a miniature oil derrick. On the stand in the foreground are lubricating and illuminating oils of every kind produced from crude petroleum, as well as candles, and other by-products. The clear, watery whiteness of the kerosene and the dull, limpid darkness of the lubricating oils form a contrast which makes the exhibit fascinating to the consumer or the dealer in oils, either for lubricating or lighting.

HENDERSON & POTTS, HALIFAX.

One would not conceive it possible to secure such excellent displays of paints,

etc., as are shown by several of the larger paint firms. Henderson & Potts, Montreal, have a particularly strong exhibit. The groundwork or basement is composed of empty paint and varnish barrels. On a platform above these are cans of coach and wagon paints, varnishes, etc. On these rest kegs of "Brandram's" white lead, surmounted by tier upon tier of "Anchor" liquid paints, stains, in oils, varnishes, japans, straw hat enamels, fresco paints and wall tints.

Arranged to show to fine advantage are dry colors of various hues, in glass bottles.

R. S. Flint, who has recently been appointed representative of Henderson & Potts in Western Ontario, and who is in charge of the exhibit, has been kept busy answering questions regarding the goods shown, and the firm behind them. Those of the trade who have done business with Henderson & Potts, or who have handled "Anchor" brand paints, will know how easy it would be to provide satisfactory information to all such enquiries.



Henderson & Potts.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

PITTSBURG IRON MARKET.

WITH the exception of some further weakening in the pig iron market, there has been little change in the general iron and steel situation in the past week. Northern No. 2 foundry has been sold in small lots during the week at prices ranging from \$15.85 to \$16, Pittsburg. One lot of 800 tons of Bessemer iron for early delivery was placed at \$16, Valley furnace, while 1,400 tons of basic iron was sold at \$16.10 at the furnace. Gray forge is held at \$15 to \$15.25, Pittsburg. These quotations leave a very small margin of profit to some of the less modern stacks in the Mahoning and Shenango valleys, and if a further drop in prices should come it would no doubt result in the banking of a number of stacks. A meeting of the Southern Pig Iron Association was also held last week and the advisability of making a \$1 reduction on shipments east of a line running through the central portion of Pennsylvania was discussed, but no definite action was taken. Last April such a differential was made, but it did not hold for any length of time, as the operators were compelled to make the same quotations to western consumers as to those in the east. It has been reported that some of the Association furnaces are taking business below the Association basis, but this is denied. Outside furnaces are doing only a small lot business on the present basis.

— Iron Trade Review, Sept. 10.

THE GLASGOW IRON MARKET.

MANY dealers are rather looking for a forward move, which not uncommonly occurs at or about this season, when Autumn and Winter requirements both on home and foreign account, have to be met or arranged. What the latter or foreign demand will cover, is a matter of perplexity with some. In the best informed quarters, however, it is not expected to be large, or indeed equal to that of past seasons, owing, as regards the Continent, to the enormous strides which iron production is making, especially in Germany. Statistics show that the output there in the last six months exceeds that of the corresponding period of 1902 by more than three quarters of a million tons. There are no figures available as to the stocks of iron in Germany, but unless consumption has

greatly increased, of which there is no evidence, they must be large, as exports have only increased during the half year by 111,777 tons, which leaves a big balance to be accounted for. There seems good reason, therefore, in this for the view held that the continental outlook affords little ground for encouraging the hope of an increased demand from there. Then, as a buyer, America is not now a factor of consequence, neither is any other outside market, so that only the home demand remains as a matter of real value in the prospect. Happily home needs are now, and are likely to continue, on satisfactory lines, so satisfactory that without any enlargement of outside demand, they promise to continue to absorb the make and so prevent any marked additions to stocks. That fact finds weight with those who are desirous of higher rates for warrants, and if the favorable conclusions drawn meet with a greater constituency, the anticipated result may be realized. As has been noted in previous weeks in this column, Scotch and Cleveland makers of iron are readily disposing of all that they produce, and at times they cannot cope with consumers' requirements so promptly as the latter wish. It is reported that three furnaces are on the eve of being blown out for repairs in the Middlesborough district, and with things as they are at present that will not make for easier prices in warrants.—Ironmonger, Aug. 29.

THE SHEFFIELD STEEL MARKET.

THE outlook becomes no more promising as the weeks pass by. Each quarter of the year manufacturers have expressed the hope that a change for the better would become noticeable in the iron and steel industries. The third quarter opened with a little more promise, but, before the August holidays had begun it had dwindled to vanishing point, and now little improvement is anticipated till next year. These opinions are expressed freely by those most competent to judge in the matter. Though, in some respects the second half of the year is likely to result in a larger turnover for most firms than did the first half, yet the volume of business done in the majority of cases represents nothing like that put through in corresponding periods prior to 1902.

The trade situation in Sheffield at this moment is tersely summed up in the circular issued to shareholders by the directors of Vickers, Sons & Maxim, Limited. It is there mentioned that the adverse conditions of trade still continue, and have diminished operations in nearly all branches of manufacture during the past six months, and at present there does not seem to be much prospect of any decided improvement in the general steel trade. One hears the same story told all round. Buying of all kinds appear to be restricted, whether it be in the case of a big railway company or the placing of a small order for pig iron. Prices show little fluctuation from week to week, and leave only little remuneration for the parties concerned. Iron merchants complain of the general slackness, but the rolling-mills continue to book orders in fair bulk Bessemer billets are in moderate demand.

The outlook for finished goods is, however, more hopeful. Makers of parts for agricultural machinery have done a remarkably good trade as a result of the Canadian boom, and in certain departments of what may be described as heavy cutlery there is little to grumble about. It is, however, in the heaviest branches of the iron and steel industries that stagnation, which defies removal for the present, seems to have taken hold of trade.—Ironmonger, August 29.

COKE AT PITTSBURG.

For the week ending Saturday, August 29, the production of the Connellsville region increased over 5,000 tons over the production of the previous week. The production of the upper region was 219,700 tons and that of the lower region 50,695 tons. The general coke situation has not improved to any great extent and low prices continue to be named both for Connellsville and mountain products. Connellsville furnace coke is held at \$2 to \$2.50 and foundry at \$2.25 to \$2.75. Outside furnace coke is held at \$1.50 to \$2 and foundry at \$2 to \$2.25.—Iron Trade Review, Sept. 10.

PLEASED WITH THE EXHIBITION

Mr. H. B. Seybold, of The Seybold & Sons Co., wholesale hardware and metal merchants, Montreal, accompanied by Mrs. Seybold, is spending a few days in Western Ontario visiting Toronto and other points. He told a Toronto representative of "Hardware and Metal," that while he was very much pleased with the Dominion Exhibition, he somewhat regretted that there were so few exhibits of hardware goods. "But, I suppose," he remarked, "everyone is too busy to exhibit."

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

W. Arthur
Lydiatt,

TORONTO.

NOTE: Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, **HARDWARE AND METAL**.

Does the Money you Save (?) by not Advertising Compensate you for the Loss of Trade you Might Get?

ON several different occasions I've mentioned that I would like to hear from readers giving some opinions regarding the value of advertising, some of their experiences, both of the profitable and unprofitable kind, and asking me for explicit suggestions on overcoming some of the difficulties with which they meet in endeavoring to extend their trade.

Up to the time of writing I have not been "bothered" any by a large number of interested letters—on the contrary I've been a little disappointed that my readers should have hesitated to write me, as requested. Yet, in an indirect way, I've learned of a few instances where different readers might have secured some very interesting and valuable advice, if they had only taken the trouble to write and ask for it.

Now I am particularly interested in having readers write me on the subject of their advertising, because, as previously intimated, the bringing into open discussion of the opinions, experiences and difficulties of individual readers is going to make this department most interesting and of the most practical value to all readers.

It has occurred to me that perhaps if I started some form of competition it would awaken sufficient interest to cause a few letters to come in. So I have arranged the "Good Advertising Competition," particulars of which are given this week.

I will continue this competition for several months—just as long, in fact, as readers show any interest in it.

All ads. which are received will have attention just the same as if sent in the ordinary way.

It is to be hoped that every reader of **HARDWARE AND METAL** who takes any interest in advertising will participate in this competition. The smaller storekeepers in hamlets of 50 to 100 population will have just as much chance to win recognition as the dealer in the larger towns and cities, as many of them will possibly have the most interesting experience to tell.

The prizes to be awarded are insignificant when compared with the real value and importance of the points brought out in open discussion through relating the experiences of different readers. When

Good Advertising Monthly Competition.

For the purpose of encouraging readers of **HARDWARE AND METAL** to do better advertising and send the results of their efforts to this department for review, two dollars will be given to the reader who shall send in the most meritorious ad. during one month.

Any subscriber of **HARDWARE AND METAL** may participate, and any number of ads. may be sent in, an award being made at the end of each month.

Some particulars regarding local conditions and the extent of your advertising should accompany each lot of ads., including a statement as to the results accruing from the ads. submitted.

Ads. outlining special sales or new ideas in merchandising are desirable, as are also regular ads. of a superior order of merit.

Don't think your ads. are not sufficiently good to win a prize. Try anyway. If at first you don't succeed, try hard to write a specially good ad., run it in your local paper and then enter the competition again. It will be but a friendly contest, and I hope all will participate.

In case only one ad. shall be received in any one month and it does not, in the opinion of the editor, possess sufficient interest to merit it, an award need not be made. However, it is not expected that this contingency will arise.

All correspondence should be addressed to W. Arthur Lydiatt, care of **HARDWARE AND METAL**, Toronto, Ont.

desired, the identity of correspondents need not be divulged.

In the competition for the best ad. sent in during any one month, in order to judge the individual merits of ads. sent me, it will be necessary to know a few particulars regarding the results the ad. produced, the population from which it is possible for you to draw trade—some idea of the extent of your business, and whether

you regularly run similar ads. or not. I do not mean that these questions should be answered specifically, but that such general information relating to the conditions under which business is done and the extent of your advertising as is here outlined, shall be given.

Send in as many ads. as you like during the month, and if you don't succeed one month, be sure and try the next month, endeavoring all the time to be steadily improving your advertising.

I leave it to readers to make this competition the interesting and valuable one it can be made, and earnestly invite the co-operation of all in my endeavor to be of real practical assistance to those who take an interest in this department.

It is some time since I received a letter from G. R. Ashwell & Sons, of Chilliwack, B.C., enclosing a circular which they send out every month to all parties on their mailing list, whether customers or not.

There is nothing particularly distinctive about the circular, it is practically a list of prices on the different lines of goods, they carry, and if there's anything at all in the circular that ought to be interesting to those who receive it, it will be these prices.

The circular, as a whole, lacks any strong characteristic which would impress a reader. It contains no particularly convincing arguments, and though "sale price" is mentioned in several instances, I see no other reference to any special sale.

I would suggest that my correspondent get these circulars up in the form of a "store paper" telling of the arrival of new goods as "news" and, of course, enumerating such special offerings as may be at the time most interesting.

This would be sent each month to every person whose trade it seemed possible to procure.

The remarks re store papers in this department last week will prove interesting in this connection.

I'll be glad to receive some more of these circulars at some future time and hope they may show some improvement, as no doubt they will.

STOVES AND TINWARE

PREPARE FOR FALL BUSINESS.

NOW is the time for the progressive stove and tinware man to get in the nice work which is to add so materially to his sales this Fall. During the next few weeks, as the evenings become cooler and the days shorter, the average householder will be in the mood to at least consider whether a new stove be necessary or not.

It would be a good plan to start now to systematically approach each of the store's customers regarding the matter. As a rule, these customers can be reached in the ordinary course of business. But for such as cannot, it would be well to make some provision.

Why not follow the example of the manufacturers by securing a list of names of possible purchasers and send out to such a brief circular describing the good points of the stove handled and soliciting their patronage?

Why not take space at the local county fair to exhibit the stove and, possibly, to demonstrate its good points?

Why not make a display of kitchen utensils in the window during the next week or two, and back it up by an announcement in the local papers regarding the line, pointing out the folly of keeping worn-out hollowware during the present era of moderate-priced goods?

There are a hundred and one schemes that might be adopted to increase trade in these lines during the next month or so. Some of them might be expensive; some might be carried through at little cost. But any of them would be infinitely better than sitting down at the back of the shop and waiting for trade to come along.

DIRECTIONS FOR SETTING UP STOVES.

IN their new catalogue, which will be referred to later, Findlay Bros., Carleton Place, give the following directions for setting up stoves:

The first essential in setting up a stove or range is to examine the chimney and see that it has sufficient free space and is of proper height. It is the chimney alone that furnishes the draft not the stove, as many suppose and it must therefore be of good size and clear of all obstructions in order to furnish draft enough to operate the stove perfectly.

The flue (round or square) should be at

least eight inches in diameter, and as no opening up to and upon up to any wall near it. It should never have two openings into it exactly opposite each other.

The flue that is used for a stove should not be used for ventilating a cellar, and all openings into it above or below stove should be tightly closed.

Use as little pipe and as few elbows as possible. See that it fits tightly together and into chimney and on to collar of stove perfectly.

See that it is not pushed into elbow or chimney too far. Always have pipe and opening into chimney full size of collar on stove.

Do not set two stoves to same flue or use a "T" joint if you can possibly avoid it.

See that all flues are open and clear. See that damper and flue stops are in place and closed tightly, being very sure that the back of ash pan is tight. Be sure that you know how the dampers operate; that they may not be open when you think they are closed.

Customers should be shown exactly how to use them. If you do not understand fully how to operate them, write us. Never send back a stove or range complained of without trying to correct the difficulty, and if you cannot, we can inform you what is required upon being advised of the facts.

AN INTERESTING "YANKEE" YARN.

AT last the secret is out. After the world had been kept in ignorance of the true facts for years, the truth (?) about United States hollowware now reaches us through The Ironmonger, London, in the following plaint from C. F. Clark, Wolverhampton, Eng.:

"Our firm's experience in respect of Canadian business (which is that of the whole of the United Kingdom tinned or enamelled cast-iron hollowware trade) is that with the protective duty of 35 per cent., less one-third, leaving 23 2-3 per cent., it is impossible to do much, if any, trade with Canada in British-made hollowware against the Canadian manufacturers and the prison-made articles of the United States. The latter can be delivered to Montreal loose in trucks by rail, whilst the British makers are obliged to carefully pack their goods and pay freight by measurement of 40-foot cube per ton

rate, which has to be about doubled to arrive at the specific ton weight.

"It may be said that not all the cast iron hollowware imported into Canada from the United States is prison-made. Granted, but that which is not must nevertheless be sold at the same price. This has given the United States iron-founders such a hold of the Canadian trade that it will take many years for the British maker to regain a footing in the Dominion even with a preference of one-third the duty, especially whilst the two-thirds form such a protection to the Canadian iron-founders.

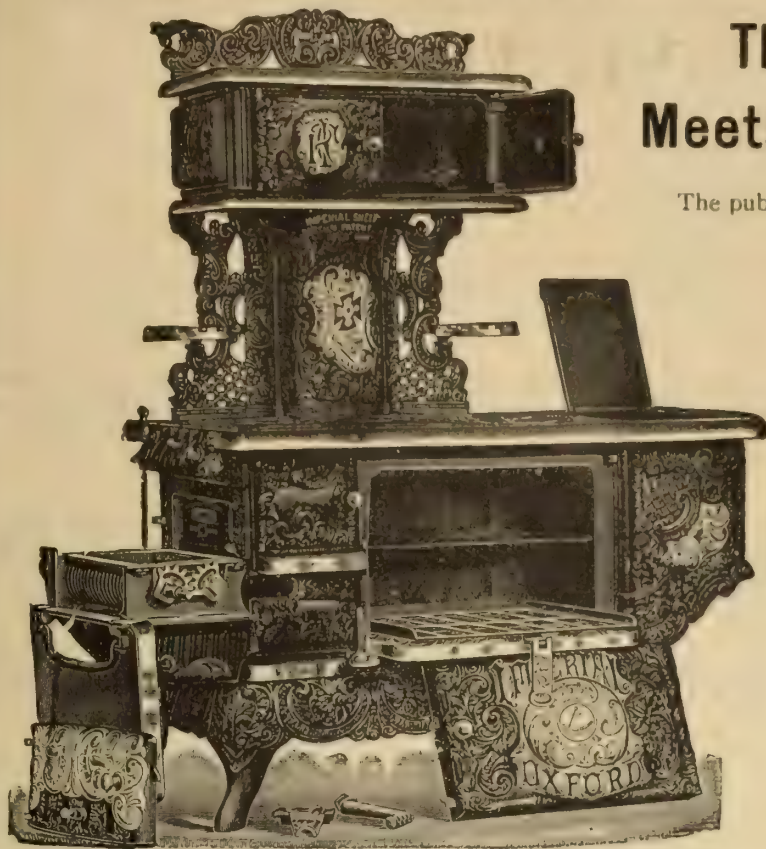
"The history of how Canada became the 'dumping-ground' of the United States prison-made cast-iron hollowware may be interesting to some of your readers. It was explained to the writer by a caster who left our firm to go to the States some years ago, and who was on a visit to his native town for a month in the American hot season.

"He said that in laying out a new town in the States one of the first public buildings built is a jail. Its situation having been decided upon, any manufacturer wishing to take advantage of cheap prison labor buys the land next to it to build a factory, so that by means of a private entrance from the jail the prisoners can go to and from their work.

"The Knights of Labor, who used to be the most powerful workmen's union in the States, finding they could not put a stop to prison labor, did the next best thing for themselves, they forced the Government to put a special mark on all prison-made articles.

"When that was settled they informed their wives and friends that for the sake of free labor they must boycott all goods so marked. This forced the manufacturer or dealer in those goods to find a market abroad for these wares, and Canada was chosen."

When one considers the above facts (?) one wonders how Canadian manufacturers of hollowware have been able to live under such an avalanche of prison-made American goods. But the Government returns are hardly so depressing. The imports of iron and steel hollowware into Canada during the year ending June 30, 1903, were \$204,007, of which \$150,041 came from the United States, \$13,739 from Great Britain and the rest from other countries.



The Wise Merchant Meets the Public's Wishes.

The public are learning every day from their friends and the newspapers of the country that the

Imperial Oxford Range

more fully meets the requirements of the kitchen than any other range on the market—and fills them more satisfactorily.

The wise merchant realizes this and supplies his customers with the Imperial Oxford.

WRITE FOR PARTICULARS.

The GURNEY FOUNDRY CO., Limited

TORONTO, WINNIPEG, VANCOUVER.

THE GURNEY-MASSEY CO., Limited, Montreal.

NEW PROCESS

Smokeless Oil Heaters

Produce Intense Heat Without Smoke.

They are self-extinguishing.

The flame cannot climb up and smoke after the burner becomes heated, as on the old styles of oil heaters.

They are safe and simple as a lamp in construction.

Are provided with a bail with which they can be carried to any part of the house. MADE OF SHEET METAL—and are light and durable.

The founts are removable for cleaning and filling.

THEY ARE THE MOST POWERFUL HEATERS.

For Beauty, Simplicity, Convenience and Heating Power, none excel.

THE NEW PROCESS

THE IMPROVED STANDARD HEATER.

Same principle as "New Process" but a cheaper grade.



The Thos. Davidson Mfg. Co., Limited, Montreal.

"Dominion Brand" Tarred Felt AND "Gauntlet Brand" Pitch

A roof laid with this combination should LAST a LIFETIME. It's the best material that can be produced—specify when ordering from your dealer.

MANUFACTURED ONLY BY

Lockerby & McComb, 65 Shannon St., Montreal

Bell Telephone Main 1989.

"GOOD CHEER" STOVES

OUR NEW
STEEL RANGE
THE REGAL
"GOOD CHEER"
FOR COAL AND WOOD.

FIRST-CLASS in every respect.

Full nickel Trimmings, including
base sections. Duplex Grate.
Spring balanced drop oven door.
Asbestos-lined throughout.

2 Sizes:—Nos. 9-18 and 9-20, square
or with reservoir.

Supplied with water front. High
shelf or high closet as desired.

If our Steel Range Booklet has not
reached you, write us.



THE JAS. STEWART MFG. CO., LIMITED

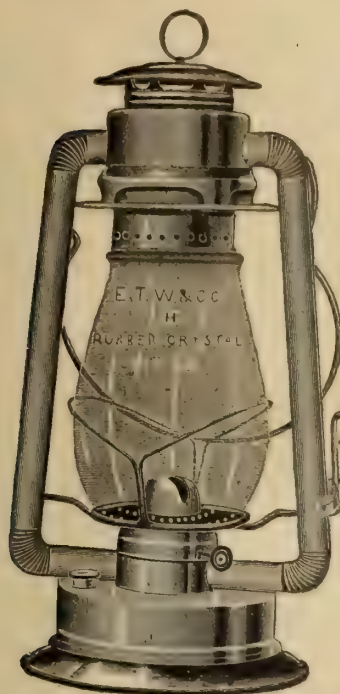
WOODSTOCK, Ont., and WINNIPEG, Man.

STOVE BRICK

Fire Clay
and Asbestos,
Furnace Cement.

All kinds of Fire Clay products made to
order from patterns. Write for Price List.

JONES BROS., BRACONDALE, P.O., ONT.
(NEAR TORONTO)



WRIGHT'S No. 4 COLD BLAST LANTERN is THE Lantern

See it and be convinced.

E. T. Wright & Co., Manufacturers, Hamilton and Montreal.

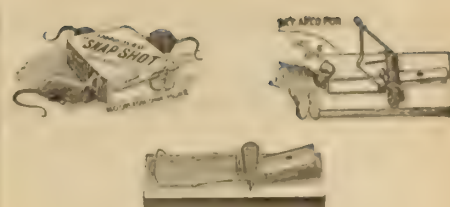
Have you
tried it?

Tried what?

SELLING MANTELS.

This is in your line of business, and it will
pay you.

The Batty Stove & Hardware Co.
76 YORK ST., TORONTO.



J. M. MAST MFG. CO.'S
RAT and MOUSE TRAPS

Strongest Traps Made.

Prices Exactly Right.

CANADIAN AGENTS

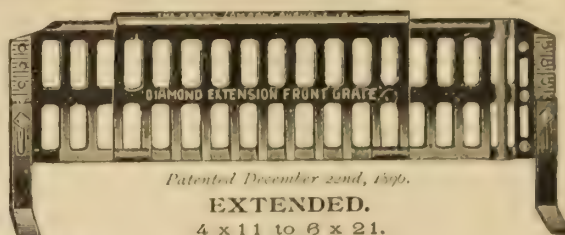
Edwin H. Grenfell & Co., London, Ont.

DIAMOND EXTENSION FRONT GRATE.

Ends Slide in Dovetails similar to
Diamond Stove Back.

Diamond Adjustable Cook Stove Damper

Patented March 14th, 1893.



Patented December 22nd, 1890.

EXTENDED.
4 x 11 to 8 x 21.

For Sale by Jobbers of Hardware.

Manufactured by THE ADAMS COMPANY, Dubuque, Iowa, U.S.A.
TAYLOR-FORBES CO., Limited, Guelph, Ontario.

The New Carriage Tire.

We have introduced into Canada the celebrated side-wire
tire. The latest and most successful vehicle tire on the
continent.



Dunlop
Side-Wire Tires

Constructed with cross bars every three quarters of an inch
and retained in the channel by wires at the outer edge resting
upon the shoulder formed by these cross bars. This insures
absolute rigidity. Write for prices.



THE DUNLOP TIRE CO., Limited,
TORONTO, CANADA.

Agencies: Montreal, St. John, Winnipeg, Vancouver.

J. Nicklin & Co.

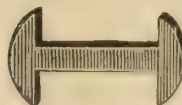
Great Charles Street, Birmingham, Eng.



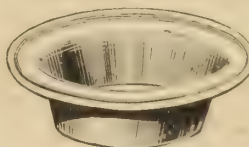
MAKERS OF
Curtain Rings, Tinned Blind Rings
Brass Rimmed Tablets,

Also the following:

Mill Brand Fastener.



Brass Sail Eyelet and Ring



Brass Candle Save-all.



"Lion" Mill Band Fastener.



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"Utile" Curtain Hook.



Agent: F. P. Roger, Carlaw Building, 30 Wellington Street W., Toronto.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, Sept. 11, 1902.

HARDWARE.

JOBBERS are now experiencing the lull at Fall business, and trade this week is reported very satisfactory. As the metal strike in England is now over, man-

ufacturers are again undertaking to fill orders in metal hardware, but the market remains firm. The demand for kinds of all kinds continues unabated. Horseshoes are also in excellent demand. The trade in firebricks is dull at present, but there has been some improvement in the demand for cement. Gilmour's auger bits have advanced in price, the discount being now 60 per cent. Sash cord has been advanced 2c. per pound. The factor, as are unable to supply the demand for some kinds of hollowware; cast iron and tin pots and round and oval saucepans being in particular demand and hard to supply. Jobbers report some improvement in payments, which, during August, were very slow.

BARB WIRE. Trade shows some improvement this week, several good-sized orders being reported. The market is firm, and quotations are unchanged as follows: \$2.80 per 100 lb. f.o.b. Montreal, and \$2.55 f.o.b. Cleveland. Carlots of 15 tons \$2.45 f.o.b. Cleveland.

GALVANIZED WIRE.—A moderate demand is reported; market is firm. We quote as follows: No. 5, \$3.70; No. 6, 7 and 8, \$2.15; No. 9, \$2.55; No. 10, \$3.20; No. 11, \$3.25; No. 12, \$2.65; No. 13, \$2.75; No. 14, \$3.75. In carlots f.o.b. Cleveland: No. 5, \$2.20; Nos. 6, 7, 8 and 9, \$2.15; No. 10, \$2.20; No. 11, \$2.25; No. 12, \$2.30; No. 13, \$2.40; No. 14, \$2.50. In less than carlots, 12½c. per 100 lb. extra charged.

SMOOTH STEEL WIRE. There has been a good demand during the week, several good orders having been received. There is a good demand for hay baling wire. Market is firm in tone; prices unchanged. We quote: Bright and annealed \$2.50 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, 82; oiling, 10c.; spring wire, \$1.25; best steel wire, 75c.; bright soft drawn, 15c.; special hay baling wire, 30c.

FINE STEEL WIRE. There is little doing in this line, the market is featureless this week. The discount is 25 per cent., with net extras as follows: 1 and 2 lb. hanks, 25c.; 3 lb. hanks, 27½c.; and 4 lb. hanks, 50c.

BRASS WIRE. Demand is only fair and the market is quiet. The discount is 60 per cent.

COPPER WIRE. The discount is 60 per cent. Demand is only fair.

PRESSED SPIKES. The demand continues very active, and some difficulty is reported in filling orders. The market continues firm and the discount is still 20 per cent.

FENCE STAPLES.—A good trade has been transacted this week. The demand is better and the market is firm. Quotations are: \$3 per 100 lb. keg for galvanized, and \$2.80 for bright. 25 and 50 lb. packages 25c. extra.

CUT NAILS. A steady demand is reported at the following prices: \$2.45 f.o.b. Montreal, carlots, \$2.10.

WIRE NAILS.—As reported last week there is an exceedingly active demand at present, which is expected to continue until the close of navigation. The rolling mills are very busy. Prices are unchanged, and, as before, we quote as follows: \$2.40 per keg in carlots, and \$2.45 per keg in small lots f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

HORSE NAILS.—The demand continues active, and the volume of business during the week has been large. We quote as follows: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Countersunk" heads, 55 per cent.; "C" brand, 10, 10 and 7½ per cent. off; "Monarch," 50 and 7½ per cent. and "Peerless," 50 per cent.

HORSESHOES.—There has been no slackening in the demand during the past week. Market is firm, and prices are unchanged. We quote: Iron shoes, light and medium pattern, No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; X.L. steel shoes, new light pattern, sizes 1 to 5, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05; featherweight, all sizes, 0 to 4, \$5.35, toe weight, all sizes, 1 to 4, \$6.60. Shoes more than one size in a keg, 10c. per keg extra f.o.b. Montreal only.

RIVETS AND BURRS. The demand continues active and the market is firm. Discounts are as follows: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swede rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS AND NUTS.—Trade still continues very active and, as was noted last week, the demand for some particular sizes still exceeds the supply. The market is very strong. Quotations as follows: Common carriage bolts, 50 per cent.; full square carriage, 55; machine, 50 and 5; coach screws, 66 2/3; sleighshoe bolts, 65 and 5; blank bolts, 50 and 5; bolt ends, 50 and 5; plough bolts, 50 and 5; tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3½c. per lb. off list; hexagon nuts, 3¾c. per lb. off list.

SCREWS.—Sorting orders are coming in freely and the volume of business during the week has been very satisfactory. The discounts are as follows: Round head bright, \$2½ per cent.; flat head bright, \$7½ per cent.; brass, round

head, 75 per cent.; brass, flat head, 80 per cent.

CORDAGE. For the season of the year business is very good, the demand for the larger sizes of rope being particularly good. Attention is again called to the change in terms which are now 90 days net, or 2 per cent. 30 days. The market continues steady and quotations remain firm, as under. Pure manila, 14½c.; British pure manila, 12c.; sisal, 11½c.; double lath yarn, 11c.; single lath yarn, 10½c.; Russian tarred spun yarn 13½c.; jute rope, ¾-in. in diam. and upwards, 9c.; cotton rope, 16½c.; cotton twine, 17 and 20c. for 3 and 4 ply. Cotton bedcord, 90c. to \$1.35, according to length.

BUILDING PAPER.—The market is steadier than last week, and there are no changes to record. We quote: Tarred felt, \$1.85 per 100 lb.; 2-ply ready roofing, 90c. per roll; 3-ply, \$1.15 per roll; carpet felt, \$2.25 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O.K. and I.X.L., 70c. per roll; heavy straw and sheathing, \$35 per ton; slaters' felt, 65c. per roll.

SHOT.—Sorting orders are coming in freely and are running into a good aggregate of business. Our quotations are: Ordinary drop shot, A. A. A. to dust, \$6.50 per 100 lb.; chilled, Nos. 1 to 10, \$7 per 100 lb.; buck and seal, \$7.50 per 100 lb.; ball, \$8 per 100 lb. Trade discount 17½ per cent. f.o.b. Montreal, Toronto, Hamilton, London, St. John, N.B., and Halifax.

FIREBRICKS. The market is dull and featureless at present. We quote: English sell at \$16 to \$22 per 1,000 and Scotch at \$17 to \$22.

CEMENT.—Trade shows considerable improvement in this and the market is somewhat firmer this week. We quote as follows: Canadian cement, \$1.90 to \$2.25; German, \$2.25 to \$2.40; English, \$2.15 to \$2.25; Belgian, \$1.70 to \$1.95 per bbl. ex-store, and American, \$2.20 to \$2.40 ex-cars.

SCREEN WIRE CLOTH.—The demand is fair and price remains unchanged at \$1.50 per 100 square feet.

POULTRY NETTING.—There is no demand, except for 1901 delivery. Discount is 60 per cent.

LANTERNS. The demand continues unabated and prices are firm. Quotations are: Lift, hinged or tilt, \$1 to \$1.25 per doz.; cold blast No. 2, \$7 to \$7.50; painted dashboard, \$6.50 to \$6.75; plain dashboard, \$6 to \$6.25; searchlight, \$20 to \$24 doz.; brass cold blast, small, \$9.75 to \$10.

METALS.

The strike in Wales, to which we made some reference last week, has been settled, and hence the market is steadier. Prices had been withdrawn for tin plates, Canada plates, etc., but cable advices recently received in Montreal announce the following prices: Half bright Canada plates, £8 per ton;terne plates, 22s. 6d.;

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FIRE BRICKS, FIRE CLAY,
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BRAND "DESERONTO."

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charcoal tinplate, 12s. 4d.; coke tinplate, 12s. 1d. These prices are all f.o.b. Wales and subject to fluctuation. They indicate a very strong market, which is no doubt due to the accumulation of orders during the strike. On the local market there are no changes to announce, except a slight advance in ingot copper. Trade is very active at present, and a particularly good season is confidently expected.

PIG IRON. A slight improvement in business is reported this week and prices are firm as follows: Summerlee, \$21; Carron, No. 1, \$21; do., No. 3, \$19.75; Middlesbrough, No. 3, \$18; Ayresome, No. 1, \$20; do., No. 3, \$19.40.

BAR IRON. Trade is very active this week, and the aggregate of orders received is large. We quote: Merchants' bar, \$1.95; horseshoe iron, \$2.20; forged iron, \$2.15.

BLACK SHEETS.—The demand is still very active and prices are firm. Quotations are as follows: 28 gauge, \$2.45; 26 gauge, \$2.40; 22 to 24 gauge, \$2.35; 18 to 20 gauge, \$2.30, and 8 to 10 gauge, \$2.40.

GALVANIZED IRON. The trade this week is reported particularly good. The market is firm. We quote: 28, Queen's Head, \$1.40; Apollo, 10 $\frac{1}{2}$ oz., \$1.30; Fleur-de-Lis, \$1.15; Comet, \$1; Bell brand, \$1. In less than case lots 25c. extra.

LEAD PIPE. A good demand is reported this week. Composition and waste sell at 8c., ordinary at 7c. The discount is 35 per cent.

IRON PIPE. The demand still continues good, and a large business has been transacted during the last week. The market is firm. Prices are as under. We quote: Standard pipe, per 100 feet, in lengths under 19 feet: Black, $\frac{1}{2}$ in., \$2.30; $\frac{3}{4}$ in., \$2.30; 1 in., \$2.55; $\frac{1}{2}$ in., \$2.85; $\frac{3}{4}$ in., \$3.65; 1 in., \$5.20; $\frac{1}{2}$ in., \$7.35; $\frac{1}{2}$ in., \$8.95; 2 in., \$12.55. Galvanized: $\frac{1}{2}$ in., \$3.20; $\frac{3}{4}$ in., \$3.15; $\frac{1}{2}$ in., \$3.90; $\frac{3}{4}$ in., \$5; 1 in., \$7.20; $\frac{1}{2}$ in., \$10.05; $\frac{1}{2}$ in., \$12.20; 2 in., \$16.85. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, $\frac{1}{2}$ in., \$4.20; $\frac{3}{4}$ in., \$5.25; 1 in., \$7.55; $\frac{1}{2}$ in., \$10.55; $\frac{1}{2}$ in., \$12.75; 2 in., \$17.60. Galvanized: $\frac{1}{2}$ in., \$5.20; $\frac{3}{4}$ in., \$6.65; 1 in., \$9.55; $\frac{1}{2}$ in., \$13.25; $\frac{1}{2}$ in., \$16; 2 in., \$21.

TINPLATES. As noted above, the English tinplate market continues very firm. No change has been made on the local market. Cokes sell at \$1 and charcoal at \$1.25.

TERNE PLATES.—Attention is called to the English quotations, as given above. In sympathy with the English market local prices are very firm. There are no changes, as yet, and, as before, we quote at \$7.25.

COIL CHAINS. Demand is fair. Prices are unchanged. We quote: No. 6, 10c.; No. 5, 9c.; No. 4, 8c.; No. 3, 7c.; $\frac{1}{2}$ in., 6c.; $\frac{5}{16}$ in., \$1.90; $\frac{3}{4}$ in., \$1.20; $\frac{7}{16}$ in., \$1; $\frac{1}{2}$ in., \$3.90; $\frac{9}{16}$ in., \$3.75; $\frac{3}{4}$ in., \$3.60; $\frac{1}{2}$ in., \$2.50; $\frac{1}{2}$ in., \$3.45; and 1 in., \$3.40, with 10c. allowance on carlots.

CANADA PLATES. Market is firmer and fairly active. We quote: 52s., \$2.45 to \$2.60; 60s., \$2.60 to \$2.70; 75s., \$2.70 to \$2.75; full polished, \$3.65

TINPLATES

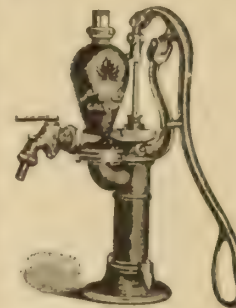
"DOMINION CROWN"—Best Best Charcoal, 11s. and.
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NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

OPEN HEARTH STEEL

and galvanized \$1.15 to \$1.25; galvanized, 60s., \$1.35 to \$1.45.

STEEL.—An active demand has been experienced this week and the market is firm. Our quotations are as follows: Slabsteel, \$2 to \$2.05; tire, \$2.10 to \$2.20; spring, \$2.85 to \$3; reeled machinery, \$2.75 to \$3; toe calk, \$2.55 to \$2.75; machinery (iron finish), \$2.05; spring barrow, \$2.05.

IRON STEEL.—Business is very good at present. Quotations are as under: Black Diamond, 8 to 9c.; Sanderson's, 8 to 9c., according to the grade; Jessop's 13c.; Jones & Colver's, 10 to 20c.; "Air Hardening," 50 to 65c. per lb.; Conqueror, 74c.

INGOT COPPER.—An advance is to be noted this week. The minimum price is now 146c., which is for good round lots. Higher prices are asked for small quantities.

PIG LEAD.—The demand is active. We quote at \$3.20 to \$3.30.

SHEET ZINC. A good business is being transacted at the following prices: Cask lots \$5.75, and for smaller quantities, \$6.50.

SOLDER.—There is a fair demand at the following prices: Wire solder, 19c.; bar, 20c.

SCRAP METALS.

Trade still shows some improvement. Last week we announced an advance in scrap copper and brass. A further advance is to be noted this week. Stocks held are light. We quote: Heavy copper and wire, 10½c. per lb.; light copper, 10c.; heavy red brass, 10c.; heavy yellow, 8½c.; light brass, 5½c.; lead, 2¼ to 2½c.; zinc, 2¼ to 3c.; iron, No. 1 wrought, \$13 to \$14; machinery scrap, \$15 to \$16; stove plate, \$12; malleable and steel, \$6; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6 to 6½c. per lb.

RAW FURS.

Trade is still quiet and there are no changes to report. We quote:

NOVA SCOTIA MARKETS.

Halifax, Sept. 1, 1903.

PROBABLY in no other part of the Dominion has the recent change in terms aroused as much interest as in this province. Owing to conditions prevailing here a shortening of credits is much more difficult of accomplishment and occasions more friction than in the west or central provinces. In the fishing communities along our Atlantic seaboard until the fish are sold the money circulation is small and the average merchant finds it convenient to postpone collections. In such cases the lopping off of 30 days necessitates a rearrangement of plans, and for some time to come will throw additional work upon the office staffs of the wholesale houses with which they deal. The chief complaint regarding the new terms has come from another class, viz.: the careful buyers who, in the past, have been accustomed to take the 3 per cent. discount, and now find that only 2 per cent. is to be allowed. For these the jobbers express considerable sympathy, as it is felt the inducement to prompt settlement should be greater. All the local wholesale houses have issued circulars to their customers notifying them of the change, and, as the new terms are universal and the best that can be obtained, retailers are compelled to accept them with the best grace possible.

Business continues very active; in fact, there has been little let up since last Autumn. The Fall trade has opened up well, and everything indicates a repetition of last year's excellent sales. There is some room for improvement in collections, but, as apples and fish, the two great money-bringing products of important sections of the province, are now beginning to move, and are commanding good prices, financial conditions will shortly be all that can be desired.

The machinery for the wire rod mill at Sydney has arrived from Germany, and is

being rapidly set up. The new furnace at Londonderry will be blown in this week, and quotations for this iron, which is said to be of No. 1 foundry quality, will shortly be issued. The new rolling mill at Dartmouth is about starting up, and, generally, the cloud which lately overhung the iron and steel interests of this district, seems to be lifting.

So far as markets are concerned there is little new to record. There is a stronger local feeling in turpentine, although jobbers here have not yet followed the advance in this article on outside markets. The statement is made that production in the south will this year be 33,000 casks short, and retailers are advised that the local prices will not long remain as favorable to the buyers as at present. There has been no change in the quotations on linseed oil, although this commodity can be bought to arrive in October at slightly easier prices than when present stocks were secured.

A fair Fall demand is being experienced for paints and oils, but better weather is needed to stimulate consumption. Lumbermen are commencing early to make preparations for their next campaign, actuated, no doubt, by the good prices being paid for deals. In New Brunswick gangs of men are already in the woods. This has caused some inquiry for supplies. In fact the demand this year seems to be continuous, so closely does one season crowd upon the other.

Ammunition and sporting goods are moving out well, there being an excellent demand for these lines this season. Trade generally, in all branches, is good throughout the province. Work is being rushed on the construction of the Halifax and South-Western Railway. There are now 1,800 men employed on the work, and the road is expected to be completed and running by the first of July.

Halifax, Sept. 8, 1903.

THIS is Exhibition week and many country merchants will visit the city.

The travellers are all in to receive them and attend to whatever orders they may have to give.

The Fall business has opened up well and goods are in fair demand.

The iron and steel industry of the province is recovering from the unfortunate depression of the Summer. The Londonderry works are now running full blast, and the company is advertising for a number of men. Work is being rushed on the wire rod mill at Sydney and a feeling of greater hopefulness is evident in that district. The Dartmouth rolling mill is opening up on the new site and will make many more specifications of merchant bar than hitherto.

The general hardware market is still characterized by much firmness. During the week there has been a decline of five cents in linseed oil at this point, the present Halifax quotations being 55c. per imperial gallon for raw in barrels and 60c. in smaller quantities, and for boiled 58c. in barrels and 63c. in smaller quantities.

	Large	Medium	Small	Kitts	Fall Beaver	Spring Beaver
BEAVER—Labrador and choice Eastern.....	\$6.00	\$5.00	\$2.75	\$1.50		
" Territory Rocky Mountains and Western.....						
Strictly Prime, or, No. 1.....	6.00	4.00	2.00	.50-.75		
Partly Prime, or, No. 2.....	4.00	3.00	2.00	.50		
Uprune, or, No. 3.....	3.00	2.00	.75	.40		
Flat, weak, or poor, or, No. 4.....	2.50	.50	.25	.25		
BEAR—Black—Choice only.....	15.00	10.00	7.50	6.00	3.00	4 Cubs. Yearling's
Brown.....	12.00	7.00	5.00			\$2.00 to \$8.00
BADGER—Of all sections.....	1.50	.25	.10	.05		1.00 to 5.00
FISHER—Eastern and far North-Eastern.....	Dark	Brown	Pale	2	1	
Territory and Western.....	6.50	5.00	3.50	2.00	1.00	.50
FOX—Red—North-Eastern and similar fine bright red kinds.....	Large	Medium	Small	2	3	4
Territory and Western.....	4.00	2.75	1.25	.75	.20	
Cross—Value principally as to beauty, also size & richness.....	4.00	2.75	1.40	.50	.20	
Silver—Eastern and far Northern.....	10.00	7.00	4.00	2.50	1.50	.50
Pacific Coast, Territory and Western.....	75.00	50.00	25.00	20.00	9.00	4.50
LYNX—Far North-Eastern.....	50.00-60	35.00	20.00	15.00	5.00	2.50
Territory and Western.....	Large	Medium	Small	2	3	4
MARTEN—British Columbia, Northern Pacific and similar....	4.00-8.00	6.00	4 to 5.00	2 to 4.00	1.00	.25
Territory and Western.....	4.00-8.00	6.00	4 to 5.00	2 to 4.00	.60	.20
Quebec and Ontario.....	Dark	Brown	Pale	2	3	4
MINK—Halifax, far North-Eastern and choice.....	7.00	5.00	3.50	1.75 to 2.50	1.00	.25
Territory and Western.....	7.00	2.25	1.50	1.00	.60	.20
MUSKRAT—Eastern, best large.....	3.00-3.50	2.25-3.00	2 to 2.25	1.00	.50	.25
Territory and Western.....	Large	Medium	Small	2	3	4
OTTER—Labrador and far North-Eastern.....	4.00	3.25	2.50	2.25	1.50	.40
Territory and Western.....	1.50-2.00	1.50	1.00	.75	.25	.15-25
RACCOON—Black—Value according to darkness, size and beauty..	Spring	Winter	Fall	Kitts		
SKUNK.....	25-28c.	10 to 13	8 to 10	2 to 5		
WOLVERINE—Value according to darkness, size and beauty..	20c.	5 to 10	.07	2 to 4		
CASTOREUM.....	Large	Small	2	3	4	Cubs
	810	7.00-10	10.00-12	2.50-5	2 to 4.00	\$1.00 to \$2.00
	4.00	4.50	3.50 to 5	2.25	.50	.25 to .50
	Large	Small	2	3	4	
	75-125	60-75	33-50	.25	.15	
	2.25	2.00	1.00	.50	.25	
	Black	Shr. St. Long St.	White			
	75-125	.75	40-50	.05-15		
	Dark	Brown	Pale	2	3	4
	5.00	4.00	2.50	1.50	.75	.25
	\$5.00 to \$6.00 per pound.					

Turpentine is much firmer, and an advance is believed to be imminent, although dealers here are to-day accepting orders at the old quotations, viz., 81c. in barrels and 86c. in smaller quantities.

The stove trade is opening up well, although it will be the middle of the month before it becomes very brisk. The Maritime Province stove manufacturers made an advance of about five per cent. in the Spring, but the higher price of labor has largely absorbed all the benefit accruing from this advance. In fact it is being claimed that stoves are really sold on a narrower margin than ever before. Sheet iron is about the same price as last year, but there is considerable complaint about the slowness of delivery. A few years ago the prices of kitchen furnishings were continually fluctuating, but now many lines, particularly granite and tinware, are very steady owing to agreements or combinations of manufacturers.

The demand is starting very early this year for lumbermen's supplies, and already axes, peavies, etc., are being ordered in fair quantities. Owing to the high price of lumber, mill owners are anxious to get out logs as early as possible and an attempt will be made to increase the season's cut. In some sections crews are already in the woods.

The consumption of paints and oils has been retarded by the excessive amount of wet weather that has prevailed here during the greater part of the Summer. Much work that was to have been done this season has in consequence of the weather been postponed. With a fine Fall there will be a much better demand for these lines.

Monday was Labor Day and all the wholesale houses in the city were closed. As Saturday afternoon was also a half holiday many members of the office staffs took the opportunity of spending a few days in the country.

A. M. Bell & Co., who are erecting a large new warehouse on Hollis and Granville streets, have been hampered very much in the work by the strikes which have occurred in the building trades. Progress is now being made, and the firm hope to occupy the new premises before the end of the year. They will signalize the event by issuing a 300-page illustrated catalogue and price list, which promises to be a rather pretentious volume, and should prove useful to the trade.

The Carritte Paterson Co., whose tar and paper factory at the north-west arm was destroyed by fire, are having some difficulty in securing a site upon which to build. Recently a property was bought near the Acadia sugar refinery, but the residents of the locality succeeded in blocking them from getting a building permit. At the present time the company are trying to secure a site near the cotton factory siding on Kempt road, but there seem to be parties to whom this is not satisfactory.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., Sept. 5, 1903.

THE hardwaremen shared in the rush of getting Yukon orders down to the wharf in time for the closing of delivering of goods on the Summer schedule. Very large orders were in hand

so that it was not possible to complete them. As one merchant said: "We filled all we could possibly, and then let the others take chances. After all the change is not so materially reduced by not getting in before the withdrawal of the through bills. The White Pass people will forward all the freight they can handle and even goods billed through direct will have to take chances. If it is impossible to get them through before the freeze-up, even through billing will not make any difference. One point which the hardwaremen make is that the transportation people gave such a short time for notice before the rates were withdrawn. It gave so little opportunity to clean up orders, and it certainly gave no chance to hurry in tardy orders. These keep on coming to the last moment when it is at all possible to ship. There will continue to be brisk northern shipments for the rest of this month at any rate, though that will practically settle the northern freight business, except the freighting by teams after the Winter road is opened up.

The expected arrival of the delegates to the Chambers of Commerce of the Empire is looked forward to with considerable interest by the business fraternity. The delegation, over a hundred in number, arrives from the east on Tuesday and proceeds direct from the train to the steamer Princess Victoria, which will be in waiting. They go to Victoria direct and are there the guests of the Provincial Government. On Wednesday they spend the time in and around Victoria. Thursday morning a steamer is to take them from Victoria by way of the islands of the Gulf to Nanaimo and thence back to Vancouver, arriving here at six in the evening. On Friday the visitors will be the guests of the city, and in the evening are to be entertained by the Board of Trade at a banquet at the Hotel Vancouver. The preparations for the entertainment of the distinguished representatives of the business interests of the Empire are very elaborate. The feeling among the business men of the coast cities and which is apparently shared by the Provincial Government is that these men hold in their hand the power, largely, to make or unmake the future of the yet undeveloped province of British Columbia. If a favorable impression is received by the visitors, the corresponding benefit accruing to the province, in a business way, should be large.

In local trade the hardwaremen still report very brisk movement in building material, there being no signs of a let up in building operations in the city. It is to be noted that all building material, that is builders' hardware, is in very firm position. The prices of all are really higher than a year ago and the tendency is to increase rather than to decline. This week there is noted a drop of 15c. in bar iron, in sympathy with eastern quotations. The price here is now \$2.75. It is to be noted that supplies of bar iron for this market largely come round the Horn, or by the Blue Funnel line of steamers. Since that service via Suez and the Orient has been instituted. The purchases of bar iron in the east have become very light, being now confined to sorting orders. The prices quoted to the wholesale trade here are not on a plane to permit of them getting their stocks in the east and be able to sell in their own

OAKEY'S 'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL



COVERT MFG. CO.

West Troy, N.Y.

Auto Screw Jack

Harness Snaps Chain, Rope and Web Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICE



PRIEST'S CLIPPERS

Largest Variety.

Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality (trimming and

sheep-shearing Machines.

WE MAKE THEM.

SEND FOR CATALOGUE TO

American Shearer Mfg. Co., Nashua, N.H., U.S.A.

NEWMAN'S PATENT INVINCIBLE FLOOR SPRINGS

Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies.

MADE SOLELY BY

W. NEWMAN & SONS, Birmingham.

Oneida Community Goods

HALTERS, COW TIES, SNAPS, etc., etc.,

In all sizes and styles. May be had of all

jobbers throughout Canada.

Factory—NIAGARA FALLS, ONT



You will be asked for Dundas Axes next fall. Are you preparing to meet the inquiry by being able to show the goods?



Dundas Axe Works, Dundas, Ont.

W. L. Halimand Jr., Eastern Agent, Montreal.

What Constitutes a Perfect File ?

HIGH-GRADE STEEL, UNIFORM ANNEALING, PERFECT FORGING, SUFFICIENT GRINDING, INCREMENT CUTTING, ACCURATE HARDENING, CAREFUL TESTING.

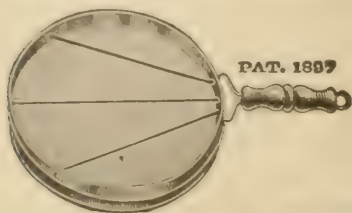
Thirty years' experience has taught us how to produce a Perfect File, consequently we are justified in giving our customers an **absolute warranty** with our product.

Our goods may be obtained from all Prominent Hardware Jobbers throughout the Dominion at moderate prices.

NICHOLSON FILE COMPANY.

FACTORIES : Providence, R. I. Paterson, N. J. Beaver Falls, Pa.
Anderson, Ind. Port Hope, Canada,

WALTER GROSE. SELLING AGENT, MONTREAL.



The FAIRGRIEVE GAS TOASTER

Patented in U.S. The only Toaster guaranteed to toast on any kind of gas flame oil stoves without taste or smell. Write for prices.

THE FAIRGRIEVE MAN'FG. CO.,
295 COLLEGE ST., TORONTO.

U. S. Branch: 289 Jefferson Ave., DETROIT.

territory against eastern dealers. The importation of iron and steel, both bar and sheet, has been very heavy this year, and for next year's supplies the trade has ordered largely in the Old Country.

Wholesalers complain that they cannot get stocks of rope at present. The consumers and the independent both assume to carry stocks here, but their representatives are supposed to have sufficient on hand or on delivery to keep their stocks sorted up for the trade. It has been a serious matter more than once. Just now several sizes are out of stock altogether. The trouble seems to be the old one, of the manufacturers in the east not having capacity to maintain the trade they have acquired.

ONTARIO MARKETS.

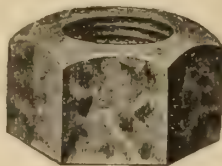
Toronto, Sept. 11, 1903.

HARDWARE.

IN a country with local custom all hardware transactions have been called from the road during the past fortnight to one extent or another. The number of merchants who have visited the wholesale houses has been so great that some have been closed at that year, particularly during the first week. These have not, as a rule, been open businesses, having rather spent their time looking about, getting ideas and preparing for the Fall business. Trade continues to pick up nicely, especially in Fall lines. No change in prices are reported.

FENCE WIRE. Trade practically over. No change in prices.

WIRE NAILS. There is a good demand for many sizes. Prices are unchanged.



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs Etc. Cold Punched Nuts of every variety of finish. INGERSOLL, ONT.

NEW

RAILS

Sessenwein Bros.,

103 Shannon St.

.. MONTREAL.

12, 14, 16, 18, 20, 24, 30, 35 and 56 lbs. to the Yard--carried in STOCK for prompt shipment. TRACK REQUISITES.

—TO SUPERSEDE EMERY—

Craig Mine Crystal Corundum



Craig Mine Crystal Corundum is as uniform as the coins of the realm. It excels the irritatingly uncertain abrasives produced elsewhere, even as the coinage fresh from our modern mint excels the hand-made money of Alfred the Great. Nature made Craig Mine Crystal Corundum. It is all the same in physical qualities; a testimonial in favor of one pound testifies in favor of the whole output.

Craig Mine Crystal Corundum grains are numbered 12, 14, 16, 20, 24, 30, 36, 46, 54, 60, 70, 80, 90, 100, 120, 150, 180 and 200. Find the number that suits your work and continue ordering it.

Write for booklet.

The Canada Corundum Company, Limited,
TORONTO, CANADA.

throughout. We quote the base for nails at \$2.50 per keg f.o.b. Toronto.

HORSENAILES. Fair trade reported at steady prices. We quote: "C" brand, oval head, 10 and 10 and 7½ per cent.; on "Monarch," 60 per cent.; "M," "Oval" and "Countersunk" head, 55 per cent.; on "Peerless," 45 and 7½ per cent.

HORSESHOES. Business is picking up nicely. We quote f.o.b. Toronto as follows: Iron shoes, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05. Steel, new light shoes, No. 2 and larger, \$5.35; No. 1 and smaller, \$4.20. Snow shoes, No. 2 and larger, \$4.05; No. 1 and lighter, \$4.30. If shipped from factory, 10 to 15c. less.

SCREWS. Demand fair; prices are unchanged, as follows: Flat head bright, 87½ per cent. discount; round head bright, 82½ per cent.; flat head brass, per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze, 75 per cent.

RIVETS AND BURRS. Moderate trade doing; orders chiefly for small quantities. Quotations are: iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.

BOLTS AND NUTS. Business is fair. Our quotations are as follows: Carriage bolts, common (\$1 list), 50 and 10 per cent.; carriage bolts, full square (2.10 list), 55 and 10 per cent.; carriage bolts, Norway iron (\$3 list), 55 and 10 per cent.; machine bolts, all sizes, 50, 5 and 10 per cent.; coach screws, cone points, 66 2/3 and 10 per cent.

BINDER TWINE.—There is still a fair movement. Prices keep firm. We quote: 650 ft., 13c.; 600 ft., 12c.; 550 ft., 11½c.; 500 ft., 10½c.

CORDAGE.—Some sizes of rope are selling well. Prices are steady as follows: Pure manilla, 11½c.; British pure manilla, 12c.; sisal, 11½c.; double lathyrarn, 11½c.; single lathyrarn, 11c.; double shingleyarn, 11½c.; single shingleyarn, 11c.; sasheord, 25 to 30c.

LEAD PIPE.—There is a fair sale at steady prices, the discount being 35 per cent.

SOIL PIPE AND FITTINGS.—A moderate business is doing. Discounts are as follows: Light soil pipe, 45 and 5 per cent.; light soil pipe fittings, 50 and 5 per cent.; medium and extra heavy pipe and fittings, 55 and 5 per cent.; 7 and 8 in. pipe, 40 and 5 per cent.

BRASS GOODS. A good trade continues in brass goods and all steam fittings.

BUILDING PAPER.—The improvement noted last week continues. Sales are considerably in excess of last year's business. Prices are steady. Our quotations are as follows: Tarred felt, \$1.85 per 100 lb.; 2-ply ready roofing, 95c. per roll; 3-ply, \$1.20 per roll; carpet felt, \$2.30 per 100 lb.; dry sheathing, 10c. per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O.K. and I.X.L., 70c. per roll; heavy straw and sheathing, \$35 per ton; slaters' felt, 65c. per roll.

FORK HANDLES. A fairly good trade is doing at steady prices.

GUNS AND AMMUNITION. Sales of gunpowder are particularly satisfactory. Guns and rifles are still in good demand at steady prices.

The Popular Goods for Progressive People.

SUITED TO ALL CLASSES OF BUILDINGS - NOT TO BE EQUALLED FOR PRACTICAL MERIT AND ENDURING RELIABILITY.

Our Metallic Ceilings and Walls

Give the acme of satisfaction at moderate cost.

They please the most aesthetic as well as practical tastes. Artistically beautiful, almost indestructible, sanitary, easily applied, with countless designs to select among.

THERE'S BIG BUSINESS FOR YOU IN HANDLING THESE GOODS.

The Metallic Roofing Co., Limited

TORONTO

MONTREAL

WINNIPEG

SPORTING GOODS. Trade in sportsmen's belts, footballs, boxing gloves, punching bags, etc., continues to increase.

CUTLERY.—There is still a good demand. No change in quotations as reportable.

WOODENWARE.—Business is picking up steadily and prospects for Fall seem excellent. We quote: Washboards—Victor, \$1.25; Crown, \$1.30; Improved Globe, \$1.45; Standard Globe, \$1.55; Original Solid Globe, \$1.70; Superior, solid back, \$1.85; Jubilee, \$1.85; Pony, \$1.05. Tubs—No. 0, \$10.75; No. 1, \$8.60; No. 2, \$7.50; No. 3, \$6.45. Pails—No. 1, 2 hoops, \$1.77; No. 1, 3 hoops, \$1.93.

METALS

Business continues satisfactory, the volume keeping larger than last year. Prices are unchanged throughout. Fractional declines are noted in tin and copper in the English market, but the local situation is not affected. Pig iron is still easy at Pittsburgh and other United States centres, but there are no changes in the Canadian market, which is now entirely in the hands of domestic producers. Other metals are steady, both local and at outside markets.

PIG IRON.—Canadian furnaces are now having the local market practically entirely to themselves, as they have put their prices at a basis to make importations difficult to dispose of to advantage. Midland and Hamilton No. 1 are now quoted at \$20.

BAR IRON. No change in price or demand. The base price is \$2. For extras cut to length while rolling: 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft., by special agreement according to length and size.

STEEL BOILER PLATES.—Prices are firm and a good steady demand is reported. The base price is \$1.96 f.o.b. Toronto.

TOOL STEEL. There have been no alterations since last writing. We quote: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 10 to 20c.; ditto, "Air Hardening," 70c. per lb.; Chas. Leonard's, 8 to 9c.; Park's "Silver," 11 to 13c.; Park's "Special," 15 to 18c.

MACHINERY STEEL.—The demand is good. Prices are unchanged and steady. We quote: Rough finished or iron, \$1.80 to \$2.05; smooth finished, \$2.05 to \$3.

BLACK SHEETS.—Unchanged. A fair business doing. We quote: 10 to 16 gauge, \$2.25; 18 to 20 gauge, \$2.70; 22 to 24 gauge, \$2.90; 30 gauge, \$3.

CANADA PLATES. There is considerable activity in this line, as import orders are going through and a good demand from stock is reported. Prices are steady. We quote as follows: All dull, \$2.70; half polished, \$2.85; and all bright, \$3.60.

GALVANIZED SHEETS. A steady demand at unchanged figures continues. We quote: Queen's Head, \$1.50 for 28 gauge; American, \$1.40 for 24 gauge; Bell brand, \$4.30 for 28 gauge; Gordon Crown, \$4.50 for 28 gauge.

TIN. Outside markets show further declines, but locally no change is noted.

TIN PLATES.—Business locally is active and the market shows a steady tone. We quote: Coke plates, bright, 14x20, \$3.85; charcoal plates, terne, 20x28, 112 sheets, \$8.

COPPER. Business in ingot continues satisfactory. Prices are stiffening. We quote as follows: Ingot copper \$45, and sheet copper \$21 per 100 lb.

BRASS. Is unchanged in price. Demand is fair. Discount, 10 per cent.

LEAD.—The market is quiet. Prices show no change. We quote: \$9.50 per 100 lb. for pig lead, and \$8.75 for bar lead.

IRON PIPE. An improvement in the demand is reported. Our quotations are:

the 10 ft. Black pipe, $\frac{1}{2}$ in., \$3.15; $\frac{3}{4}$ in., \$3.20; 1 in., \$2.65; $\frac{1}{2}$ in., \$2.85; $\frac{3}{4}$ in., \$2.55; 1 in., \$2.25; $\frac{1}{2}$ in., \$2.35; $\frac{3}{4}$ in., \$2.45; 1 in., \$2.15; 1 1/2 in., \$2.75; 2 in., \$2.00; 3 in., \$2.10; 4 in., \$2.30; 6 in., \$2.75.

PIPE SPLICERS. Stocks continue light and as there is a good demand prices are firm at 10 to 12 cts. per lb.

PIPE SPLICERS. In sympathy with other prices are firm. A fair business is being done locally. We quote: Cask 1/2s, \$6.75 to \$7; and part casks, \$7 to \$7.25.

SOLDER. The demand is fair; prices are unchanged. Guaranteed best and half is quoted at 18 to 19c., and wiping 17 to 18c.

HIDES, SKINS AND WOOL.

Lambskins and pelts have gone up 5c. each since last quoting, but otherwise the market condition remains unchanged. We quote:

HIDES. No. 1 green, 8c.; No. 2 green, 7c. per lb.; No. 1 green, steers, 8 1/2c.; No. 2 green, steers, 7 1/2c., per lb.; cured, per lb., 8 to 8 1/2c.

CALFSKINS. Veal skins, No. 1, 6 to 14 lb. inclusive, 9c.; No. 2, 7c.; No. 1, 15 to 20 lb. inclusive, 8c.; No. 2, 6c. Deacons (dairies), each, 60 to 70c. Lambskins, each, 45c.; pelts, each, 45c.

PETROLEUM.

There is no change in the quotations since last week. Dealers expect a good Fall trade, and thus far that expectation has been realized. We quote as follows: Canadian prime white, 16 1/2c.; Canadian water white, 18 1/2c.; American prime white, 17 1/2c.; American water white, 19c.

OLD MATERIAL.

Prices remain unchanged since last week, and trade is very dull. Our quotations are as follows: Heavy copper and wire, 11c. per lb.; light copper, 9 1/2c. per lb.; heavy red brass, 10c. per lb.; heavy yellow brass, 8 1/2c. per lb.; light brass, 6c.; lead, 2 1/2c.; scrap zinc, 3 1/2c.; iron, No. 1 wrought, \$13.50 per net ton; No. 2 wrought, \$5; machinery cast scrap, \$15.50; stove plate, \$10; malleable and steel, \$6; old rubbers, 6c. per lb.; and country mixed rags, 50c. per 100 lb.

CATALOGUES, BOOKLETS, ETC.

HARDWARE AND METAL would be pleased to review catalogues, booklets or other such publications issued by manufacturers or wholesale dealers selling to the hardware, plumbing, machinery or metal trades. Representatives of such publications may also have inserted a notice in this effect. No charge will be made for these reviews.

CRYSTAL CORUNDUM.

One of the strongest proofs of the actual value of pure corundum as an abrasive is furnished the trade by The Canada Corundum Co., Limited, Toronto, in the shape of a six-page cardboard folder, to which samples of "Craig Mine" crystal corundum are glued lightly on blotting-paper to show the various sizes, which range from Nos. 12 to 200.

Much has been said and written regarding the comparative value of emery and corundum as an abrasive. In fact, the matter is now attracting such general attention from users of abrasives that it behooves the hardware dealer to keep

posted on the subject. This folder, in addition to supplying samples for reference and comparison, gives authoritative information regarding the comparative value of the corundum. A copy of the circular will be sent to any user of corundum or any hardware dealer mentioning this paper.

THE SYRACUSE SMELTING WORKS.

The Syracuse Smelting Works, of Montreal, have recently issued a circular notice which should interest plumbers and tinsmiths. It pictures the woes of the plumber who is called out on a cold winter morning to repair a water pipe which has burst. He prepares everything necessary for a quick job, but his solder is slow to melt. When it does melt it is full of dross and will not stick. The cellar is filling with water and the poor plumber gets into endless trouble with both tenant and landlord.

Out of the frying pan into the fire. He returns to his shop and a lady comes in with a job to fix a kettle. He attends to it to the best of his ability and thinks the job will give satisfaction. But he is sadly mistaken: the kettle bursts the first time it is used; the lady's hands are badly scalded and her dress is ruined. Again the unfortunate workman is in trouble.

The object of the circular is not to discourage people from becoming tinsmiths or plumbers, but to advise the trade to use the solder manufactured by the Syracuse Smelting Works of Montreal.

PERSONAL MENTION.

J. D. Smith, hardware merchant, Bayville, Ont., spent several days in Toronto this week.

Mr. J. M. Findlay, general merchant, Dromore, Ont., was in Toronto this week and paid a visit to our office.

Mr. W. McPherson, general merchant, Williamstown, Ont., has made extensive alterations, including a new front in his store, which greatly improves its appearance.

Mr. Geo. M. Edwards, general manager for Henderson & Potts, Montreal, visited Toronto for a few days last week, and greeted many customers and friends at the Exhibition.

Ritchie Bros., who four years ago began a general business in Orangeville, are branching out, and have started a similar store in Dundalk. Mr. E. W. Ritchie assumed the management on September 1. F. W. Ritchie, with the third brother H. W. to assist him, will continue in the Orangeville branch.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

AGENCIES WANTED.

FOR CANADIAN MARITIME PROVINCES, on salary or commission basis by progressive manufacturers' agent, At standing and twelve years thorough personal acquaintance with entire jobbing, manufacturing and mining interests of New Brunswick, Nova Scotia and P.E.I. Exceptional testimonials. Correspondence solicited. Address "St. John," Drawer "B," St. John, N. B. (33-5)

SITUATIONS WANTED.

A THOROUGH stove and hardware man is open for a travelling position. Highest references furnished. Address HARDWARE AND METAL office, London, Ont. (37)

HARDWARE clerk and bookkeeper; young man experienced in general hardware, stoves, tinware, etc.; references furnished. Box 59, HARDWARE AND METAL, Toronto. (38)

SITUATIONS VACANT.

HARNESSMAKER—At once; also one with one or two years' experience. Box 103, HARDWARE AND METAL, Toronto. f

TINSMITH—An all round man, with a knowledge of the retail hardware business. Apply, stating salary wanted, with reference, Box 101, HARDWARE AND METAL, Toronto. f

WOODWORKERS—At once; to work on sleighs; steady job to good men; state wages and experience. Box 102, HARDWARE AND METAL, Toronto. f

MISCELLANEOUS.

To Manufacturers' Agents

HARDWARE AND METAL has inquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of inquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

HARDWARE AND METAL

Montreal and Toronto

TRANSFERS.

Decalcomanie Decorations for carriage trade, also special designs and trade marks. Write for new catalogue and discounts.

PALM FECHTELER & CO.

NEW YORK.

CHICAGO.

CANADIAN AGENTS...

J. N. WARMINTON,

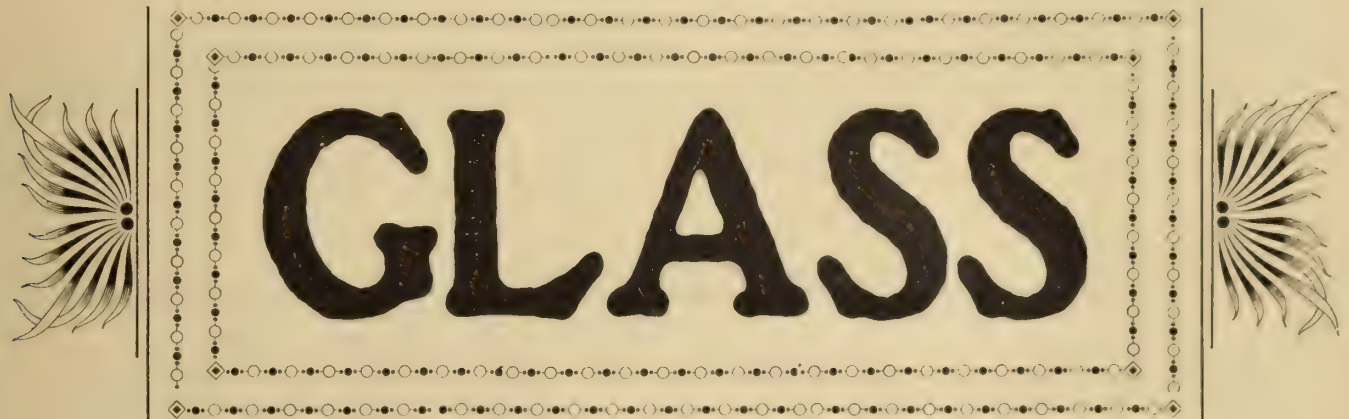
207 St. James St., Montreal.

The . . .

Hobbs Manufacturing Co.

Limited

MANUFACTURERS
AND
IMPORTERS OF



OF
EVERY
DESCRIPTION *for* **BUILDING**
PURPOSES.

Factory and Office :-

Corner Ridout and G.T.R., **LONDON, Ont.**

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES.

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors,
Prepared Paints, Window
Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green

of JOHN LUCAS & CO.,
PHILADELPHIA.

And CELEBRATED
English Varnishes

of CHAS. TURNER & SON,
LONDON.

Please mention HARDWARE AND METAL when writing.

LINSEED OIL

Raw and Boiled

"GUARANTEED PURE"

MANUFACTURED BY

Canada Linseed Oil Mills

LIMITED

MONTREAL.

 **BARRELS WANTED!!**

We are open to buy good sound, oak
Linseed Oil, Turpentine, Varnish, and
Machine Oil Barrels.

Fall Fair-time calls attention to your needs in Horse Goods

We manufacture the largest and best line of Horse Brushes, Dandy Brushes and Carriage Brushes—all well finished and of the highest grade materials at closest possible prices—unrivalled goods, embracing many different lines especially suited for general country trade, livery and large stables.

Boeckh's Horse Brushes, Dandy Brushes, Carriage Brushes,
Harness Brushes, Stable Brooms, etc.

Cane's Stable Buckets, Pails, Tubs, etc.

prove that our highest aim is to give pleasurable profit to the dealer and perfect satisfaction to the customer.

BOECKH'S LEATHER BACK HORSE BRUSHES ARE
WELL MADE OF GOOD SOLID LEATHER.

UNITED FACTORIES, Limited,

Head Office : Toronto.

OPERATING :
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

MONTREAL BRANCH: 1 and 3 DeBresoles St.

LONDON BRANCH: 71 Dundas St.



PAINT, OIL AND BRUSH TRADES

PAINTS IN THE GENERAL STORE.

HAS the man who conducts a general store outside of the large cities as many opportunities to make money as he had a decade or so of years ago? This is a question which is often debated, and lately among those who have given the subject close observation the consensus of opinion is that he has, provided he conducts the right kind of a retail emporium.

The main reason for arriving at the above conclusion is the fact that he has better buying facilities, is in a position to handle so many salable items such a large variety of goods that every season of the year finds no curtailment in his business, says Good Paint. In other words, throughout the year some part of his stock is seasonable and in demand, which results in his doing a good, all year-round business. So it looks as though the more salable items the general storekeeper can add, the more money he will make.

To show the great improvement existing to-day in the general storekeeper's source of supply, it might be added that among the articles that have grown rapidly in popularity with this class of merchants is ready mixed paint. A decade or so ago few general storekeepers sold ready mixed paint or any other kind of paint. Why? Because at that time the only paint they could buy was sold in rough packages and in soiled barrels that as often leaked as not.

Things are now different. The advancement made in the manufacture and marketing of paints within recent years has been quite notable. In fact, to day the ready mixed paint that the retailer now buys is on a par with the cleanest, most showy and most convenient to handle goods that he carries on his shelves. In addition to the improvements made in the manufacture of paints, and its effect on the retail trade, it can also be said that people generally speaking now paint their properties oftener than they ever did before, and the consumption of paint has increased accordingly.

TURPENTINE STATISTICS.

BELOW appears the statistical statement of Capt. C. L. Chesnut, the superintendent of the Savannah Board of Trade, which shows the range

of prices, receipts, exports, etc., for the year at that port:

Receipts of turpentine from September 1, 1902, to August 31, 1903, as compared with previous year:

	1902-3	1901-2
September	26,299	26,711
October	23,897	28,007
November	28,028	29,427
December	23,646	22,182
January	6,559	7,626
February	3,092	5,613
March	2,408	1,860
April	17,598	17,974
May	21,269	37,359
June	26,824	38,300
July	25,323	47,906
August	22,348	35,123
Total	227,891	302,398

Comparative table of exports, 1902-03 and 1901-02, from September 1 to August 31:

	1902-03	1901-02
Foreign	Spirits 149,198	Spirits 203,968
Domestic	96,924	85,292
Total	246,122	289,260

Price, per gallon, of spirits of turpentine, each month, from September 1, 1902, to August 31, 1903, and for previous years:

	1902-03.		1901-02.	
	H	L	H	L
September	47½	44½	34½	33½
October	53½	47½	36½	33½
November	52½	50	35½	35
December	52½	50	36½	35½
January	62	52½	43	36½
February	65	62	43½	40
March	65	65	53	41
April	51	45	45	42
May	51	45	45½	42½
June	47½	45½	48½	45½
July	50½	47½	45½	43½
August	55½	49	45	43½

INFLUENCE OF DRIERS ON OIL VARNISH.

AT the recent International Congress of Applied Chemistry, in Berlin, Niels reported his researches on the influence of various driers added to linseed varnish, says The Oil and Colour man's Journal. The varnish was spread out on filter paper, and the increase in weight was taken as a measure of the oxidation. The manganese and lead soaps of linseed oil were dissolved in Russian linseed oil. In the former case, it was found that an addition of up to 0.1 per cent. of the manganese soap increased the drying properties of the oil, but higher percentages had the opposite effect; on the other hand, the increased drying power imparted by lead soap varied directly with the amount added. The quickest-drying varnish obtained by Niels was one containing a small proportion of manganese oxide and a large quantity of lead oxide, the resulting oxidation proceeding with such energy as to char cottonwood soaked with the oil in three quarters of an hour. The temperature at which the varnish is made seems to have very little effect on the formation of free fatty acids or on the drying properties of the varnish.

Tests were made on the rapidity of drying varnishes mixed with pigments and spread out on sized paper. The highest increase in weight, and consequently the greatest oxidation, was produced by zinc, red lead and white lead coming next, and scale paint last. It is, however, probable that the same degree of oxidation is produced in all cases, the difference being due to the varying amounts of flocculent oxidation products fixed by the different pigments. In place of weighing the results on a chemical balance, the author employs a similar method, which, he alleges, gives concordant values, namely, measuring the capillarity of the varnish in vertical strips of filter paper, the ascent of the oil being in inverse ratio to its drying power. Under these conditions the various oils from Calcutta, Russia, and La Plata linseed exhibit uniform properties.

GRAPHITE.

IN answer to questions propounded by a subscriber, The Engineering and Mining Journal says that there is always a fair demand for graphite of good quality. It may be said that the supply at least does not exceed the demand. The production, in the United States in 1902, was 1,231,824 pounds, while the imports were 40,857,600 pounds. The great part of the imports came from Ceylon. American graphite sells in New York at the present time at \$30 per short ton, while good Ceylon is quoted at \$55 to \$70. The production of natural graphite, however, is now supplemented by that of artificial graphite, which is made at Niagara Falls, N.Y., by the process devised and patented by E. G. Acheson. In 1902 the quantity of artificial graphite made was 2,351,491 pounds; and this can be largely increased. Graphite is found only occasionally in veins; more often it occurs in irregular masses or in lenticular deposits. The percentage which will pay to work depends altogether upon local circumstances, and the nature of the deposit. On the same subject, The Oil and Colourman's Journal says: "The principal centre of production of coarse-grained graphite is Ceylon, while Australia produces the poorer grades."

Ceylon exports about 30,000 tons of graphite annually, 94 to 98 per cent. of which contains more than 90 per cent. of carbon, but of late years the Ceylon graphite industry has been in a depressed condition. Canada exported 1,700 tons in 1903, and at Niagara Falls 1,125 tons of artificial graphite were produced in the same year. The Borrowdale Mine in Cumberland has long ceased to be productive."

VARNISH MAKING

A WRITER in The Cleveland Leader, describing the manufacture of varnish in that city, says: Varnish is made chiefly from melted gum and certain oils mixed together. The factory imports the gum in immense quantities from foreign countries, including New Zealand, Africa and Brazil. The gum is thrown into large kettles over hot fires, where it is melted and mixed with oils. The mixture is then boiled, and after it is cooked, is taken to another room, where it is cooled and mixed with turpentine, in large vats. From these vats the mixture flows through pipes to another department, where it is filtered to take out all the impurities.

The mixture is now varnish, but it is in an unfinished state; that is, it must be placed in storage from a month or two up to a year or more, according to the quality desired, to ripen or age it. Varnish, in this respect, is a good deal like wine. While aging the ingredients in the mixture become more knitted together, or assimilated.

From the filtering room the varnish is pumped through pipes to the big storage tanks. There are 350 of these tanks, each holding from six to forty barrels of varnish. Thus in this factory there is always from 250,000 to 300,000 gallons of varnish undergoing the aging process.

PAINT AND OIL MARKETS.

MONTREAL.

THE more settled weather conditions prevailing throughout the past week have had a stimulating effect upon the demand for painting material. The week's trade shows considerable improvement, as orders for general lines of paints and colors are coming in more freely, and the demand for staple lines continues unabated. Linseed oil is in good supply but remains steady at the reduced prices quoted last week. In sympathy with the advance of turpentine in the south the local prices have been advanced 2c. per gallon. The position of turpentine is very strong, and a further advance on the local market during the next few days would be no surprise. We quote:

GROUND WHITE LEAD.—Best brands, Government standard, \$5 to \$5.25; No. 1, \$4.27½ to \$4.87½; No. 2, \$4.40 to \$4.50; No. 3, \$4.02½ to \$4.12½; No. 4, \$3.65 to \$3.75, all f.o.b. Montreal. Terms,

four months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—\$4.75 in casks and in kegs, \$5.

DRY WHITE ZINC.—Pure dry, in casks, 6½c.; in 100 lb. kegs, 6¼c.; No. 1, zinc, in casks, 5½c.; in 100 lb. kegs, 5¼c.

WHITE ZINC (ground in oil)—Pure, 25 lb. irons, 8c.; No. 1, 7c.; No. 2, 6c.

PUTTY.—We quote: Bulk, in barrels, \$1.60; bulk, in 100-lb. packages, \$1.85; bladders, in barrels, \$1.90.

ORANGE MINERAL.—Casks, 7c.; 100 lb. kegs, 7½c.; smaller quantities, 8½c.

RED LEADS.—Genuine red lead, in casks, \$1.25; in 100 lb. kegs, \$1.50; in less quantities, \$5.50 per 100 lb. No. 1 red lead, casks, \$1; kegs, \$1.25, and smaller quantities, \$5.25.

LITHARGE.—Ground, casks, 5c.; in less quantities, 5½c.; flake litharge, casks, \$5.25; smalls, \$5.75 per 100 lb.

LINSEED OIL.—Raw, 1 to 4 bbls., 48c.; boiled, 51. Raw, 5 to 9 bbls., 47c.; boiled, 50c. Terms, net cash in 30 days. Delivered in Ontario between Montreal and Oshawa at 2c. per gallon advance.

TURPENTINE.—Single bbls., 80c.; 2 to 4 bbls., 79c. Terms, net cash in 30 days.

BENZINE.—25 to 26c.

SHELLAC VARNISH.—Pure white, \$2.20 to \$2.35; orange, \$2.10 to \$2.25.

MIXED PAINTS.—\$1.20 to \$1.40 per gallon.

CASTOR OIL.—8¾ to 9½c. in wholesale lots, and ¾c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PURE ENGLISH PARIS GREEN.—Petroleum barrels, 14½c.; arsenic kegs, 14½c.; 50 and 100-lb. drums, 15c.; 25-lb. drums, 15½c.; 1-lb. paper boxes, 16c.; 1-lb. tins, 17c.

TORONTO.

The feature of the market is the steady stiffening of turpentine, which has been

advanced 2c. per gallon. Otherwise there is no change in prices.

WHITE LEAD.—Ex-Toronto, pure white lead, \$5.10 to \$5.25; No. 1, \$4.62½ to \$4.87½; No. 2, \$4.25 to \$4.50; No. 5, \$3.87½ to \$4.12½; No. 4, \$3.50 to \$3.75 in packages of 25 lb. and upwards; ½c. per lb. extra will be charged for 12½ lb. packages; genuine dry white lead, in casks, \$5.02½.

RED LEAD.—Genuine, in casks of 560 lb., \$1.75 to \$5; ditto, in kegs of 100 lb., \$5.25 to \$5.50; No. 1, in casks of 560 lb., \$4 to \$4.25; ditto, in kegs of 100 lb., \$4.25 to \$4.50.

LITHARGE.—Genuine, 6 to 6½c.

WHITE ZINC.—Genuine, French V.M., in casks, \$6 to \$6.25; Lehigh, in casks, \$6 to \$6.25.

SHINGLE STAIN.—In 5-gallon lots, 60 to 85c. per gallon.

PARIS WHITE.—90c. to \$1 per 100 lb.

WHITING.—60 to 65c. per 100 lb.; Gilders' whiting, 75 to 80c.

GUM SHELLAC.—In cases, 38c.; in less than cases, 40c. per lb.

SHELLAC.—Pure orange, in bbls., \$2.10; white, \$2.25 per gallon; No. 1, 15c. less; in less quantities, 10c. extra.

GLUES.—Broken sheet, in 200-lb. bbls., 8 to 8½c. per lb.; cabinet glue, in bbls., 11½ to 12c.; emery glue, in bbls., 17c.; bookbinders', ground, 10½c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

PUTTY.—Bladders, in bbls., \$2.10; bladders, in 100-lb. kegs, \$2.25; bulk, in bbls., \$1.80; bulk, less than bbls. and up to 100 lb., \$2.05; bladders, bulk or tins, less than 100 lb., \$2.75.

PARIS GREEN.—Petroleum bbls., 15½c. per lb.; arsenic kegs, 15½c.; 50 and 100-lb. drums, 16c.; 25 lb. drums, 16½c.; 1-lb. packages, 17c.; ½-lb. packages, 19c.; 1-lb. tins, 18c.

PLASTER PARIS.—New Brunswick, \$2 per bbl.

PUMICE STONE.—Powdered, \$2.50 per

THE POINT TO BE CONSIDERED

when choosing what brand of ready-mixed paint to stock, is **Quality**. It costs as much to put on an inferior paint as a first-class brand. The profit may be a little more to the dealer, but he seldom duplicates the sale, the result being loss of trade and dissatisfied customers.

Anchor Liquid Paint has been giving satisfaction for 30 years. The White Lead used is **Brandram's B.B. Genuine**—the standard of the world.



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1874,

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cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots and 8c. in bbls.

LIQUID PAINTS.—Pure, \$1.20 to \$1.40 per gallon; No. 1, \$1.10 per gallon.

BARN PAINTS.—65 to 70c. per gallon.

CASTOR OIL.—English, in cases, 8 to 10c. per lb.; and 9 to 10c. for single tins.

LINSEED OIL.—Raw, 1 to 2 bbls., 51c.; boiled, 54c.; 3 to 5 bbls., raw, 50c.; boiled, 53c., delivered. To Toronto, Hamilton and London, 2c. less.

TURPENTINE.—Single bbls., 83c.; 2 to 3 bbls., 82c., delivered. Toronto, Hamilton and London, 2c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5 gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

WINDOW GLASS.

MONTREAL.

Trade is quiet and there are no changes to report. Prices quoted are subject to some reductions for round lots. We quote: First break, 50 ft., \$1.85; second break, \$1.95 for 50 ft. First break, 100 ft., \$3.50; second break, \$3.70; third break, \$4.20; fourth break, \$4.45.

TORONTO.

There is a fairly good business. Prices are unchanged. We quote as follows: Star, under 26 in., \$3.80; 26 to 40 in., \$4; 41 to 50 in., \$4.50; 51 to 60 in., \$4.75; 61 to 70 in., \$5; 71 to 80 in., \$5.50, Toronto, Hamilton and London.

BESSEMER ORE IN ONTARIO.

A REPORT has been sent out from Sault Ste. Marie, Ont., which if proved authentic will mean much to The Consolidated Lake Superior Co., Ltd. in particular and to Canada in general. It is stated that the Loon Lake company have, after heavy expense, prov-

ed the presence of high grade Bessemer ore in paying quantities in their mines and have sold their entire product to The Consolidated Lake Superior Co.

It will be remembered that all of the troubles of The Consolidated Lake Superior Co. have arisen from the fact that it had no Bessemer ore of its own. The famous Helen mine, valuable as it is, is too high in phosphorus for rail making. Had the company been able to send out rails that were not somewhat brittle, the present reorganization scheme would never have been necessary. The final and full success of the great industries at the Canadian "Soo" rested on the discovery of the Bessemer mine.

A short time ago the Algoma Central Railway was built two hundred miles through the wilderness of Algoma to bring Michipicoten ore to the Soo, and the track passed within a mile and a quarter of Loon Lake. Immediately work was begun there, and that it has resulted most satisfactory may be seen from the fact that the Lake Superior Consolidated has just signed a contract to take all the ore the mine can produce at a stated price.

A NEW STEAM WASHER.

The Canadian Wringer and Specialty Co., of Toronto, are about to add to their many lines a steam washer, and look forward with every confidence to a big sale for it. A patent has been applied for. The feature is an automatic reversing motion. It will be made in both wood and steel. The Canadian Wringer Co. will go to the trade with their washer backed up by a creditable wringer record.

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Varnishes.
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MAY 27 1885
J. Frank Si
Page 25
Rudby

HEATING AND PLUMBING

GRATE, HEATING AND GLASS SURFACE.

LAST week's article on the above topic aroused considerable interest in Canada, as it seemed to do in the United States. The opinions expressed have come out the following in the same exchange.

There is already sufficient trouble in selling hot air furnaces to many dealers, without being put to the further trouble of furnishing the additional information which the article on "Grate, Heating and Glass Surface" would give. The majority of my customers care little about how many square feet of grate surface or heating surface a furnace presents, or the exposed surface in a building which it is capable of taking care of. What they desire to know is "how much?" and to have the assurance, however gauzy it may be, that a 36-in. Best furnace will do as much as the 40-in. Absolute Best furnace.

This may be rather hard on a few of the best hot air furnacemen, but it is true that an awfully big crowd of men use all of their talent and shrewdness in money making rather than in studying the scientific side of their business. A good many furnacemen do not care anything about information of the character that the article will provide, as they would not know how to use it, and prefer to have somebody else say what size of furnace and what size of pipe they should use. I cannot see that a great majority of the furnacemen would be benefitted if the furnace manufacturers put in their catalogues a lot of square foot business. Those furnacemen who make the most trouble and need the most assistance have not read the helpful suggestions and information that some of the best furnace houses have put in their furnace catalogues and literature. If the trade was hungry for the information and clamoring for it, then there might be some reason for it.

I am aware that I may be severely criticised for not taking the "upward and onward" cry, and not exerting some effort to elevate the craft who need help, but then I remember that the youth who cried "Excelsior" has the reputation of being frozen to death. However, furnacemen are not in the refrigerating business, and it may not be amiss to give them a roast because some seem satisfied in ignorance and talk back when somebody tries to force them to acquire informa-

tion. Surely, if they had it, I would often have it easier, but a campaign of education means to expend largely of the "strenuous," and the anticipation makes me feel feeble.

A MANUFACTURER'S OPINION.

"Manufacturer" adds in last week's issue the following views: I cannot agree with the conclusions above, but feel that furnacemen should take more interest in their work and endeavor to raise it to a higher plane and secure in many more high class buildings the use of hot air furnaces. Possibly this is due to the fact that, in far too many instances, the furnace heating system installed has been anything but a credit to that branch of heating, and the resulting dissatisfaction has led to the selection of some other means of heating. Being human, I cannot help but rejoice in the fact that, in many instances, cheap steam and hot water work has left the purchaser as much dissatisfied as he was with the furnace heating plant. It may be that a great deal of the unsatisfactory work is due to a want of interest, and that the grate, heating and glass surface data, if understood, would revolutionize furnace work.

Furnace manufacturers, however, have to meet a sharp and severe competition. They manufacture goods to suit the demand of their customers who are considered capable of selecting an apparatus best adapted to the work in hand. Furnace manufacturers cannot be expected to act as wet nurses to men who engage in a line of business, but know little of it, and, in consequence, select competitive apparatus for buildings requiring the best goods to be obtained. It is not always pleasant to measure up an apparatus and find that in the amount of heating surface presented it is two or three feet short of what some other less desirable apparatus may expose, made by some competing firm who would shout everywhere the difference in their favor, regardless of the fact that there might be a wonderful discrepancy in the efficiency, due to other constructive features.

If, however, there has been a sufficient change in the aims and ambitions of furnace heating contractors to warrant the presentation in catalogues of information along the line suggested, I am not willing to be one of those who think that the good old way is the best, but am ready to conform to the necessity of the hour. Whether or not the sale of fur-

naces has suffered from the lack of scientific information, each individual must decide for himself. It is quite possible that if reliable data were available and were generally used by furnacemen in an intelligent manner, many of the cheaper competitive furnaces would be relegated to the rear, not to say the scrap heap.

I shall watch with some interest the reception of this suggested blank, and should furnace contractors take sufficient interest in it to make the data that could be accumulated valuable, I will be glad to contribute my mite for the advancement of furnace heating.

BUILDING PERMITS ISSUED.

TORONTO.

W. A. Elliot, pair semi-detached brick dwellings on Macdonnell avenue, to cost \$4,500.

J. Wheller, three pairs semi-detached brick dwellings on Victor avenue, to cost \$10,200.

Mann & Rich, addition to factory on Bathurst street, to cost \$6,000; builder, R. Howitt.

W. Plew, pair semi-detached brick and stone dwellings on Cottingham street, to cost \$4,000.

W. H. Morgan, two-storey brick dwelling on corner of Pape and Brighton avenues, to cost \$2,600.

D. Schwalm, pair brick semi-detached dwellings on Ossington avenue, to cost \$3,000; builder, D. Schwalm.

The Harris Abattoir Co., alterations to basket-room at their plant on Jarvis street, to cost \$5,000; builder, G. Richardson.

John Hamilton, brick and stone residence on Shaw street, to cost \$4,800; architect, E. R. Babington; builders, W. Holls & Son.

Armstrong & Cook, two pair semi-detached brick and roughcast dwellings on Regent street west, to cost \$2,400; architect and builder, U. Shunk.

Dr. Griffith, brick and stone dwelling on corner of Queen street and Jamieson avenue, to \$5,000; architect, Jas. Nigham; builder, Chas. Coutts.

Eastmure & Lightbourne, three-storey brick and stone office on Adelaide street west, to cost \$3,000; architect, R. J. Edwards; builders, Witchall & Son.



THINK
ABOUT
IT

*See Book 15
Page 88
over*

Your Paint Business!

Is it good, is it bad, is it indifferent? It ought to be good. Every paint business ought to be good. There's more paint selling this year than ever before—we find it so anyway—you will find it so, too, if you want to—Take a look at

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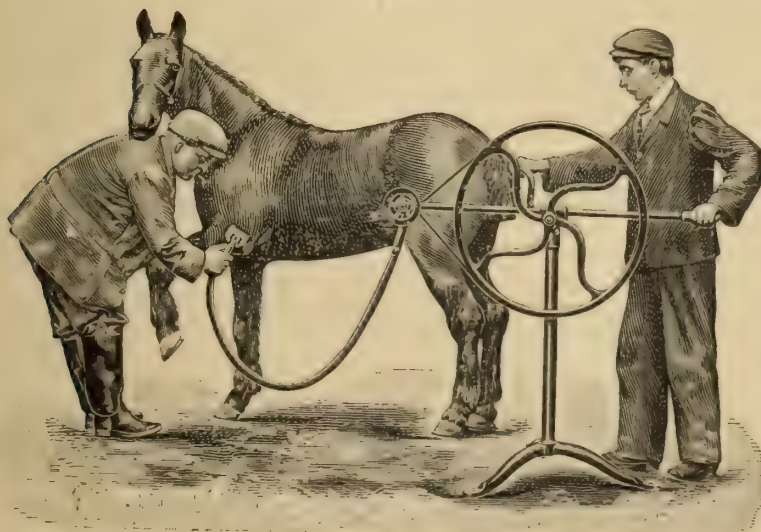
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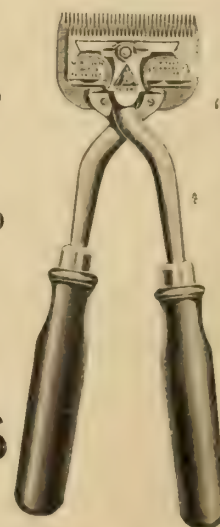
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AFTER
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NEARLY
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PRESERVING METALLIC SURFACES.

THE wide-spread use of metals for constructional, engineering, sanitary and domestic purposes is patent to everyone, and any question relating to the preservation of these metals is therefore a matter of everyday importance, says Ironmonger.

When we consider somewhat carefully the coating or coloring of metallic surfaces with paints and other media we have to make a distinction between coating and coloring for the purpose of simple ornamentation and adornment, and coating and coloring for the purpose of preservation. Different rules for the selection of the most suitable paints and media apply in these two cases, and to choose media for preservative purposes is a more difficult matter than the selection for ornamentation only. What do we mean when we talk of preserving metals? Speaking broadly, we usually mean protecting them from changes from within and from without. The changes from within are those that result from corrosive actions originating below the surface. They may be due to decomposition of the metal, or, if it be a compound metal or alloy, to some constituent change in the compound; or they may be due to traces of moisture or acid retained within the pores of the metal; or again, to mechanical causes—such as expansion or contraction of the metallic structure. Changes from without may be due to the ordinary oxidising action of the atmosphere, the commonest illustration being that in which metallic iron gradually assumes the condition of oxide of iron. They may further arise from the action of corrosive constituents in the atmosphere, such as sulphur or free acid. Again, the metal may be used under abnormal conditions, such as in the presence of salt water and the like.

SURFACES AND OXIDATION.

In order to investigate satisfactorily the probable causes of corrosion and destruction of metal surfaces, and the most likely means of preventing the same, there are three points which must first be clearly understood. (1) The composition of the surface itself. Iron, stone, and wood are all entirely different, and the nature of the destructive actions which take place in them, therefore, varies. (2) The destructive agents to which the surface in question is exposed. These, as we have outlined above, may consist of the atmosphere, moisture, corrosive gases, mechanical expansion, and the like. (3) The composition of the proposed preservative agents, these having to be selected partly with a view of their inherent qualities, and partly with respect of the action which their constituents are likely to have on the surface under treatment.

In what follows we will try to explain briefly the three above-mentioned points. First, with respect to the composition of the surface. We are at present only considering metals, and therefore we will leave such materials as stone, brick, wood, etc., out of the question. There are some metals that are so constant in their character that they require no artificial protection, typical among these being gold, silver, aluminum, etc. The action of the atmosphere, even in the presence of moisture, is not sufficient to corrode the surface of these metals. It is true that silver is liable to tarnish, but we are now speaking broadly and in general terms, and it is therefore quite correct to say that all the metals mentioned are practically proof against oxidation from without. Another group of metals which is comparatively proof against external influences includes lead, tin, copper, and nickel, or alloys of these metals. These are not usually affected externally by simple oxidation, but they are not proof against powerful corrosive influences, such as the action of acid fumes. Chemists tell us that the surface of lead, tin, and copper, when exposed to air, becomes coated with an exceedingly minute film of oxide, which protects the underlying portion from further action, and it is only under abnormal circumstances that we have to protect such surfaces. A simple instance of one of these abnormal cases is that provided by ship-bottoms sheathed in copper plates, upon which anti-fouling compositions have to be largely used.

THE CORROSION OF IRON.

We come now to the all-important constructional metal, iron, and this is the material to which we propose specially to direct attention. At the present time iron is used in three forms—cast iron, which is employed for columns, bed-plates, frames, and other portions of constructional work where toughness and elasticity are not essential; wrought iron, for rails, girders and other pieces of work where great toughness and resistance to lateral pressure are necessary, and steel, the latter having to a great extent replaced wrought iron at the present time. Even in these three forms of iron, where the composition of the surface might be by many persons considered to be identical, there are great differences in the progress and action of corrosion. This may be easily proved by exposing to the atmosphere, air and damp small portions of the three materials, and then observing the appearance of the powder and scales of rust that form. Simple experimenting in this direction will give anyone who is interested in the subject a better idea of the problems presented than the perusal of many text-books.

We come now to the causes that act destructively on iron structures. The most important of these is the action of the atmosphere in conjunction with moisture. It must never be forgotten that iron is porous, and that as soon as it leaves the casting-moulds or rolling-mills it absorbs air and moisture. Being at a high degree

of temperature, this moisture is in the form of vapor, but when the iron cools down the vapor becomes condensed, so that when the iron goes out into the market it contains within itself the elements of corrosion. Painting such a piece of ironwork with ordinary paint simply seals up the moisture within the pores. Those who have studied the subject scientifically are of opinion that corrosion can only be prevented effectually by treating the iron in the still hot condition. Dipping in raw linseed oil or in certain mixtures of mineral oils is considered by some to be the best treatment. It has been found that iron girders which have been carefully painted several times often show signs of corrosion below the paint, the surface of which appears perfect and homogeneous. Further investigation has shown that paint films are often porous, that is to say, they admit of the passage of air through them. This can only be prevented by the selection of effective thinning media in the paint.

We have already referred to mechanical causes affecting the durability of paint on iron structures. Everyone is aware how iron expands with heat and contracts with cold, and unless the paint films that cover the metal are of such a nature as to approximate in elasticity to the underlying metal they are sure to crack, after which, of course, corrosion is set up.

SPECIAL CORROSIVES.

We have finally to consider the action of certain special corrosives, such as acid, sulphur, sea water, electricity, and the like; these require special provision. Galvanic action plays a considerable part in the corrosion of ironwork. The action is set up by inequalities in the texture or composition of the metal, or also by different metals in contact. It has been found that cast iron and wrought iron when placed in juxtaposition will set up galvanic action. Newman, who has studied this question closely, says: "The carbonaceous deposit on iron or steel tends to assist corrosion by acting as a nucleus to retain moisture and acids, and also by condensing the acid in its pores and by inducing galvanic action, carbon being electro-negative to the iron." It may be stated with perfect certainty that the more stable and permanent all the constituents of the protecting film are, the better will that film answer its intended purpose as a preventive of corrosion. Thus white lead is chemically a somewhat unstable body; it is easily acted upon by acids, giving off carbonic-acid gas, which is itself an active corrosive agent. White lead also exercises a well-known effect on linseed oil. There is every reason to suppose, therefore, that films of paint containing ordinary white-lead and linseed oil are not by any means in every case the best priming for iron structures. Consider, again, the relative merits of raw linseed oil and boiled linseed oil for the same purpose. It is sometimes stated that a good priming for ironwork is simply boiled linseed oil. This we are not prepared to dispute, provided the boiled oil be prepared in a special manner. But much of the boiled oil now found in commerce tends to set up corrosive action owing to the rapid absorption of oxygen which takes place as it dries.

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FIRE BRICKS,
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PULLMAN MFG. CO.
Rochester, N.Y., U.S.A.

IT'S EASY WITH
CONNOR'S O.K. ROTARY WASHER



This machine has a heavier fly wheel than any other similar machine. That's why it works the easiest and runs smoothest. They cost you no more than the ordinary kind. Write for our catalogue and price list.

J. H. Connor & Son, Limited,
Manufacturers Washers and Wringers, OTTAWA.



BUILDERS' SUPPLIES

Fire Bricks, Fire Clay, etc.

ALEX. BREMNER, 50 Bleury Street, Montreal, Que.



STEVENS

Shot Gun Cleaner



PRICE, 50 CENTS.

YOUR JOBBER HAS THEM.

SEND FOR CATALOG.

J. STEVENS ARMS & TOOL COMPANY,

P.O. BOX 217,

Chicopee Falls, Mass., U.S.A.



H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Gauge.
Steel and Twist Barrels
Superior in Design, Workmanship
and Finish, and the most popular
Gun on the Market.



Simplest
"Take Down"
Gun Made

HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers.
Catalog on request. Worcester, Mass., U.S.A.



Established Cable Address.
1832. "Bliss."

MANUFACTURERS

Wood Turnings, Hand,
Bench and other Screws
Mallets, Handles, Vises
Clamps, Tool Chests
Croquet, Lithographs
Wood Toys, Novelties
and also the celebrated

Wood's Patent Car
Gate

For Street and Steam Rail-
road Cars.

The R. BLISS MFG. CO.

Pawtucket, R.I., U.S.A.

Canadian Representative: ALEXANDER GIBB, 13 St. John St., MONTREAL.
75 YEARS ESTABLISHED 1825. 75 YEARS

WHY sell Old Style Cork Screws?

The People Want

WALKER'S SELF-PULLING

which draws the cork, cuts the wire, removes crown, seal and aluminum stopper. Does the whole thing. Each one tested and guaranteed. We manufacture over 50 different styles.

ERIE SPECIALTY COMPANY, Erie, Pa., U.S.A.



CARNEGIE ON THE FUTURE OF STEEL.

IN opening the Autumn conference of the Iron and Steel Institute, Barrow, Eng., Andrew Carnegie gave a review of the development of the steel industry and ventured to prophecy as to its future. After a comparison of 1874 with to-day he said:

The work of a week is now done in a day, but great as that contrast, here is one still greater. There have been made and sold without loss hundreds of thousands of tons of four-inch steel billets at three pounds for a penny. Surely, gentlemen, the limit has been reached here.

"To make that three pounds of steel at least ten pounds of material were required three pounds of coke, mixed and transported sixty miles to the works, one and one-half pounds of lime, mined and transported 150 miles, and four and one-half pounds of ironstone, mined at Lake Superior and transported 900 miles to Pittsburg, being transferred twice, once from cars into the ship, and again from the ship into the railway cars. How it was done I cannot pretend to tell you, but I know the figures are correct. But every time I repeat them I doubt their possibility. This was done during the day of depression, when everything was at the lowest. Costs are several dollars per ton higher to-day, during this period of boom in America.

"Gentlemen, such is the contrast between 1874 and 1903. What is it to be twenty-nine years hence? What changes are to come? I have tried to imagine some of its features. It is scarcely possible that this country can increase its product of iron and steel materially. Let us hope that the product will not be decreased. The vital element in the matter is, as we all know, the supply of iron ore. Many of you are conversant with the situation here. I only know what I learn from others, but undoubtedly the attention of the iron and steel manufacturers should be directed to this question. Where and how can they obtain a supply of iron ore?

"Nor is it a question which the manufacturer of America can safely neglect. It was because it forced itself so strongly upon us that we secured such an abundant supply of the best ore obtainable. For sixty years, I think, the United States Steel Corporation is supplied at its present rate of consumption. It is upon future discoveries of iron ore that the future of cheap steel manufacturing, even in America, depends. There are immense deposits in now inaccessible parts. In Utah, for instance, and in southern California, large deposits have been found, so that steel will continue to be manufactured, but it would not surprise me if

its cost was very greatly advanced in the future.

"It seems almost miraculous that such an article as steel could be produced and sold without loss at three pounds for a penny. I am convinced that this is a thing of the past. It will be a question of increased cost, and therefore of increased price, so that neither Britain nor America need fear that steel manufacture will be wholly lost; the world will gladly pay the increased price necessary to obtain it. During the next half century it seems that America is to increase her output at a tremendous pace. The output of Britain will perhaps remain stationary, or even increase somewhat, if developments in Norway and Sweden prove satisfactory.

"Gentlemen, even if this Barrow meeting should fail to rank in importance historically with the first one, I am sure that in the warmth of welcome received, in the enjoyment of the occasion and in the meeting of one with another, the records will not fail to show that 1903 compared favorably even with its epoch-making predecessor."

TRADE MARK TRANSFERS.

LAST week, in the course of a half-hour's conversation, **HARDWARE AND METAL** learned much regarding transfers used to form artistic trade marks and firm names on metal and wooden goods. The samples shown in the Montreal office of Palm Fechteler & Co., New York, included many of the most familiar trade marks, as well as firm names, known all over Canada.

These transfers can be fired into metal goods, leaving a handsome design which cannot be erased by ordinary means, and will retain its brilliancy for many years.

Their success in wooden goods is well recognized, many of the most prominent designs on wagons, carriages and agricultural implements being the work of this firm. Palm Fechteler & Co., who have branches at New York, Chicago and Montreal, have been established over 40 years, and now control factories in Germany, where these novelties are made. All through the United States and Canada the quality of their goods has given them an enviable reputation.

Perhaps their largest business is done with the carriage and implement trades, and for the benefit of their patrons in these trades they carry a large assortment of stock suitable for their purposes. The reproduction of trade marks and firm names and special designs of all kinds is a specialty with the firm, and patrons may

have any design prepared for them at any time.

Special discounts are offered to hardware merchants who desire to stock their goods, and everything possible is done to advance the interests of agents. Hardware merchants would do well to look into this matter. For some time we have been urging the advisability of handling as many novelties and side lines as possible. Profits on staples have been cut to almost nothing, and the hardware merchants who are making money now are those who have extended their business. The staples must not be neglected, but profits come from the side lines. Hardware merchants who are interested may procure a copy of a large illustrated catalogue by applying to Mr. James N. Warminton, Room 36, 207 St. James street, Montreal.

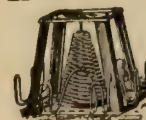
MANUFACTURE OF ALUMINUM.

Rubel's process relates to the production of aluminum by smelting, without the employment of electricity, says Kuhlow's German Trade Review. Alumina is used, which must be as pure as possible, and is at first treated to redness at a temperature of about 1,800 degrees C., then ground and mixed with phosphate of lime, or any other substance containing this compound, sulphuric acid, and a substance effecting the exclusion of the air from the surface of the mixture, such as mineral oils, coal dust, etc. The mixture is put into a crucible or retort, and exposed during a certain time to a temperature of between 1,000 to 2,000 degrees C. after the air has been excluded. After congealing, the contents of the crucible consists of two layers; molten metal is at the bottom, and this is covered by a layer of slags, which are mostly not molten together but powdery. The metal thus obtained always carries more or less phosphates and silicates taken up from the walls of the crucible. To obtain a pure metal, the impure metal is resmelted with lime, or a small quantity of lime is immediately added to the mixture while still in the molten condition.

ONTARIO SILVER CO., Limited,

NIAGARA FALLS, CANADA.

Manufacturers of **FLATWARE, CUTLERY and ELECTRO PLATE.**
Ask for our Catalogue and Quotations.



Wire-Cone Incandescent Toaster

Only perfect Bread Toaster for Gas or Gasoline Stoves. No smoky taste to bread toasted on this toaster. Write for prices.

H. O. Edy, Montreal. E. T. Wright & Co., Hamilton.
HARKINS & WILLIS,

Manufacturers and Inventors, ANN HARBOR, Mich.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export. With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables— Emlyn Engineering Works,
Machinery, Newport, NEWPORT, MON., ENGLAND.



Steward & Romaine Mfg. Co.

EXPANSION and
TOGGLE BOLTS

For fastening all kinds of material to Brick,
Stone or Cement,

124 North Sixth St., Philadelphia, Pa.



ONTARIO WIND ENGINE
& PUMP CO.,
Limited.

CALVANIZING.

Phone
Park 822
Atlantic Ave., Toronto



Send to-day for DISPLAY BOX of
"Solarine" METAL
POLISH

Contains 1 doz. sample size tins, attractive
retail tins each. Every tin warranted.
UNEXCELLED FOR HOUSEHOLD trade.
Attractive window-card sent with order.

Address,
"Solarine" 60 George St., TORONTO.

Economy Counts

even in wrapping papers. The quality of our brown and manilla papers makes them cheaper than the so-called cheap papers. Strength and durability make them reliable and satisfactory.

MADE IN CANADA.

Canada Paper Co., Limited

TORONTO MONTREAL.

TRUCKS

for Warehouse
and Factory.



Save You Money
Do Men's Work
Draw no Salary

Our Trucks are guaranteed satisfactory.
Turn in their own length.

MADE IN CANADA.

H. C. Slingsby for Canada.

Factory, Temple Building,
Ontario Street, MONTREAL.

CUT THIS OUT. PASTE IT
PROMINENTLY.

BRASS and COPPER

—Sheets

—Rods

—Tubes

CUT TO YOUR ORDER

BOOTH COPPER CO.

119-123 Queen St., East
TORONTO. Limited

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as \$1 000) may pass as one word. Cash remittance to cover cost must in all cases accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto



G. A. Crosby & Co. of Ontario,
SARNIA, ONT. LIMITED

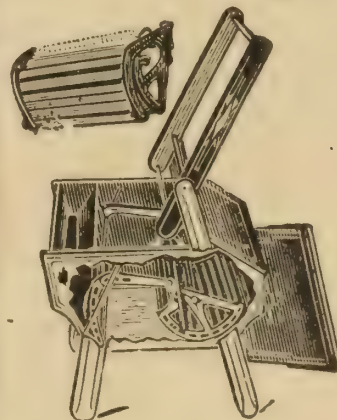
Manufacturers of
Patent Automatic Can Making Machinery, Presses,
Dies and Special Machinery for Working Sheet Metal

H. W. Petrie, 111-145 Front Street West, TORONTO Selling Agent.

RAWHIDE WHIPS.

A magnificent line. Waterproof—a process we control. Waterproof inside and out. A Morgan label means a good deal.

THE MORGAN CO., Limited, TORONTO.



Vollmar Improved Perfect Washer

It has a most enviable record. A perfection of its kind—will wash more clothes in less time, do it better and easier, with less wear and tear, than any other machine. Prices on application.

COLBORNE Sept 19th, 1902,

MESSRS. WORTMAN & WARD MFG. CO., LONDON.

DEAR SIR:—We have used the washer again and find that further use increased its value to us. The girls are simply delighted with it, as they can do the washing and be presentable to callers if need be.

MRS R WEEKS

The above is a sample of the many kind words said about the Vollmar (Use the street No. when addressing us.)

The Wortman & Ward Mfg. Co., Limited
No. 1500 William Street, London, Ont.

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Special terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

—OFFICES IN CANADA—

HALIFAX, N.S.
OTTAWA, ONT.
VANCOUVER, B.C.

HAMILTON, ONT.
QUEBEC, QUE.

LONDON, ONT.
ST. JOHN, N.B.
WINNIPEG, MAN.

MONTREAL, QUE.
TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

INDUSTRIAL GOSSIP

Hardware and Metal will be pleased to receive from any authoritative source industrial news of any sort, the character of the news being of companies, establishment or enlargement of mills, factories, foundries or other works, or of trading firms, etc. All such correspondence will be treated as confidential when desired.

THE Ontario Mining and Smelting Co., Bannockburn, Ont., have started their new smelting furnaces. This is believed to be the first time in the history of Ontario that the smelting of lead from native ores has been successfully accomplished, and it is now the only smelter of such a nature, with the exception of one at Trail, B.C., in Canada.

Thomas Dunderale, of Ottawa, was in Winnipeg last week to begin the preliminary work of installing for the Electric Street Railway Company a new gas plant, to be added to the present works at Point Douglas. The company have extensive property rights in Winnipeg, and the business of the gas company has increased to such an extent that additional works are necessary, with an entirely new plant and machinery. Hundreds of miles of new pipe will be laid down. Gas will be made from coal instead of oil as at present.

NOTES

The Carman roller mills, Carman, Man., has been destroyed by fire.

The North Star Co. is building an elevator at Fleming, N.W.T.

The Jarvis Concrete Co., have decided to erect an addition to their plant in Toronto.

The Sicily Asphaltum Paving Co., Montreal, have installed a plant in Quebec valued at \$12,000.

The International Harvester Co., Chicago and Hamilton, will build a binder twine factory at Hamilton.

Breckenridge & Lund, who have acquired a coal property near Blairmore, N.W.T., will engage 25 men in working it.

A branch of the Kemptville concrete works has been opened at Spencerville, Ont., where a full line of the wares turned out in Kemptville will be manufactured.

A. J. Stewart, Limited, Toronto, have been incorporated to manufacture confectionery, etc., in succession to A. J. Stewart. Directors: A. J. Stewart, J. F. Roelofson and W. B. Close, Toronto.

The Investors Co., Limited, Toronto, have been incorporated to carry on business as brokers, promoters and financial agents; capital, \$100,000. Directors: A. C. Cornell, E. L. Young and J. H. Hallett.

The H. A. Clemens Co., Limited, Guelph, Ont., have been incorporated to manufacture wooden ware, building materials, etc.; capital, \$50,000. Directors: J. S. and H. A. Clemens and W. G. Field, of Guelph.

The American Seeding Machine Co. have been authorized to do business in Ontario

as manufacturers of seeding machines and other implements. Edmund Sweet, Brantford, is accredited attorney of the company.

The Stratford Improvement Co., Limited, have been incorporated to do business as real estate agents at Stratford, Ont.; capital, \$50,000. Directors: A. J. MacPherson, W. J. Mooney, Geo. McLagan, Royal Burritt and E. T. Dufton.

The Cornwall Paper Mfg. Co., Limited, have been incorporated as paper manufacturers in Cornwall, Ont.; capital, \$250,000. Directors: M. P. Davis, R. R. McLennan, S. Greenwood, R. J. Pitts, E. H. Brown, Joseph Squire and Peter C. Derochie.

The Lucinda Gold Mining Co., Limited, Sault Ste. Marie, Ont., have been incorporated with \$100,000 capital to carry on a general mining business. Directors: F. M. Dole, C. M. Dysinger, Menzo Gates, F. D. Root, A. E. Sharpe and P. R. Carter.

The New Ontario Farm and Townsites Syndicate, Limited, have been incorporated to acquire land, construct buildings, etc., and to succeed The Ontario Townsites Syndicate; capital, \$300,000. Directors: H. S. Jevons, R. MacKerrow and W. T. McMahon.

The Farrar Transportation Co. have been incorporated at Collingwood, Ont.; capital, \$250,000. Directors: C. A. Farrar, F. A. Bassett, Francis Scott, G. P. Pearsall, G. E. Fair and W. Carmichael, Collingwood.

The Grey and Bruce cement works, which were closed down since July 1, will resume operations next week. The new rotary has been installed, and it is expected that it will increase the daily output of the works about 200 barrels. The capacity of the mill before was 250 barrels a day.

The Vera Mining Co., Limited, Sault Ste. Marie, Ont., have been incorporated to carry on a general mining business; capital, \$1,000,000. Directors: P. J. Finlay, D. B. Macdonald, Percy and Thos. Robinson, L. McTavish, I. Rubenstein, C. A. Anderson, J. O'Boyle, John A. Hussey.

CANADA'S PAVILION AT ST. LOUIS.

The contract for the erection of Canada's pavilion at the St. Louis "World's Fair" has been awarded to John J. Dunnivant & Co., the contract price being \$28,000. The building will be two storeys high, 100 feet square and surrounded by porticos. The architect is L. Fennings Taylor, of Ottawa. The building must be completed by December 1.

The Canadian reservation is about half way between the Agricultural Building and the Forestry, Fish and Game Building. The pavilion, which will serve as a club house for Canadian visitors to the Exposition, will stand southwest of and close to the big floral clock on the northern slope of Agriculture Hill. The building will face the avenue which runs north and south in front of the Administration Building and extends to the Agriculture Building.

The Agriculture Building, near which the Canadian building will be, is one of the finest structures on the grounds. It is 1600 by 500 feet and cost \$529,940.

SHEET IRON AND STEEL

We have twenty different Works, and make all varieties of sheets.

There is but one Apollo; but one Patent Planished; one Wellsville Polished.

Quick service.

Return a whole sheet for an inch of fault.

American Sheet Steel Company, New York
Representatives for Canada
B. & S. H. Thompson & Company
58 St. Sulpice Street
Montreal



H. BOKER & CO.'S

TREE BRAND



Razors, Pocket Knives AND Scissors

ARE WELL KNOWN FOR THEIR RELIABLE QUALITY.

CURRENT MARKET QUOTATIONS.

Sept. 11, 1903.

STEEL BOILER PLATE.

1 in.	2 50	2 60
3-16 in.	2 60	2 70
1/2 in. and thicker.	2 50	2 60

BLACK SHEETS.

10 and 16 gauge.	2 55	2 70
18 gauge.	2 70	2 80
20	2 70	2 80
22 to 24 gauge.	2 80	2 90
26	2 90	3 00
28	3 00	

COPPER WIRE.

Discount, 50 per cent.		
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CANADA PLATES.

All dull, 52 sheets.	2 75	
Half-polished	2 85	
All bright	3 00	

IRON PIPE.

Black pipe	Per 100 feet.
1/2 inch	2 30
3/4	2 30
1	2 35
1 1/4	2 45
1 1/2	2 55
2	3 05
2 1/2	3 15
3	3 25
3 1/2	3 35
4	3 45
4 1/2	3 55
5	4 05
6	4 15

Galvanized pipe—

1/2 inch	3 20
3/4	3 45
1	3 50
1 1/4	4 05
1 1/2	4 15
2	4 25
2 1/2	4 35
3	4 45
3 1/2	4 55
4	5 05

Malleable Fittings—Discount 15 p.c.

Cast Iron Fittings—

On unions, 55 per cent.; on nipples, 60 per cent.; on all others, 50 per cent.

GALVANIZED SHEET.

G.C. Comet Bell. Head

16 gauge.	4 05	3 75	3 75	4 05
18 to 24 gauge.	4 05	3 75	3 75	4 05
26	4 25	4 00	3 90	4 25
28	4 50	4 25	4 05	4 50

American brands, \$4.40 for 28 gauge. Less than case lots 10 to 15c extra.

CHAIN.

Coil, 3-16 in., per 100 lb.	
1/2	7 85
3/4	8 10
1	8 25
1 1/4	8 40
1 1/2	8 55
2	9 10
2 1/2	9 25
3	9 40
3 1/2	9 55
4	10 10

Halter, kennel and post chains, 40 to 48 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.
Jack chain, iron, single and double, discount 35 p.c.	
Jack chain, brass, single and double, discount 40 p.c.	

COPPER.

Ingot.	Per 100 lb.
Casting	15 00

Bars.

Cut lengths, round, 1/2 to 1 in.	23 00	25 00
round and square, 1 to 2 inches.	23 00	25 00
Sheet.		
Plain, 14 oz., and light, 16 oz.	22 00	22 50
14x18 and 14x60	22 00	22 50
Plain, 14 oz., and light, 16 oz.	22 50	23 00
Irregular sizes.	22 50	23 00
Tinned copper sheet	24 00	
Planished	32 00	

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	0 23
35 to 45 "	0 22
50-lb. and above "	0 21

BOILER AND T.K. PITTS.

Plain tinned, per lb.	0 28
Spun, per lb.	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent.	
Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb.	0 23 1/2

ZINC SPELTER.

Foreign, per 100 lb.	6 25	6 50
Domestic "		

ZINC SHEET.

5-cwt. casks	6 25	6 50
Part casks	6 75	7 00

LEAD.

Imported Pig, per 100 lb.	3 50
Bar, per lb.	0 05
Sheets, 24 lb. sq. ft., by roll	0 06 1/2
Sheets, 3 to 6 lb.	0 06

NOTE. Cut sheets 1c. per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 35 p.c. dis. f.o.b. Toronto.

NOTE. Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

SHOT.

Common, \$6.50 per 100 lb.; chilled, \$7.00 per 100 lb.; buck, seal and ball, \$7.50. Discount, 17 1/2 p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS.

Light soil pipe, discount, 45 and 5 per cent. fittings, discount 50 and 5 p.c. Med. and Extra heavy pipe and fittings, dis. 35 and 5 per cent. 7 and 8-in. pipe, discount 40 and 5 per cent.

SOLDER.

Bar, half-and-half, guaranteed	Per lb.
Bar, half-and-half, commercial	0 19
Refined	0 19
Wiping	0 17

ANTIMONY.

Cookson's	per lb.	9 00
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WHITE LEAD.

Pure.	Per 100 lb.
No. 1	5 00
No. 2	4 62 1/2
No. 3	4 25
No. 4	3 87 1/2
Munro's Select Flake White	3 50
Elephant and Decorators Pure	5 25
Brandram's Genuine	6 50
" Decorative	6 00
" No. 1	5 50
" Monarch brand	6 12 1/2
Decorators Pure	5 50

Essex Genuine	5 25
Ramsay's Pure Lead	4 75
Ramsay's Exterior	4 50

RED LEAD.

Genuine, 500 lb. casks, per cwt.	\$1 75	\$5 00
Genuine, 100 lb. kegs.	5 25	5 50
No. 1, 500 lb. casks, per cwt.	1 00	1 25
No. 1, 100 lb. kegs, per cwt.	1 25	1 50

WHITE ZINC.

Extra Red Seal	0 06	0 08
No. 1	0 05	0 07
No. 2	0 05	0 06

DRY WHITE LEAD.

Pure, casks	5 25
Pure, kegs	5 75
No. 1, casks	5 00
No. 1, kegs	5 25

PREPARED PAINTS.

In 1/2, 1 and 1-gallon tins.

Pure, per gallon	1 20
Second qualities, per gallon	1 00
Barn (in blks.)	0 60
The Sherwin-Williams' paints	1 40
Canada Paint Co.'s pure	1 25
Toronto Lead & Color Co.'s pure	1 25
Sanderson Pease's pure	1 20
Standard Co.'s "New Era"	1 30
"Globe" barn	60
Francis Frost Co.'s "Ark" Bd	1 25
British Navy deck	1 50
Henderson & Potters "Anchor"	1 35
Globe Paint Co.'s mixed	1 30
barn and bridge	0 75
Ramsay's paints, Pure, per gal	1 20
Thistle	1 00
Outside, blks	0 55

COLORS IN OIL.

25-lb. tins, Standard Quality.

Venetian red, per lb.	0 03 1/2	0 05
Chrome yellow	0 12	0 14
Golden ochre	0 07	0 10
French	0 06	0 08
Mariane black		0 04
Chrome green		0 10
French Imperial green		0 14
Signwriters black		0 16
Umber	0 04	0 06
Sienna	0 04	0 07

COLORS, DRY.

Common ochre, blks.	1 15	1 30
Yellow ochre (J.F.L.S.) blks.		2 00
Brussels ochre		2 00
Venetian red, blks	1 50	2 25
English oxides, per cwt	3 00	3 25
American oxides, blks.	1 25	2 75
Canadian oxides, blks.	1 25	1 75
Super magnetic oxides, 93 p.c.	2 00	2 25
Burnt sienna, pure, per lb.		0 10
umber		0 08
Raw umber		0 08
Drop black, pure		0 10
Chrome yellow, pure		0 18
Chrome greens, pure per lb.		0 09
Golden ochre	0 03	0 04
Ultramarine blue, in 25-lb. boxes, per lb.	0 06	0 12
Fire proof mineral, per 100 lb.		1 00
Genuine Eng. Litharge, per lb.		0 07
Mortar color, per 100 lb.	1 25	1 50
Pure Indian red, No. 45, lb.	0 08	0 10
Whiting (common), blks	0 35	0 60
English vermilion in 30-lb. bgs.		0 85

BLUESTONE.

Casks, for spraying	5 50
100-lb. lots do per lb.	0 08

Remington Hammerless Shot Gun

GUARANTEED FOR NITRO POWDERS

Grade K. Made with Remington blued steel barrels.



Send for Catalogue containing complete description of Guns, \$25.00 to \$250.00, mailed free.

Grade K E D. Made with Damascus barrels and Automatic Ejector.

REMINGTON ARMS CO., ILION, N.Y., 13-3317 Broadway, New York.
SOLD BY LEADING CANADIAN DEALERS. NOT RETAILED BY THE MANUFACTURERS.
 86-88 First St., San Francisco, Cal.

PRESSED SPIKES			
Discount 20 per cent			
PULLEYS			
Hutchinson	per doz	0 55	1 00
AND		0 32	0 33
Saw		0 27	1 00
Amalgam		0 35	2 50
PUMPS			
Canadian eastern		1 80	3 60
Canadian pitcher spout		1 40	2 10
PUNCHES			
Sabblers	per doz	1 00	1 85
Conductor's		9 00	15 00
Finners, solid	per set	0 72	
" hollow	per inch	1 00	
RANGE BOILERS			
Dominion, 30 gallon	per doz, net	6 00	
" 40 "		7 00	
Ronald's Galvanized, 30 gallon		7 40	
" 35 "		8 40	
" 40 "		9 60	
Copper, 30 gallon		22 00	
" 35 "		24 00	
" 40 "		28 00	
Discount off copper boilers 15 per cent.			
RAKES			
Wood	per doz, net	1 20	up.
RAZORS			
per doz.			
Elliot's		4 00	18 00
Gus Butler & Co's		4 00	18 00
Bokers		7 50	11 00
" King Cutter		12 50	15 00
Wade & Bunchers		3 60	10 00
Thick & Quacks		7 00	12 00
Bailey's		6 00	12 00
Bailey's Brantford		10 00	11 00
Carbo Magnetic		15 00	
Griffin Barber's Favorite		10 75	
Griffin No. 65		13 00	
Griffin Safety Razors		13 50	
Griffin Strapping Machines		13 50	
Lewis Bros. "Klean Cutter"		8 50	10 50
REGISTERES			
Discount 40 per cent.			
RIVETS AND BURRS			
Iron Rivets, black and tinned, discount 60 and 10 per cent.			
Extras on Iron Rivets in 1-lb. cartons, 1c. per lb.			
Extras on Iron Rivets in 1-lb. cartons, 1c. per lb.			
Copper Rivets, with usual proportion burrs, 45 per cent. discount. Cartons, 1c. per lb. extra, net.			
Copper Burrs only, discount 30 and 10 per cent. Extras on Tinned or Coppered Rivets, 1-lb. cartons, 1c. per lb.			
RIVET SETS			
Canadian, discount 35 to 37 1/2 per cent.			
ROPE, ETC.			
Sisal		0 11 1/2	
Pure Manila		0 14 1/2	
"British" Manila		0 12 1/2	
Cotton, 3-lb. mesh and larger		0 16 1/2	
" 5-32 inch		0 22 1/2	
" 4 inch		0 15 1/2	
Russian Deep Sea		0 08 1/2	
Jute		0 11 1/2	
Lath Yarn, single		0 11 1/2	
" double		0 11 1/2	
Sisal bed cord, 45 feet	per doz	0 65	
" 60 feet		0 80	
" 72 feet		0 95	
RULES			
Boxwood, discount 55 per cent.			
Ivory, discount 37 1/2 to 40 per cent.			
SAD IRONS			
Mrs. Potts, No. 55, polished	per set	0 70	
" No. 50, nickel plated		0 80	
SAND AND EMERY PAPER			
B & A sand, discount, 40 and 5 per cent.			
Emery, discount 40 per cent.			
Garnet (Rarton's), 5 to 10 per cent. advance on list			

SAP SPOUTS.			
Bronzed iron with hooks	per 1,000	9 50	
SAWS			
Hand, Disston's, discount 12 1/2 per cent.			
S. & D., discount 40 per cent.			
Crosscut, Disston's	per foot	0 35	0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.			
Hack, complete	each	0 75	2 75
" frame only		0 75	
SASH WEIGHTS.			
Sectional	per 100 lb.	2 25	
Solid		1 75	
SASH CORD.			
Per lb.		0 22	0 22
SAW SETS.			
per doz.			
Lincoln and Whiting		4 75	
Hand Sets, No. 1 Woodyatt (Morrill)		4 25	
X-Cut Sets, No. 3 Woodyatt (Morrill)		9 50	
SCALES.			
Gurney Standard, 40 per cent.			
Gurney Champion, 50 per cent.			
Burrow, Stewart & Milne—			
Imperial Standard, discount 40 per cent.			
Weight Beams, discount 35 per cent.			
Champion Scales, discount 50 per cent.			
Fairbanks standard, discount 35 per cent.			
" Dominion, discount 55 per cent.			
" Richelieu, discount 55 per cent.			
Warren's new Standard, discount 40 per cent.			
" Champion, discount 50 per cent.			
" Weighbeams, discount 35 per cent.			
SCREW DRIVERS.			
Sargent's	per doz. 0 65	1 00	
SCREEN DOORS.			
Common doors, 2 or 3 panel, walnut stained, 4-in. style	per doz.	6 80	
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style	per doz.	7 00	
Common doors, 2 or 3 panel, in natural colors, oil finish	per doz.	8 15	
3-in. style 20c. per dozen less.			
SCREWS.			
Wood, F. H., bright and steel, discount 87 1/2 per cent.			
Wood, R. H., bright, dis. 82 1/2 per cent.			
" F. H., brass, dis. 80 per cent.			
" R. H., " dis. 75 per cent.			
" F. H., bronze, dis. 75 per cent.			
" R. H., " dis. 70 per cent.			
Drive Screws, dis. 87 1/2 per cent.			
Bench, wood	per doz. 3 25	4 00	
" iron	4 25	5 00	
Set, case hardened, dis. 60 per cent.			
Square Cap, dis. 50 and 5 per cent.			
Hexagon Cap, dis. 45 per cent.			
SCYTHES.			
Per doz. net	6 00	9 00	
SCYTHE SNATHS.			
Canadian, discount 40 per cent.			
SHEARS.			
Bailey Cutlery Co., full nicked, discount 67 1/2 per cent.			
Seymour's, discount 50 and 10 per cent.			
SHOVELS AND SPADES.			
Canadian, discount 45 per cent.			
SINKS.			
Cast iron, 16 x 24		0 85	
" 18 x 30		1 00	
" 18 x 36		1 40	
SNAPS.			
Harness, German, discount 25 per cent.			
Lock, Andrews'	4 50	11 50	
SOLDERING IRONS.			
1, 1 1/2-lb.	per lb.	37	
2-lb. or over		0 34	
SQUARES.			
Iron, No. 493	per doz.	2 40	2 55
" No. 494		3 25	3 40
Steel, discount 60 to 60 and 5 per cent.			
Try and Bevel, discount 50 to 52 1/2 per cent.			
STAMPED WARE.			
Plain, discount 75 and 12 1/2 per cent. off revised list			
Retinned, discount 75 per cent. off revised list.			

STAPLES.			
Galvanized	3 25	3 50	
Plain	2 90	3 15	
Coopers', discount 45 per cent.			
Poultry netting staples, discount 40 per cent.			
STOCKS AND DIES.			
American discount 25 per cent.			
STONE.			
Washita	per lb.	0 28	0 60
Hindostan		0 06	0 07
Labrador slip		0 09	0 09
" Axe		0 15	
Turkey		0 50	
Arkansas		1 50	
Water-of-Ayr		0 10	
Sydney	per gross	3 50	5 00
Grind, 2-in., 40 to 200 lb., per ton		25 00	
" under 40 lb., "		28 00	
" under 2 in. thick, "		29 00	
STOVEPIPES.			
5 and 6 inch, per 100 lengths		7 00	
7 inch		7 50	
ENAMELINE STOVE POLISH.			
No. 4, 3 doz. in case, net cash		4 80	
No. 6, 3 doz. in case		8 40	
TACKS, BRADS, ETC.			
Carpet tacks, blued	80 and 15		
" tinned	80 and 20		
" (in kegs)	40		
Cut tacks, blued, in dozens only	80		
" weights	60		
Swedes cut tacks, blued and tinned—			
In bulk	80 and 10		
In dozens	75		
Swedes, upholsterers', bulk	85, 12 1/2 and 12 1/2		
" brush, blued and tinned	70		
Swedes, gimp, blued, tinned and japanned	75 and 12 1/2		
Zinc tacks	35		
Leather carpet tacks	55		
Copper tacks	50		
Copper nails	52 1/2		
Trunk nails, black	65 and 5		
Trunk nails, tinned	65 and 10		
Chair nails, blued	35		
Patent brads	35		
Fine finishing	40		
Lining tacks, in papers	10		
" in bulk	15		
" solid heads, in bulk	75		
Saddle nails, in papers	10		
" in bulk	15		
Tufting buttons, 22 line, in dozens only	60		
Zinc glaziers' points	5		
Double pointed tacks, papers	90 and 10		
" bulk	40		
Clinch and duck rivets	45		
TAPE LINES.			
English, ass skin	per doz.	2 75	5 00
English, Patent Leather		5 50	9 75
Chesterman's	each	0 90	2 85
" steel	each	0 80	8 00
TINNERS' SNIPS.			
Bailey's, discount 25 per cent.			
THERMOMETERS.			
Tin case and dairy, discount 75 to 75 and 10 per cent.			
TRAPS (steel.)			
Game, Newhouse, discount 25 per cent.			
Game, H. & N. P. S. & W., 65 per cent.			
Game, steel, 72 1/2, 75 per cent.			
TROWELS.			
Disston's, discount 10 per cent.			
German	per doz.	4 75	6 00
S. & D., discount 35 per cent.			
TWINES.			
Bag, Russian	per lb.	0 27	
Wrapping, cotton, 3-ply		0 19	
" 4-ply		0 23	
Mattress	per lb.	0 33	0 45
Staging		0 27	0 35
VISES.			
Wright's		0 13 1/2	
Brook's		0 12 1/2	
Pipe Vise, Hinge, No. 1		3 50	
" No. 2		5 50	
Saw Vise		4 50	9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White discount 50 per cent.

Diamond, Famous, Premier, discount 50 and 10 per cent.

Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge	\$2 50
10 "	6c. extra.
11 "	12c. "
12 "	20c. "
13 "	30c. "
14 "	40c. "
15 "	55c. "
16 "	70c. "

Add 60c. for coppering and \$2 for tinning.

Extra net per 100 lb. Oiled wire 10c., spring wire \$1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) \$1.25, packed in casks or cases 15c., bagging and papering 10c. 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in 1-lb. hanks 75c., in 1-lb. hanks \$1.

Fine Steel Wire, discount 25 per cent.

List of extras: In 100-lb. lots: No. 17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65—No. 21, \$7—No. 22, \$7.30—No. 23, \$7.65—No. 24, \$8—No. 25, \$8.30—No. 26, \$8.50—No. 27, \$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34, \$17. Extras net—tinned wire, Nos. 17-25, \$2—Nos. 26-31, \$4—Nos. 32-34, \$6. Coppered, 5c. oiling, 10c. in 25-lb. bundles, 15c. in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in 1-lb. hanks, 38c.—in 1-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.

Brass wire, discount 62 1/2 per cent. off the list.

Copper wire, discount 62 1/2 per cent. net cash 30 days, f.o.b. factory.

Galvanized wire, per 100 lb.—Nos. 4 and 5, \$3.70 to \$3.90 Nos. 6, 7, 8, \$3.15 to \$3.35—No. 9, \$2.50—No. 10, \$3.20 to \$3.40—No. 11, \$3.25 to \$3.45—No. 12, \$2.65—No. 13, \$2.75—No. 14, \$3.75 to \$3.95—No. 15, \$4.30—No. 16, \$4.30. Base sizes, Nos. 6 to 9, \$2.27 f.o.b. Cleveland. In carlots 12c. less.

Clothes Line Wire, regular 7 strand, No. 17, \$4.65; No. 18, \$2.90; No. 19, \$2.60. Hollow 6 strand, No. 17, \$4.30; No. 18, \$2.70; No. 19, \$2.35; No. 20, \$2.30, f.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb	2 80
Galvanized, plain twist	2 90
Galvanized barb, f.o.b. Cleveland, \$2.55 1/2 in less than carlots, and \$2.45 in carlots.	

COILED SPRING WIRE.

High Carbon, No. 9	\$2 75
" No. 11	3 40
" No. 12	2 95

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net	1 50
Terms, 3 per cent. off 30 days.	

WASTE COTTON.

Colored	per lb.	0
White		0 08

WRENCHES.

Acme, discount 35 to 37 1/2 per cent.			
Agricultural, discount 60 per cent.			
Coc's Genuine, discount 20 to 25 per cent.			
Towers Engineer	each	2 00	7 00
" S.	per doz.	5 80	6 00
G. & K's Pipe	"	3 40	
Burrell's Pipe	each	3 00	
Pocket	per doz.	0 25	2 00

WRINGERS.

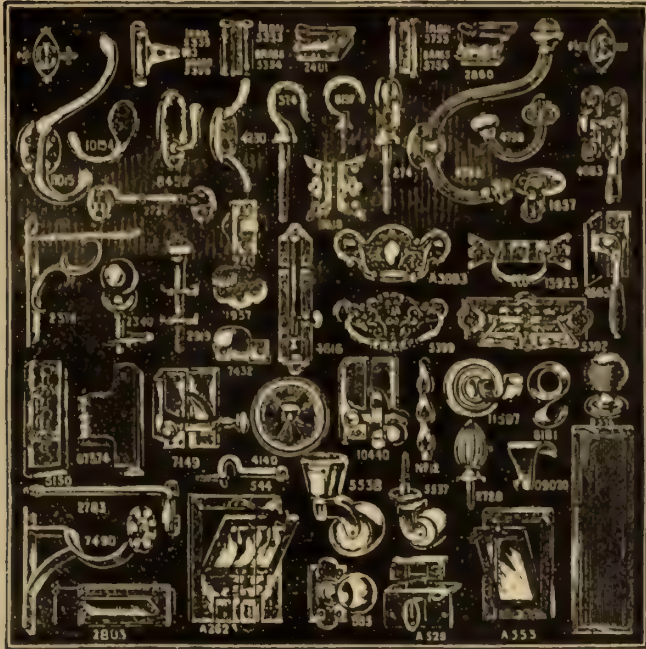
Leader	per doz.	30 00	33 00
Royal Canadian	"		24 00
Royal American	"		24 00
Sampron	"		27 00
Lightning	"		27 00
Terms, 1 month, or 3 per cent. 30 days.			

WROUGHT IRON WANNERS.

Canadian make, discount 40 per cent.

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Manufacturers of every description of **Limito**
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THRASHER BELTS

The thrashing season will soon be here.
It pays at this time of year to stock

OUR

Endless Rubber Belts
Narrow Belting
Suction Hose
Conducting Hose



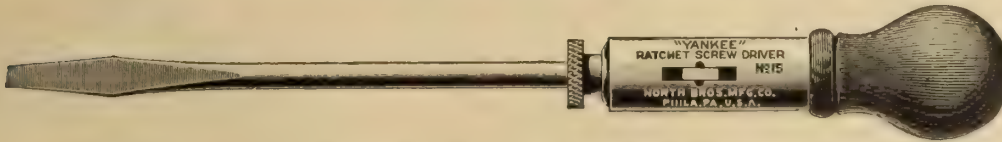
Our Extra Star Rubber Thrasher Belt is
the standard thrashing belt of Canada.
Our Thrasher King Stitched Rubber
Belt is a good belt for the money.

THE CANADIAN RUBBER CO.

MONTREAL TORONTO WINNIPEG VANCOUVER

Other Tools are very
good Tools, but

"YANKEE TOOLS" ARE BETTER



No. 15. "Yankee" Ratchet Screw Driver, with Finger Turn on Blade.



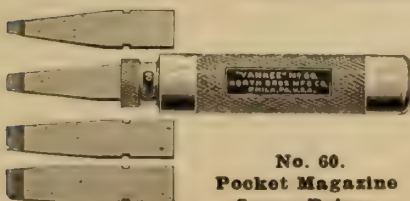
No. 30. "Yankee" Spiral-Ratchet Screw Driver, Right and Left Hand.



No. 41. "Yankee" Automatic Drill, Eight Drill Points in Handle.



No. 50. "Yankee" Reciprocating Drill for Iron, Steel, Brass, Wood, etc.



No. 60.
Pocket Magazine
Screw Driver.

Our "YANKEE" Tool Book
tells all about them. Mailed
free on application.

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**LIGHTNING,
GEM and
BLIZZARD
Ice Cream Freezers.**

**Toy Freezers,
Ice Shaves and
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Fluting Machines,
Hand Fluters.**

Sold by Leading Jobbers
in Canada.

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The New Century Ball-Bearing Washing Machine.



Not the cheapest but decidedly the best Washing Machine made.

Five to seven minutes only required for a tubful. The operator need not stand when using it, and there is practically no wear on garments.

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Eng.
with wheels
No. 1062.
wheels
No. 106.
the trade
quality,
working,
leading
ways specify

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SHEARS
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GARDEN
SHEARS



brand, made by **BURDON**
Limited, Sheffield,
If you want Lawn Shears
always procure Wilkinson's
If you want them without
always procure Wilkinson's
Every Wilkinson Shear has
mark, which guarantees
finish, light weight, easy
patent lock nut. All the
jobbers secure them, al-
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Ordinary.

18 x 21 x 60 sheets
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"Alaska" All Bright.

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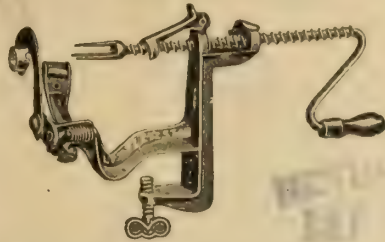
EUROPEAN HOUSE—16 PHILPOT LANE, LONDON, ENG.



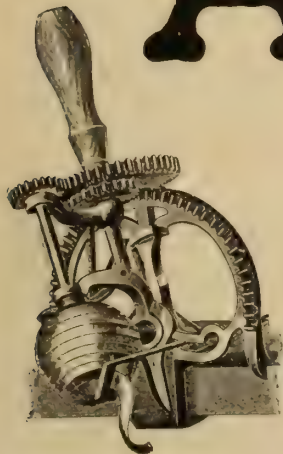
WOODYATT ROCKING TABLE.
HUDSON ROCKING TABLE.
With automatic push-off.



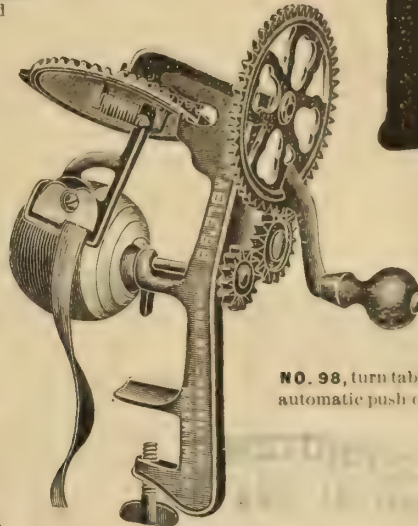
NO. 72, without push-off.



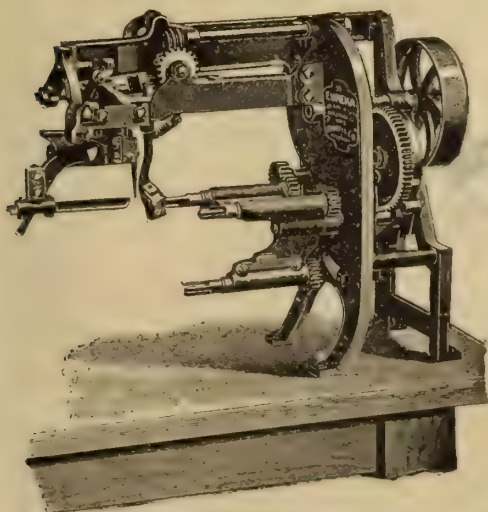
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slicer; automatic push-off.



"NEW LIGHTNING." Throws apples into
one basket, parings into other.



NO. 98, turn table;
automatic push off.



"EUREKA" POWER Parer, corer and slicer; capacity,
80 bushels per day by hand, 100 bushels by power.

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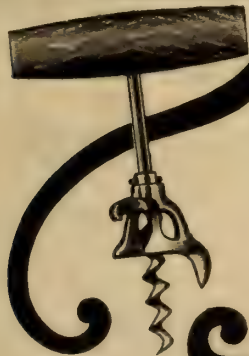
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which draws the cork, cuts the wire, removes crown, seal and aluminum stopper. Does the whole thing. Each one tested and guaranteed. We manufacture over 50 different styles.

ERIE SPECIALTY COMPANY, Erie, Pa., U.S.A.



THE DAY OF JUDGMENT HAS COME, AFTER ALL '

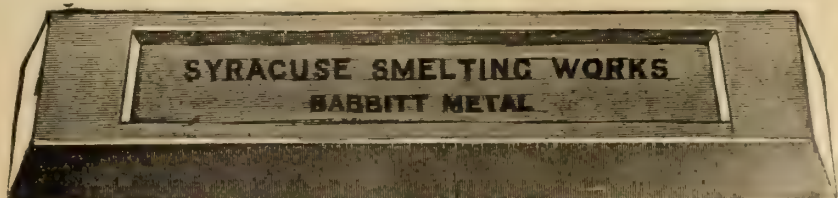
And the jury have unanimously agreed that all the manufacturers in Canada who are looking out for their interests are duty bound to protect themselves by using "Syracuse Babbitt Metal" only, the manufacturers to decide what grade of babbitt they want for their purpose.

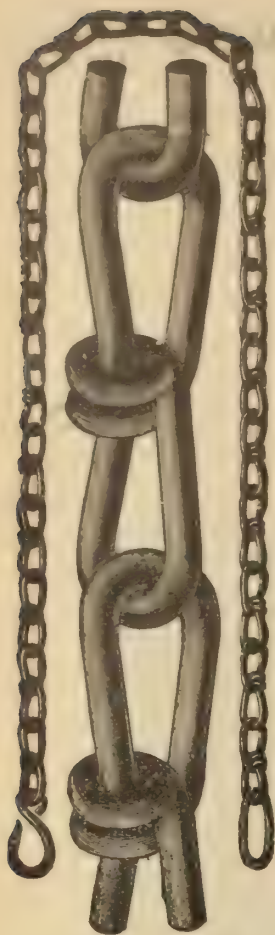
For high speed and heavy pressure machinery they may choose such as Aluminum Genuine, Government Genuine, Hard Genuine, Dynamo and Special; for medium speed Harmony, Manganese, Car Box and Extra; for slow speed No. 1, No. 2, No. 3, No. 4. The Syracuse Smelting Works will have their name on every bar, also trade mark as a guarantee of the quality. Price is to be the lowest in Canada. Also every plumber or manufacturer who has any use whatever for any kind of solder must use the Syracuse Smelting Works' for their own protection.

THE VERDICT—Everybody who is not using "Syracuse" Babbitt Metal or Solder, in fact any metals they manufacture, is working against his own interests. A word to the wise is sufficient.

MONTREAL, CAN., NEW YORK, U.S.A., SEATTLE, WASH.

Syracuse Smelting Works.





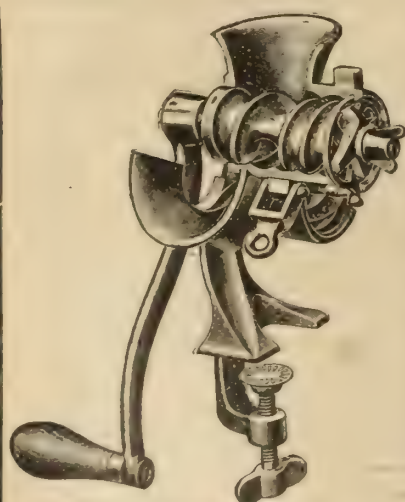
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There is no drip from the Russwin to soil clothing and floors. The gutter carries all juices to the dish—they are not deposited upon the floor. The machine itself is quickly cleaned with the least possible effort. Write for Booklets, Posters and Electrotypes to assist you.



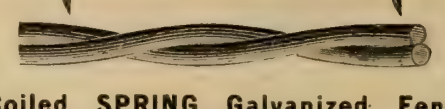
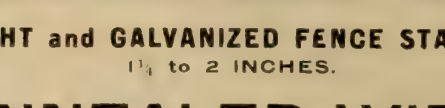
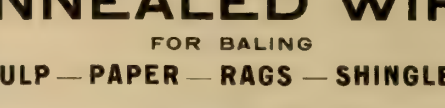
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Dominion Wire Manufacturing Co. LIMITED

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Plain Twist 2 Wires		288 lbs. per mile

Coiled SPRING Galvanized Fence.

BRIGHT and GALVANIZED FENCE STAPLES,
1¼ to 2 INCHES.

ANNEALED WIRE

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HAY — PULP — PAPER — RAGS — SHINGLES — ETC.

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Be Wise and
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PERFECTION WIRE CHAINS

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COW TIES,
HALTER CHAINS,
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SPREADER CHAINS and for STALL FIXTURES.
WE STAND BEHIND OUR GUARANTEE.

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Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Hardware and Metal Merchant.

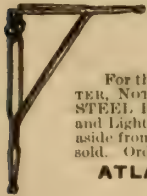
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That's what a shelf bracket is for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.

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IRON ROOF CRESTING

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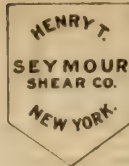
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Special Terms to the Hardware Trade.
Send for Catalogue.



SEYMOUR SHEARS

HAVE BEEN THE

Standard for over Half a Century.

"QUALITY UNQUESTIONED."

Each pair of our shears bears the above trade mark

TRADE MARK



TRADE MARK

Latest Catalogue will be sent in exchange for your business card

Complete Line TRIMMERS, BANKERS, BARBERS and TAILORS SHEARS, Etc., Etc.

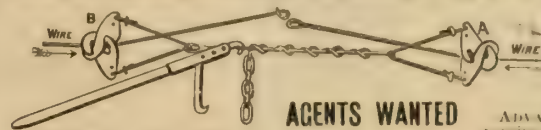
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WIEBUSCH & HILGER, Limited, NEW YORK, Sole Agents.

AN UP-TO-DATE FENCING TOOL.

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Sole Licensees and Manufacturers:—IRONSIDE, SON & CO., 16 Water Lane, Gl. Tower St., London, Eng.



Repairing a Broken Wire.

AGENTS WANTED

Capable of straining Barbed Strand or Plain Fencing, Signal, Telegraph, etc., wires of all sizes, exerting a pull of 12 cwt. Weight, 4 1/2 lbs. Wire for illustrated pamphlet. First Prize, Sydney, N.S.W., 1902-1903 Agricultural Shows, gained in competition with a dozen competitors.

THE HANDIEST TOOL OF THE YEAR. ADVANTAGES—Saving of time and labor. No need for expensive straining posts, ratchets, and other oddments. Cost saved in the erection of the first 100 yards of wire fencing.

**GOOD HOLLOW-WARE and GOOD FLAT-WARE
MEAN GOOD BUSINESS.**

This is what you want!

THEN see our Samples, none more up-to-date, before ordering for Holiday Trade

E. W. GILMORE & BRO.

Importers of Silver-Plated Ware. - 86 Bay St., Toronto.

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**BARBED WIRE GALVANIZED PLAIN WIRE
PLAIN TWIST CABLE FENCING**

Telegraph and Telephone Wire; Mattress, Broom, Weaving Wires of every description; Rail Bonds, Bale Ties, Special Wires for all purposes, Springs, Horse Shoes, Wire Rope, Cold-drawn Steel Shafting.

The Saw That Sells Itself.

When placed in the hands of the intelligent mechanic the **ATKINS** High Grade Silver Steel Hand Saw sells itself. You simply show it and the saw does the rest.

ATKINS Silver Steel Hand Saws with Perfection Handles are warranted the **FINEST** Saws on earth in material, temper, grinding and finish.

Write for Catalogue and Prices.

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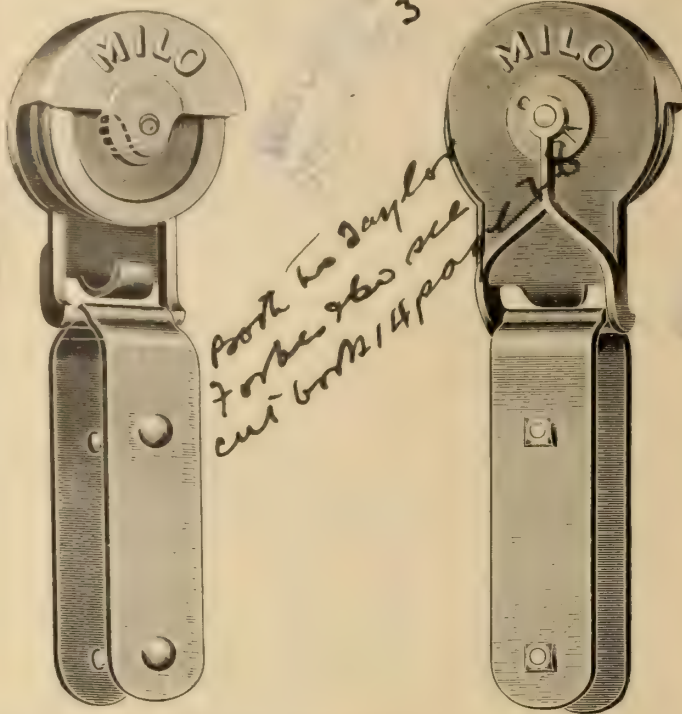
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**ATKINS
ALWAYS AHEAD**
Leading Saw and Tool Manufacturers
Factories: INDIANAPOLIS, IND.
Northwestern Branch: Minneapolis, Minn.

The "MILO" Flexible Door Hanger



The frame is of malleable iron. The wheel is $3\frac{1}{4}$ inches in diameter, and revolves on hard steel rollers on a large steel axle.

The finish is attractive and durable. Ask your jobber to let you see a sample.

It is a Money Winner.

It is guaranteed by us to work satisfactorily.

It is MADE IN CANADA.

We make a large variety of Barn Door Hangers and all fixtures, and would ask you to order those made by

Taylor-Forbes Co.

Guelph, Canada

LIMITED

AT THE LARGEST AND BEST-EQUIPPED
HARDWARE FACTORY IN CANADA

Kemp's Patent Steam Cereal Cookers



Made in Diamond and Pearl Enameled Ware with White Enameled Inside Dishes.

A perfect and rapid cooker for oatmeal and all cereal foods.

Unexcelled for all purposes for which a double boiler is required.

We will be pleased to name you prices.

KEMP MANUFACTURING CO., - TORONTO, CANADA.



Subjects Being Discussed at Ottawa

Written for Hardware and Metal by a Member of Parliament.

ON Monday, Labor Day, the House took a holiday, that is to say, it sat for but two hours, and on Tuesday it plunged into general business after a prolonged railway bill of fare since August 11. The vigor with which the tired members took hold of affairs of a general character, the number of short, sharp, pithy speeches made, and the general business-like atmosphere that pervaded the whole sitting was indeed a treat after the monotony of the last ten days of the great debate.

* * *

Mr. Fitzpatrick again took up his Act to Amend the Criminal Code, and a lively debate took place over his announcement that he proposed to drop the clause which was to make it a criminal offence to sell to persons under 18 years of age anything in the way of tobacco. It will be remembered that early in the session a great agitation was started by the Women's Christian Temperance Union to the end that the importation, manufacture and sale of cigarettes should be totally prohibited. A resolution to the effect that in the opinion of the House this course should be adopted, was introduced by Mr. Bickerdike, and carried by an immense majority. It was as a partial concession to this vote that the Minister of Justice introduced his new clause in the code. Total prohibition was not granted, but it was proposed to make it very hard for those vendors who sold to the young. While this was not all that the promoters of the movement were urging, it was at least a move in the right direction, and, as such, was acceptable to the vast majority of those members who had supported Mr. Bickerdike's motion. Mr. Fitzpatrick gave as a reason for the withdrawal of the clause that he had received protests from the W.C.T.U.

all over Canada against his proposed legislation, because it was not going far enough, and from the trade from all parts because it was going too far. Failing to please either, he proposed to withdraw the section in hope of being able next year at his leisure to frame a much better enactment. Having taken his seat the storm broke out, and member after member, quite irrespective of party, arose and filed his strenuous objection to the withdrawal of the section. It was pointed out that half a loaf was much better than no bread, that Parliament must legislate in its wisdom after hearing both sides, and, irrespective of protests, that the general opinion of the House was in favor of the clause, and that it should stand. So strenuous was the opposition to withdrawal that the Minister finally arose again and promised that this very session, instead of six months hence, he would introduce a new and better clause, and with this the House had to be content.

As a matter of fact a better clause could, surely, without much difficulty, be drafted. As was pointed out by one of the speakers the proposed enactment was very easy of evasion. It only required an 18-year-old boy to become the purchasing agent of a group of younger boys to get round the whole thing. In the opinion of the writer it would be much better to hit at the smoker himself. If a clause were passed making any boy under 18 found smoking cigarettes liable to a fine, and failing that to a short term of confinement, apart, of course, from the regular "prisoners" in a jail, the proper person, to wit, the parent, would be reached, and, after payment of a fine on behalf of his erring offspring, we venture to assert that parental authority would be so exerted that a repetition of the offence

would not happen very soon. The whole trouble nowadays seems to be the lack of home discipline. We venture to say that even 30 years ago legislation of this kind was totally unnecessary, because the father of that day took good care to see that his child did not do what was bad for him. Now, however, it is quite different, and Young Canada does about what he likes, or, perhaps, just what he likes, till Old Canada's pocket is touched, but just at that point Old Canada wields the rod with unabated vigor and Young Canada is made to feel that the way of the transgressor is hard. Of course the difficulty lies in the imprisonment in the alternative. To almost all of us it would seem not only hard but inadvisable to put a young lad in jail for what is after all not a crime or even an immoral act, for what is more in the nature of an offence against public health, and yet if it were simply the imposition of a fine, with no punishment in the alternative, the average lad, who is of course blissfully free from the cares of property, would go scot free, for his father would not put up for him once in ten times, unless to save him from a worse fate. If the parent did not have to suffer for the boy's offence he would not greatly worry about the matter, and hence would not be very likely to give that home "instruction," the lack of which is really the cause of the whole trouble. We will wait with interest to see how the clever Minister of Justice will steer clear of these various reefs and quicksands.

* * *

Then up came the question of the increase of judges' salaries, always a vexed one, in which members divide freely in opinion, the farmer representatives usually setting their faces against any rise, and the professional and business men favoring it. The tendency was most

entirely in this debate, and opinions seemed to vary from the view that a judge was a pampered placocrat, to the opposite that he was starved to death and so inadequately provided for that it was a positive disgrace to the country. One gentleman, an advocate for a retention of present rates, pointed out that whenever there was a vacancy there was a rush for the position, and, as he expressed it, the Minister of Justice did not have to appoint a commission to find a man to take the job. This is undoubtedly true, but where this gentleman missed the mark was that he quite eliminated the question of fitness. There are no doubt tens of thousands who would undertake the duty of Premier of England or President of the United States, but there are certainly not even scores truly fitted for the performance of the functions of those high positions. We are inclined to think that with regard to the county judgeships there is plenty of good material to be had at or about present prices, if we choose to bring the question down to a purely commercial basis. The position of county judge is for the most part an easy one, the incumbents are not at all hard worked, and their place of residence being for the most part in towns of moderate size, the expense of living is not so great as it is in the cities. Even in their case, however, a moderate increase, say of four or five hundred dollars, would not be out of the way, when we consider how the rewards for all forms of work have advanced in the last few years, as also the cost of living. The High Court judges are undoubtedly entitled to better pay, and it is in the interest of the country that they should get it. Before them come the more important cases, both civil and criminal, and for their posts we require the best the land can furnish. It is a notorious fact that whenever a vacancy occurs on the High Court Bench it is impossible to get the leaders of the Bar to accept the position, for the very good reason that a leading lawyer makes easily from twice to three times the amount now offered for a judicial salary. We have indeed been fortunate in securing very fair men for the positions even as it is, but it is increasingly difficult to get them. When we consider the comparatively small number of superior court judges, a very small amount would provide an increase of say \$2,000 each, which is the very least they should receive. The position of these judges is important, not only because of the heavy cases coming before them, but also because their judgments form precedents for and become binding upon the judges of the courts below the county courts. As we have from six to eight county court judges to one superior in rank, we can form some

idea of the importance of this aspect of the case.

* * *

In this busy day Sir Wilfrid took a hand by introducing his resolution to provide a yearly subsidy of \$133,333.33 for ten years to procure direct steamship service between Canada and France, twelve trips in the Summer and six in the Winter. This is not the first time an effort of this kind had been made, for \$100,000 as a yearly subsidy had been offered to a syndicate, but found too small. There will be little, if any, opposition to this grant, since its object is to increase trade with a country which is capable of becoming a very large consumer of Canadian products, and with which as yet we have not been doing the trade we should. Under the French treaty we enjoy certain advantages in the fish and lumber trades, but these we lose when we do not ship direct. We know that both these lines can be very largely developed. We have by no means reached the limit of our fisheries' output, and if it turns out that in Hudson and James Bay we have rich undeveloped fisheries, France should be able to take a large quantity produced from that source when we have rail communication established with those inland seas. As for lumber we must recollect that that includes one of the products, pulp. If we have not reached the limit of our fisheries, we have certainly only got to the beginning of our riches in pulp. France is one of the largest consumers of this product. We are about to build railways through a region which we have every reason to believe is covered by the finest spruce forests anywhere to be found, and when in say four or five years the construction is completed, Canada will undoubtedly become the largest pulp producer in the world. It is well to make a humble beginning against the day when this new channel of trade will be required, and even as it is, our present resources are equal to a very considerable drain.

* * *

On Tuesday the members found mailed to each a copy of what may be considered the first campaign leaflet of what is said to be the coming election. It consists of but a few lines, in which "Cox can't wait" figures twice, and which would not be very objectionable but for a part which reads "See the Sifton Yacht and Sutherland Mansion—Shout Greater Canada; there is money in it." We sincerely hope that the campaign, if campaign there is to be, will be fought on broad issues, and not on personalities, which so disfigured the fights of earlier times. The reference to Messrs. Sifton and Sutherland undoubtedly means something, or it would not be put there. Taken with the context the innuendo is clear enough—it is that these gentlemen are unlawfully

enriching themselves at the public expense. If they are doing so why do their opponents not make use of parliamentary machinery and unearth their wrong-doing, as has been done time and again in our history—if they are not, then why make the burden of public life heavier by seeking to blacken character. The fact is, Mr. Borden, the courteous and broad-minded leader of the Opposition is away, but for which we much doubt if the document would have been allowed to see the day. Such publications naturally stir up political rancor, from which this Parliament thus far has been extremely free, and it is indeed sincerely to be hoped that the Liberals will not reply in kind, seeking, as is usual in such cases, to "better their instruction."

* * *

About the Redistribution measure we shall not attempt to say very much. Where political lives are at stake, as is always the case in such measures, there is always an intensity of feeling, and those who have followed the politics of Canada for the past twenty years will well remember the exciting and acrimonious debates which followed the introduction of the Conservative measures in 1882 and 1892. It is probably pretty well conceded that to follow county boundaries is a wise and fair thing to do, removing, as it does in very large measure, the temptation to legislate for direct political advantage. But even within county boundaries there are often cases where a line dividing a county into two seats if run from north to south means one seat for each party, which if run directly from east to west means two seats for one party. In such a case it is hardly to be expected that a Government will not take advantage of its political majority to get the better of the deal, and to this extent no doubt the present party in power has been a gainer by the measure.

The Regal Packing Co., with branches at Annapolis and Kentville, N.S., and Ingersoll and Leamington, Ont., have purchased the fair grounds at Port Perry, and are converting the buildings into an evaporating plant.

WIRE NAILS TACKS WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

FOREST CITY GOSSIP.

Office of HARDWARE AND METAL,
365 Richmond street
London, Ontario, Sept. 17, 1903.

THIS city is attired in holiday garb this week, and everywhere are flying banners and flags, and the buildings on all the leading thoroughfares are gaily festooned and decorated, because the great event of the year in the "Forest" City is now engaging the time of its citizens, and attracting thousands from the surrounding country. Few merchants in Western Ontario fail to attend London's annual exhibition, and a warm welcome is always extended to them whether bent on business or pleasure, or both combined. All hardware travellers are at home this week, and will give the glad hand to those who call into their warehouse to see the governor and have a few minutes friendly chat. Among the prominent decorations worthy of notice are those of the hardware firms of Hobbs Hardware Co., D. H. Howden & Co. and The John Bowman Co. Among the visiting merchants in the city are numbers from the country west to Sarnia and Windsor; from the country north to Goderich, Kincardine and Collingwood, and many from the east in the direction of Hamilton, Toronto, Berlin, and as far as Niagara Falls.

* * *

All the hotels are crowded, and there are many representatives of wholesale houses in Montreal, Toronto and elsewhere here, who have every available sample-room engaged, and will remain during the time of the Western Fair, and probably book some orders that might otherwise go astray.

* * *

A telegram from Montreal this week states that W. A. McDougall (of Robert Scates & Co.) a London merchant, who is under arrest here on a charge of defrauding a local house, has been capiased at the instance of a Manchester, Eng., merchant named Cohen, from whom it is claimed he secured goods to the extent of \$30,000 and soon afterwards assigned. Cohen is anxious to know what became of the goods.

* * *

Mayor Beck, of this city, is at present in Montreal, but he, in company with City Clerk Edwards and Ald. Greenlees, will attend the meeting of the union of Canadian municipalities at Ottawa this week.

* * *


A gentleman from the east was in the city yesterday looking over the available sites for a fine new industry which he hopes to establish here. It will be in the line of the iron trade, and will employ about a hundred hands at good wages.

Name

Address

THE SHERWIN-WILLIAMS CO. 21 St. Anthony St., Montreal.
Please send prices and information on Aluminum Paint, Stove Pipe Enamel, and Enameloid.

TEAR OFF HERE.



Money Making Specialties for the Fall Trade.

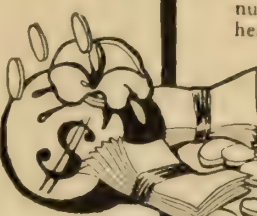
The paint specialties listed below are big fall sellers. They move rapidly from the shelves and afford a good margin of profit. They're specialties it will pay you to push *now*. Write for prices and information. Use coupon.

THE S-W. ALUMINUM PAINT—For a bright silver finish on hot water boilers, gas and coal ranges, heating stoves, steam pipes, gas pipes, radiators, etc. Particularly suited for creameries, office buildings, and factories. Adapted for numerous uses. Has no bad odor. Stands extremes of heat and cold.

THE S-W. STOVE PIPE ENAMEL—Makes old stove pipes look like new. Will not smoke or blister when rightly used. A good specialty for the house-keeper.

THE S-W. ENAMELOID—For a high enamel finish on inside woodwork, walls, and ceilings. Made in 18 beautiful shades; also black and white. A quick seller for house decoration.

Use coupon today.



THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS.

CLEVELAND, CHICAGO,	NEW YORK, NEWARK,	KANSAS CITY, MINNEAPOLIS, BOSTON,	SAN FRANCISCO, LOS ANGELES,	MONTREAL, TORONTO, SAN DIEGO,	WINNIPEG, LONDON, ENG.
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He is not asking for any bonus or assistance from the city, but the assessment department is in communication with him, and is showing him the advantages of the city. Communications are also in progress with a New York neckwear manufacturer who is anxious to locate in Ontario.

* * *

The handsome and capacious addition which Perrin & Co., biscuit manufacturers, have been erecting during this Summer is now just completed. To the number of over two hundred, the employees enjoyed a fine dance, to celebrate and put the finishing touches of good luck on the new building. The large room on the third floor was handsomely decorated with flags and bunting, and a jolly time was passed.

* * *

Fred. Croft, of this city, met with a serious accident at Brantford last week. Mr. Croft was engaged on the new Buck

building for The Construction Co. when he had the misfortune to break his leg.

* * *

Retail hardware dealers have been touching up the front of their premises, and putting some taste and brains into their window dressing. One merchant who dresses his own window, and makes splendid work of it, admits that some of his best ideas were obtained from pointers in HARDWARE AND METAL.

* * *

Bryan's brushes, manufactured in this city, are very well spoken of by the hardware dealers, who say they have a strong preference amongst tradesmen, such as carriage finishers and painters. This firm report a busy season, with many orders to catch up on.

* * *

Young Mr. Yates, of The London Tool Co., reports heavy orders, and that this has been one of their best year's business.

W. H. L.

Business Changes

ONTARIO.

D. R. Owen, general merchant, Fernhill, has sold out.

Thayer & Lindsay, agricultural implementers, Aylmer, have dissolved.

Roome & Cole, general merchants, West Lorne, have sold out to T. F. Robinson.

J. O. Cameron, general merchant, Michipicoten River, has assigned to J. M. Begg.

Kerr Bros., general merchants, Farran's Point, are opening a branch at Aultsville.

M. H. Cook, general merchant, Watford, has been succeeded by Sanderson Bros.

James Acheson, hardware merchant, St. Thomas, has sold his business to S. A. Crawford.

John A. Letherby, lumber and coal merchant, Midland, is advertising his business for sale.

Toller & Oliver, hardware merchants, Kingsville, have sold their business to T. B. McDonald.

QUEBEC.

James Alexander, sawmill, Old Chelsea, is dead.

N. Belanger, general merchant, Plessisville, has assigned.

C. T. Morin & Cie have registered as lumber merchants in Valleyfield.

J. M. Couillard, general merchant, Ste. Martine, has sold his stock.

The assets of the general business of J. W. Marchand, Beauharnois, are to be sold.

The assets of the implement business of Andre Leduc, Beauharnois, are advertised for sale.

The assets of the general business of W. McColme, New Richmond, were sold on September 15.

The assets of the general business of J. L. Aubert, Thetford Mines, were sold on September 18.

Edmond Heroux and Jos. S. Teasdale have registered in Montreal under the style of The Alza English Sash & Lock Hardware Co.

NOVA SCOTIA.

H. B. Farnsworth, general merchant, Auburn, has assigned.

BRITISH COLUMBIA.

Geo. W. McBride, hardware merchant, Rossland, is selling out.

Okanagan Lumber Co., Limited, Enderby, have been incorporated.

Hawson & Baker, sawmill, Morissey, have sold their sawmill to G. H. Gilpin.

W. J. Butt, hardware merchant, Morrissey Mines, is succeeded by J. C. Patmore.

SINGLE GUN STANDARDS IVER JOHNSON

Semi-Hammerless, Top Snap and Champion

SINGLE GUNS

Established a standard for excellence in their respective grades that other makes do not approach. Commercially, they are the standard by which others are judged. As for hard, accurate shooting, they compare with the best double guns that are made, regardless of price. It is enough to say that they are just as much appreciated as

IVER JOHNSON REVOLVERS AND BICYCLES

SEND FOR NEW GUN CATALOGUE JUST PUBLISHED.

IVER JOHNSON'S ARMS & CYCLE WORKS,
New York Office, No. 99 Chambers St. **FITCHBURG, MASS.**

A Class By Itself.

We distinctly claim to offer in our Hamilton 22 "Take-down" Rifle, No. 19, an article that alike for "looks" and "doings" of necessity "flocks" quite alone. We know of nothing in metal with so much of absolute excellence for \$2.00 as this beautiful and effective little rifle. Wherever it is shown it sells itself, and no merchant, bent on keeping "up with the times," can better spend any five minutes than the five required to digest our highly enlightening little folder.

Shall we mail it to you?

The HAMILTON RIFLE CO.,
Box No. 71. **PLYMOUTH, MICH.**

C. H. NEMMEL, PHILA.

C. J. Moore & Co., general merchants, Cumberland, are opening a branch at Comox.

G. O. Buchanan, sawmill, etc., Kaslo, is reported to be negotiating for the sale of Creston business.

It is reported that Leask & Slater, sawmill, Cranbrook, have been succeeded by The Hanbury Mfg. Co.

J. A. Gillis, general merchant, Morissey, has been succeeded by Gillis & Richardson, and the stand has been removed to Morissey Mines.

MANITOBA AND N.W.T.

W. A. Brewster, machinist, Edmonton, has sold out to T. J. Cornwall.

Smith & McKim, general merchants, Blackfalds, have been succeeded by Smith & Gurley.

Robert McKinney, lumber merchant, Carman, is selling out to The Manitoba Lumber Co.

H. W. Hilliard, lumber merchant, Minnedosa, has sold the Clan William branch to The Prairie Lumber Co.

HARDWARE AND METAL

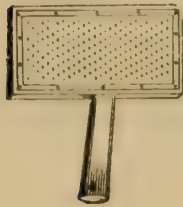
H. S. HOWLAND, SONS & CO.,

WHOLESALE
ONLY

37-39 West Front Street, **Toronto.**

LIMITED
ONLY
WHOLESALE

Saddlery Hardware.



Cards.



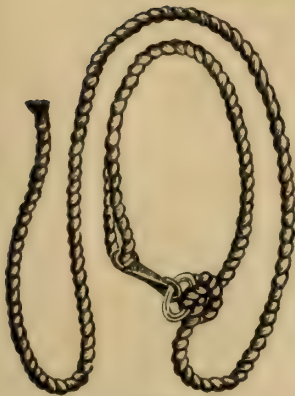
Girths—Plain and padded.



Curry Combs.

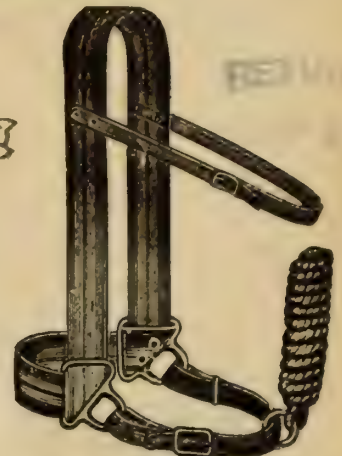
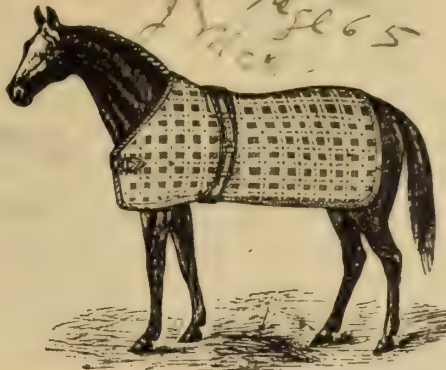


Whips—Harvest, Cart and Team.



Halters.
Jute and Sisal.

*See list look p. 65
2 pieces*



Halters.
Web and Leather.



Buckles.
Japanned and Tinned.



Harness Rings.
Japanned and Tinned.



Hames.



Round-Eye Snaps.



Breast Snaps.



Harness Snaps.

For other lines see our Hardware Catalogue.

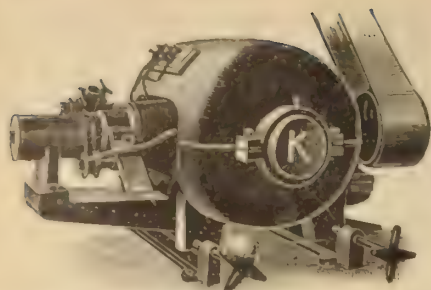
H. S. HOWLAND, SONS & CO. LIMITED, Toronto.

WE ship promptly

Graham Nails are the Best.

OUR prices are right.

Factory: Dufferin Street, Toronto



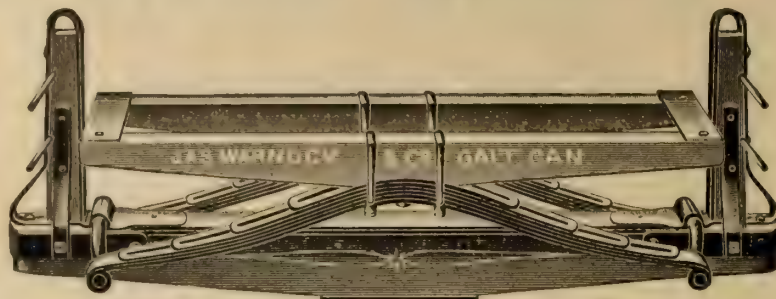
Kay Electric Dynamo and Motor Co., Limited

Manufacturers of Dynamos and Motors for all purposes, both direct and alternating currents. Special attention given to repairs.

Office and Works, 214-221 Queen St. East, Toronto.
Phone Main 1251. Estimates cheerfully given.

"THE PEERLESS"

is the best Bolster Spring ever produced. A fine line for the hardware trade. Write Us for Prices.



JAMES WARNOCK & CO., - GALT, ONT.

THE ROSSENDALE BELTING COMPANY, Limited

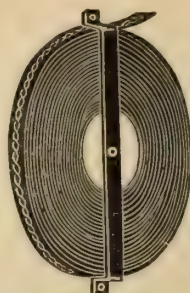
Manufacturers of the celebrated "Rossendale M.A.Y.," "Hair" and "Mayave" (Balata) Belting.

Sole Agents for Canada for "JACKSON'S PATENT BELT FASTENERS."

SEND FOR PRICE LIST.

59 to 63 Front Street East, TORONTO.

BOX STRAPPING OF ALL KINDS



Steel and Wire Box Straps, Flat, Plain, Embossed, or Twisted, with or without nail holes, in all widths and gauges.

MANUFACTURED BY

STANDARD METAL STRAP CO.

336-342 East 38th St.,

Cable Address: "Metalstrap."

NEW YORK, U.S.A.



When it's a question of

LOW-PRICED SCALES

REMEMBER that we can supply your wants in this line to your satisfaction.

Recognizing a demand for a cheaper grade of scales than "**FAIRBANKS STANDARD**" for Domestic and Farm use we offer

The "Crown" Even Balance Scale.

The "Richelieu" Union Scale.

The "Dominion" Platform Scale.

When we say "Low-Priced" Scales we do not mean cheaply made scales. These scales we manufacture ourselves, and are strongly and accurately built. We offer them at the same price as much inferior goods, and they are equal to the best scales of many makers.

THINK IT OVER !

Send for our Scale Catalogue.

THE FAIRBANKS COMPANY, MONTREAL, WINNIPEG, VANCOUVER.

MACHINERY

A 20-TON ELECTRIC STORAGE BATTERY LOCOMOTIVE.

THE electric storage battery locomotive described below has been designed with special reference to the economical handling of material in mills or other manufacturing establishments. It frequently happens that a single carload of raw material has to be distributed at various parts of the works, and, in such cases, much costly rehandling can be saved by shifting the entire car from point to point, and discharging each portion of the load exactly where it is required. A similar economy can be effected by collecting the finished product at the different buildings, and loading each consignment direct into its proper car. The locomotive in question is used for shifting cars while loading or unloading in this manner, and also for transferring material in course of construction from one shop to another.

The simple and rugged construction of this locomotive reduces the expense for maintenance to a minimum. The operating expenses consist of the cost of power required to charge the batteries, and the pay of one man. A steam locomotive requires a licensed engineer and an assistant to operate it, and it greatly increases the fire risk.

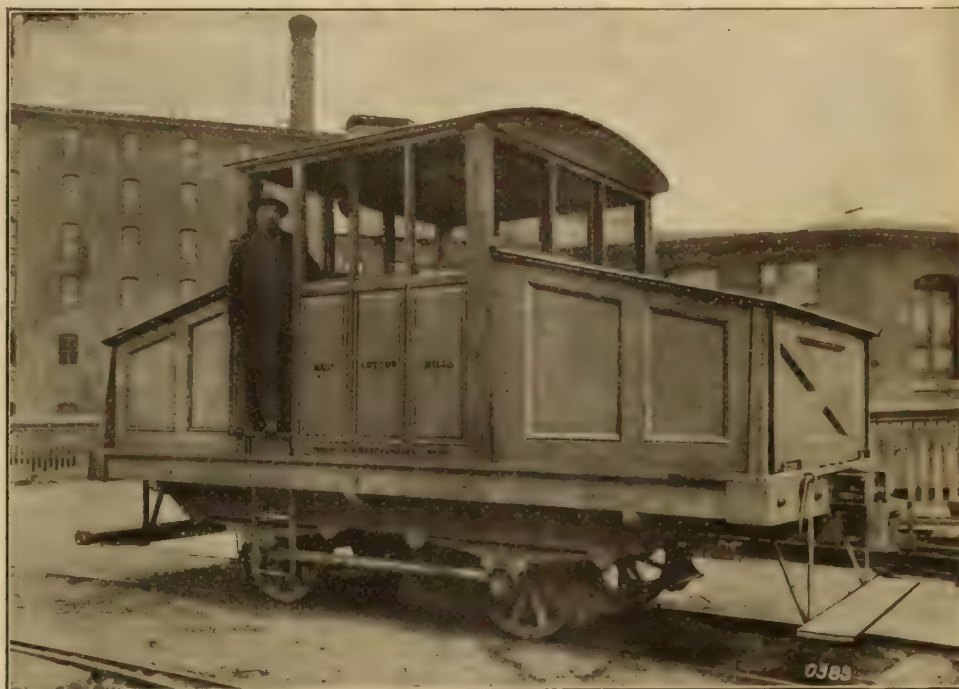
The disastrous consequences which can result from the sparks of a steam locomotive when used near highly inflammable material are illustrated by a recent explosion at the plant of The Northwestern Star Oil Co., Minneapolis, in which eight men and two women lost their lives. The explosion is believed to have been caused by the sparks from a switch engine which ignited some oil, while it was being transferred from the tank cars to the tanks in the basement of the wrecked building. In cotton mills the danger is fully as great, owing to the great inflammability of the material handled. The storage battery locomotive can be run on any track or switch without the expense of the erection and maintenance of a trolley wire.

A locomotive of this type has recently been installed at the works of The Massachusetts Cotton Mills, in Lowell, Mass., the original buildings having been improved and extended to meet the requirements of the growing business, and new structures have been added from time to time, until the entire plant covers a con-

siderable area. The freight siding is separated from one of the two principal storehouses by the main business street of the city, and from the second of these storehouses by the canal which supplies the turbines of the mill. It is necessary to deliver carloads of baled cotton at either or both of these buildings. Neither a steam nor a trolley electric locomotive is permissible in the storerooms on account of the fire risk.

The locomotive is perfectly "double ended," the cab being located directly in the centre. This makes a very desirable

and always under the immediate notice of the operator. Under these favorable conditions, any reasonably reliable man can be depended upon to maintain the electrical equipment in proper working condition. This is considered a most important feature of the design, as it is a matter of common experience that any inaccessible piece of mechanism will be run with no attention until it finally refuses to operate. When such a condition is reached, a complete shut down is necessary to enable more or less costly repairs to be made by an expert electrician or mechanic. The battery was furnished by



Twenty-Ton Electric Storage Battery Locomotive.

arrangement for switching work, which calls for operation in both directions with equal facility. The batteries are contained in the sloping compartments at either end. This symmetrical disposition distributes the weight evenly on the four wheels, and, as each of these is a driver, the entire weight of the locomotive is usefully employed in traction. The wheels and axles are driven from the gear cases in the cab by means of Renold silent chains suitably enclosed. These chains are the only portion of the driving gear situated below the car body, the motors and gear cases being mounted in the cab where they are readily accessible,

The Electric Storage Battery Co., the elements being mounted in tanks of extra depth to prevent the electrolyte from splashing over the top. In mounting the battery, special attention has been paid to protecting it against injury due to the shocks to which the locomotive is exposed in switching.

There are two motors, specially wound for the service. By connecting the two motors in series or parallel, and by varying the arrangement of the fields, an efficient speed control is obtained without wasting any of the energy of the battery by passing it through a resistance. The controller, so that the motors can only be

and has two levers which control every desired motion of the locomotive. The reversing lever is set to point in the direction in which the locomotive is to move, and the second lever controls the speed. These levers are mechanically interlocked, as in the case of a trolley car controller, so that the motor can only be reversed when the speed lever is in the off position. The locomotive may be run with the controller in any notch, there being no transition point on which a careless operator might leave his lever and burn out the apparatus.

Experience has shown that in light switching service, the batteries can be recharged at various times during the day while the locomotive is waiting between hauls. For heavier service, it may be necessary to charge during the noon hour or after working hours in the evening. The battery is automatically protected during charging by well-known safety appliances which open the circuit if the current is excessive, and also when it drops so low as to indicate that the battery is fully charged. The precise arrangement of the charging station depends very largely on the details of the electric plant available, and the builders of the locomotive are glad to advise their customers as to the methods to be employed in each particular case.

This locomotive is placed on the market by The C. W. Hunt Co., of West New Brighton, Staten Island, N.Y. Smaller locomotives intended for use on the "Hunt" narrow gauge track have been built by the same company for a number of years.

AIRMOTOR FOR RAILWAY SERVICE.

The problem of furnishing pure water for use in steam boilers in locations where only surface water is available, has been exciting a good deal of interest of late among railroad engineers, and a special outfit for this purpose consisting of settling tanks, in which the sediment is precipitated by means of chemicals and the sludge removed by an ingenious arrangement of centrifugal pumps operated by geared airmotors, has been designed, and are being manufactured by The Ontario Wind Engine & Pump Co., who have received an order from the Canadian Pacific Railway for seventeen of these outfits.

The system referred to above is a novel one and may be described as follows: At a little distance from the wayside tank is constructed the settling tank connected by a pipe, and in the wayside tank there is contained a small chemical vat and through this pipe is discharged the chemical which facilitates the precipitation of the sediment. In the centre of this settling tank there is a centrifugal pump which is driven by the airmotor referred

to above. This pump discharges the sludge which accumulates at the bottom through a butterfly valve into a waste pipe, and owing to the precipitation and the chemical action of the ingredients used, the water in the upper portion of the tank is free from all impurities that are likely to cause trouble in the boilers and by an ingenious arrangement of the suction pipe only, the upper stratum of the water in the tank is drawn off no matter what the height of the water in the tank may be. This purified water is drawn from this tank by a duplex pump and forced by the wayside tank to supply the locomotives. This solution of a

made his first gun at his father's forge. This weapon proved so attractive to his fellow-townsmen and acquaintances that he received requests to duplicate his production, which he did, and thereby started the manufacture of firearms. From that day to this the business has increased so enormously that the works of The Remington Arms Co. now occupy about 18 acres of ground, and consist of 60 buildings, the floor space amounting to nearly 400,000 square feet, and over three hours are required to merely walk through and casually inspect the various rooms and departments. The company employs



Ontario Wind Engine and Pump Co. Airmotor.

difficulty is of paramount importance to railroads operating in the Northwest, and should be of interest in railroad circles. The Ontario Wind Engine & Pump Co. have had large experience in water supply apparatus, and not only is the railroad work a specialty but they are also handling large municipal outfits, several of which are under contract and in process of construction at the present time.

THE HISTORY OF THE REMINGTON WORKS.

From small beginnings many great concerns have sprung. In 1816 Eliphalet Remington, a farmer's boy,

about 1,000 hands, mostly skilled mechanics.

The company is one of the largest manufacturers of double-barrel shotguns in the world, and in addition produces military and sporting rifles, both single-shot and magazine patterns in great numbers.

The extraordinary success achieved by The Remington Arms Co. is attributable to the extensive experience covering a period of 87 years, to the high and honest standard of workmanship, spirit of progress and the adoption of latest manufacturing methods, all of which enables them to produce and sell superior firearms, giving the consumer the greatest value at minimum cost of production.

Stencils

Now is a good time for Apple Shippers to get
Stencils, Stencil Inks and Brushes.
Our Brands are all first-class, and prices are low.

Hamilton Stamp & Stencil Works,

HAMILTON ONT.

Headquarters for everything in our line.

PETRIE'S MACHINERY BARGAINS

ENGINE AND GAP LATHES

25 x 12 Crosby.
32 x 18 London.
32 x 20 "
32 x 22 "
36 x 22 "
24 x 40 x 10 London Gap Lathe
24 x 40 x 18 "
24 x 40 x 20 "
36 x 60 x 16 "

IRON PLANERS

60 x 60 x 16 ft., London
36 x 41 x 10 ft., "
36 x 36 x 11 ft., "
26 x 26 x 8 ft., Cincinnati

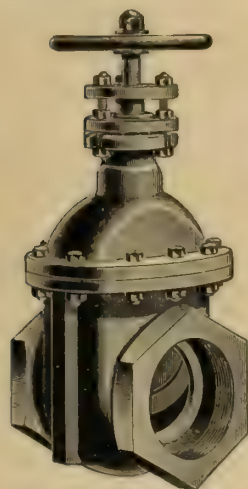
RADIAL AND UPRIGHT DRILLS

2-72 in. Universal London
72 in. with Worm Swivelling Table, Cincinnati.
26 in. Back Gear London
24 in. " Cincinnati.
23 in. " Barnes
21 in. " Cincinnati
20 in. " Barnes

Prices, Descriptions and Catalogue of Mill and En-
gineers' Supplies sent on request.

H. W. PETRIE

131-145 Front St. West, and 10-22 Station St., Toronto.



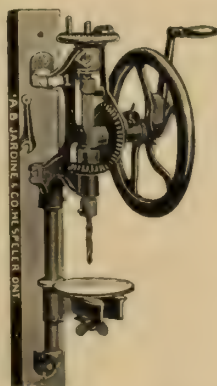
**We Make
Good**

VALVES

Write for Catalogue
It tells all about
them.

The Kerr Engine Co.
LIMITED

Walkerville, Ont.



TRADE MARK
REGISTERED

**Blacksmiths'
Hand
Drills.**

**The very
best.**

A. B. JARDINE & CO.
HESPELER, ONT.

"Say, Friend,"

your aim should be to start up for yourself.

Why Work

from morn till night for somebody else instead of
pushing a business for yourself and thus reap the full
profit of your labor ?

We Will

start men of ability and good character in every
County in the Dominion.

WRITE FOR PARTICULARS TO

The Empire Machine and Metal Stamping Co.

1012 Yonge St.

- TORONTO,

Limited

SOLDER that SOLDERS

Half and Half, Wiping, Refined, Strictly,
Wire, Oval, Angle.

THE CANADA METAL CO., WILLIAM STREET, TORONTO.

COLD PRESSED NUTS



of all shapes and sizes, finished, semi-
finished, case hardened, plated or
polished.



Canada Foundry Company, Limited,

14-16 King Street East, - - TORONTO.

CELEBRATED

HEINISCH

SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinnners' Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 155 Chambers St.
NEWARK, N.J., U.S.A.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

NOTE: Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, **HARDWARE AND METAL**.

Edited by

**W. Arthur
Lydiatt,**

TORONTO.

Drop a well-baited fish-line in among a lot of fish and you're pretty sure to get a few bites. Likewise, if you place a well-baited ad. in a well-read paper you'll likely land a few customers.

THE time has gone by when the business man can afford to be slouchy in his dress, or when he will not lose trade by untidiness in his store and in the arrangement of his goods. These are instinctively recognized by the customers as defects and as marks of inefficiency. It is the same with his advertisements. If they are slouchy, carelessly prepared, crude in expression, ill-arranged typographically; if words are awkwardly and incorrectly used, the impression is produced upon the public that he does not fully understand his business. The ad., like the man, should be alert, urbane, well dressed, neat, dignified and good mannered.

Don't dress your store in a shoddy advertisement.

Be sure that you have plenty of sound, strong wool. Don't advertise "all-wool" in an "all-cotton" way.

These requirements of modern advertising are most frequently and most success-

What is Your Policy?

To have a clearly defined policy along the lines of the following extract from a Marshall Field ad must certainly insure success, if closely followed. These are real ideals for any retail store.

A FEW OF THE IDEALS OF THIS STORE.

"To satisfy every customer with every purchase.

"To see that every transaction is completed in an entirely satisfactory manner.

"To sell only goods of a dependable quality.

"To make every individual sale—every quotation—a forerunner of further business.

"To prove conclusively and beyond any

Good Advertising Monthly Competition.

For the purpose of encouraging readers of **HARDWARE AND METAL** to do better advertising and send the results of their efforts to this department for review, two dollars will be given to the reader who shall send in the most meritorious ad. during one month.

Any subscriber of **HARDWARE AND METAL** may participate, and any number of ads. may be sent in, an award being made at the end of each month.

Some particulars regarding local conditions and the extent of your advertising should accompany each lot of ads., including a statement as to the results accruing from the ads. submitted.

Ads. outlining special sales or new ideas in merchandising are desirable, as are also regular ads. of a superior order of merit.

Don't think your ads. are not sufficiently good to win a prize. Try anyway. If at first you don't succeed, try hard to write a specially good ad., run it in your local paper and then enter the competition again. It will be but a friendly contest, and I hope all will participate.

In case only one ad. shall be received in any one month and it does not, in the opinion of the editor, possess sufficient interest to merit it, an award need not be made. However, it is not expected that this contingency will arise.

All correspondence should be addressed to W. Arthur Lydiatt, care of **HARDWARE AND METAL**, Toronto, Ont.

fully complied with by those merchants who, at fixed intervals, take up the subject of their advertising, and lay aside other tasks until it is attended to in a thorough manner, or by those who employ specialists to do this work for them.

CUTLERY

Sharp people never waste time and effort trying to cut with dull tools.

Our cutlery sharps keep our Cutlery Department up to the highest standard in its supply of the best cutting things.

Scissors,
Pocket Knives,
Butcher Knives,
Kitchen Knives,
Piano Razors,
Manicure Sets,

Sheep Shears,
Horse Clippers,
Butcher Tools,
Table Knives,
Safety Razors,
Carvers.

A wide range of prices makes selection an easy matter.

"THE CUTLERY STORE"
MAIN STREET.

It should be a gentlemanly ad, both as to its appearance and its manner of expression. It should be plain, but not uncouth; dignified, but not stilted; familiar, but not frivolous. It should avoid all stale and hackneyed phrases. It should not slop over merely to fill space. It should be neither sloppy nor slobbery. When it has said its say, it should stop. It should be neat, concise, compact telling of the story.

It should be fresh every day. People will not look with favor upon a merchant who fails to change his linen in accordance with the demands of cleanliness and neatness, and it will also fall away in its regard for the merchant who fails to change his ads.

A man is known by his clothes,
A store by its advertisement.

AT OUR PRICES FOR SEWING MACHINES

We have: no household need be without one.

(Mention range of prices)

From the lowest priced to the highest, they are up-to-date, perfectly operating machines and guaranteed for five years.

If you know anything about the prices at which sewing machines are usually sold by agents you will see the economy in the above figures.

"Look into them" next time you're down our way.

THE HARDWARE SHOP
TORONTO.

question that our prices are absolutely the lowest.

"To build this business for the future as well as for the present.

"To perfect an organization which will have the highest place in commercial history.

"To make shopping a pleasure.

"To eliminate errors to the fullest possible extent.

"To improve each week, each day, in methods and system.

"To make every employe feel that he or she is a factor in the progress of the business.

"Many other points might be mentioned for which we are daily striving—but they are all included in this: To do just right every transaction—to anticipate the highest expectations of the public in every way which is possible to a great store."

HARDWARE AND METAL

Our assortment is Complete.

Ask your jobber for goods

branded A★1

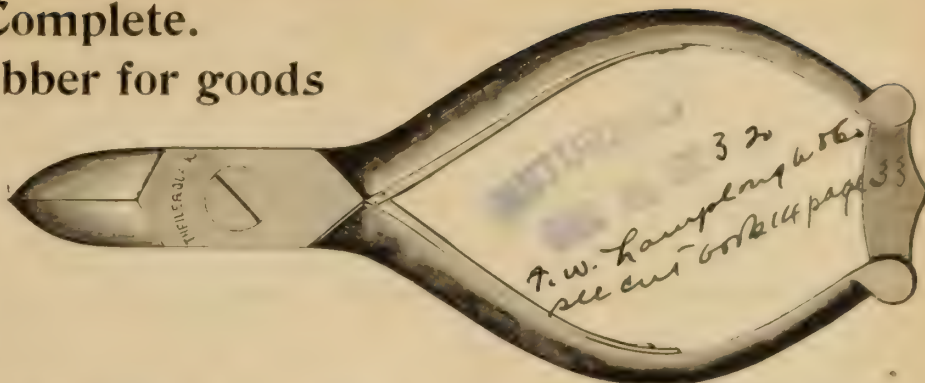
Trade Mark

There is nothing better.

Representing Weyersberg Bros., Germany.
Thelle & Quack



Trade Mark.



F. W. LAMPLOUGH & CO., - MONTREAL

The Canada Screw Company

HAMILTON

TORONTO

MONTREAL



ASK FOR OUR

Wood Screws,
Machine Screws,
Tire Bolts,
Stove Bolts,
Rivets,

Wire Nails,
Screw Eyes,
Screw Hooks,
Gate Hooks
and Eyes.

SPECIALS
OF
ALL
KINDS.

RETURNED

APR - 8 1904

Post 11

P 12



There's money for you, Mr.
Dealer, behind the Dodge

Wood Split Pulley, if you carry it as a staple line.

Wise hardware dealers all over Canada are creat-
ing a growing and profitable business by carrying the
Dodge line of Pulleys.

WRITE US TO-DAY FOR PARTICULARS OF
OUR OFFER TO HARDWARE DEALERS.

THE DODGE MFG. CO., OF TORONTO,
LIMITED,
TORONTO, ONT.

NEW CEMENT WORKS FOR MONTREAL.

MONTREAL is very soon to have a large cement industry. Capitalists with large interests in that city some time ago secured incorporation for a new cement company to be known as The Royal Canadian Cement Co., Limited, the authorized capital of which is \$8,000,000. It is some time now since the charter was secured, and a good proportion of the capital has already been subscribed.

A site has been secured at Longue Point, Montreal. The property consists of some 300 acres of land, comprising what are known as the Lenny and Cleary farms, which run toward the river near the farm owned by the nuns of the Congregation. Here the new company will have a fine frontage on the St. Lawrence, as well as access to the Chateaugay and Terminal Railways.

Until arrangements are finally completed and all stock is subscribed the promoters are inclined to be reticent as to the extent of the new works. Hence the projected capacity is variously estimated at from 800 to 1,200 barrels per day. There should be, however, employment for at least 100 men. Machinery of the latest and most approved type is to be in-

stalled, and the company aim at turning out cement in sufficient quantity and of such quality as to render the builder here more independent than he has ever yet been of the foreign cement manufacturer. The new company also intend to manufacture other heavy material kindred in its nature to cement, and to supply broken stone and other material to the trade. It is hoped that building operations will be commenced early in 1904.

HAVE BEEN USEFUL.

Wm. N. O'Neil & Co., manufacturers' agents, Vancouver, write under date of September 8 as follows: "We take this opportunity to express our appreciation of your publication, **HARDWARE AND METAL**, and to ask you to accept our thanks for the assistance you have given us from time to time in the way of putting us in touch with other firms, by which means we have been able to add greatly to our business connection."

HAY-BUDDEN ANVILS.

A notable feature of the labor procession in Montreal on "Labor Day" was the fact that in the blacksmith float no less than four Hay-Budden anvils were used.

REDUCTION IN ONTARIO MINE OUTPUT.

From figures collected by the Bureau of Mines, Mr. Thomas Gibson, director, today announced that the output of the metalliferous mines and works of Ontario for the first six months of 1903 had a total value of \$2,366,287. This shows a decrease of about half a million dollars, as compared with the output for the first six months of 1902. The quantity and value of the different minerals for the first half of 1903 were:

	Quantity.	Value.
Gold, ounces.....	5,842	\$ 93,233
Silver, ounces.....	23,100	11,550
Iron ore, tons.....	189,055	265,112
Pig iron, tons.....	35,373	633,328
Nickel, tons.....	3,085	1,088,671
Copper, tons.....	1,860	268,393
Zinc ore, tons.....	400	6,000
Total value.....		\$2,366,287

The decrease was not confined to any special mineral, but was pretty well divided over the list.

IN THEIR NEW FACTORY.

The Magnolia Metal Co., whose premises were destroyed by fire about a year ago, have completed the rebuilding and equipment of their factory for making all grades of babbit metal and are now back to their old address, 113-115 Bank street, New York.

The New Carriage Tire.

We have introduced into Canada the celebrated side-wire tire. The latest and most successful vehicle tire on the continent.



Dunlop
Side-Wire Tires

Constructed with cross bars every three quarters of an inch and retained in the channel by wires at the outer edge resting upon the shoulder formed by these cross bars. This insures absolute rigidity. Write for prices.



THE DUNLOP TIRE CO., Limited,
TORONTO, CANADA.

Agencies: Montreal, St. John, Winnipeg, Vancouver.

THE AUER GAS LAMP.

"TURNS NIGHT-TIME INTO DAY-TIME."

New Styles. Lower Prices.

Do you want a lamp which won't tire your eyes?

Do you want a lamp which makes sewing or reading a pleasure?

Do you want a lamp which gives more light than half a dozen kerosene ones for less money?

Do you want to sell the best lamp on the market?



== THEN WRITE FOR ==
OUR CATALOGUE AND DISCOUNTS.

Every Lamp Guaranteed.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.



Wire-Cone Incandescent Toaster

Only perfect Bread Toaster for Gas or Gasoline Stoves. No smoky taste to bread toasted on this toaster. Write for prices.

H.O. Edy, Montreal. E.T. Wright & Co., Hamilton.
HARKINS & WILLIS,
Manufacturers and Inventors, ANN HARBOR, Mich.

TRANSFERS.

Decalcomanie Decorations for carriage trade, also special designs and trade marks. Write for new catalogue and discounts.

PALM FECHTELER & CO.

NEW YORK. CHICAGO.

CANADIAN AGENT...

J. N. WARMINTON,

207 St. James St., Montreal.

BRASSY

Not solid, but only brass plated. I do the work, and the work is right, if I do say it myself. Do **YOU** give orders for articles to be plated with brass? Then make me talk more; find out who I am and for whom I work. Then I'll expect your business.

D. SUTHERLAND

112 Church Street, - - TORONTO

THE

London Directory

CONTAINING over 2,000 pages of condensed commercial matter, enables enterprising traders throughout the Empire to keep in close touch with the trade of the Motherland. Besides being a complete commercial guide to London and its Suburbs, the London Directory contains lists of:—

EXPORT MERCHANTS

with the Goods they ship, and the Colonial and Foreign markets they supply;

STEAMSHIP LINES

arranged under the Ports to which they sail, and indicating the approximate sailings;

PROVINCIAL APPENDIX

of Trade Notices of leading Manufacturers, Merchants, etc., in the principal provincial towns and industrial centres of the United Kingdom.

A copy of the 1904 edition will be forwarded freight paid on receipt of Post Office Order for £1.

The London Directory Co., Ltd.

25, Abchurch Lane, London, E.C., England.

...THE...

Bennett Manufacturing Co.

(Successors to J. S. Bennett)

Bennett's Patent Shelf Box and Cabinets, for

Hardware,
Grocery,
Seed and
Drug Trades.



556 Dundas Street, Toronto.

SEND FOR PRICE LISTS.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as \$1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto

WINNIPEG WAREHOUSING

COLTART & CAMERON

Will be prepared about Nov. 1st, to receive consignments (large or small) of all kinds of hardware, etc., for unloading, warehousing, reloading and distributing to all points in Manitoba and the West.

Our new warehouse on transfer track, (in centre of wholesale district) will be equipped with every facility for handling goods promptly. We are also prepared to act as representatives for manufacturers and others. Correspondence solicited.

COLTART & CAMERON,

Manufacturers' Agents and Warehousemen, 149 and 151 Bannatyne St. East, WINNIPEG.

Our Mr. Cameron will be in the East about Sept. 25th, and will be pleased to meet and confer with any requiring warehousing of any kind.

—TO SUPERSEDE EMERY—

Craig Mine Crystal Corundum



Craig Mine Crystal Corundum is as uniform as the coins of the realm. It excels the irritatingly uncertain abrasives produced elsewhere, even as the coinage fresh from our modern mint excels the hand-made money of Alfred the Great. Nature made Craig Mine Crystal Corundum. It is all the same in physical qualities; a testimonial in favor of one pound testifies in favor of the whole output.

Craig Mine Crystal Corundum grains are numbered 12, 14, 16, 20, 24, 30, 36, 46, 54, 60, 70, 80, 90, 100, 120, 150, 180 and 200. Find the number that suits your work and continue ordering it.

Write for booklet.

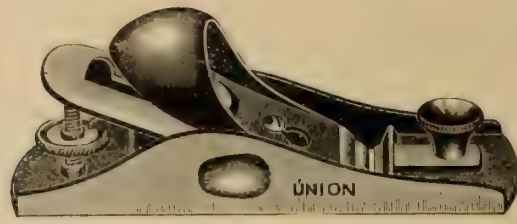
The Canada Corundum Company, Limited,

TORONTO, CANADA.

UNION IRON and WOOD PLANES.



No. 110.



No. 9 1/2.

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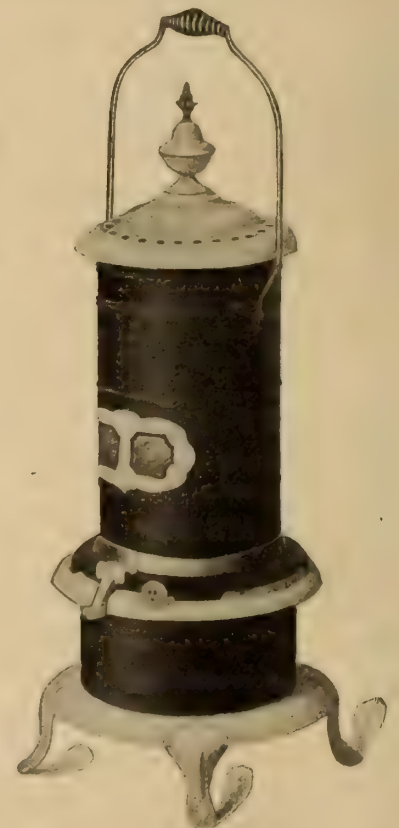
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THE POVERTY OF THE RICH.

THIS has been a remarkable year. The cant shibboleth of the socialist that "the rich are growing richer and the poor poorer" has been reversed. The poor have never been so prosperous. Work is plentiful, wages are high, the laborer is affluent, the tradesmen prosperous, and, except for the outbreak of strikes during the early Summer, now happily subsiding, the whole work-a-day world is full of confidence in the future and in easy circumstances for the present. The rich, who toil not nor spin, but flutter around Wall street and kindred resorts, have been hard hit—broke in fact. In New York the consumption of champagne and fancy waistcoats has fallen off tremendously. At a recent regatta bewitching maidens had, lack-a-day, to go unentertained, because the gilded youth who were wont to attend to these little matters were dead broke, while it is recounted that a Toronto broker the other day was unable to meet a draft for 50 cents, the amount of a blacksmith's bill. Indeed, unless there is a rift in the cloud the institution of soup-kitchens for destitute millionaires may become a matter for

serious consideration with the approach of zero weather.

After all, the step between poverty and wealth is a short one, and whether it is up or down who can tell? Life in a cottage on \$1 a day or life in a palace with \$50,000 a year which affords the greater happiness?

In this game of life the great thing is to play straight and play for all you are worth. The pleasure is in the game. The stakes are secondary.

THE METRIC SYSTEM.

SO great was the interest taken in the debate on the fiscal question at the recent Congress of Chambers of Commerce, that we are apt to overlook several very important topics which came up for discussion. One of the most important of these so-called minor topics was the question of the advisability of making compulsory throughout the Empire the use of the metric system of weights and measures. Mr. E. Parks, M. P., from Birmingham, introduced a resolution on the subject which, after considerable discussion and some opposition, was carried by a large majority. The resolution was as follows:

That this Congress, having had under its consideration the following resolution, adopted at the conference held in London during the months of June, July and August, 1902, between His Majesty's principal Secretary of State for the Colonies and the Prime Ministers of the self-governing colonies of the British Empire, namely: "That it is advisable to adopt the metric system of weights and measures within the Empire, and the Prime Ministers urge the governments represented at this congress to give consideration to the question of its early adoption," hereby expresses its hearty concurrence therewith, and urges upon the Government of the United Kingdom the necessity for legislative measures being taken in the interest of British trade and commerce to make the use of metric weights and measures compulsory.

The advantages of the metric system of weights and measures have long been recognized by every person who has paid any attention to the subject. It has been adopted in the world of science. In the congress the resolution was opposed only because of the trouble and inconvenience of changing from one system to another. The metric system is as superior to the system which we now employ as the

decimal system of currency is superior to the older system of pounds, shillings and pence. It is simplicity itself, and thus contrasts very favorably with the cumbersome complicated system now in vogue in the British Empire and the United States.

British consuls are continually reporting to the home authorities that markets for British manufacturers are being lost because Great Britain does not adopt the metric system. Contracts are often lost because foreign merchants, using the simpler metric system, will not take the trouble of transposing into the English system. The importance of the question may readily be understood when we remember that 480,000,000 people in the commercial world have adopted the metric system. The principal commercial countries of Europe employ the metric system. Little Japan, always eager to adopt the improvements of civilization, has appreciated the advantages of this simple system and has made its use compulsory. The South American nations have done likewise. These are the profitable fields which the trade must exploit, and in the race for trade the nations still employing the cumbrous systems of mediaeval times must surely be at a disadvantage.

Recognizing this, some three or four years ago the British Parliament made the use of the metric system optional. But this is only a slight advantage. So conservative are people in such matters that no great change can be expected until the use of the new system is made compulsory. A very sensible idea was advanced by Mr. W. Chesterman (Sheffield), who moved in amendment to the resolution quoted above that steps be taken to have England and the United States join in adopting the metric system. His amendment was lost, but it seems to embody much practical common sense.

The great obstacle in the way of international intercourse, commercial and otherwise, is the difference in language. This is a difficulty which cannot well be overcome at the present time. Theorists have dreamt of a universal language, but since the decay of Latin as a universal tongue nothing has taken its place. And although the English language seems

likely some day to be the universal language of commerce, that day is far distant. Language is a spontaneous growth not to be affected by acts of Parliament. But a standard of weights and measures is an arbitrary standard fixed by statute. Governments have authorized such systems and governments can change them. A universal standard of weights and measures is practicable, although a universal language is not.

The advantages to be gained are very considerable, and the resulting greater convenience and ease in making calculations should more than compensate for the temporary inconvenience which is inseparable from all changes of the kind. It would take some time to learn to estimate distances in metres, or quantities of liquids in litres, but future generations of school children, relieved of the present complicated tasks in "reduction," would rise up and call the legislator blessed who inaugurated the change.

PROBLEMS EAST AND WEST.

CANADA has long been crying out for more people to fill in the immense areas that have opened up and are continuing to open up in Ontario, Manitoba and the Territories of the Northwest.

It is one of the commonplaces of our national proclamations to point out what room there is within our borders for scores of millions of people. The last census report was somewhat discouraging. However, we are being enheartened by the immigration of the past two years, and by the good prospects for the future.

The newer sections of Ontario being opened up will attract many settlers, but it is in the Northwest that the great increase of population will be seen. Already men are forecasting what the shifting of the centre of population will result in. One thing is daily becoming more apparent; namely, the establishment of a western sentiment, lusty, insistent, dictatorial. The Territories are clamoring for provincial status; the grain and milling interests are getting to know their strength; Winnipeg is fast becoming a metropolis; at Ottawa the voice of western members is heard more frequently and more attentively.

It is not to be expected that there will be complete harmony between the East and the West. These two divisions of Canada are in the last analysis two individuals, with, in some respects, diverse interests, with but one purse.

When the West outpeoples the East—and the day may not be a remote one—and the western element in the House of Commons grows strong, there are likely to be some revolutionary changes. It is quite possible to imagine far-reaching party disturbances, in which the old lines of cleavage will be forgotten. Much depends upon the attitude of eastern statesmen. It takes time to bring about maturity, sobriety and reasonableness. The West must be humored for a season, guided as much as possible, allowed at times to have its own way. The disciplining of childhood and youth must always be accompanied by compromises.

The part of the older East is patience and wisdom. To deal with the new national problems that are forcing themselves upon us in such a way as to win the confidence, if not always the approval, of the West, will require a sympathy with western conditions and needs. This can be obtained only through intercourse and study. Fortunately the travel westward for pleasure and knowledge grows with each passing season, and every such journey gives inspiration and a truer appreciation of the possibilities and magnitude of Western Canada.

Politics in Canada will become broader, in keeping with our country's expansion. The call for men of large brain, honest and fearless, is making itself heard as never before. The young men east and west who will succeed our present legislators are already born; it is to be hoped that there are many among them earnestly studying Canada's problems, fitting themselves for the work that inevitably will fall to them. It is well to point out that the only greatness the world recognizes is the greatness of service. Let our young men serve their generation, seeking only the country's good. The rewards of true service may seem slow in coming—they generally are—but they are worth the effort.

THE FUTURE OF STEEL PRICES.

UNDER this heading reference was made last week to a speech by Andrew Carnegie, wherein he compared the conditions of steel production in the past with those existing to-day.

In his speech Mr. Carnegie expressed himself as follows: "It seems almost miraculous that such an article as steel could be produced and sold without loss at three pounds for a penny. I am convinced that this is a thing of the past."

In our reference to the speech we gave the impression that Mr. Carnegie prophesied that the prices of steel would not again be as cheap as "at present," whereas his prophecy was that they would never again be as low as they were during the great depression of 1896-7, when, as he says, steel was sold at the rate of "three pounds for a penny."

Steel billets are now quoted \$27 per ton f.o.b. Pittsburg, or at the rate of about "three pounds for two pence," so that it will be seen that there is considerable margin between present prices and the prices which Mr. Carnegie prophesies we will never again see.

THE DOMINION EXHIBITION.

IN this issue extended reference is made to the machinery exhibits at the Dominion Exhibition. All the exhibits in the Machinery and Electrical Hall are included in the illustrations and reading matter relating thereto. As stated in last week's issue, the publication of this matter is entirely gratuitous; it is done because many of the readers of *HARDWARE AND METAL* are vitally interested in machinery and electrical equipment, and it is desired to at all times publish such information regarding these subjects as will be of service to them.

In next week's issue particular attention will be given to the displays in the stove building. Several other illustrations of a more general character will also be given.

In last week's issue reference was made to the exhibit of Henderson & Potts, Halifax. This should have read Henderson & Potts, Halifax and Montreal, as this enterprising firm, in addition to carrying a heavy stock at their headquarters, Halifax, keep a full assortment of their lines in Montreal for the convenience of customers in Ontario, Quebec and the West.

At the Dominion Exhibition

**Machinery and
Electrical Exhibits.**

NO more fascinating realm than that of mechanics exists for the true lover of machinery. The hum of the dynamo and the sight of revolving wheels are to the lover of machinery as music, and as the beauties of nature are to the poet. To the engineer the shriek of the locomotive whistle and the clanging of the bell are not notes of discord, but to his ear they blend together to make chords of harmony. Those sounds are music to him, and he loves them. The true mechanic loves his lathe, and his hands have not their accustomed skill on any other than his own. His engine is to the engineer as a companion; he knows its every detail and takes pleasure in keeping it polished and in perfect working order. If he loses that engine he feels as if he had been deprived of a friend.

To those interested in machinery and electrical apparatus the Machinery Hall at the Dominion Exhibition, at Toronto, was a place of frequent resort. It was a vista of delight, where each machine might be examined in detail and the uses of all its parts be studied out. There was to be found the result of many years of development—the result of the genius applied by many inventors. There was displayed the life work of many an inventor and perfecter of machinery. There was to be seen the modern steam engine, complete in every particular, which has been developed from the observations of Watt many years ago, that the water vapour given off from boiling water had power to raise the lid of the tea-kettle. There was to be seen the latest and most improved electric current generators, which have been developed from the discovery that when the lines of force in the

magnetic field of the magnet were cut a current of electricity was set up.

If one of our ancestors, living before the discovery of the electric current and before the utilization of steam as a motive power, could have found himself in the Machinery Hall as it was a week ago, he certainly would have been somewhat startled. It is to be feared that superstition would have overcome his valour, and he would have trusted to his heels for safety, believing himself to be in the very heart of the supernatural universe. The advances in the mechanical world have been made during the past century in leaps and bounds, and everything points to as phenomenal a progression in the future. Could we see the inventions in the mechanical art one hundred years hence we would be as startled as our ancestor would be in beholding the machinery of the present day.



Exhibit of The Canada Foundry Co., Limited.



The Hart Corundum Wheel Co.

The Dominion Exhibition was a revelation to many of what Canada can and is doing in the manufacturing line. The Machinery Hall was certainly one of the big drawing cards of the Exhibition, and in that building our friends from over the ocean and across the border found much to be interested in.

Visitors at the Exhibition from Great Britain and the United States have been surprised by the great variety of machines and mechanical apparatus which Canada can claim as of her own manufacture, yet it should be borne in mind that even such a comprehensive display as that referred to did not include all machinery made in Canada. The natural sequence of the great industrial expansion in Canada has been a development of machinery manufacture that bodes well for the future of the many industries whose prosperity depends on economical production; hence the use of the most modern equipment of plant and machinery.

CANADA FOUNDRY CO., LIMITED.

Over 1,500 square feet of space in the Machinery Hall was occupied by the exhibit of The Canada Foundry Co., Ltd. The display was arranged in sections, each showing a distinct line of their product, beginning with cast iron pipe for water and gas service, showing a range of pipe from 3 to 14-in., and a large line of specials, Ts, Ys, etc., also a complete line of valves from 3 to 24-in., both flanged and hubbed. The well-known Toronto hydrant was shown in sections

so that a mere novice could see the operation and simplicity of its valve. Other styles of hydrants were also shown, as well as indicator posts, etc. Then followed a line of drinking troughs and fountains, one of which was connected to the city mains and had provided many a thirsty visitor with a refreshing draught.

Next came a Curtis electric car truck, being one of a large order now being filled for The Toronto Railway Co. A selection of sections of standard beams and channels called to mind the fact that all the steel work in the magnificent new Manufacturers' Building was made and erected by The Canada Foundry Co. A number of gasoline engines illustrated the fact that this company are now selling the engine formerly made by the Northey company. Two large pyramids of iset screws, cap screws and cold-pressed nuts gave one some idea of the endless variety of these goods which are being made. There were also shown a number of track bolts of special design being supplied to the Canadian Pacific Railway. On a table in the rear were a number of metal panels, each finished in a different style of electro-plating, some 20 different effects being now turned out from the electro-



Display of Craig Mine Crystal Corundum.

HARDWARE AND METAL

plating section of the ornamental iron department. The next section of the exhibit was furnished as an office, and contained a fireplace supplied with a pair of handsome hand-hammered iron fire dogs and a neat fender made in a similar manner, the novel feature, however, being a smoke-guard, composed of a neat iron frame containing a sheet of plate glass, which proves an effective cure for smoky fireplaces.

A roar of falling waters called our attention, and, turning, we found a unique display of the Northey pumps, now manufactured by The Canada Foundry Co. There a number of different styles were shown, but what attracted most attention was the discharge from three centrifugal pumps, forming a miniature Niagara.

The remainder of the space was filled with various examples of ornamental ironwork, including bank railing, cresting, hitching posts, fire dogs, screens, fenders, and a massive polished steel gate, being part of a large order for The Royal Trust Co., Montreal.

The whole exhibit was surrounded by a neat iron fence, and formed an object lesson to many people who have failed to realize that so complete an assortment of architectural ironwork is being made right in our midst.

THE A. R. WILLIAMS EXHIBIT.

The A. R. Williams Machinery Co., Ltd., Toronto, had on exhibition some of the

lines of machinery which they handle, among which were both metal and wood-working machines. Handsome lathes were there, as were also wood planers and wood saws.

They displayed one of the Double Spindle Shaping Machines manufactured by Clarke & Demill, manufacturers of improved wood working machinery, Galt, of which firm The A. R. Williams Machinery Co. are agents. This machine is designed for shaping irregular forms. It is massive and heavy and is adapted to a large variety of work required in wagon, carriage, implement and car shops.

They also show a Variable Self Feed Rip Saw manufactured by the same company. This machine was designed and built to meet the requirements of furniture, organ, piano, buggy and chair factories, where there is a lot of ripping to be done. The variable feed in this machine can be changed by the operator from nothing to 200 feet per minute simply by moving the lever on the side of the machine and regulating the feed just as desired. The device for raising and lowering the heavy iron table, as well as the device for running and locking the fence, are very good indeed.

Another of the Clarke & Demill machines on exhibit was the Combination Rip and Cross-Cut Variety Saw with iron tilting table. This machine is of entirely new design. It does the work of several machines and occupies the space of but one. Four and one-half turns of the large hand wheel at the side will

change the machine from a rip saw to a cross cut saw, and vice versa.

A machine on exhibit, manufactured by The A. R. Williams Co. themselves was the improved "Eclipse" planer, matcher



The A. R. Williams Machinery Co., Limited.

and moulder. This machine planes 24 inches wide, 6 inches thick and matches 12 inches wide, and is adapted for the ordinary building trade.

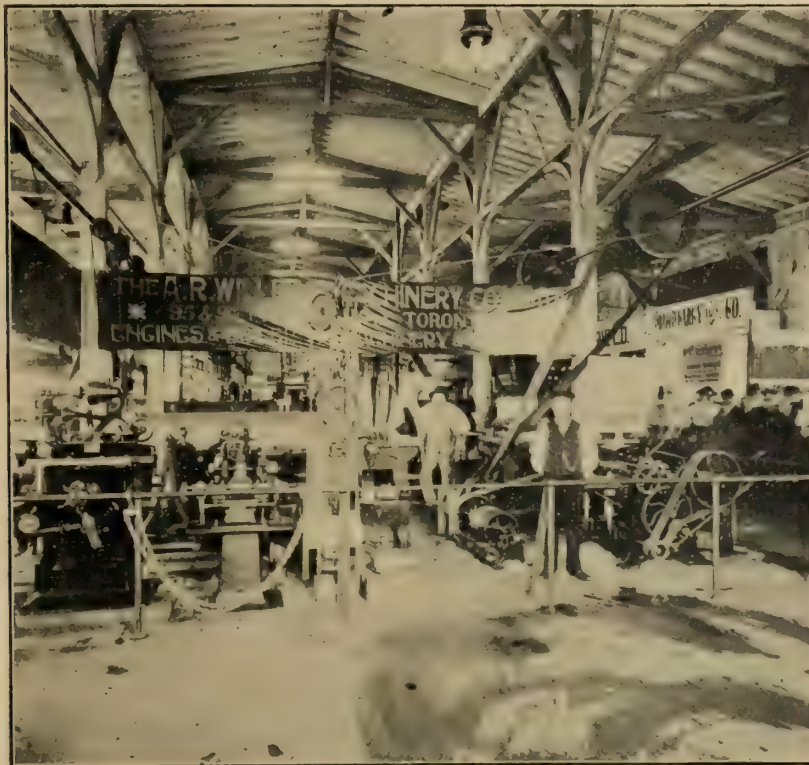
They have also on exhibition a line of saws manufactured by The E. R. Burns Saw Co., and some of H. Goodwin's chucks. Some of the drilling machinery of The Fosdick Machine Tool Co., Cincinnati, Ohio, was also to be found there.

THE GOLDIE & McCULLOCH EXHIBIT.

The exhibit of this machinery firm of Galt, Ont., was one of the attractions for the crowds that poured into the building. The shafting on the south side of the building was run by one of their "Ideal" engines, and that on the north side by a Wheelock. These two handsome engines attracted much attention.

The company had on exhibition four fine wood-working tools. One of these was a large double-surface planer and matcher weighing 11,000 pounds. It has all the best appliances for doing good and fast work. There are five cutting heads, including the matcher heads and polishing heads. A fitting companion to this machine was the 12-inch, four-sided moulder. This machine is built to do heavy as well as light work. The other two wood-working machines on exhibit were a power feed, cut-off saw and a smaller planer. A Wolf gyrator, a machine for making the best grades of white flour, was also on exhibition. This firm are the sole Canadian makers of this machine.

In The Goldie & McCulloch Co.'s space was exhibited one of the one-cylinder compound engines of Wm. Bennett, Sunderland, Ont. In these engines high and low pressure steam are used in the same cylinder continuously and alternately. The steam is compounded in high pressure temperature, and the full benefit of the steam is employed in compounding,



The A. R. Williams Machinery Co., Limited.



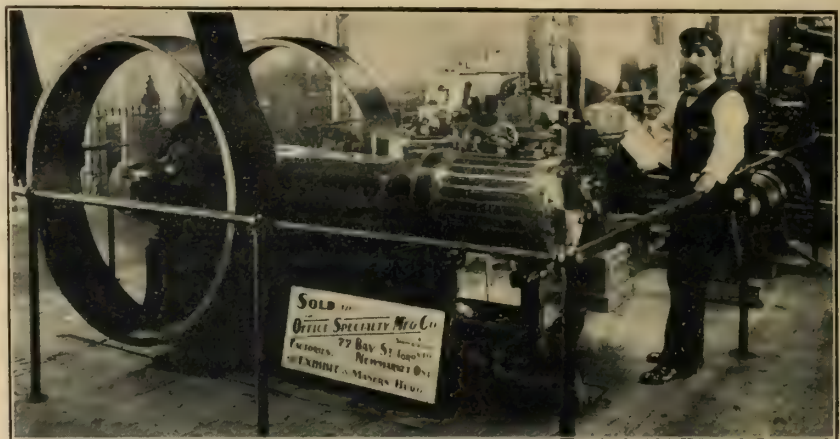
General View of Goldie & McCulloch's Exhibit.

since all long passage-ways to utilize high and low pressure in ordinary engines are dispensed with. Thus there is a saving in fuel.

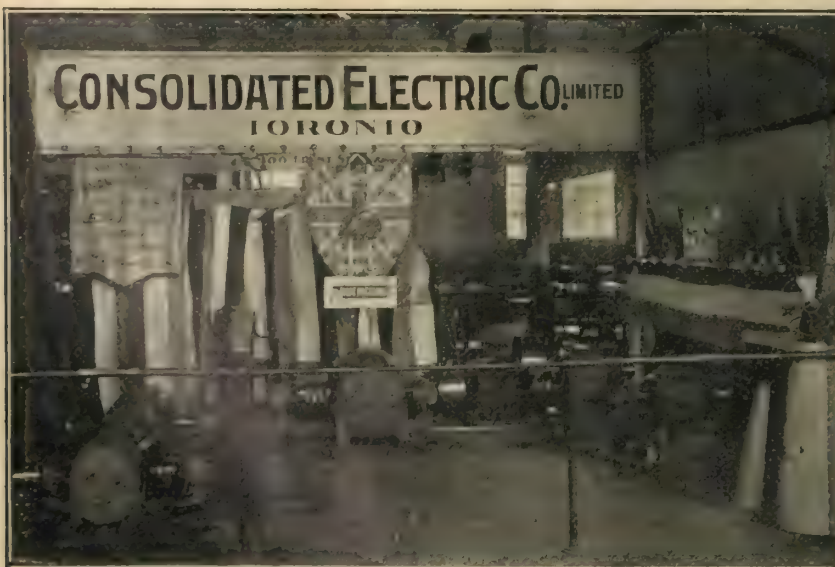
THE CONSOLIDATED ELECTRIC CO.

The electrical machines turned out by The Consolidated Electric Co., Toronto, were well displayed. The principal feature of the display consisted of the "King Edward" dynamos and motors. In the improved construction of these dynamos and motors the current is so constructed about the armature that there is no waste, thus there is a saving of from 30 to 40 per cent. of current.

These machines are made of the best materials; they have a slide base, self-oiling and self-aligning bearings, carbon



The Goldie & McCulloch "Ideal" Engine.



The Consolidated Electric Co., Limited.

brushes and fire-proof starting box with automatic release. The dynamos and motors are manufactured in any size from $\frac{1}{2}$ to 100 horse power. The field poles of the "King Edward" machines are built up of thin sheets of steel welded into the frame, which construction, it is claimed, makes a better joint both mechanically and electrically than can be obtained by bolting the pole pieces to the yoke.

Longitudinal openings in the armature permit free passage of air through the core and ventilation is augmented by ducts perpendicular to the axis of the core, through which, when the machine is running, air is drawn into the armature windings against the pole pieces and field coils. The commutator is made of hammered copper and is mica insulated throughout. The segments are securely held in place by conical washers, drawn together by steel bolts and fitted to an extension of the armature spider, thus making it possible to remove the shaft if ever necessary without disturbing the windings in any way.

CANADIAN BEARINGS, LIMITED.

Wright's Taper Roller Bearing, manufactured by The Canada Bearings Limited, Hamilton, is composed of a full series of taper-shaped rollers, having a free race around the shaft. The bearing absorbs the end thrust entirely and has a perfect adjustment for wear. It is most simple in construction, and has very few parts, all of which can be made by automatic machinery. This bearing saves from 35 per cent to 75 per cent. in the starting and running power. In the use of lubricants 95 per cent. is saved. The bearing can sustain any weight, is absolutely dust proof and can be used on almost any machine.

These bearings are new on the market, the company having been incorporated only seven weeks ago.

GOOLD, SHAPLEY & MUIR CO

Of course the feature of the display of The Goold, Shapley & Muir Co., Ltd., of Brantford, was their "Ideal" Gas and Gasoline Engines.

The gas and gasoline engines are the same in construction, except that in the gasoline engine a small pump or plunger measures each charge of gasoline as it is injected into the air passage leading to the cylinder, while with the gas engine the gas is supplied by pressure when the valve is opened at the proper time to allow the gas to enter the cylinder with the air. In either case the amount of gas or gasoline is measured automatically and is controlled by the governor.

These engines are made with either the hot tube or electric igniter or with both, but the electric igniter is the more convenient of the two, especially if the engines have to be started a number of times daily.

The "Ideal" engine is supplied with a



The Goold, Shapley & Muir Co., Limited.



The Gutta Percha and Rubber Manufacturing Co.

double exhaust system by which the leaky exhaust valve is done away with.

Another attractive feature of these engines is the exhaust muffler which muffles the sound of the exhaust down to a point where it is not objectionable nor does it reduce the power in so doing. This muffler not only reduces the sound to a minimum but it cools the exhaust to a certain extent before it reaches the outside air.

GUTTA PERCHA & RUBBER CO.

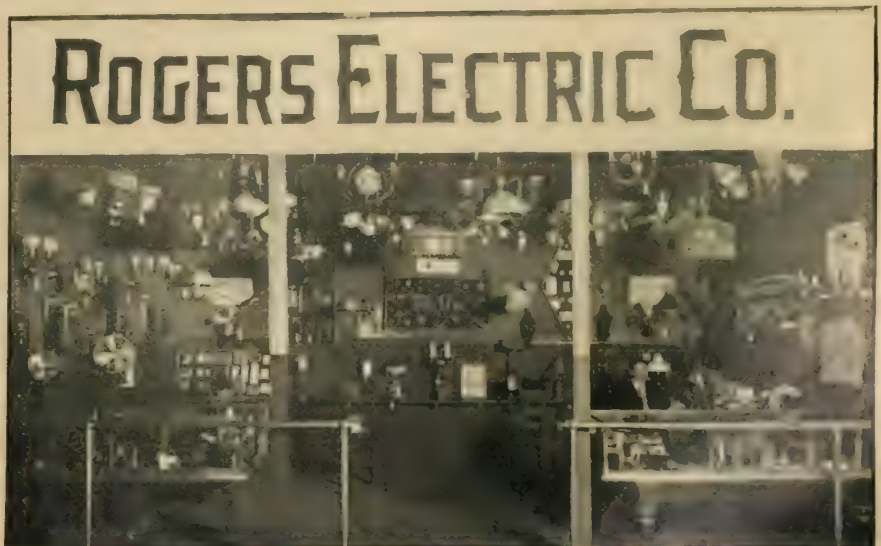
In the Manufacturers' Building was to be found the exhibit of rubber goods of all kinds made by The Gutta Percha & Rubber Mfg. Co., of Toronto, Limited. That of most interest to the readers of "Hardware and Metal" would, of course, be the display of rubber belting and rubber hose.

There was on exhibit a section of "Maltese Cross" brand rubber fire hose, which had been sold to the Corporation of Thorold, Ont., in 1877, where it was in active service until March of this year, and it is good yet. Among the other rubber goods displayed, quite a specialty was made of their "Maltese Cross" rubber shoe and the Berry rubber heels.

THE ROGERS ELECTRIC CO.

The display of electric supplies of all kinds made by The Rogers Electric Co. was, without doubt, handsome. The numerous electric lights shining forth from globes and shades of all designs and in the most appropriate colors, gave the exhibit an inviting appearance, and people stopped to examine the goods exhibited.

In the electric light line a special feature is their portable electric lamps. The company also make a specialty of the electric fans of The Western Electric



Rogers Electric Co.

Co., N.Y., whose Toronto agents they are.

An interesting part of the exhibit was the De Veau Automatic Switchless Telephones. The telephones are supplied with a system of buttons, and any station in the system may be called with the receiver either off or on the hook. By holding the button down and pressing any other button one or more additional parties may be cut in and may take part in the conversation. This feature is claimed to be only possible with the De Veau Automatic Switchless. The act of pressing in the button all the way calls the station, and when the pressure is removed the button comes back half way and cuts in the talking circuit.

The Williams Electro-Medical Faradic Batteries exhibited by The Rogers Electric Co. attracted some attention. It is widely recognized now that electricity is one of the greatest curative agents known to science.

THE J. C. McLAREN BELTING CO.

What makes the wheels go? The J. C. McLaren Belting Co., Toronto, in the Machinery Hall made a display of the different kinds of belting they have to make the wheels go.

Their "Thistle" brand of rubber belting consists of a very light coating of rubber

on very heavy duck. With this thin coating the chances of the belt slipping are reduced to a minimum and the danger of the rubber cracking and subsequently coming off on account of the heat set up by the belt slipping is almost entirely removed.

EUREKA MINERAL WOOL AND ASBESTOS.

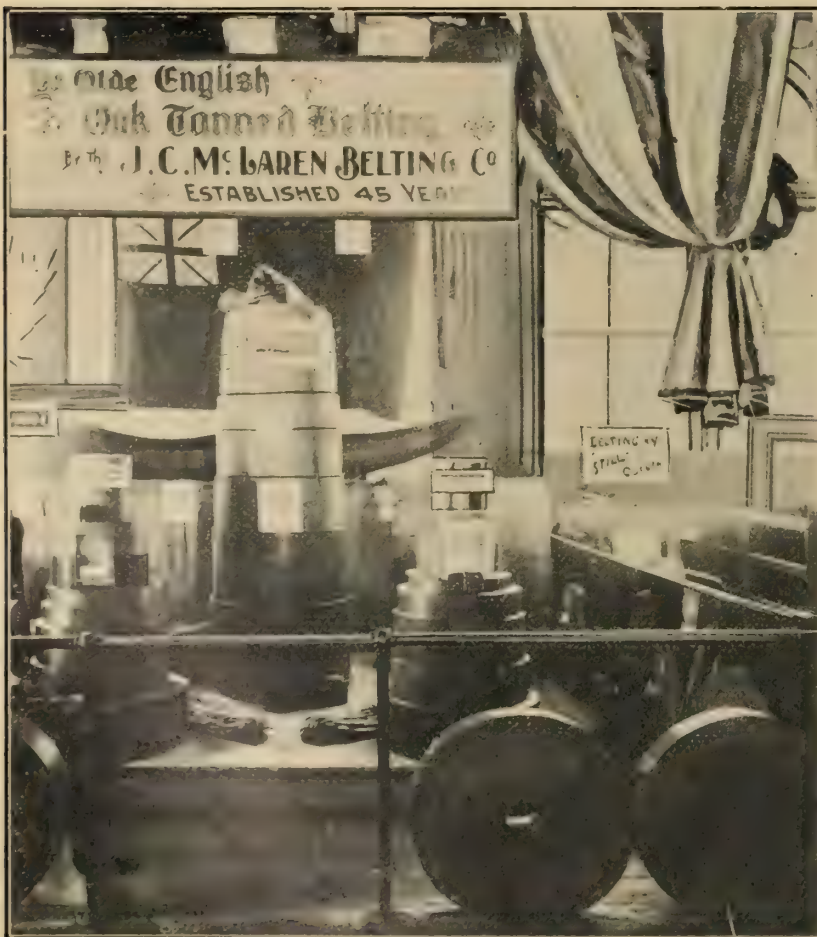
The Eureka Mineral Wool and Asbestos Co., Toronto, had an exhibit of their boiler and steam pipe coverings in the Machinery Hall. Mineral wool is a vitreous substance converted to a fibrous condition. The fibres interlace each other in every direction, thus forming innumerable and minute air cells. Mineral wool partakes of the nature of glass, without the brittleness, the fibres being soft, pliant and inelastic. It is made by converting scoria and certain rocks while in a melted condition, to a fibrous state; it is also made from blast furnace slag, the molten slag being blown into fibrous condition by the action of steam and hot air.

It is used as an insulator of heat, as a protection against frost, as an insulator of sound, for fire proofing and as a protection against rats, mice, insects and disease germs. It is claimed that 85 per cent. of wasted heat may be saved by covering the furnace, boiler and pipes with fire-proof covering.

There was also on exhibit asbestos cement, paper and millboard, asbestos wick, rope and cloth.



Eureka Mineral Wool and Asbestos Co.



The J. C. McLaren Belting Co.

D. K. McLAREN BELTING.

D. K. McLaren, Montreal, occupied their usual position in the building. They had on exhibit all kinds of machinery belting and belting supplies. Their "Genuine Oak" tanned leather belting was given all due prominence, and they also exhibited some of their other lines of belting, including rubber belting, Baltimore belting, American duck belting and Balata belting.

THE JONES & MOORE ELECTRIC CO.

Everyone is interested in that mysterious thing, electricity, and even to those not acquainted at all with electrical machinery the several displays in the Machinery Hall had attractions. Among the displays was that of The Jones & Moore Electric Co., Toronto. They had on exhibition a 60 K.W. 125 volt M.P. generator, fitted with Henderson roller bearings, and of such massive design as to work on an overload of 25 per cent. for hours at a time. Running tandem with this generator was a 30 K.W. 250 volt. multipolar generator of the same design. A line of bipolar motors in operation were on exhibit. They also showed special lines of motor starters, field reostats and automatic overload controllers. Their space was made attractive by their display of electrical housefurnishings, and by the well-arranged

incandescent and arc lights of red, white and blue.

The Jones & Moore company are now moving into their large new factory on Adelaide street, Toronto, which they built this Summer. This new plant is 175 feet long, 50 feet wide, and 4 storeys

high, and is fitted with all the latest machinery for their requirements, including a large travelling crane.

THE HAMILTON MFG. CO.

The Hamilton Mfg. Co., of Toronto, had an exhibit of engineers' supplies in general, but particular attention was paid to the "Neverslip" pulley covering. This covering is applied with a brush to either iron or wood pulleys to prevent belts from slipping. The covering will stand the expansion and contraction of the pulley, and is not affected by steam, heat, oil or dampness.

There was also displayed metallic piston and valve packing, which consists of metallic rings of peculiar construction. These rings are pressed gently against the rod at all points by elastic rings fitting into grooves on the back of the metallic ones. All rings are laid so as to break joints. Steam or water cannot break through from one ring to another, because each joint is covered by a flat surface on the next ring.

Semi metallic packing was also on exhibit. This packing combines the advantages of fibrous packing and of metallic packing.

MICA COVERING.

The Mica Boiler Covering Co., Limited, Montreal, had a striking exhibit of their mica coverings in the Machinery Hall.

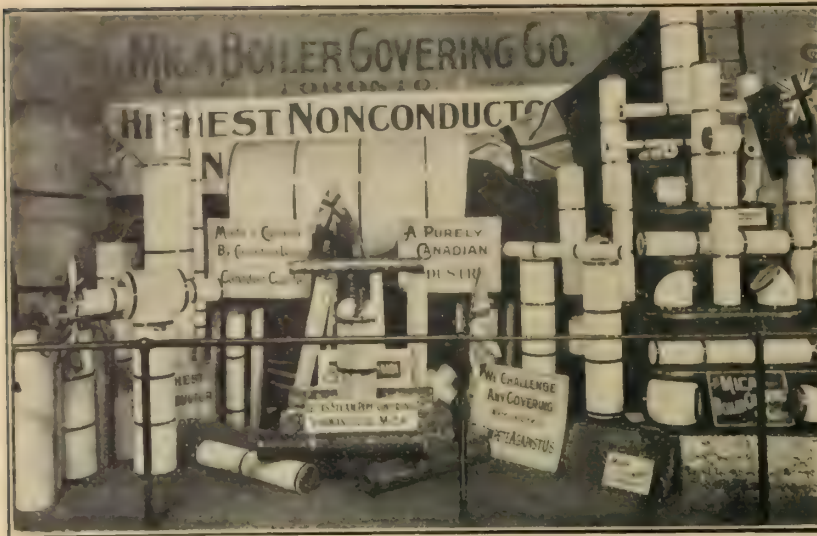
The mica flexible pipe covering is composed of mica leaves, firmly stretched with wire between galvanized wire netting and canvas. The mica sectional pipe covering consists of mica leaves arranged in con-



D. K. McLaren.



Jones & Moore Electric Co.



Mica Boiler Covering Co.

centric layers, and is cast or moulded to fit any diameter of pipe.

Mica flexible boiler mats are peculiarly adapted for covering marine boilers, but it is also used largely for locomotives. It consists of mica leaves stitched with wire between galvanized wire netting.

This company have a large export trade, their products going to Australia, India, Burmah, etc. Europe is supplied from their plant in England. It is expected that the Montreal plant will be greatly enlarged during the early part of next year.

BABCOCK & WILCOX, LTD.

Babcock & Wilcox, Ltd., had one of their water tube steam boilers on exhibit in a prominent place in the building. These boilers are manufactured in Renfrew, Scotland, but the company has offices in Toronto and Montreal.

The boiler is composed of a number of sections, each consisting of several tubes, expanded at each end into staggered headers. These headers are provided with hand holes placed opposite the end of each tube to permit of the cleaning, or, in case of need, the removal of a tube. The boiler and furnace are enclosed in masonry, lined with firebrick where necessary, the furnace being arranged below the tubes.

The entire boiler is suspended by wrought iron slings from iron girders resting on wrought iron columns, so that the weight of the boiler does not rest on the brickwork, and the boiler can expand or contract without any strain being thrown on the brickwork.

To these boilers are attached patent steam super heaters, consisting of a number of solid drawn steel tubes, bent into a U form, and expanded at each end into wrought steel boxes or manifolds. The

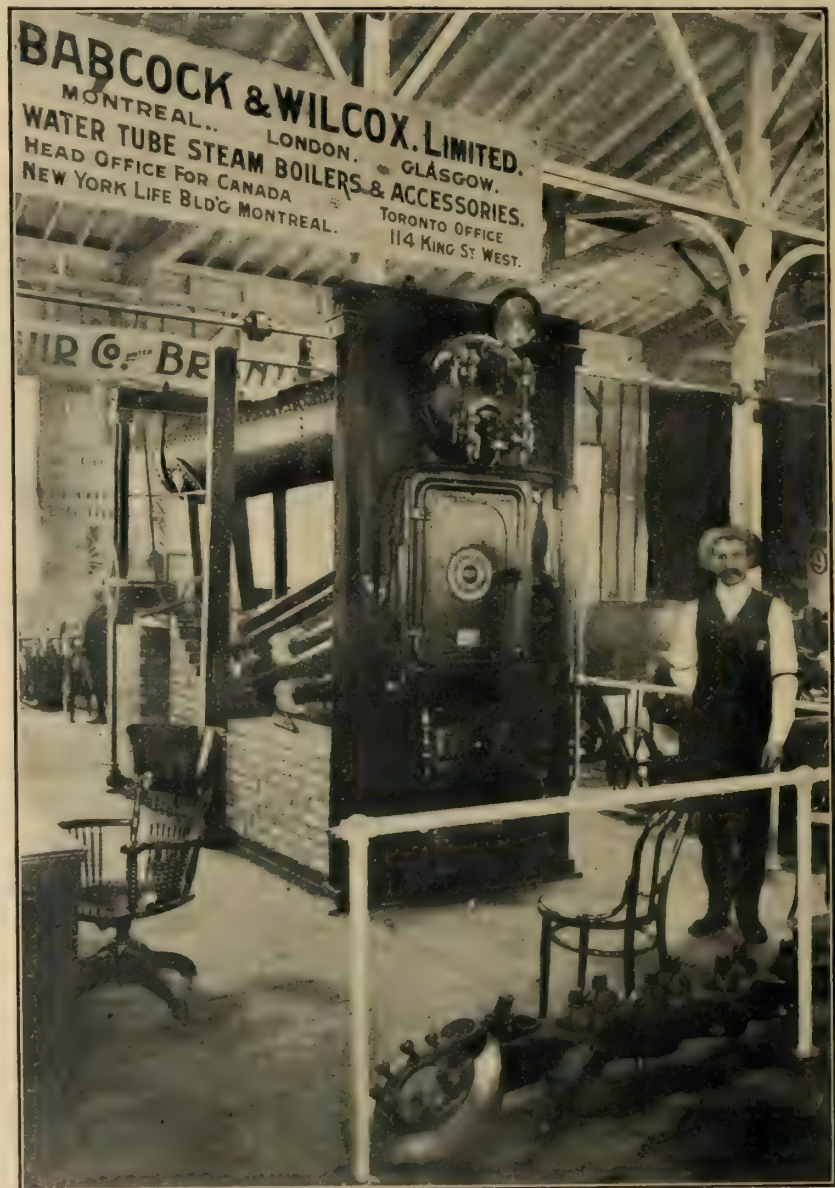
use of superheated steam ensures a saving of from 10 to 15 per cent. in the steam consumption of even a modern economical engine.

Another thing on exhibit was Neeme's Patent Shear-Cut Shaking Grate for which they are sole manufacturers for Canada. This grate is for burning hard and soft coal and coke, and can be fitted to any furnace without alteration of brickwork.

THE HENDERSON ROLLER BEARINGS

To reduce friction to a minimum and thus save power has been the chief aim of mechanics for many years, and not a few are the inventions put upon the market to accomplish this. The invention of The Henderson Roller Bearings is purely Canadian in its origin.

In these bearings the rollers are held in alignment with the minimum amount of friction, and the end thrust is provided



A Babcock & Wilcox Boiler.

for by an almost frictionless, yet durable means. The bearing surface is provided proportional to the weight to be carried, so that no indentation of the metal occurs.

The device consists of bearing rings and rollers journaled in the rings, so as to bring the contacting parts near the centre of the roller. The weight rests on the body of the roller, the pintles of which carry round the cage. Journaled on the tie rods are the sparring rollers, which contact the faces of the bearing rollers and form a rolling contact therewith, thus relieving the pintles of part of the strain of keeping the rollers in line. The end thrust is provided for by loosely abutting end-thrust means, which contact the rollers, and are adapted to move therewith when under pressure, so that the friction of the end thrust is practically eliminated.

The ability of these bearings to carry heavy weight has, it is claimed, been amply proved in the G.T.R. shops. They are also specially adapted for high speed machinery, such as electric generators and motors.



Henderson Roller Bearing Exhibit.

CAREY'S COVERINGS.

The Philip Carey Mfg. Co., Lockland, Ohio, whose Canadian offices and ware

rooms are in Toronto, had an exhibit of their asbestos pipe and boiler coverings and magnesia flexible cement roofing in the Machinery Hall.

Their standard asbestos sectional steam pipe and boiler covering is composed of asbestos fibre, magnesia and other fire-proof and non-conducting materials, into sections, forming a light, porous moulded into sections, forming a light, porous composition, containing an infinite number of minute dead air cells, which are the basis of heat insulation.

There was also on exhibition some of their woollen felt covering lined with asbestos sheathing. These coverings are especially adapted to low pressure steam pipes.

Carey's cement roofing is constructed almost entirely of flexible asphalt cement. The upper surface of the cement roofing is imbedded by a heavy jute burlap, and paint is applied over it.

THE CANADA METAL CO.

The exhibit of The Canada Metal Co., Toronto, was made up of some ten tons of metal, including babbitt, solder, lead pipe, electrical battery zincs, phosphor tin and type metal. The whole was surmounted by a figure of a man made of metal, stamped with the company's die metal and soldered with their solder.

This exhibit was much admired by many of the company's customers, who expressed surprise at the extent of the display.

A very interesting part of the exhibit was the display of raw materials from which the metals are produced, consisting of pig lead, tin, antimony, spelter, copper, bismuth and mercury.

Another very interesting feature was the stereotype plates used in newspaper offices.



The Philip Carey Mfg. Co., Toronto.

On account of the rapid increase of business The Canada Metal Co. have found it necessary to extend their plant, and during the past few months the capacity has been doubled.

CHAPMAN DOUBLE BALL BEARINGS.

The exhibit of The Chapman Double Ball Bearing Co., of Canada, Ltd., was found to be very interesting and instructive by many a hearer and observer of the demonstration of the good points of the double ball bearings.

In these bearings the separation of the load carrying balls by the smaller ball eliminates the cross friction between the load-carrying balls and secures a positive rolling motion. These bearings have shown by test that by their use the cost of power can be reduced enormously; that they require no lubrication or attention; and that a saving can be made in the cost of belting and pulleys by reason of the higher speed at which they can be run without heating.

After 2½ years' running in The Orswell Mill, Fitchburg, Mass., under adverse conditions at a speed of 600 revolutions per minute, they show no marks of wear. In The Lancaster Mills, Clinton, Mass., these bearings by actual tests are making a saving of 10 per cent. of the entire power used, which is equivalent to re-

ducing 80 per cent. of shaft friction, over the self-oiling bearings. These bearings can be applied wherever a wheel turns.

The company is at present equipping a plant in Toronto.



The Canada Metal Co. Exhibit.

THE OHIO MOTOR CO.

The display of engines of The Ohio Motor Co., Sandusky, was complete. This company has an office in Toronto at the present time and as a result of the business they did at the Exhibition they have decided to keep a complete stock of engines in Toronto to facilitate the rapid filling of Canadian orders.

The Ohio Engine can be operated with gasoline, natural or artificial gas, and is not affected by change of temperature, and can, therefore, be operated in the coldest weather without decrease in efficiency. They are all self-contained, the fly wheel clearing the floor without elevating the foundation for the engine.

This company manufactures both portable and stationary engines. The portable engines are fitted with friction clutch pulleys, by use of which the engine can be started without a load, and the machinery can be started or stopped while the engine continues running.

These engines are provided with an improved water cooling apparatus which reduces the amount of water required for the cylinder to a minimum. The new improved igniter used in the Ohio engines is so arranged that the spark is produced only when the engine takes fuel, thus saving the life of both the electrodes and the batteries.

The operation of these engines is as follows: Upon the first out stroke of the piston, the cylinder is filled with gas and air, mixed in the proper proportion; upon the return stroke this mixture is compressed and the igniter causes the explosion to take place, thereby forcing the



Chapman Double Ball Bearing Co.



Bradley, Levy & Weston.

piston on its second outward stroke; and as this stroke is completed the exhaust valve is opened and during the second inward stroke of the piston the cylinder is emptied of all the burnt gases.

THE R. H. BUCHANAN EXHIBIT.

Much interest was taken by many visitors in the exhibit of pumping machinery made by R. H. Buchanan & Co., Montreal. This company are Canadian agents for the Rider & Ericsson Hot Air Pumping Engines, Samson Steel Wind Mills and Towers, and Blake & Knowles Steam Pumps. Pumping machinery is their specialty and of that kind of machinery their exhibit consisted.

The Ericsson Hot Air Pumping Engine is a single cylinder engine in which are two pistons, one of which receives and transmits the power, and the other, called the transfer piston, the office of which is to transfer the air contained in the machine alternately and at the proper time from one end of the cylinder to the other. This engine, like all other hot air engines, is only single acting; the momentum of the fly wheel continues the revolution until it receives an additional impulse from the expansion of the heated air in the lower end of the cylinder.

Both the Ericsson and the Rider Hot Air Pumping Engines are adapted to supply water for a variety of purposes. They are very useful in city houses where the water from the street mains does not rise sufficiently high to supply the upper floors. For country residences they are well adapted for pumping water from well or spring and elevating it to the highest part of the building and thus providing the country house with all the sanitary conveniences and luxuries of a

city house. These engines are largely employed for watering stock on a farm, for irrigation and draining, and for sprinkling streets.

By means of a kerosene-burning attachment, which, when started, requires no attention for hours, these machines are made practically automatic.

BRADLEY, LEVY & WESTON.

One of the chief features of the exhibit of The Bradley, Levy & Weston Machinery Co., Limited, Toronto, was the automatic smoke preventer, manufactured by The Automatic Smoke Preventer Co., Jackson, Mich. This smoke preventer is so arranged that the action of opening the fire doors sets it in operation, and it continues working until the combustion is perfected, then shuts itself off until next firing. The preventer does not require any particular method of firing. Through a combination of heated air and dry steam a perfect combustion is produced directly under the boiler where its effectiveness is the greatest. The chief saving arises from keeping the flues clean, thus allowing all heat to come in direct contact with the flue and be absorbed by the water. By the operation of the smoke preventer a draft through the dead plate is set up, and this current of air protects



R. H. Buchanan & Co.

the boiler fronts and arches from extreme heat, thus preserving them.

Another line of goods on exhibition were "Crown" valves, which have been on the market only for about a year and to which The Bradley, Levy & Weston Co. are paying particular attention. The great advantage of these valves is that they are double seated.

THE MORRISON BRASS EXHIBIT.

The brass exhibit of The James Morrison Mfg. Co., Toronto, was attractive in itself. One of the handsomest features of the exhibit was the model bath room fitted up with the Morrison products, including a patent folding shower bath apparatus. The fittings of this bath-room are nickel-plated, but the company produces the same in brass. Further reference, with illustration, will be made to this part of the exhibit next week.

Of brass goods of interest to locomotive engineers there was a large collection displayed. In this collection were the J.M. F., Ohio and Monitor injectors and valves, the Standard valve, the Globe angle and check valve, oil cups and cylinder lubricators, automatic sight feed lubricators and other engineering supplies. There was a handsome display of steam gauges on a cone-shaped frame.

Other goods manufactured by the company are air whistles for gasoline launches, gong bells and yacht bells, valves for pulp mills and steam whistles. Then they had an attractive display of gas and electric fixtures.



United Electric Co.

THE UNITED ELECTRIC CO.

The United Electric Co., Ltd., Toronto, had on exhibition a good display of their "Superior" direct current dynamos and motors, induction motors, marine type of

direct current, multipolar generators and "Superior" alternating generators and motors.

Their inductor alternating current generator has the advantage of accessibility of the different parts for inspection.

The marine type of direct current multipolar generator is being largely used on steamers on the Yukon, St. Lawrence, Richelieu and other rivers, also on the Great Lakes and for mines in British Columbia and Ontario. It is capable of operating from no load to 25 per cent. overload without undue sparking and without shifting the brushes; and it is capable of taking a 50 per cent. temporary overload without injurious sparking.

The advantages of their inductor motors are that there is no commutator, no brushes, no collector ring, no moving wire on motor to "burn out," and no danger of fire. They are self-starting under full load and have their speed closely regulated.

They had on exhibition a complete marine set, including the direct current multipolar generator, switchboard and search light.

THE DRAPER MFG. CO.

The display of The Draper Mfg. Co., Port Huron, Mich., attracted considerable attention. The Canadian branch of this company is situated in Petrolia. This was the first time that this firm's pneu-



James Morrison Brass Mfg. Co.



The Draper Manufacturing Co.

matic welding machines were exhibited in Canada, and naturally they created a great deal of interest among those engaged in mechanical pursuits. The Pneumatic Flue Welder is a machine for welding all sizes of flues up to 1½ inches; the dies and mandrels can be changed in a minute for different size flues. This machine strikes 2,000 blows a minute, with 80 to 100 pounds of air. The Pneumatic Flue Welder and Swedger is a double machine adapted for railroad work where flues are swedged for copper ferrule. A 2 inch flue can be welded and swedged in about five seconds. The Pneumatic Flue Welder and Scarfer is fitted on one side with welding dies and mandrel and on the other with a scarfing mandrel for scarfing the ends before welding. These machines have been on the market for only a short time.

Besides the welding machines the company has on exhibit the Draper Ball Check Valve. These valves are made with iron bodies and brass caps, seats and balls. These valves have a large valve surface; the ball is well protected against injury by the cap into which it rises when open; every time the valve opens the ball changes position, and there being such a large valve surface the wear from contact with the seat is very slight.

THE DODGE MFG. CO.

Pulleys and rope transmission of power were the striking features of the exhibit of The Dodge Mfg. Co., of Toronto, Ltd.

The Dodge patent American system rope transmission is well adapted for vertical driving, for main engine drives, and for

drives involving distance and angles. There is no slippage in this system, and the use of friction clutches enables the stopping of the machinery on any number of floors without interference.

Pulleys are, of course, the chief lines manufactured by this company, and they had a very complete exhibit of wood and iron pulleys, both solid and split.

They make somewhat of a specialty of the friction clutch. This is fast superseeding tight and loose pulleys for general line shaft service. They do away to a

considerable extent with the wear and tear on belts, and also save power, since the belt movement is stopped at the line shaft.

For heavy work they manufacture a special jack shaft with complete quill arrangement with iron centre split pulleys with friction clutches, having chain oiling bearings, and with shafting gear having chain or ring bearings.

This company have very recently made an extension to the moulding shop at their plant, and have built a new machine shop and a new pattern shop.

THE CANADA CORUNDUM CO.

The manufacture of grinding wheels and the abrasive trade generally is being revolutionized by the introduction of pure corundum. In the past pure corundum was unobtainable in commercial quantities, and, therefore, the impure form of it, known as emery, was utilized.

It is claimed that Craig Mine crystal corundum does three times as much cutting as emery, because it is pure. Corundum is a cold cutter; each grain takes a clean bite without rubbing.

With the discovery of the inexhaustible corundum deposit in Ontario, owned by The Canada Corundum Co., of Toronto, a new era in abrasives has been entered upon. The product of the company's plant, "Craig Mine Crystal Corundum," is 95 to 98 per cent. pure, which is 60 to 80 per cent. purer than emery. It is used exclusively by every manufacturer of grinding wheels in Canada, and has been adopted by very many prominent makers of wheels in the United States.

The company are already filling Euro-



Dodge Manufacturing Co., of Toronto, Limited.

mean orders and have formed the nucleus of a large export trade.

TORONTO & HAMILTON ELECTRIC CO.

The exhibit of The Toronto & Hamilton Electric Co., Hamilton, consisted chiefly of direct current dynamos and motors and induction motors.

The frames of their multipolar motors and generators are cast from the best heavy magnetic iron, with pole pieces of charcoal wrought iron, cast welded into the frame. This construction makes a better joint, both mechanically and electrically than is obtained by bolting a pole piece to the frame. The field coils are wound on cylindrical-shaped metallic spools, which shape of winding gives the most magnetism for the power expended. The armature design is the iron-clad or toothed type, in which the conductors are embedded in slots in the core of the armature. These machines operate at a low temperature, showing correct designs and consequently small losses.

The polyphase induction motor manu-

factured by this company consists essentially of two parts—the primary and secondary—and depends for its results on their mutual action on each other. In the former, owing to the peculiar arrangement of the windings, which are supplied with current from a polyphase circuit, a rotating magnetic field is produced which reacts upon the secondary and induces in its windings a secondary current, the voltage of which depends upon the relative number of turns of the primary and secondary parts.

THE DOMINION BELTING EXHIBIT.

The Dominion Belting Co., Limited, Hamilton, made an attractive display of from raw material wholly of Canadian production, which is made up especially to their own formula. It is unaffected by atmosphere, steam, heat or acid fumes.

They also had on exhibit their "Maple Leaf" belt dressing. The regular use of this dressing on the belt will add materially to the life and efficiency of the belt.

their "Maple Leaf" stitched cotton duck belting. This belting is manufactured



Toronto and Hamilton Electric Co.

THE HART CORUNDUM CO.

The Hart Corundum Co., Hamilton, had an attractive exhibit of corundum, from its natural form to its manufactured state, as corundum wheels. There were on exhibit 17 sizes of crushed Craig Mine corundum, besides an immense block of corundum in its natural state, weighing a ton.

The demonstration of the use of the different kinds of wheels for saw grinding and gumming, for tool grinding and for long planer knife grinding, created much interest.

This company keeps no wheels in stock. They make only to order, and they can make and ship any wheel within 24 hours from the receipt of the order.

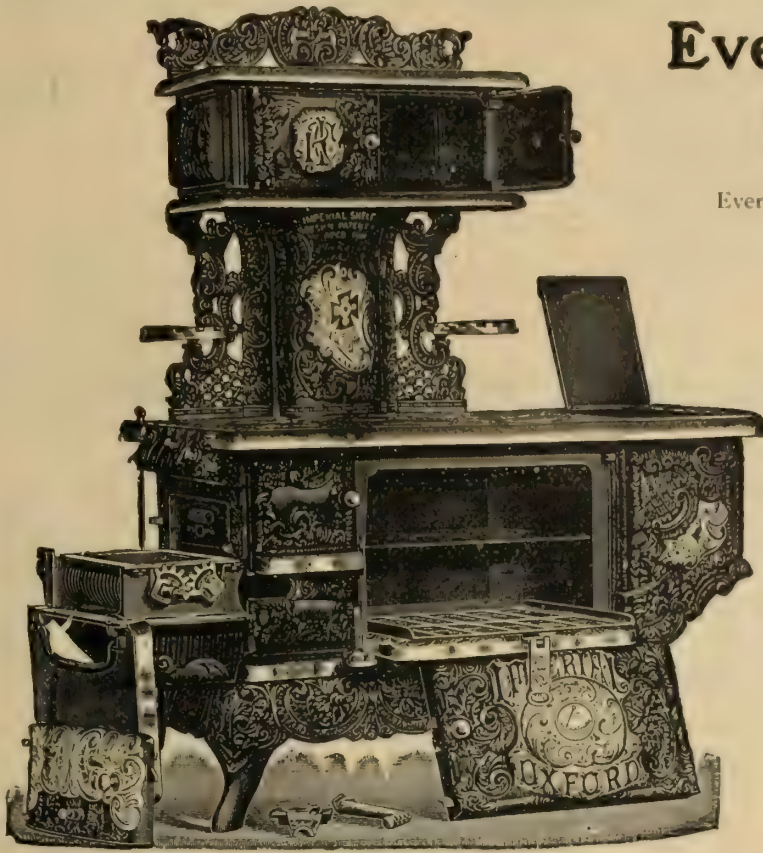
MADE IN CANADA.

One day while the crush was at its height at the Dominion Exhibition, Toronto, one of the representatives of The Canada Paint Co. in charge of their exhibit noticed a lady laboriously pushing a baby carriage which was in great danger of being overwhelmed by the crowd. He took the carriage and contents, placing it behind the railing where it was safe from the crush. He then sent the grateful mother off to get a cup of tea at the Indian Seringapatan tea exhibit. The infant was fast asleep and did not waken even when one of the show cards so freely distributed by The Canadian Manufacturers' Association, "Made in Canada"—accidentally fell upon the perambulator and its contents.

This label upon the sleeping beauty attracted the attention of hundreds and the unique exhibit was voted the best in the building. The mother, upon her return, remarked that she would not exchange this exhibit for the whole of the Jubilee presents.



Dominion Belting Co.



Every Dealer Should Be Our Agent.

Every stove merchant in Canada who wishes to sell the best goods and thus build a prosperous business should sell the

Imperial Oxford Range

It is the stove which meets the ideal of the careful housewife. It has more and greater points of excellence than any other stove on the market.

WRITE US FOR PARTICULARS.

The GURNEY FOUNDRY CO., Limited

TORONTO, WINNIPEG, VANCOUVER.

THE GURNEY-MASSEY CO., Limited, Montreal.

NEW PROCESS Smokeless Oil Heaters

Produce Intense Heat Without Smoke.

They are self-extinguishing.

The flame cannot climb up and smoke after the burner becomes heated, as on the old styles of oil heaters.

They are safe and simple as a lamp in construction.

Are provided with a bail with which they can be carried to any part of the house.
MADE OF SHEET METAL—and are light and durable.

The founts are removable for cleaning and filling.

THEY ARE THE MOST POWERFUL HEATERS.

For Beauty, Simplicity, Convenience and Heating Power, none excel.

THE NEW PROCESS THE IMPROVED STANDARD HEATER.

Same principle as "New Process" but a cheaper grade.



The Thos. Davidson Mfg. Co., Limited, Montreal.

"Dominion Brand" Tarred Felt AND "Gauntlet Brand" Pitch

A roof laid with this combination should LAST a LIFETIME. It's the best material that can be produced—specify when ordering from your dealer.

MANUFACTURED ONLY BY

Lockerby & McComb, 65 Shannon St., Montreal

Bell Telephone Main 1989.

"GOOD CHEER" STOVES

OUR NEW
STEEL RANGE
THE REGAL
"GOOD CHEER"
FOR COAL AND WOOD.

FIRST-CLASS in every respect.

Full nickel Trimmings, including
base sections. Duplex Grate.
Spring balanced drop oven door.
Asbestos-lined throughout.

2 Sizes:—Nos. 9-18 and 9-20, square
or with reservoir.

Supplied with water front. High
shelf or high closet as desired.

If our Steel Range Booklet has not
reached you, write us.



THE JAS. STEWART MFG. CO., LIMITED

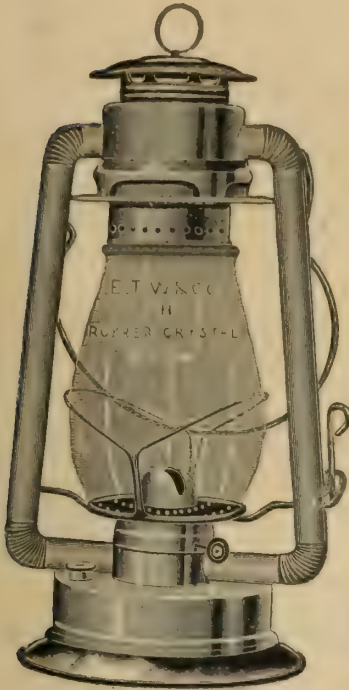
WOODSTOCK, Ont., and WINNIPEG, Man.

STOVE BRICK

Fire Clay
and Asbestos,
Furnace Cement.

All kinds of Fire Clay products made to
order from patterns. Write for Price List.

JONES BROS., BRACONDALE, P.O., ONT.
(NEAR TORONTO)



WRIGHT'S No. 4 COLD BLAST LANTERN IS THE Lantern
See it and be convinced.

E. T. Wright & Co., Manufacturers, Hamilton and Montreal.

Have you
tried it?
Tried what?

SELLING MANTELS.



This is in your line of business, and it will
pay you.

The Batty Stove & Hardware Co.
76 YORK ST., TORONTO.



J. M. MAST MFG. CO.'S
RAT and MOUSE TRAPS

Strongest Traps Made.

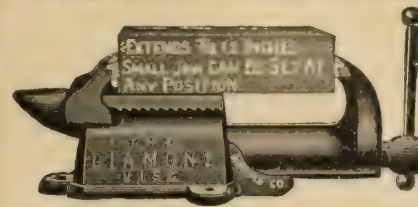
Prices Exactly Right.

CANADIAN AGENTS

Edwin H. Grenfell & Co., London, Ont.

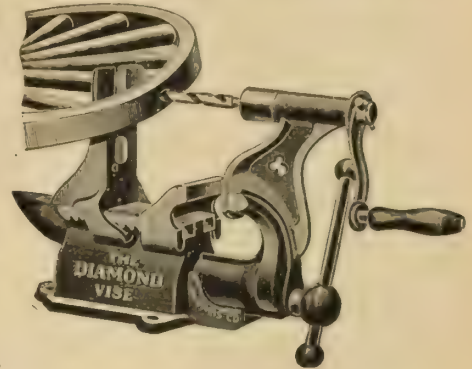
DIAMOND VISE AND DRILLING ATTACHMENT.

U. S. Patent Jan. 15, '95. Canadian Patent July 22, '95



JAWS are faced with steel $\frac{3}{4}$ inch wide, 4 inches long,
firmly fastened to jaw, checked and hardened.
VISE weighs 38 pounds. DRILL weighs 13 pounds.
For Sale by Jobbers of Hardware.

Made by—
The Adams Company, Dubuque, Iowa, U.S.A.
Made by Taylor-Forbes Co., Limited, Guelph, Ont.



WHAT OUR CUSTOMERS SAY ABOUT

THE JONES SIDE WALL REGISTERS.

Copy of Letter from R. J. SCHWAB & SONS CO.

UNITED STATES REGISTER CO.,
BATTLE CREEK, MICH.

MILWAUKEE, Wis., March 2nd, 1903.

GENTLEMEN,—We just received your letter. We were backward about pushing the register last year as we wished to fully demonstrate the practicability of heating a room on the first floor and an extension to the second floor room with one basement pipe. We had faith in this plan but wished to prove it to our entire satisfaction. We placed several jobs in this way and they have given such excellent satisfaction that we consider it a better arrangement than a separate pipe to each room in all cases where it can be properly arranged. You know that we plan a great deal of furnace work in this office, and while we made very few plans in this way last year in comparison to the number made, we will make the majority of our plans this year to use your register, which will make a very material increase in our sales of the same.

We have just booked an order for 200 of your registers from our agent at Muskegon, Mich. We speak of this so that you will not have your salesman spend any time there.

There are a great many side wall registers being made now and they seem to be springing up a new one every few days, but for some reason the manufacturers of them fail to comprehend the necessity of getting the capacity. We do not know of a one, aside from your own, that has the capacity of the round pipe to be used in the basement when it gets up as large as a 10-in. pipe, and they lack the capacity much more where a 12-in. pipe in the basement is to be used.

With your register, a room below and a room above can be heated with one pipe, and we are convinced that it is a better system than when installed in the old way with twice the number of basement pipes. Another feature is your deflector or valve; while it is not quite as easily operated as some, it has the qualification of being permanently set where placed and not affected by strong currents of air, jars, etc. Furthermore, it has a face or front of neat design and a solid one, not a hole in the wall through which toys can be thrown by a child as some have. The difference seems to be that your register was gotten up with a view to being practical as well as something to sell. That is one reason we like it. We are really surprised that some firms whose managers are practical in furnace work that are advertising side wall register fronts, should overlook especially that feature of capacity. One of the main objects in a side-wall register of this kind is to get the capacity, and if you only one-half accomplish this object, you only make it one-half good, in our opinion.

Very truly yours,

(Signed), R. J. SCHWAB & SONS CO.

Per E. E. Dunning, Secy.

Our Canadian Representative,

CHAS. D. CHOWN, Kingston, Ont.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, September 18, 1903.

HARDWARE.

THERE has been no slackening this week in the rush of Fall business and the wholesale houses are kept exceedingly busy attending to an unusually large rush of orders. There are few quotable changes this week but the general tone of the market is strong and any changes made are apt to be advances. Iron door latches and Canada window bolts have been advanced on the local market from 10 to 15 per cent. Galvanized, plain, and barb wire are 5 cents lower on the American market, but no corresponding reduction has been made on the local market. Trade in these lines is only fairly active at present. On account of American competition, hay-baling wire has been reduced 10 cents per cwt. The demand for nails of all kinds is very active and the rolling mills are finding some difficulty in keeping up with the rush of orders. Horseshoes are also in very good demand. The cement trade continues to show some improvement, but the trade in firebricks is still very dull. In general hardware, the demand for Fall goods of all kinds, such as lanterns, cow chains, axes, etc., is very active. Cutlery of all kinds is in excellent demand and prices are very firm. Payments continue to improve and there is a general feeling of confidence among the wholesale trade.

BARB WIRE.—There is a fair trade for the season and the aggregate of sorting orders makes a fair volume of business. On the American market, as was noted above, prices have sagged 5 cents, but no change has been made on the local market. Our quotations are as follows: \$2.80 per 100 lb. f.o.b. Montreal, and \$2.55 f.o.b. Cleveland. Carlots of 15 tons \$2.45 f.o.b. Cleveland.

GALVANIZED WIRE.—Business is fair considering the season. Several very good sorting orders are reported. On the American market a reduction of 5c. has been made, but no change has been made on the local market which still continues little in tone. Our quotations are as follows: No. 5, \$3.70; No. 6, 7 and 8, \$3.15; No. 9, \$2.55; No. 10, \$2.20; No. 11, \$3.25; No. 12, \$2.65; No. 13, \$2.75; No. 14, \$3.75. In carlots f.o.b. Cleveland: No. 5, \$2.20; Nos. 6, 7, 8 and 9, \$2.15; No. 10, \$2.20; No. 11, \$2.25; No. 12, \$2.30; No. 13, \$2.40; No. 14, \$2.50. In less than carlots, 12½c. per 100 lb. extra charged.

SMOOTH STEEL WIRE.—For hay baling wire there is a very good demand, but prices are considerably lower. Several very good orders are reported and except for the reduction in hay baling wire the market is unchanged and firm. Our quotations are as follows: Bright and annealed, \$2.50 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, \$2; oiling, 10c.; spring wire, \$1.25;

best steel wire, 75c.; bright soft-drawn, 15c.; hay-baling wire 20c.

FINE STEEL WIRE.—Market is quiet and featureless. The discount is 25 per cent., with net extras as follows: 1 and 2 lb. hanks, 25c. per 100 lb.; ½-lb. hanks, 37½c., and ¼-lb. hanks, 50c.

BRASS WIRE.—A fair business is reported at unchanged prices. The discount is still 60 per cent.

COPPER WIRE.—The discount is 60 per cent.

PRESSED SPIKES.—There is no slackening in the demand which continues very active. The market is firm and the discount is still 20 per cent.

FENCE STAPLES.—Trade is good this week and the market is firm. We quote the following unchanged prices: \$3 per 100-lb. keg for galvanized, and \$2.80 for bright. 25 and 50-lb. packages 25c. extra.

CUT NAILS.—A steady demand is reported at the following prices: \$2.45 f.o.b. Montreal, carlots, \$2.40.

WIRE NAILS.—There is still an exceedingly active demand and the resources of the rolling mills are taxed to their utmost to keep up with the demand. Until the close of navigation no slackening is anticipated. Prices are firm and unchanged. Our quotations are as follows: \$2.40 per keg in carlots, and \$2.45 per keg in small lots f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

HORSENAILS.—No slackening of the exceedingly active demand which has prevailed during the last few weeks has yet been reported. The market is firm in tone, but prices are unchanged. We quote as follows: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Countersunk" heads, 55 per cent.; "C" brand, 40, 10 and 7½ per cent. off; "Monarch," 50 and 7½ per cent. and "Peerless," 50 per cent.

HORSESHOES.—There is still a very active demand and the volume of business during the week has been large. The market is strong, but there are no changes to report. We quote: Iron shoes, light and medium pattern, No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; X.L. steel shoes, new light pattern, sizes 1 to 5, \$5.35; light steel shoes, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05; featherweight, all sizes, 0 to 4, \$5.35; toe weight, all sizes, 1 to 4, \$6.60. Shoes more than one size in a keg, 10c. per keg extra f.o.b. Montreal-only.

RIVETS AND BURRS.—The market continues active and firm. Several good orders are reported this week. The discounts are as follows: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swede rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in

5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS AND NUTS.—A good trade is reported at unchanged prices. We quote: Common carriage bolts, 50 per cent.; full square carriage, 55; machine, 50 and 5; coach screws, 66 2-3; sleighshoe bolts, 65 and 5; blank bolts, 50 and 5; bolt ends, 50 and 5; plough bolts, 50 and 5; tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3½c. per lb. off list; hexagon nuts, 3½c. per lb. off list.

SCREWS.—Except for sorting orders there is not much doing at present, but their aggregate makes a very fair volume of business. No changes in list or discounts are anticipated at present. The discounts are unchanged as follows: Round head bright, 82½ per cent.; flat head bright, 87½ per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

CORDAGE.—Considering the season, a very good business has been transacted during the week. The market is steady and quotations are unchanged. Our quotations are as follows: Pure manila, 14½c.; British pure manila, 12c.; sisal, 11½c.; double lathyrn, 11c.; single lathyrn, 10½c.; Russian tarred spunyarn 13½c.; jute rope, ¾-in. in diam. and upwards, 9c.; cotton rope, 16½c.; cotton twine, 17 and 20c. for 3 and 4 ply. Cotton bedcord, 90c. to \$1.35, according to length.

BUILDING PAPER.—The market continues steady and there are no changes to announce. The demand continues very fair at the following unchanged prices: Tarred felt, \$1.85 per 100 lb.; 2-ply ready roofing, 90c. per roll; 3-ply, \$1.15 per roll; carpet felt, \$2.25 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O.K. and I.X.L., 70c. per roll; heavy straw and sheathing, \$35 per ton; slaters' felt, 65c. per roll.

SHOT.—Sorting orders continue to come in freely and a fair volume of business is reported for the week. We quote: Ordinary drop shot, A. A. A. to dust, \$6.50 per 100 lb.; chilled, Nos. 1 to 10, \$7 per 100 lb.; buck and seal, \$7.50 per 100 lb.; ball, \$8 per 100 lb.* Trade discount 17½ per cent. f.o.b. Montreal, Toronto, Hamilton, London, St. John, N.B., and Halifax.

FIREBRICKS.—The market continues very dull. There are no changes to report. English are quoted at \$16 to \$22 per 1,000, and Scotch at \$17 to \$22.

CEMENT.—Trade continues to show improvement and there is a firmer feeling on the market. Our quotations are as follows: Canadian cement, \$1.90 to \$2.25; German, \$2.25 to \$2.40; English, \$2.15 to \$2.25; Belgian, \$1.70 to \$1.95 per bbl. ex-store, and American, \$2.20 to \$2.40 ex-cars.

SCREEN WIRE CLOTH.—There is a fair demand at unchanged prices—\$1.50 per 100 square feet.

POULTRY NETTING.—There is some inquiry for 1904 delivery, but otherwise

PORTLAND CEMENT

CANADIAN, ENGLISH,
GERMAN and BELGIAN.
FIRE BRICKS, FIRE CLAY,
ENAMELLED BRICKS, all colors.
BUILDING BRICKS.
SEWER PIPES, CULVERT PIPES,
WHEELBARROWS,
FOUNDERS' and CON-
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Salt Glazed Vitrified



Double Strength Culvert Pipe
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Deseronto Iron Co.

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DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

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Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

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MIDLAND, ONT.

Limited

the market is featureless. The discount is still 60 per cent.

LANTERNS. There is still a very active demand at the following unchanged prices: Lift, hinged or tilt, \$1 to \$1.25 per doz.; cold blast No. 2, \$7 to \$7.50; painted dashboard, \$6.50 to \$6.75; plain dashboard, \$6 to \$6.25; searchlight, \$20 to \$24 doz.; brass cold blast, small, \$9.75 to \$10.

METALS.

General business in metals continues very active and the trade anticipate a still more active demand. There are few quotable changes this week. Ingot copper is firmer, but no changes have yet been made. English cable advices indicate a weaker market in Canada plates. Tinplates are also reported somewhat weaker, but buyers do not seem to anticipate any weakening on the local market. Large buyers seem to think that present prices are favorable, and contracts are now being placed for future delivery several months ahead. A few orders for immediate delivery are also reported.

PIG IRON.—Business shows some slight improvement but the volume is still small. We quote as follows: Summerlee, \$21; Carron, No. 1, \$21; do., No. 3, \$19.75; Middlesboro', No. 3, \$18; Ayersome, No. 1, \$20; do., No. 3, \$19.10.

BAR IRON. There is still a good active demand. Stocks held by manufacturers are large. We quote as follows: Merchants' bar, \$1.95; horseshoe iron, \$2.20; forged iron, \$2.15.

BLACK SHEETS.—The demand continues very active and prices continue firm. We quote: 28 gauge, \$2.45; 26 gauge, \$2.40; 22 to 21 gauge, \$2.35; 18 to 20 gauge, \$2.30, and 8 to 10 gauge, \$2.40.

GALVANIZED IRON. Trade still continues very good. Jobbers report an unusually large business this week. Prices are steady and unchanged. Our quotations are as follows: 28, Queen's Head, \$4.40; Apollo, 10 $\frac{3}{4}$ oz., \$4.30; Fleur de Lis, \$4.15; Comet, \$4; Bell brand, \$4. In less than case lots 25c. extra.

LEAD PIPE. Jobbers report an active demand during the week. Composition and waste sell at 8c., ordinary at 7c. The discount is 35 per cent.

IRON PIPE.—Trade has been very good this week. A number of large orders and many small orders are reported, the whole amounting to a good volume of business. Our quotations are as follows: Standard pipe, per 100 feet, in lengths under 19 feet—black, $\frac{1}{4}$ -in., \$2.30; $\frac{1}{2}$ -in., \$2.30; $\frac{3}{4}$ -in., \$2.55; 1-in., \$2.85; $\frac{3}{4}$ -in., \$3.65; 1-in., \$5.20; 1 $\frac{1}{4}$ -in., \$7.35; 1 $\frac{1}{2}$ -in., \$8.95; 2-in., \$12.55. Galvanized— $\frac{1}{4}$ -in., \$3.20; $\frac{3}{4}$ -in., \$3.45; $\frac{1}{2}$ -in., \$3.90; $\frac{3}{4}$ -in., \$5; 1-in., \$7.20; 1 $\frac{1}{4}$ -in., \$10.05; 1 $\frac{1}{2}$ -in., \$12.20; 2-in., \$16.85. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, $\frac{1}{4}$ -in., \$4.20; $\frac{3}{4}$ -in., \$5.25; 1-in., \$7.55; 1 $\frac{1}{4}$ -in., \$10.55; 1 $\frac{1}{2}$ -in., \$12.75; 2-in., \$17.60. Galvanized— $\frac{1}{4}$ -in., \$5.20; $\frac{3}{4}$ -in., \$6.65; 1-in., \$9.55; 1 $\frac{1}{4}$ -in., \$13.25; 1 $\frac{1}{2}$ -in., \$16; 2-in., \$21.

TINPLATES.—As noted above, English advices would indicate a slightly weaker market, but no changes are expected locally and large orders for future delivery, as well as for immediate delivery, are now being booked. Cokes sell at \$1 and charcoals at \$4.25.

TINPLATES

"DOMINION CROWN"—Best Best Charcoal, tinned.
"ALLWAYS"—Best Charcoal.
"CANADA CROWN"—Charcoal.
"LYDBROOK"—Best Coke.
"TRYM"

All standard brands. Accept no substitute.

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BOUSTEAD & CO.'S PENANG.
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NOVA SCOTIA STEEL
& COAL Co., Limited

NEW GLASGOW, N.S.

Manufacturers of

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And SIEMENS MARTIN

OPEN HEARTH STEEL

FLUEN PLATES. Contrary to expectation a slight reduction is reported this week. Prices are now firm at reduced quotation, which are \$6.75 to \$7.

COIL CHAINS. A good demand is reported this week. Prices are unchanged and as before. We quote: No. 6, 10 in., No. 7, 9 in., No. 8, 11 in., No. 9, 13 in., 6 in., 5 16 in., \$4.90; 3 in., \$4.20; 7 16 in., \$4; 1 in., \$3.90; 9 16 in., \$1.75; 1 in., \$3.60; 1 in., \$3.50; 1 in., \$3.45; and 1 in., \$3.10, with 10c. allowance on earlets.

CANADA PLATES. As noted above, latest cable advices indicate a slightly weaker market. No changes are expected on the local market. Business shows considerable improvement. We quote: 52s., \$2.15 to \$2.60; 60s., \$2.60 to \$2.70; 75s., \$2.70 to \$2.75; full polished, \$3.65 and galvanized \$4.15 to \$4.25; galvanized, 60s., \$4.35 to \$4.45.

STEEL. The demand continues active and the market rules firm. We quote: Sleigh shoe, \$2 to \$2.05; tire, \$2.10 to \$2.20; spring, \$2.85 to \$3; reeled machinery, \$2.75 to \$3; toe calk, \$2.55 to \$2.75; machinery (iron finish), \$2.05; square harrow, \$2.05.

TOOL STEEL. A good trade is reported at the following unchanged quotations: Black Diamond, 8 to 9c.; Sanderson's, 8 to 9c., according to the grade; Jessop's 13c.; Jonas & Colver's, 10 to 20c.; "Air Hardening," 50 to 65c. per lb.; Conqueror, 74c.

SOLDER.—Trade is good. Prices given are subject to some shading for round lots. We quote: Wire solder, 20c.; bar, 19c.

SCRAP METALS.

Trade continues to show some slight improvement and prices as given in our last report remain unchanged. Our quotations are as follows: Heavy copper and wire, 10½c. per lb.; light copper, 10c.; heavy red brass, 10c.; heavy yellow, 8½c.; light brass, 5½c.; lead, 2½ to 2½c.; zinc, 2½ to 3c.; iron, No. 1 wrought, \$13 to \$14; machinery scrap, \$15 to \$16; stove plate, \$12; malleable and steel, \$6; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6 to 6½c. per lb.

HIDES, SKINS AND WOOL.

The market has not undergone any particular change since our last report except for a further advance in lambskins. We quote at 55c., but it is reported that as high as 60c. has been paid in some instances. Other hides remain unchanged and business is reported fair. We quote prices as follows: No. 1 beef hides, 9c.; No. 2, 8c.; No. 3, 7c.; No. 1 buff sheepskins, 77 to 79c.; lambskins, 55 to 60c.; No. 1 calfskins, 11 to 12c.; No. 2, 9 to 9½c.

RAW FURS.

Some slight improvement is reported this week. Prices are still unchanged, but some change may be expected by the first of the next month. We quote:

	Large	Med'm	Small	Kitts					
BEAVER	Labrador and choice Eastern.....	\$6.00	\$5.00	\$2.75	\$1-1.50				
"	Territory Rocky Mountains and Western.....	6.00	4.00	2.00	50-75				
"	Strictly Prime, or, No. 1.....	4.00	3.00	2.00	.50				
"	Partly Prime, or, No. 2.....	3.00	2.00	.75	.40				
"	Unprime, or, No. 3.....	2.50	.50	.25	.25				
"	Flat, weak, or poor, or, No. 4.....	1.50	.25	.10	.05				
BEAR	Black Choice only.....	15.00	10.00	7.50	6.00	3.00	.50	\$2.00 to \$8.00	
"	Brown.....	12.00	7.00	5.00	4.00	1.00	1.00	1.00 to 5.00	
BADGER	—Of all sections.....	1.50	.25	.10	.05				
"	Dark Brown.....	6.50	5.00	3.00	1.75	.50			
FISHER	Eastern and far North-Eastern.....	6.50	5.00	3.50	2.00	1.00	.50		
"	Territory and Western.....	4.00	2.75	1.25	.75	.20			
FOX	—Red—North-Eastern and similar fine bright red kinds....	4.00	2.75	1.40	.50	.20			
"	Territory and Western.....	4.00	2.75	1.40	.50	.20			
"	Cross Value principally as to beauty, also size & richness	10.00	7.00	4.00	2.50	1.50	.50		
"	Silver Eastern and far Northern.....	75.00	50.00	25.00	20.00	9.00	4.50		
"	Pacific Coast, Territory and Western.....	50.00-60	35.00	20.00	15.00	5.00	2.50		
LYNX	Far North-Eastern.....	4.00-8.00	6.00-4	5.00-2	4.00-1	1.00-.25			
"	Territory and Western.....	4.00-8.00	6.00-4	5.00-2	4.00-.60	.20			
MARTEN	—British Columbia, Northern Pacific and similar....	7.00	5.00	3.50	1.75 to 2.50	1.00-.25			
"	Territory and Western.....	7.00	2.25	1.50	1.00	.60	.20		
"	Quebec and Ontario.....	3.00-3.50	2.25-3.00	2 to 2.25	1.00	.50	.25		
MINK	—Hulifax, far North-Eastern and choice.....	4.00	3.25	2.50	2.25	1.50	.40		
"	Territory and Western.....	1.50-2.00	1.50	1.00	.75	.25	.15-25		
MUSKRAT	Eastern, best large.....	25-28c.	10 to 13	8 to 10	2 to 5				
"	Territory and Western.....	20c.	5 to 10	.07	2 to 4				
OTTER	—Labrador and far North-Eastern.....	8.10	7.00-10	10.00-12	2.50-5	2 to 4.00	1.00		
"	Territory and Western.....	4.00	4.50	3.50 to 5	2.25	.50	.25 to .50		
RACCOON	Black Value according to darkness, size and beauty	75-1.25	.60-75	.33-50	.25	.15			
"	Black.....	2.25	2.00	1.00	.50	.25			
SKUNK	Black.....	75-1.25	.60-75	.33-50	.25	.15			
"	Black.....	2.25	2.00	1.00	.50	.25			
WOLVERINE	Value according to darkness, size and beauty..	5.00	4.00	2.50	1.50	.75	.25		
CASTOREUM	.....	\$5.00 to \$6.00	per pound.						

MANITOBA MARKETS.

Winnipeg, September 15, 1903.

INGOT COPPER. The market is very strong at present and an advance would be no surprise to those who have been following the market. For good round lots the present price is 11½c., but higher prices are asked for smaller quantities.

PIG LEAD.—There is a good active demand at prices ranging from \$3.20 to \$3.30.

SHEET ZINC.—The demand continues active and prices are unchanged. Prices for cash lots are \$5.75, and for smaller quantities, \$6.50.

DURING the two weeks of your correspondent's absence few changes occurred in the price list and none at all of any important character. Trade is very good and jobbing houses are very busy. The binder twine season is practically over and the supply has been entirely adequate to the demand. We quote:

Barbed wire, 100 lb.....	\$3 25
Plain galvanized.....	6 to 8 3 39
".....	9 2 50

Plain galvanized.....	10 3 50
".....	12 3 10
".....	13 3 20
".....	14 3 90
".....	15 4 45
".....	16 4 60
Barbed wire, 100 lb.....	3 25
Plain twist.....	3 25
Staples.....	3 65
Oiled annealed wire.....	10 3 42
".....	11 3 48
".....	12 3 56
".....	13 3 66
".....	14 3 76
".....	15 3 91
Annealed wires (uncoiled) 10c. less.	
Horseshoes, 40 per cent. discount.	
Horseshoes, iron, No. 0 to No. 1.....	\$4 75
No. 2 and larger.....	4 45
Snow shoes, No. 0 to No. 1.....	4 60
No. 2 and larger.....	4 45
Steel, No. 0 to No. 1.....	4 45
No. 2 and larger.....	4 20

Cut Nails—	Wire Nails—
2d 1 in.....	1 in.....
3d 1 in.....	1½ in.....
3d 1½ in.....	1½ ".....
4d 1½ in.....	1½ ".....
5d 1½ in.....	1½ ".....
6d 2 in.....	2 ".....
8d 2½ in.....	2½ ".....
rod 3 in.....	3 ".....
20d 4 in.....	3½ ".....
30d 4½ in.....	4 ".....
40d 5 in.....	4½ ".....
50d 5½ in.....	5 ".....
60d 6 in.....	5½ ".....
	6 ".....

Bar iron, \$2.60 basis.	
Swedish iron, \$4.75 basis.	
Sleigh shoe steel.....	2 85
Spring steel.....	3 25
Machinery steel.....	3 50
Tool steel, Black Diamond, 100 lb.....	8 50
Jessop.....	13 00
Sheet iron, black, 10 to 16 gauge, 100 lb.	3 50
18 to 22 gauge.....	3 75
24 gauge.....	3 90
26 gauge.....	4 00
28 gauge.....	4 10
Galvanized Iron, Apollo, 16 gauge.....	4 00
18 and 20 gauge.....	4 00
22 and 24 gauge.....	4 25
26 gauge.....	4 25
28 gauge.....	4 50
30 gauge or 10½ oz.....	4 75
Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.	
Queen's Head, 24 gauge.....	4 25
26 gauge.....	4 50
28.....	4 75
Extra sheets, 36 in. wide, an advance of 25 p.c. per 100 lb.	
Genuine Russian, per lb.....	11
Imitation ".....	07 to 08
Tinned, 24 gauge, 100 lb.....	8 00
26 gauge.....	8 50
Tinplate, 1C charcoal, 20 x 28, box.....	10 00
" IX.....	12 00
" IXX.....	14 00
Ingot tin.....	35
Canada plate, 18 x 21, 18 x 24 and 20 x 28.	3 25
Canada plate, full polished.....	4 00
Sheet zinc, cask lots, 100 lb.....	7 50
Broken lots.....	8 00
Pig lead, 100 lb.....	5 50
Black iron pipe, ½ inch.....	3 30
" ¾ ".....	3 30
" 1 ".....	3 40
" 1½ ".....	3 70
Black iron pipe, ¾ inch.....	4 35
" 1 ".....	6 25
" 1½ ".....	8 70
" 2 ".....	10 50
Rope, sisal, 7-16 and larger, basis.....	11 75
Manila, 7-16 and larger, basis.....	15 25
Lathyrn.....	11 25
Solde.....	20
Axes, chopping.....	\$ 6 75 to 12 00
" double bits.....	12 00 to 18 00
Bluestone.....	5 70
Screws, flat head, iron, bright.....	.85 and 10 p.c.
Round ".....	80 p.c.
Flat " brass.....	.75 and 10 p.c.
Round ".....	.70 and 10 p.c.
Coach.....	65 p.c.
Bolts, carriage.....	50 p.c.
Machine.....	50 and 5 p.c.
Tire.....	60 and 5 p.c.

Bolts, Sleigh shoe	65 p.c.
Plough	50 p.c.
Flat head stove	60 and 5 p.c.
Round head	60 and 5 p.c.
Elevator	60 p.c.
Rivets, iron	50 and 10 p.c.
Copper, No. 8	32
No. 12	36
Coil chain, 3-16 inch	10 1/4
" 1/4 inch	8 1/4
" 5-16 inch	5 1/4
" 3/4 inch	5 1/4
" 7-16 inch	5
" 1/2 to 3/4 inch	4 1/4
Spades and shovels	40 and 5 p.c.
Harvest tools	60 p.c.
Axe handles, turned, s.g. hickory, doz. ..	33 15
No. 1	1 90
No. 2	1 60
Octagon extra	2 30
No. 1	1 60
Files common	70 and 10 p.c.
Diamond	60 p.c.
Ammunition, cartridges, Dominion R.F. ..	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells:	
Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 20
Chilled	6 60
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned.	70 and 10 p.c.
plain	75 and 2 1/2 p.c.
pieced	
Japanned ware	37 1/2 p.c.
Enamelled ware, white	45 p.c.
Famous	50 and 10 p.c.
Imperial	50 and 10 p.c.
Green Wire Cloth	1 50

PETROLEUM.

Water white American	26 1/2 c.
Prime white American	24 1/2 c.
Water white Canadian	24 c.
Prime white Canadian	22 1/2 c.

SCRAP.

No. 1 cast iron	\$16 per ton
No. 2	8
Wrought iron scrap	5
Copper (heavy)	7c. per lb.
Yellow brass (heavy)	7 1/2 c.
Light brass	5c. to 6c.
Lead pipe, or tea lead	2c. to 2 1/2 c.
Zinc scrap	1c.

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	\$ 0 84
Less than barrel lots	0 89
Linseed oil, raw	0 57
Boiled	0 60
Lubricating oils, Eldorado castor	0 28 1/2
Eldorado engine	0 27 1/2
Atlantic red	0 33 1/2
Renown engine	0 42
Black oil	19 1/2 to 21 1/2
Cylinder oil (according to grade) ..	55 to 74
Harness oil	0 56
Neatsfoot oil	1 00
Steam refined oil	0 85
Sperm oil	2 00
Pure castor oil, first pressure	0 10
Lubricating oil	0 10

Mr. J. W. Hubbard, a partner in the firm of Stacey Bros., Sheffield, Eng., visited the West this week and is looking into the question of establishing an agency here. The firm have had an agency at Montreal for some years and find the requirements of their trade in this country increasing.

ONTARIO MARKETS.

Toronto, September 18, 1903.

HARDWARE.

TRADE in Fall goods seems to be picking up nicely. Orders for seasonable lines hooked early are being shipped every day as well as business which travellers, now on the road, are

taking. A buoyant feeling is manifested throughout. Crop conditions seem to be excellent throughout the country; building operations are active; prices are steady at the moment and seem likely to be maintained.

FENCE WIRE.—Nothing doing. Prices unchanged throughout.

WIRE NAILS.—Business is of a sorting nature, yet it aggregates to quite a volume of business. Prices are unchanged throughout. We quote the base for nails at \$2.50 per keg f.o.b. Toronto.

HORSE NAILS.—An improvement in the demand is noted. Prices show no change. Our quotations are: "C" brand, oval head, 40 and 10 and 7 1/2 per cent.; on "Monarch," 60 per cent.; "M," "Oval" and "Countersunk" head, 55 per cent.; on "Peerless," 45 and 7 1/2 per cent.

HORSESHOES.—Business is picking up nicely. We quote f.o.b. Toronto as follows: Iron shoes, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05. Steel, new light shoes, No. 2 and larger, \$3.95; No. 1 and smaller, \$4.20. Snow shoes, No. 2 and larger, \$4.05; No. 1 and lighter, \$4.30. If shipped from factory, 10 to 15c. less.

SCREWS.—A steady trade is now reported. Prices are firm. Our quotations are as follows: Flat head bright, 87 1/2 per cent. discount; round head bright, 82 1/2 per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze, 75 per cent.

RIVETS AND BURRS.—Demand continues to increase. Prices show no change as follows: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.

BOLTS AND NUTS.—Are moving in good quantities. In fact, consumption keeps beyond the domestic production and both jobbers and retailers are having trouble in satisfying their customers. Our quotations are as follows: Carriage bolts, common (\$1 list), 50 and 10 per cent.; carriage bolts, full square (2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron (\$3 list), 55 and 10 per cent.; machine bolts, all sizes, 50, 5 and 10 per cent.; coach screws, cone points, 66 2/3 and 10 per cent.

BINDER TWINE.—A light sale only is noted. Prices keep firm. We quote: 650 ft., 13c.; 600 ft., 12c.; 550 ft., 11 1/2 c.; 500 ft., 10 1/2 c.

CORDAGE.—Some sizes of rope are selling well. Prices are steady as follows: Pure manilla, 14 1/2 c.; British pure manilla, 12c.; sisal, 11 1/2 c.; double lath yarn, 11 1/2 c.; single lath yarn, 11c.; double shingle yarn, 11 1/2 c.; single shingle yarn, 11c.; sashcord, 25 to 30c.

LEAD PIPE.—There is a fair sale at steady prices, the discount being 35 per cent.

SPORTING GOODS.—Business in this line is increasing, many hardwaremen paying more attention to this line than has been their custom. Prices are steady.

CUTLERY.—A good trade is doing. Prices are steady.

WOODENWARE.—Business is picking up steadily and prospects for Fall seem excellent. We quote: Washboards—Victor, \$1.25; Crown, \$1.30; Improved Globe, \$1.45; Standard Globe, \$1.55; Original Solid Globe, \$1.70; Superior, solid back,

JOHN OAKLEY'S

The original and only Genuine preparation for Cleaning Cutlery
6d. and 1s. Canisters

'WELLINGTON'

KNIFE POLISH

JOHN OAKLEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and
Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street
MONTREAL



COVERT MFG. CO.

West Troy, N.Y.

Auto Screw Jack

Harness Snaps Chain, Rope and Web
Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICE

PRIEST'S CLIPPERS



Largest Variety,
Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and
Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA



The Best Door Closer is . . .

NEWMAN'S INVINCIBLE FLOOR SPRING

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS,

Hospital St.,

BIRMINGHAM

Oneida Community Goods

HALTERS, COW TIES, SNAPS, etc., etc.,

In all sizes and styles. May be had of all
jobbers throughout Canada.

Factory—NIAGARA FALLS, ONT



You will be asked
for Dundas Axes
next fall. Are you
preparing to meet
the inquiry by be-
ing able to show
the goods?



Dundas Axe Works, Dundas, Ont

W. L. Halimand Jr., Eastern Agent, Montreal

RETURNED
APR. 7 1904
Cut Book 17
Page 17



What Constitutes a Perfect File ?

HIGH-GRADE STEEL, UNIFORM ANNEALING, PERFECT FORGING, SUFFICIENT GRINDING, INCREMENT CUTTING, ACCURATE HARDENING, CAREFUL TESTING.

Thirty years' experience has taught us how to produce a Perfect File, consequently we are justified in giving our customers an **absolute warranty** with our product.

Our goods may be obtained from all Prominent Hardware Jobbers throughout the Dominion at moderate prices.

NICHOLSON FILE COMPANY.

FACTORIES : Providence, R. I. Paterson, N. J. Beaver Falls, Pa.
Anderson, Ind. Port Hope, Canada,

WALTER GROSE. SELLING AGENT, MONTREAL.

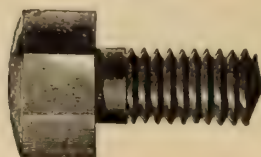


The FAIRGRIEVE GAS TOASTER

Details at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.

THE FAIRGRIEVE MAN'FG. CO.,
295 COLLEGE ST., TORONTO.

U. S. Branch: 289 Jefferson Ave., DETROIT.



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs,
Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

NEW RAILS

Sessenwein Bros.,

103 Shannon St.

.. MONTREAL.

12, 14, 16, 18, 20, 24, 30, 35 and 56 lbs. to
the Yard—carried in STOCK for prompt ship-
ment. TRACK REQUISITES.

\$1.85; Jubilee, \$1.85; Pony, \$1.05. Tubs—No. 0, \$10.75; No. 1, \$8.60; No. 2, \$7.50; No. 3, \$6.45. Pails—No. 1, 2 hoops, \$1.77; No. 1, 3 hoops, \$1.93.

SOIL PIPE AND FITTINGS.—A moderate business is doing. Discounts are as follows: Light soil pipe, 45 and 5 per cent.; light soil pipe fittings, 50 and 5 per cent.; medium and extra heavy pipe and fittings, 55 and 5 per cent.; 7 and 8-in. pipe, 40 and 5 per cent.

BRASS GOODS.—A good trade continues in brass goods and all steam fittings.

BUILDING PAPER.—The improvement noted last week continues. Sales are considerably in excess of last year's business. Prices are steady. Our quotations are as follows: Tarred felt, \$1.85 per 100 lb.; 2-ply ready roofing, 95c. per roll; 3-ply, \$1.20 per roll; carpet felt, \$2.30 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O.K. and I.X.L., 70c. per roll; heavy straw and sheathing, \$35 per ton; slaters' felt, 65c. per roll.

PORK HANDLES.—A fairly good trade is doing at steady prices.

GUNS AND AMMUNITION.—Sales of gunpowder are particularly satisfactory. Guns and rifles are still in good demand at steady prices.

METALS

A satisfactory business continues in practically all metal lines. Prices are steady throughout. Pig iron is stronger in the United States, though steel is somewhat lower in that market. Other metals are unchanged in both the domestic and foreign markets.

PIG IRON.—Prices are stronger in both

British and American markets. Locally a quiet steadiness is manifest. Midland and Hamilton No. 1 are now quoted at \$20.

BAR IRON.—There is a moderate demand, with prices fairly strong this week. The base price is \$2. For extras cut to length while rolling: 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft., by special agreement according to length and size.

STEEL BOILER PLATES.—Prices are firm and a good steady demand is reported. The base price is \$1.96 f.o.b. Toronto.

TOOL STEEL.—There have been no alterations since last writing. We quote: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 10 to 20c.; ditto, "Air Hardening," 70c. per lb.; Chas. Leonard's, 8 to 9c.; Park's "Silver," 11 to 13c.; Park's "Special," 15 to 18c.

MACHINERY STEEL.—The demand is good. Prices are unchanged and steady. We quote: Rough finished or iron, \$1.80 to \$2.05; smooth finished, \$2.05 to \$3.

BLACK SHEETS.—Unchanged. A fair business doing. We quote: 10 to 16 gauge, \$2.25; 18 to 20 gauge, \$2.70; 22 to 24 gauge, \$2.90; 30 gauge, \$3.

CANADA PLATES.—There is considerable activity in this line, as import orders are going through and a good demand from stock is reported. Prices are steady. We quote as follows: All dull, \$2.70; half polished, \$2.85; and all bright, \$3.60.

GALVANIZED SHEETS.—A steady demand at unchanged figures continues.

We quote: Queen's Head, \$4.50 for 28 gauge; American, \$4.40 for 24 gauge; Bell brand, \$4.30 for 28 gauge; Gordon Crown, \$4.50 for 28 gauge.

TIN.—Outside markets show further declines, but locally no change is noted.

TINPLATES.—Business locally is active and the market shows a steady tone. We quote: Coke plates, bright, 14x20, \$3.85; charcoal plates, terne, 20x28, 112 sheets, \$8.

COPPER.—Business in ingot continues satisfactory. Prices are stiffening. We quote as follows: Ingot copper \$15, and sheet copper \$21 per 100 lb.

BRASS.—Is unchanged in price. Demand is fair. Discount, 10 per cent.

LEAD.—The market is quiet. Prices show no change. We quote: \$3.50 per 100 lb. for pig lead, and \$3.75 for bar lead.

IRON PIPE.—An improvement in the demand is reported. Our quotations are: Per 100 ft.: Black pipe, 1/2-in., \$3.15; 3/4-in., \$2.40; 1-in., \$2.65; 1 1/4-in., \$2.85; 1 1/2-in., \$3.65; 2-in., \$5.25; 2 1/2-in., \$7.35; 3-in., \$8.95; 3 1/2-in., \$12.55; 4-in., \$20; 4 1/2-in., \$23; 5-in., \$30; 6-in., \$36.

ZINC SPelter.—Stocks continue light and as there is a good demand prices are firm at 6 1/4 to 6 1/2c. per lb.

ZINC SHEETS.—In sympathy with spelter prices are firm. A fair business is being done locally. We quote: Cask lots, \$6.75 to \$7, and part casks, \$7 to \$7.25.

SOLDER.—The demand is fair; prices are unchanged. Guaranteed half and-half is quoted at 18 to 19c., and wiping 17 to 18c.

OLD MATERIAL.

Trade is very dull still and prices remain unchanged with the exception of old rubbers, which have gone up $\frac{1}{2}$ c. per lb. We quote as follows: Heavy copper and wire, 11c. per lb.; light copper, $9\frac{3}{4}$ c. per lb.; heavy red brass, 10c. per lb.; heavy yellow brass, $8\frac{1}{2}$ c. per lb.; light brass, 6c.; lead, $2\frac{1}{2}$ c.; scrap zinc, $3\frac{1}{2}$ c.; iron, No. 1 wrought, \$13.50 per net ton; No. 2 wrought, \$5; machinery cast scrap, \$15.50; stove plate, \$10; malleable and steel, \$6; old rubbers, 6c. per lb., and country mixed rags, 50c. per 100 lb.

PETROLEUM.

Prices remain unchanged since last issue. The Fall trade is promising. We quote: Canadian prime white, $16\frac{1}{2}$ c.; Canadian water white, $18\frac{1}{2}$ c.; American prime white, $17\frac{1}{2}$ c.; American water white, 19c.

HIDES, SKINS AND WOOL.

Prices remain unchanged since last issue. We quote:

HIDES.—No. 1 green, 8c.; No. 2 green, 7c. per lb.; No. 1 green, steers, $8\frac{1}{2}$ c.; No. 2 green, steers, $7\frac{1}{2}$ c., per lb.; cured, per lb., 8 to $8\frac{1}{2}$ c.

CALFSKINS.—Veal skins, No. 1, 6 to 14 lb. inclusive, 9c.; No. 2, 7c.; No. 1, 15 to 20 lb. inclusive, 8c.; No. 2, 6c. Deacons (dairies), each, 60 to 70c. Lamb-skins, each, 45c.; pelts, each, 45c.

SANITARY EARTHENWARE CHEAPER

THE manufacturers of sanitary earthenware, at the meeting of the Sanitary Potters' Association of the United States, which was held in Trenton, N.J., on September 7, decided that the unsettled condition of the trade was such that a reduction in prices would prevent a continuation of certain abuses which have existed for several months past. After a full discussion of the question new prices were adopted, which show a decline of 10 per cent. on those previously prevailing. The new discounts apply to all staple sanitary earthenware listed in the standard American price-list. Prices on metal connections and packages remain unchanged. It is said that the abuses complained of were in the nature of surreptitious cutting in the Philadelphia and New York markets. The stagnation of business in and around New York has affected the sanitary earthenware business to such an extent that the smaller independent manufacturers of this class of goods have had to cut prices in order to move a sufficient quantity of their product to pay the wages of their workmen, and as these independent concerns were able to supply all the earthenware that was needed for several months past, the larger manufacturers decided that unless price cutting was stopped there would be an open market on earthenware. It is said that several of the smaller manufacturers agreed to desist in making lower prices in future, and that a compromise was reached whereby prices

THE ROOF

Gets the worst of it.

There's no shelter for it. It shelters the rest from the elements.
That's why every one needs the very best shingles.

EASTLAKE SHINGLES

are absolutely fire, lightning, rust and leak proof, and easy to apply.

They've long since been proved the most reliable, perfect and longest-lasting kind to be found.

With them in stock you're certain of satisfied customers and increased business.

The Metallic Roofing Co., Limited

TORONTO

MONTREAL

WINNIPEG

were lowered 10 per cent. This arrangement was entirely satisfactory to all the members present, and the association is now in the same condition as it was prior to the meeting.—The Metal Worker, Sept. 12.

ENCOURAGING FACTORY EMPLOYEES.

THE expedient of some manufacturers of having in their factories a system, more or less definitely and formally announced, under which they encourage and reward suggestions received from their workmen, which they are able to put into practice, is based upon so sound a principle that it should be found in more general use, says Iron Age. A wise foreman or employer is always on the lookout for points concerning improvements which may be made in the running of the plant, or in any of the details of its various operations. The skill of one thus in charge is indeed often satisfactorily gauged by the improved methods which little by little and almost constantly are being introduced.

While each change in itself is usually the acknowledgment of imperfection in former methods, it is also a sign of progress and the mark of a vigilant and growing ability. It is in accordance with the American manufacturing principle of continually being on the lookout for a better method of doing a thing which was well done before. The effort should be made to infuse something of the same spirit into the workmen in the various grades of responsibility. Instead of treating with scant courtesy, if not with open

rebuff, suggestions that may be made by employes, such suggestions should not only be gladly received and given due consideration, but it should be understood that any suggestions in regard to improvement in any department or in any process are invited, and will be recognized in a substantial way if it is found desirable to adopt them. A simple scheme can easily be devised by which the obtaining of such suggestions will be greatly facilitated and their worth recognized in modest prizes or other remuneration.

The opportunity thus given to the workman will stimulate his self-respect and tend to make him bring a greater intelligence into his efforts. Such a system is likely, too, to bring operatives and the management into closer and better relations. In addition to all this, it is the experience of those who have tried this plan that valuable suggestions are in this way elicited.

HIS OPINION OF BRITISH METHODS

George Powell, Victoria, B.C., who has been on a trip through Great Britain during the last three months, spent a few days in Toronto this week, leaving for Victoria on Thursday. As a result of his trip Mr. Powell expresses the conviction that the English manufacturers and merchants will have to materially change their mode of business in order to increase their trade in the Canadian market, or even hold their present status here. The great difficulty Mr. Powell experienced was that frequently complained of, inability to see properly displayed samples of the lines made by many of the leading British firms doing business with Canada.

SHIPMENTS OF GLASS AND STEEL.

The Canada Hardware Co., Limited, Montreal, are in receipt of a large quantity of window glass and steel. They are able, therefore, to fill orders promptly for all quantities and varieties of same.

ONTARIO GAME LAWS.

NO person not a resident and domiciled in Ontario, may hunt or kill any animal or bird in Ontario without having procured a non-resident license.

DEER.—Open season November 1st to November 15th, both days inclusive.

Only two deer may be taken in one season by one person.

MOOSE, REINDEER OR CARIBOU.—Open season November 1st to November 15th, in the year 1900, both days inclusive, and every third year thereafter.

Only one moose, reindeer or caribou may be taken in one season by one person.

No cow moose or young moose, reindeer or caribou under the age of one year can be killed.

No elk or wapiti shall be hunted, taken or killed at any time in Ontario.

No person may transport or have in possession, except from November 1st to 15th, any wild deer, moose, reindeer or caribou, or head, raw skin or other part thereof, unless accompanied by affidavit that same was taken during the open season. Deer, moose, reindeer or caribou may not be carried or transported unless a license shipping coupon is attached.

No hounds or dogs accustomed to pursue deer are allowed at large where deer are found during the close season for deer.

Hounds or dogs running deer during the close season may be killed on sight by any person, who shall not be liable to damages for so doing.

DUCKS.—Open season September 1st to December 15th, both days inclusive.

GEESE AND SWANS.—Open season September 15th to May 1st in the following year, both days inclusive.

GROUSE.—Open season September 15th to December 15th, both days inclusive.

HARES.—Open season September 15th to December 15th, both days inclusive.

PARTRIDGE.—Open season September 15th to December 15th, both days inclusive. May not be bought or sold before the 15th day of September, 1905.

PHEASANTS.—Open season September 15th to December 15th, both days inclusive. English or Mongolian pheasants may not be killed before the 15th day of September, 1905.

POLOVER.—Open season September 15th to December 15th, both days inclusive.

PRAIRIE FOWL.—Open season September 15th to December 15th, both days inclusive. May not be killed before the 15th day of September, 1905.

QUAIL.—Open season October 15th to December 15th, both days inclusive. May not be bought or sold before the 15th day of October, 1905.

RAIL.—Open season September 15th to December 15th, both days inclusive.

TURKEYS, WILD.—Open season October 15th to December 15th, both days inclusive. May not be killed before the 15th day of October, 1905.

SNIPE.—Open season September 15th to December 15th, both days inclusive. May not be sold before the 15th day of September, 1905.

WOODCOCK.—Open season September 15th to December 15th, both days inclusive. May not be bought or sold before the 15th day of September, 1905.

INSECTIVEROUS BIRDS may not be caught, killed or sold or had in possession without a permit, except hawks, crows, black-birds and English sparrows.

SQUIRRELS (BLACK AND GREY).—Open season September 15th to December 15th, both days inclusive.

BEAVER AND OTTER.—Open season November 1st to April 1st in following year, both days inclusive. May not be taken or killed before the 1st day of November, 1905.

MUSKRATS.—Open season January 1st to May 1st, both days inclusive. But no muskrat may be shot during the month of April.

PROGRESSIVE AND ENTERPRISING.

WHEN the Canadian Manufacturers' Association starts on its western pilgrimage to-morrow there will be in the party one man who is yearly becoming more recognized by the hardware dealers of the Dominion as one of the most progressive manufacturers in Canada. The gentleman in question is Mr. W. G. Francis, who is at the head of The Francis-Frost Co., Limited, of Toronto, which has built up such a fine line of business in "Ark Brand" paints. Mr. Francis is thoroughly progressive, and is particularly alert to everything that concerns the welfare of Canada especially, and his energy and ability have found a splendid outlet in the industry which he follows; for, not content with being one of the followers, Mr. Francis has reached out toward leadership in his particular line until he has become known as one of the most representative business men in Canada. The growth of the company's business has been phenomenal during the last few years, and has been gained simply by the most progressive and enterprising and honest manner of doing business, and to-day it represents a line of which it can truly be said, "It does credit to the quality of goods that bear the mark 'Made in Canada.'"

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittance to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

SITUATIONS VACANT.

MACHINISTS—For day work; also for night shift, including heavy lathe hands, fitters, planer hands and miller hands; first-class men only; highest wages; steady work; modern shops. Box 113, **HARDWARE AND METAL**, Toronto. f

WANTED—An up-to-date hardware clerk for a western town; state experience and salary. Apply Box 544, Port Arthur. (39)

WANTED—Two stove-plate moulders; steady job for steady men; good board can be got for \$3 a week. Box 109, **HARDWARE AND METAL**, Toronto. f

WANTED—Stove mounters, drillers and handy stove men; steady work for steady men. Box 111, **HARDWARE AND METAL**, Toronto. f

WANTED—First-class hardware salesman; one who can keep books preferred. Apply, stating age, experience and wages wanted to Box 112, **HARDWARE AND METAL**, Toronto. f

SITUATIONS WANTED.

HARDWARE clerk and bookkeeper; young man experienced in general hardware, stoves, tinware, etc.; references furnished. Box 59, **HARDWARE AND METAL**, Toronto. (38)

FOR SALE.

SAW MILL for sale, situated on Rainy River; abundance of timber; capacity 15,000 per day; machinery all new last season; first-class situation; right on river and close to R.R. station; write for particulars; immediate possession. Box 110, **HARDWARE AND METAL**, Toronto. f

ONTARIO SILVER CO.,

Limited,

NIAGARA FALLS, CANADA.

Manufacturers of **FLATWARE, CUTLERY and ELECTRO PLATE.**

Ask for our Catalogue and Quotations.

To Manufacturers' Agents

HARDWARE AND METAL has inquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of inquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

HARDWARE AND METAL

Montreal and Toronto



PAINT NOW!

That's the advice to give to your customers and you should add to it

USE "ARK BRAND" PAINTS.

These are the months when painting should be done and the wise dealer will use his influence with his customers to have them do their painting now.

Buildings at this season of the year are thoroughly dry and most suitable for painting, consequently the best results will be obtained and, besides, they should be properly protected against the severe weather of the late fall and winter.

The "Ark Brand" paints are coming more and more into use and you'll find them a profitable line to push.



The **Francis-Frost Co., Limited**
TORONTO, ONT.



Don't forget there is money in carrying "Ark Brand" Inside Gloss Paints, Flat White, Aluminum, Carriage, Wagon and other specialties.



WHAT'S NEW? PHENOM

Varnish and Paint Remover.

And we believe Phenom is one of the best articles on the market for its purposes, too.

Why?

Because it will not injure hair or bristles of brushes; nor will it raise the grain of the wood.

Because it is harmless to hands, is not irritating to eyes and has no unpleasant odor.

Because it instantly removes old varnish, shellac, enamel and paint, leaving the surface ready for use.

Sold in convenient packages. Postal us for trial order. A chance to prove our claims is all we ask.

JOHN LUCAS & CO.

Paint, Varnish and Color Manufacturers.

NEW YORK

PHILADELPHIA

CHICAGO

If You Buy

Varnishes

Paints

Japans

Colors

Lacquers

Glues

Stains

Bronzes

Fillers

Chamois

Sponges

WRITE TO

R. C. JAMIESON & CO.

LIMITED

MONTREAL.

AGENTS FOR ASPINALL'S ENAMEL.

PAINT, OIL AND BRUSH TRADES

SUBSTITUTES FOR LINSEED OIL.

THE worst of the linseed oil substitutes are those consisting of solutions of resin in benzole, turps, petroleum, and other hydro-carbons, and often mixed with tar oils and rosin oil, says The Oil and Colorman's Journal. These products dry quickly without, and slowly with, rosin oil, but they have no pretensions to durability, and can be rubbed to powder with the finger when dry. Their manufacture is simplicity itself. The rosin is broken up, and dissolved in half its weight of the solvent by stirring in closed or open vessels. The whole process is over in a few hours. The solution is then allowed to stand, carefully decanted from the sediment, and mixed, if that substance is to be used, with one third of its weight of rosin oil. The finished product gives a coat which can be softened by the heat of the hand, or rubbed off with the tip of the finger, and perishes rapidly on exposure to the air. It has been asserted that treatment of the colophony before solution, or treatment of the solution with alkalies, removes these objections, but it does not do so at all.

Much better and, in the hands of good makers, fairly satisfactory substitutes are to be obtained by dissolving metallic resins in tar oils, benzole, or petroleum. We must, however, exclude the resins of lead and manganese, as these give even worse result than simple solutions of colophony. On the other hand, the resins of aluminum, zinc, tin, and iron, and, under some circumstances, the compounds of those metals with fatty acids, dissolved with or without the additions of raw or boiled oil in benzole or petroleum, render excellent service as vehicles for pigments. They do not lump with lead or zinc pigments, nor do they decompose. They dry well and can be mixed with raw or boiled oil in any proportions. The coats do not go sticky or crack, and stand atmospheric influences very satisfactorily.

Many substitutes are made with rosin oil. They dry readily, but, unfortunately, unless very skilfully made, they always remain sticky. Double distilled and well refined rosin oils from the best brands of rosin are the most like linseed oil, but they are the worst driers. Even thin coats take weeks to dry. They have not been able to get themselves adopted, even as adulterants of linseed oil, as they betray themselves by causing precipitates in

it. Oxidised rosin oils answer much better, but the expense of a blowing apparatus makes their first cost too high in most cases. Oxidised rosin oil is made by distilling pale rosin (GHIK) in three fractions, and blasting the middle fraction with atmospheric air. To avoid darkening, the oil should be blasted immediately after it has been distilled. This is done by blowing the air through the oil, first heated to 100 to 110 deg. C. The temperature at first sinks slowly to about 90 deg., and then rises gradually to 130 deg., the external source of heat being managed so that the temperature reached before the blast is turned on would remain constant. When 130 deg. has been reached, the air is shut off and the heat is withdrawn. When the temperature has fallen to 110 deg. the whole process is repeated. At the finish the oil has completely changed its character. It has become of a pale brown, and has a pleasant smell. It has also become much thicker. If the second fraction is redistilled before oxidation, the color can be brought down to pale yellow.

These rosin oil substitutes dry nearly as fast as boiled oil, and form a hard transparent coat of good resisting powers. They are made still better by an admixture of about 10 per cent. of their weight of oil of turpentine, or 20 per cent. of boiled oil.

IT BACKS UP THE REPRESENTATIVE

HARDWARE AND METAL has a heavy circulation in the West a fact that not a few representatives of eastern houses have testified to again and again. That "Hardware and Metal" is the Western dealer's Bible was demonstrated by an incident casually reported to us a few days ago.

A representative from a large paint concern was urging a western hardware dealer to stock his firm's brand of paints. Matters were going on nicely, and the merchant was about to commit himself to a decision. Suddenly he demanded, "Is your paint advertised in 'Hardware and Metal'?" and straightway he proceeded to investigate. The result of this inquiry doubtless settled the question of the order.

The confidence placed in "Hardware and Metal" by its readers is so absolute, that the presence or absence of a firm's advertising seems to be ground for receiving favorably or otherwise that firm's representative.

WOOD SPIRITS TURPENTINE.

The high price of turpentine is encouraging the manufacture of substitutes and the invention of new methods of production. It is now reported from Savannah, Ga., that W. V. Catlin, of that city, has made wood spirits turpentine by a new

LINSEED OIL

Raw and Boiled

"GUARANTEED PURE"

MANUFACTURED BY

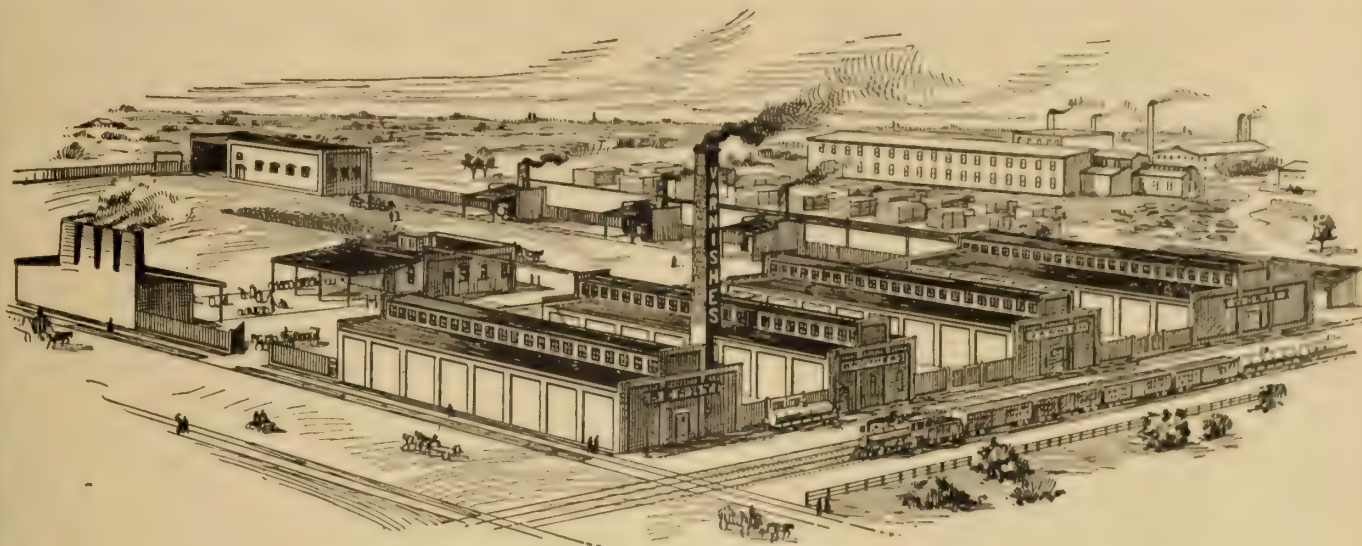
Canada Linseed Oil Mills, Limited

MONTREAL.



BARRELS WANTED!!

WE are open to buy good sound, oak Linseed Oil, Turpentine, Varnish, and Machine Oil Barrels.



IT IS NEARLY
HALF A CENTURY

since we commenced to make Varnish. During this period we have acquired a knowledge not only of Varnish, but of the varied needs of varnish consumers that nothing but time can impart, and have also learned how to cater successfully to every varnish want.

Our experience belongs to those who use and sell Berry Brothers' Varnishes.

Safest goods to handle, surest and most reliable goods to use.

WRITE FOR CATALOGUE.

Berry Brothers
LIMITED

WALKERVILLE, ONT.



process of distillation, which only an experienced expert could distinguish not to be the genuine product made by the old method. The inventor of the process has been experimenting for the last three months at Savannah, and, as the results have been so satisfactory, a company will be organized for the purpose of building a plant for making wood turpentine and other products of pinewood by this process.

PAINT AND OIL MARKETS.

TORONTO.

NOT much activity is manifested at the paint and oil jobbing houses.

Some linseed oil is moving in anticipation of higher prices, which are feared as a result of the damage done by recent storms to the flax crops in the Western States. Turpentine continues firm. White lead is weak. No changes in prices are noted. We quote:

WHITE LEAD.—Ex-Toronto, pure white lead, \$5.10 to \$5.25; No. 1, \$1.62½ to \$1.87½; No. 2, \$1.25 to \$1.50; No. 5, \$3.87½ to \$4.12½; No. 4, \$3.50 to \$3.75 in packages of 25 lb. and upwards; ¼c. per lb. extra will be charged for 12½-lb. packages; genuine dry white lead, in casks, \$5.02½.

RED LEAD.—Genuine, in casks of 560 lb., \$1.75 to \$5; ditto, in kegs of 100 lb., \$5.25 to \$5.50; No. 1, in casks of 560 lb., \$1 to \$1.25; ditto, in kegs of 100 lb., \$1.25 to \$1.50.

LITHARGE.—Genuine, 6 to 6½c.

WHITE ZINC.—Genuine, French V.M., in casks, \$6 to \$6.25; Lehigh, in casks, \$6 to \$6.25.

SHINGLE STAIN.—In 5-gallon lots, 60 to 85c. per gallon.

PARIS WHITE.—90c. to \$1 per 100 lb.
WHITING.—60 to 65c. per 100 lb.; Gilders' whiting, 75 to 80c.

SHELLAC.—Pure orange, in bbls., \$2.10; white, \$2.25 per gallon; No. 1, 15c. less; in less quantities, 10c. extra.

GLUES.—Broken sheet, in 200-lb. bbls., \$ to \$4c. per lb.; cabinet glue, in bbls., \$11 to 12c.; emery glue, in bbls., 17c.; bookbinders', ground, 10½c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

PUTTY.—Bladders, in bbls., \$2.10; bladders, in 100-lb. kegs, \$2.25; bulk, in bbls., \$1.80; bulk, less than bbls. and up to 100 lb., \$2.05; bladders, bulk or tins, less than 100 lb., \$2.75.

PARIS GREEN.—Petroleum bbls., 15½c. per lb.; arsenic kegs, 15½c.; 50 and 100-lb. drums, 16c.; 25-lb. drums, 16½c.; 1-lb. packages, 17c.; ½-lb. packages, 19c.; 1-lb. tins, 18c.

PLASTER PARIS.—New Brunswick, \$2 per bbl.

PUMICE STONE.—Powdered, \$2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots and 8c. in bbls.

LIQUID PAINTS.—Pure, \$1.20 to \$1.40 per gallon; No. 1, \$1.10 per gallon.

BARN PAINTS.—65 to 70c. per gallon.

CASTOR OIL.—English, in cases, 8 to 10c. per lb.; and 9 to 10c. for single tins.

LINSEED OIL.—Raw, 1 to 2 bbls., 51c.; boiled, 54c.; 3 to 5 bbls., raw, 50c.; boiled, 53c., delivered. To Toronto, Hamilton and London, 2c. less.

TURPENTINE.—Single bbls., 83c.; 2 to 3 bbls., 82c., delivered. Toronto, Hamil-

ton and London, 2c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10 gallon packages, 80c. will be charged.

MONTREAL.

General business during the past week except in some special lines has not been very brisk. A number of travellers have been impeded in their movements by the numerous fairs now being held, and, in consequence, general orders have been on the light side. We have slightly reduced our quotations in white lead because of the cutting which has become so prevalent. Liquid paints have had a quiet week. It is thought that October will see a big rush of business, as merchants will begin to stock up before Winter freight rates go into effect. Hardware dealers are cautioned against leaving their Fall orders too late. Turpentine remains unchanged. Full advantage was not taken on the local market of the recent advance in the south which was caused by the squeezing of shorts. It now seems to be on the top notch, and buyers are operating with extreme caution in view of the high figures which now prevail. It is thought in some circles that the present high prices cannot be maintained, but it is difficult to predict just what will be the outcome. We still quote at 80c., and this is the prevailing price, but some houses are getting as high as 82c. We quote:

GROUND WHITE LEAD.—Best brands, Government standard, \$4.90 to \$5.15; No. 1, \$4.17½ to \$4.77½; No. 2, \$4.30 to \$4.40; No. 3, \$3.92½ to \$4.02½; No. 4, \$3.55 to \$3.65, all f.o.b. Montreal. Terms, four months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—\$4.75 in casks and in kegs, 85c.

DRY WHITE ZINC.—Pure dry, in casks, 6½c.; in 100-lb. kegs, 6½c.; No. 1, zinc, in casks, 5½c.; in 100-lb. kegs, 5½c.

WHITE ZINC (ground in oil).—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No. 2, 6c.

PUTTY.—We quote: Bulk, in barrels, \$1.60; bulk, in 100-lb. packages, \$1.85; bladders, in barrels, \$1.90.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, 7½c.; smaller quantities, 8½c.

RED LEADS.—Genuine red lead, in casks, \$4.25; in 100-lb. kegs, \$4.50; in less quantities, \$5.50 per 100 lb. No. 1 red lead, casks, \$4; kegs, \$4.25, and smaller quantities, \$5.25.

LITHARGE.—Ground, casks, 5c.; in less quantities, 5½c.; flake litharge, casks, \$5.25; smalls, \$5.75 per 100 lb.

LINSEED OIL.—Raw, 1 to 4 bbls., 48c.; boiled, 51. Raw, 5 to 9 bbls., 47c.; boiled, 50c. Terms, net cash in 30 days. Delivered in Ontario between Montreal and Oshawa at 2c. per gallon advance.

TURPENTINE.—Single bbls., 80c.; 2 to 4 bbls., 79c. Terms, net cash in 30 days.

BENZINE.—25 to 26c.

SHELLAC VARNISH.—Pure white, \$2.20 to \$2.35; orange, \$2.10 to \$2.25.

MIXED PAINTS.—\$1.20 to \$1.40 per gallon.

CASTOR OIL.—8½ to 9½c. in wholesale lots, and ¾c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

ST. JOHN.

In burning oil prices are held at the low figures quoted now for some weeks. There is an active sale as season advances. In lubricating oils the market has been quite a firm one. Linseeds are again easier; this is a season of light sale. Turpentine is unchanged. Cod oil is very firm. Local receipts very light. Market is supplied from outside points. We quote:

COAL OIL.—American Water White, 19½c.; best Canadian, 19c.; Prime, 18½c.

LINSEED OIL.—Raw, 55c.; boiled, 58c.

TURPENTINE.—80 to 81c.

COD OIL.—32 to 35c.

WINDOW GLASS.

TORONTO.

The movement is light. The market is firm, and some changes in prices are

PROFIT

on paint is largely governed by the quantity you sell. If you handle the best paint you will sell more than your competitors.

"ANCHOR" LIQUID PAINT has been on the market for 30 years. The best white lead in the world—**"BRANDAM'S B.B. GENUINE"**—is used in its manufacture; this, together with our years of experience, morden factories and skilled workmen, combine to produce a paint that is unequalled.



HENDERSON & POTTS

ESTABLISHED
1874,Halifax and
Montreal.

noted this week. We quote as follows: Star, under 26 in., \$3.50; 26 to 40 in., \$4; 41 to 50 in., \$4.50; 51 to 60 in., \$4.75; 61 to 70 in., \$5; 71 to 80 in., \$5.50, Toronto, Hamilton and London.

MONTREAL.

Trade continues quiet and quotations are unchanged. Some reductions are made on round lots. We quote: First break, 50 ft., \$1.85; second break, \$1.95 for 50 ft. First break, 100 ft., \$3.50; second break, \$3.70; third break, \$4.20; fourth break, \$4.45.

PERSONAL MENTION.

Mr. Geo. Vallance, of Wood, Vallance & Co., has returned from a business trip to the Pacific Coast.

Mr. Thos. B. McDonald, the new hardware merchant of Kingsville, Ont., is now thoroughly settled in his new business.

E. A. Walker & Son, hardware merchants, Grenfell, Man., are erecting a three-storey building which they will occupy when completed.

Mr. S. Crawford, Tilbury, Ont., has purchased the hardware business conducted by Mr. M. Acheson in St. Thomas, and he will take possession on October 1st.

A visitor to our Montreal office early in the week was Mr. H. E. F. Gamm, of

Bannockburn, Ont. Mr. Gamm is manager of The Ontario Mining and Smelting Co., who have just started their furnaces at Bannockburn.

Mousseau Bros. are starting a general hardware business in McGregor, Essex County, Ont. Louis Mousseau was in Toronto recently and left his initial order with The Kennedy Hardware Co., Limited. This is the first business of its kind to be started in McGregor.

Mr. Everett Richardson, of The Richardson Hardware Co., Essex, Ont., visited the Toronto offices of HARDWARE AND METAL on Tuesday. Mr. Everett is on his way to Winnipeg, where he will take the general agency for Manitoba and West of the "All Right" washer.

Mr. H. T. Eager, manager of the Toronto branch of Wood, Vallance & Co., wholesale hardware merchants, Hamilton, has just returned from an extended trip through Great Britain and parts of the European continent. He was much impressed with what he saw on the other side of the Atlantic, and besides gaining a great deal of information, he also appears to have gained a great deal in health, judging from his appearance. He was accompanied by Mrs. Eager.

Genuine Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

SAMUEL ROGERS, President.

THE CONSOLIDATED PLATE GLASS CO.

TORONTO - MONTREAL
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A complete stock in each of our five warehouses.
Send your next order for Plate or Sheet Glass to
the one nearest you—or write for prices.



Manufacturers of FINE READY-MIXED PAINTS, FLOOR PAINTS and VARNISHES, and WHITE LEAD. Full line of best DRY COLORS, OILS, and all PAINTER REQUISITES always in stock. Send for prices.

The Globe Paint Co.,

Limited

422-424 Adelaide St. W., Toronto.



Take Care !!

"AVOID" the dealer who says he has paints equal to the **CANADA PAINT COMPANY'S PAINTS**. **THEY** have no equal.

"ARREST" decay by using the **CANADA PAINT COMPANY'S PAINTS**.

"SAFEGUARD" your health by using the **CANADA PAINT COMPANY'S PAINTS**.

"BRIGHTEN" dark corners by applying the **CANADA PAINT COMPANY'S PAINTS**.

"WATCH" carefully for any attempts at substitution.

"SAFETY" is assured if the name of the

**CANADA
PAINT
COMPANY,
LIMITED,**

is upon the label. They are, by far, the largest manufacturers of Varnish and Paint in the Dominion of Canada.



HEATING AND PLUMBING

PROVINCIAL CONVENTION.

THE semi-annual convention of the Ontario Association of Master Plumbers is to be held in Toronto on Thanksgiving Day, October 15 next. President Mansell had his sub-executive committee together this week making preliminary arrangements. It is expected that there will be a good representation. Low rates will be obtainable on the railways on account of the holiday. While the election of officers does not take place at this meeting, there will be other important business transacted that will be of interest to all who attend. It is expected that Hamilton will invite the association to hold the annual convention, which takes place on Good Friday next, in that city.

COULD NOT ISSUE FINAL CERTIFICATE.

INSPECTOR COPPING could not issue a certificate to either team in the friendly baseball game between teams representing the president and first vice-president of the Toronto Master Plumbers' and Steam Fitters' Association at Woodbine Park last Saturday afternoon.

President Ross selected his team from the west end of the city, the personnel being: Messrs. McPherson, Jas. Powers, Maxwell, Benson, Robinson, R. Harrison, Torpy, Jessamine and Boddington.

The vice-president's team, chosen from the east end, were: R. Wright, M. Mullen, Menzies, Jas. Fullerton, Lyndon, Allison, Cooper and Thompson.

Inspector Copping seemed to have recovered from his accident at Oakville picnic last month and entered into the full spirit of the game. The afternoon was an ideal one for the match, and those who journeyed down east were well repaid for their time and trouble. Along about the fourth innings, when the score stood 11 to 1 in favor of the east, the president looked pretty blue and was heard to exclaim, "Oh, if I had only the two 'Bills' here, things would be different."

Some thought he referred to ten dollar bills to buy up the umpire or scorer, but such was not the case. It turned out to be his two pet "Bills," "Bill" Adams and "Bill" Mansell. These two had evidently been bought up by the east, for they came not.

The game went the full nine innings and was certainly the best game of the season. It was expected that one side would have left the grounds with swelled heads, but instead, both teams came away with swelled hands and joints. Space will not permit of giving the features of the game, but in passing mention must be made of the star catching of Benson for the west. If "Walt" was not so busy looking after his business the Torontos would do well to look him up. At the completion of the ninth innings the umpire had to declare it a draw, the score being:

President.....	1	0	0	0	4	3	1	4	11-24
Vice-President..	4	2	5	0	1	3	1	2	6-24

The game is to be played off to-day (Saturday) at the Woodbine.

Weather permitting, the association play the manufacturers and jobbers next Saturday. It is expected the game will be played at Carleton. The ladies are to join the party and the losing side are to put up the supper.

FOR CLEANING PLUMBERS' BRASS WORK.

IN answer to a correspondent requesting a recipe for cleaning plumbers' brass work so that it will look bright and new, The Metal Worker says:

"Plumbers' brass work can be kept bright and clean by first washing the surfaces soiled from grease with strong soap-water or soda and then with clean water. For removing oxides and stains, rub the surfaces with a solution of oxalic acid, made by dissolving one-half ounce of the crystals in a quart of water in a bottle, in which it must be kept, as it is a poison and should not touch sores or scratches on the hands. A rag or strip of cotton cloth, wet with the solution, should be quickly rubbed over the surfaces to be cleaned and then dipped in a box of silica polishing powder, tripoli or rotten stone and the rubbing continued until the desired brightness is obtained. Ground pumice stone or finely ground brick dust may also be used, followed by a brightening finish with rouge or chalk, wet with clear water, to clear the metal from the acid.

"A ready-to-use mixture or pomade for polishing stained bibs and pipes of brass or nickel-plated work may be made by melting and mixing three parts vaseline, one part colcother (rouge), one part tripoli,

and one-quarter ounce oxalic acid (powdered), for each pound of the mixture. Pour into open-mouth jars or tin boxes for use. A cloth or rag moistened with a little of this mixture and briskly applied will make a fine, clean surface. Clean off the pomade with a dry cloth and, if a brighter surface is desired, use a little whiting on the cloth. Rough brass articles cannot be properly polished by rubbing. Such work should be dipped first in a strong lye or soda solution, using a brush, if needed, washed in clear water, then dipped in a mixture of one part nitric acid, one-half part sulphuric acid for from two to five seconds, and immediately washed in boiling hot water to thoroughly remove all traces of acid. Dry while hot in sawdust or otherwise.

"Dipped work should always be lacquered to keep it bright. This may be done with a very thin shellac varnish, quickly applied by a broad camel's hair brush, with the metal heated nearly to the temperature of boiling water, which makes the lacquer dry and clear. If lacquered cold the work will have a milky surface."

WINDSOR LOSES HER GAS SUPPLY.

A Windsor despatch says:—Natural gas as a fuel in the county of Essex, from the once famous field near Leamington, will in a few days be a thing of the past. The Standard Oil and Gas Co., which operates the fields, have commenced the removal of the pipes on the line from Ruthven to Windsor, via Talbot street, and over 400 men are now at work removing the gas pipes at intervals along the route. There is still a suspicion that the company is cutting off the users of gas in Essex county to supply the people of Detroit. There are two miles of pipe leading from the gas fields to Windsor and Detroit. One parallels the L. E. & D. R. R., while the other extends along Talbot street and supplies the principal towns along the line as far as Windsor, but does not cross the river. It is the latter line of pipes that will be removed. The other line, the one connected with Detroit, is to be still unmolested.

Residents along Regent street and Dearborn avenue, Toronto, are asking for water mains on those streets, at an estimated cost of about \$15,000.

"PAINTS" FOR BUSINESS



It's business to have a stock of paints for a paint business—that is "paints that talk." House paints that brighten up the house and make people ask whose they are, that advertise yourself as only pure paints can advertise. Carriage paints that make a turn out look "O.K." as it goes along. Factory paints that preserve the roofs, the fences, the outhouses. All these go with

RAMSAY'S PAINTS

The right paint to paint right at the right price.

A. RAMSAY & SON
MONTREAL

EST'D
1842

PAINT
MAKERS

Always Get the Best



all returned to
Bromley
Oct 23/19

Coal Oil Heating Stoves are superior to all others—look well—give more heat—and burn but little oil.

We also sell the very best Gas Arc Lamp made. We guarantee it in every way.

We are exclusive agents for the **PEERLESS FLEXO MANTLE**—sold under a guarantee not to break or fall off for 60 days. Order a trial shipment and see for yourself.

ALL KINDS OF OIL AND GAS LAMPS IN STOCK.

THE ROCHESTER LAMP CO.

24 Front St. W., TORONTO.



EMPIRE MFG. CO.

MANUFACTURERS OF

HIGH-CLASS, UP-TO-DATE

Plumbers' and Steamfitters' Supplies

Estimates on Special Castings and Work.

Dealers in Soil Pipe & Fittings, Lead Pipe, etc.

Sole manufacturers of the STEVENS EMPIRE LOW-DOWN COMBINATION CLOSET, the only up-to-date low-down Closet on the market.

We make the best genuine JENKINS DISC VALVE.

This valve is made of the very best selected Steam Metal. Every valve guaranteed. Send for sample and prices.

ORDERS SOLICITED.

EMPIRE MFG. CO., - 443 Talbot St., LONDON,



STEVENS' IMPROVED



BUILDING NOTES.

The Toronto Public School Board has passed tenders for \$14,200 for four more rooms in the Kew Beach school.

The corner stone of a new \$8,000 Methodist Sunday school was laid at Barrie this week. The edifice is to be modern in every particular. Rogers & Gallie are the contractors, and J. S. Russell, of Stratford, the architect.

DUNDAS.

Work on the Pennington refrigerator factory is being pushed right along and the buildings, it is expected, will be completed some time next month. Renewed activity is observed at the new Bank of Commerce corner. Flying snow will find these premises completed, no doubt. Brick-laying at the armoury has been resumed, the delayed shipment of Milton pressed brick having come to hand. At the separate school the contractors have completed the outside work, and the building will soon be ready for its occupants. Operations at the new bridge over the Waterloo road at the G. T. R. station are progressing steadily. - Dundas Banner.

OWEN SOUND.

There is every indication that the building operations for the season of 1903 will be equal to the two record years of 1901 and 1902. Many intending builders drew out last Spring owing to the high prices of labor and material, and the building of houses did not start in with the usual rush in the Spring. The building of the new industrial concerns kept the building tradesmen busy then, and the contractors had their hands full. During the past six months, however, new residences have been springing up in nearly every block in every ward in the town, and the indications now are that the total expenditure for new buildings will exceed the outlay in 1902, when Owen Sounders spent nearly \$350,000 for new churches, factories and homes. The new residences are all substantial in character, and do not meet the demand for workingmen's homes that can be rented for \$7 or \$8 a month.—Owen Sound Times.

WINNIPEG.

The building by the C. P. R. of a combined station and hotel at Winnipeg is now well under way. The plans have already been prepared by the architects of the company, and have been passed by the Board of Directors, and Winnipeg is on the point of getting what her increased importance as the gateway of the West demands. The plans were not passed without considerable discussion, and it is

known that no less than three sets were prepared before a decision could be arrived at. The new station and hotel will be along the same lines, as far as architecture is concerned, as the Place Viger Hotel and station in Montreal.

BUILDING PERMITS ISSUED.

TORONTO.

T. Fussell, brick dwelling on Bathurst street, to cost \$2,500.

S. G. Aberdeen, pair brick dwellings on Fern avenue, to cost \$4,500.

United Typewriter Co., alterations to offices, 7 and 9 Adelaide street east, \$2,500.

Wm. Robinson, two-storey and attic brick dwelling, 19 Simpson avenue, \$2,000.

J. V. Hunter, two-storey brick dwelling, west side Shaw street, near Bloor street, \$2,500.

Stephen Smith, brick dwelling on Brooklyn avenue, to cost \$2,000; builder, C. K. Rogers.

A. E. Kemp, brick residence on McKenzie and Dale avenues, to cost \$7,000; builders, R. Chalkley & Son.

J. A. McCreery, stone and brick attached dwelling on Margueretta street, to cost \$1,200; builder, J. H. Swalm.

Mrs. G. A. Weese, brick dwelling on Carlton street, to cost \$2,200; architect, G. R. Harper; builder, Jas. Crong.

F. Holt, pair brick dwellings on Dupont street, to cost \$7,000; architects, Gregg & Gregg; builders, R. Chalkley & Son.

C. R. S. Dinnick, brick dwelling on Kendall and Bernard avenues, to cost \$3,500; architects, Chadwick & Beckett.

W. P. Cassels, stone and brick dwelling on Grosvenor street, to cost \$3,500; architect, Darling & Pearson; builders, Orr Bros.

The Pure Gold Mfg. Co., alterations to factory on King street, to cost \$3,500; architect, A. F. Wickson; builders, Holtby Bros. Co.

F. B. Poucher, pair brick and roughcast dwellings on Gerrard street east, to cost \$1,400; architect, G. Harper; builder, J. Poucher.

HAMILTON.

Emerson Goodale, a brick dwelling on Aikman avenue, east of Sanford, to cost \$2,500.

D. Brown, a brick dwelling on Ontario avenue, between Main and Stinson, to cost \$2,000.

F. J. Lyne, brick house on William street, between Barton and Birge streets, to cost \$1,000.

J. Slater, two brick dwellings, to cost \$2,600, on William street, between Barton and Birge streets.

THE "SUN" BRAND PORTLAND CEMENT.

We make only one quality and that the best.
Ask us for quotations.

The Sun Portland Cement Co., Limited

OWEN SOUND

JAR. A. CLINE, Managing Director.



"Pullman"
Lawn Sprinkler

IS YOUR
ORDER IN ?

Send for Folder No.14.

PULLMAN MFG. CO.
Rochester, N.Y., U.S.A.



OFFER EXCEP-
TIONAL oppor-
tunities for wide-awake
hardware dealers to
build up a permanently
profitable business.

Our line is complete
and artistic and is made
up of bathroom fittings
that are actual necessi-
ties and therefore ready
sellers.

Write to-day for in-
formation concerning
this line.

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Page 12
THE
Jas. Morrison
Brass Mfg. Co.
Limited
Toronto, Ont.

PORTLAND CEMENTS

Best German, Belgian and English Brands.

FIRE BRICKS,
FIRE CLAY,
FLUE LININGS,
DRAIN PIPES,
HARD WALL PLASTER,
CALCINED PLASTER,
WHEELBARROWS,
MORTAR STAINS.

A Full Stock of Builders' and Contractors' Supplies.

W. McNALLY & CO.

40 to 52 McGill St. (Cor. Wellington St.)

MONTREAL.

Write for our quotations.

The Grey and Bruce Portland Cement Company of Shallow Lake, Limited,

Manufacturers of

"Hercules" and "Lion" Brands
of

PORTLAND CEMENT

Unsurpassed for Sidewalks, Floors, and all work requiring the Highest Grade of Portland Cement.

HEAD OFFICE: OWEN SOUND.



BUILDERS' SUPPLIES

Fire Bricks, Fire Clay, etc.

ALEX. BREMNER, 50, Bleury Street, Montreal, Que.



STEVENS FIRE ARMS

are the most PROFITABLE line for any dealer to handle. These goods are in constant demand because of their merit, and, being extensively advertised direct to the sportsman, are favorably known everywhere.

Ask your Jobber about the "STEVENS."

SEND FOR CATALOG.

J. Stevens Arms & Tool Co., P.O. Box 217 Chicopee Falls, Mass., U.S.A.

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Gauge.
Steel and Twist Barrels
Superior in Design, Workmanship
and Finish, and the most popular
Gun on the Market.

Simplest
"Take Down"
Gun Made



HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers.
Catalog on request. Worcester, Mass., U.S.A.

OUR
TRADE MARK
A

AUER LIGHT MANTLES
LONGEST LIFE & BRIGHTEST

OUR
TRADE MARK
A

A Statement of Facts.

We make the strongest mantles.
Our mantles gives the most light.
We use the purest and most costly
chemicals.

We anneal our mantles with
pressure gas.
Our mantles won't shrink or fray
out.

Our trade mark **A** is on the
best mantles.

We make mantles with any private mark on
them, your own name if you desire.

WE MAKE

Coal Gas Mantles.

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High-Pressure Mantles.

Coal Oil Mantles.

Gasolene Mantles.

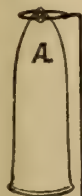
Acetylene Mantles.

In single, double or triple weave.

Lowest prices on Mantles, Shades,
Chimneys and Sundries.

Write us if you are interested.

AUER LIGHT CO., - - MONTREAL.



We sell

Pig Iron.
Ingot Tin.
Ingot Copper.
Zinc Spelter.
Pig Lead.
Babbit Metals.
Solder.
Cotton Waste.

We buy

Scrap Rubber of all kinds.

—Rubber Boots and Shoes.
—Rubber Bicycle Tires.
—Rubber Carriage Tires.
—Rubber Hose.
—Rubber Springs.

We buy

Drosses of all kinds.

—Tin,
—Lead,
—Type Metal,
—Zinc

Brass Ashes.
Metal Residues.

We buy

Scrap Metal

—Iron,
—Copper,
—Brass,
—Zinc,
—Lead.

FRANKEL BROTHERS,

MONTREAL,

92-98 Wellington St.

TORONTO,

116-120 George St.

Window and Interior Displays

Timely Hints
and Suggestions.

The Competition.

ONLY two and a half weeks remain of the time limit for the window-dressing competition, and those who contemplate entering, but who have not as yet arranged and photographed the window, will need to pay immediate attention to it. The prizes, which are \$10, \$7 and \$5 are well worth competing for, and the additional offer of \$2 for every photograph worth reproducing insures the sender against loss. In addition to the chances of obtaining the money, there are the advantages to be derived from the healthy stimulus the entering in such a competition will give to the interest the merchant will have in his windows. Numerous ideas will be seized upon in the preparation of a prize window, that would not be noticed if an ordinary window were being arranged. Although at the moment this stimulus may not be deemed worthy of much notice, in after months its value will be duly appreciated and the continual interest in window-dressing and the ideas gathered will reap their own reward.

PHOTOGRAPHING THE WINDOW.

Many questions have been asked, since the competition opened, concerning the photographing of the window, the great difficulty being the prevention of the reflection in the glass of the buildings on the opposite side of the street. This obstacle to good photographs has prevented many a picture from being taken, and spoiled many others for reproduction.

If the photo must be taken in the day time, it can be considered, as a general rule, that the early morning is the best time, when the light is clear and few pedestrians are on the street. Of course, the hour has much to do with the extent of the reflections, as the shining of the sun on the opposite buildings will absolutely spoil a picture if the light is at all reflected in the window. But provided it is sufficiently early, but still light enough, the face of the opposite buildings will be too dark to cast annoying reflections, and will act as a screen from objects that would catch the light. The best moment can be considered by studying the light the morning previous to the taking of the picture.

Should the early morning prove unsuitable, there is another method which allows the taking of the picture at any hour of the day. Take a piece of black cambric or any cheap black material of a width of about four or five feet more than the window and of a height to be found by experiment. Attach this to two poles, one on each side, and have a couple of boys

A Window Display Competition.

HARDWARE AND METAL, for the encouragement of tasty window displays, has decided to open a competition for its subscribers. Prizes will be awarded for photos or drawings of window displays and accompanying descriptions of the same. The prizes will consist of:

First Prize	-	-	-	\$10
Second Prize	-	-	-	\$7
Third Prize	-	-	-	\$5

and \$2 for every picture and description which is considered worthy of publication.

The competition, which closes on Oct. 1, will admit of photographs, pen and ink or wash drawings, with good ideas counting more than the picture itself, although, of course, all pictures in order to receive a prize, must be of sufficient distinctness and good workmanship to admit of their publication.

There is no progressive merchant but has at least one window a month that is worthy of entering this competition, and the prizes are so arranged that, even if a window does not win the \$10, \$7 or \$5 prize, it may be awarded a \$2 prize, provided only that it is of sufficient merit to publish in the columns of this paper. This award will cover the cost of the photograph and there is no reason why any merchant should not obtain it. The number of photographs or drawings submitted by each store is not limited, nor is the number of \$2 prizes; a merchant may win a dozen if his pictures merit them.

Should any intending competitor not know how to take a window picture, this paper will be glad to furnish him with instructions. In general terms, it may be stated that the early morning, when the light is clear, when few people are abroad and when there is the least reflection, is the best time to photograph the display. A good photograph can also be taken at night by the aid of an electric or flash light.

Mark all manuscripts and photographs intended for this department with the words "Window Dressing Competition."

hold this screen just behind the camera. The object is to hide the buildings which would cast reflections, and the size can be found by tests. This method is very little trouble, proves of uniform success, and the screen can be rolled up and stored away for future use.

To the store with well lit windows—those using gas or electricity—the best photographs can be taken at night. The

only difficulty met with in such a picture is the "halation" caused by the lights themselves. To prevent this the lights can be concealed from view (a point that is always observed in the best windows), or non-halation or "backed" plates can be used. These plates eliminate almost all of the mass of light that surrounds the lights themselves. In some windows where the lights are visible they are of such height as to interfere very little with the exhibit, and in such cases the ordinary plates can be used. The exposure for a night window will vary according to the degree of light and the rapidity of the plate, from five minutes to possibly half an hour. The passing of people between the camera and the window will not interfere with the picture, provided they are not allowed to stand.

A letter has been received asking if flashes cannot be used in taking a picture of a window. Outside the window a flash would be of absolutely no use, merely reflecting on the glass and going no further for picture purposes. Inside the window the flash would have to be set off out of sight, and the halation even then would be impossible to prevent. The light, too, from a flash in the window would be cast necessarily on slightly different side those seen by the camera. Flashes cannot be used for the window, but for interior work are unsurpassed, unless the light from outside is very good.

THE EXPENSE BUGBEAR.

When some expense is apt to be incurred in the preparation of a window, it is a common thing for that scheme to be abandoned, and another one adopted, which includes only the arrangement of the goods, without outside accessories. If a window is considered as valuable, why cannot the expense be thought of as paying for itself? A display that shows expense, shows extra attention on the part of the merchant, and every spectator is favorably impressed. A window that costs \$5 may sell \$100 worth of goods, and the moral benefit cannot be estimated. In every case, too, part of the auxiliary fittings can be retained for another display. Cheap windows, when never varied, will bring cheap trade.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export. With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables—Emlyn Engineering Works, NEWPORT, MON., ENGLAND.
Machinery, Newport.



Steward & Romaine Mfg. Co.

EXPANSION and TOGGLE BOLTS

For fastening all kinds of material to Brick, Stone or Cement,

124 North Sixth St., Philadelphia, Pa.



ONTARIO WIND ENGINE & PUMP CO., Limited.

CALVANIZING.

Phone Park 822
Atlantic Ave., Toronto



Send to-day for DISPLAY BOX of

"Solarine" METAL POLISH

Contains 1 doz. sample size tins. Attractive retail tin each. Every tin warranted.

UNEXCELLED FOR HOUSEHOLD trade.

Attractive window card sent with order.

Address,

"Solarine" 60 George St., TORONTO.

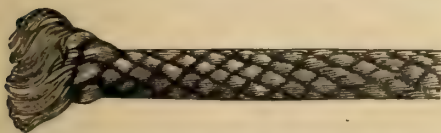
RELIANCE

can be placed in our brown and manilla wrapping papers. They are full weight and strong, durable papers. Full count to every ream.

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CANADA PAPER CO., Limited
TORONTO and MONTREAL

Buy the Best.



HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers



G. A. Crosby & Co. of Ontario, SARNIA, ONT. LIMITED

Manufacturers of

Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal

H. W. Petrie, 141-145 Front Street West, TORONTO Selling Agent.

Rattan and Reed Whips

The variety is endless. Made from the best quality of German Reeds. If the Morgan label is on your whips you know that no better whips are made.

THE MORGAN CO., Limited, TORONTO.



THE MOP THAT THE SUN NEVER SETS ON.

Self-wringing Mops and Mop Cloths

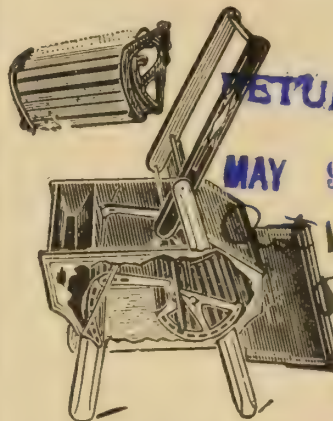
Much, very much, depends upon the cloth with which the S. W. Mop is fitted, as to whether it attains its highest value, or, for that matter is of any value. One of our regular standard cloths would clean, in a large measure, a very poor imitation of our Mop, but would be better business asmen to insist upon getting the regular, true.

"Tarbox" Self-wringing Mop

with its full value and completeness and thereby give your customers value received in the start.

It means better results in the line and greater confidence between buyer and seller. A very large percentage of the better class of jobbers of kindred articles handle our goods.

TARBOX BROS., Toronto, Canada.



Vollmar Improved Perfect Washer

RETURNED

MAY 9 1904

It is a most enviable record. A perfection of its kind —will wash more clothes in less time, do it better and easier, with less wear and tear, than any other machine. In application.

COLBORNE Sept. 10th, 1902.

Mrs. R. Weeks, 1871. We have used the washer again and find that further use increased its value to us. The girls are simply delighted with it, as they can do the washing and be presentable for callers if need be.

MRS. R. WEEKS.

The above is a sample of the many kind words said about the Vollmar (Use the street No. when addressing us.)

The Wortman & Ward Mfg. Co., Limited
No. 1500 William Street, London, Ont.

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, \$1,500,000.

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Offices Throughout the Civilized World.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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MONTREAL, QUE.
TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

INDUSTRIAL GOSSIP

HARDWARE AND METAL would be pleased to receive from any authoritative source industrial news of any sort: the founding or incorporation of companies; establishment or enlargement of mills, factories, foundries or other works; railway or mining news, etc. All such correspondence will be treated as confidential when desired.

THE Home Furnishings Co., Limited, Ottawa, has been incorporated with a capital stock of \$20,000, to carry on the business of wholesale and retail merchants at Ottawa and elsewhere throughout the Dominion. The provisional directors are: R. G. Boyd, F. Sophia, Rochester; C. A. Douglas, H. F. Hardy and W. H. Craig, Ottawa.

The Northern Developing Co., incorporated in the United States, has been licensed to use in Ontario a sum of not more than \$40,000 to carry on in all their branches the operations of a mining, milling, reduction and development company.

The Russell Lithia Water Co., Limited, Ottawa, has been incorporated with a capital stock of \$75,000, to manufacture and sell mineral and aerated waters. The provisional directors are: O. J. Rochon, W. Thivierge, both of Clarence Creek, Ont.; A. H. Brown, Montreal, and E. J. Laverdure, Ottawa.

The Manitoulin Portland Cement Co., Limited, Windsor, Ont., has been incorporated, with a share capital of \$1,000,000, to manufacture and deal in Portland cement. The provisional directors are: H. G. Field, Detroit; T. G. Ellis, R. F. Sutherland, both of Windsor; Jas. Carter, Kagawong, Ont., and Wm. Sherwood, Toronto.

The Hanbury Mfg. Co., of Brandon, Man., has purchased a saw mill at Cranbrook, B.C., formerly owned by Leask & Slater. The mill has a capacity of from 45,000 to 60,000 feet of lumber per day and is very favorably situated. The Hanbury company has also purchased a tract of standing timber estimated to contain 1,000,000,000 feet.

The International Coal and Coke Co., Grand Forks, B. C., which own large tracts of bituminous coal lands in Alberta, on the line of the Crow's Nest Pass Railway, has made public its intention to erect a coke plant on its coal lands, with an output of 2,000 tons daily. It is expected that this plant will be in operation within a year.

The works of the Montreal Locomotive Co., at Longue Pointe, described in a recent issue of *HARDWARE AND METAL*, are now rapidly nearing completion. The structural work has all been placed in

position, the flooring is complete and rapid progress is being made with the siding. Six weeks have made such a change that the works are scarcely to be recognized from the photo taken on August 5 and reproduced in our issue of August 15.

NOTES.

W. J. Chapman, Wingham, Ont., is about to re-open his tannery in that town.

The foundation of the large plant The Canada Radiator Co. is erecting at Lachine, Que., has already been completed.

The Jubilee coal mine at Macan, N.B., has been sold by Givan, Sherry & Patrick to a Boston syndicate for about \$100,000.

The Tavistock Malleable Iron Co. are preparing to erect their plant in Tavistock, Ont., on the site they purchased recently.

The Deering Mfg. Co. are opening up warehouses in Smith's Falls, Ont., which, it is thought, may develop into a branch plant.

The first automobile to be manufactured in Galt, Ont., has been completed. It was turned out by the foundry of Cowan & Co.

The erection of the cement factory at Warton, Ont., is progressing favorably. The steel structural part was commenced a week or so ago.

It is rumored that The Pere Marquette Railway Co. will move its car shops from Walkerville to St. Thomas, in order that they may be more centrally located.

T. J. Cornwall, Edmonton, N. W. T., has purchased the Brewster foundry, and is making extensive improvements to enable the handling of all kinds of machine work.

The Bonanza Basin Gold Dredging Co., incorporated in the United States, has been licensed to carry on mining operations in the Yukon and the Northwest Territory.

The Provident Mining Co., incorporated in the United States, has been granted a license to use in Ontario a sum not more than \$1,000,000 to carry on the operations of a mining, milling, reduction and development company.

The new Cockshutt plow works at Brantford, Ont., are now nearly ready for occupation. The buildings are all finished and the work of installing the machinery is going ahead rapidly. The engine and boilers are in already.

The casket and trunk factory of Christie Bros. & Co., Amherst, N.S., has been completely destroyed, besides a heavy stock of valuable lumber. The loss is estimated between \$30,000 and \$40,000, with insurance of \$15,500.

The Loon Lake Iron Mines Company has formed a contract with The Consolidated Lake Superior Company to sell them the entire output of the mines. The ore of these mines has been proved to be a high-grade Bessemer.

SOME SORTS

of work require Apollo; some don't.

If you want your iron to bend uniformly, to bear a good deal of working of any sort, to be strong, not brittle, not crack, not tear, to hold fast, to stay put, to be accurate; only Apollo will do.

Quick service. Return a whole sheet for an inch of fault.

American Sheet Steel Company, New York

Representatives for Canada

B. & S. H. Thompson & Company

58 St. Sulpice Street

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THOS. GOLDSWORTHY & SONS
MANCHESTER, ENGLAND.
EMERY { Cloth
Corn
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JAMES HUTTON & CO., Wholesale Agents for Canada, **Montreal.**

We Wear The Smile-That-Won't-Come-Off

because we make the Roofing that won't wear off, and our customers don't forget to tell us so.

Our Wire Edged Ready Roofing is the only popular substitute for Shingles because it is Durable, Fireproof and Reasonable Priced.

Hardware Merchants will make no mistake by handling our Ready Roofing.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

DRILLS.			Fork.			KETTLES.			NAIL PULLERS.		
Hand and Breast.			C. & B., discount 40 per cent., revised list.			Brass spun 7½ per cent. discount off new list.			German and American 1 75 3 50		
Miller's Falls, per doz., net list.			Hoe.			Copper per lb. 0 30 0 50					
DRILL BITS.			C. & B., discount 40 per cent., revised list.			American, 60 and 10 to 65 and 5 per cent.			NAIL SETS.		
Morse, discount 37½ to 40 per cent.			Saw.			Lock, Canadian dis. 40 to 40 and 10 per cent.			Square, round and octagon,		
Standard, discount 50 and 5 to 55 per cent.			American per doz. 1 00 1 25			Cabinet, trunk and padlock,			per gross 3 38 4		
FAUCETS.			Plane.			American per gross 0 60			Diamond 1 00 2 0		
Common, cork-lined, discount 35 per cent.			American per gross 3 15 3 75			KNOBS.			POULTRY NETTING.		
EAVETROUGHS.			Hammer and Hatchet.			Door, japanned and N.P., per			2-in. Mesh, 19 w.g., dis. 60 per cent.		
10-inch per 100 ft. 3 10			Canadian, discount 40 per cent.			doz. 1 50 2 50			2-in. Mesh, 16 w.g. and heavier, 50 p.c.		
ELBOWS (stovepipe.)			Cross-Cut Saws.			Bronze, Berlin per doz. 2 75 3 25			OAKUM.		
and 6-inch, common per doz. 1 20			Canadian per pair 0 13½			Bronze, Genuine 6 00 9 00			U. S. Navy per 100 lb. 6 75		
7-inch 1 35			HANGERS.			Shutter, porcelain, F. & L.			Plumbers 3 00		
Polished, 15c. per dozen extra.			doz. pairs.			screw per gross 1 30 4 00			OILERS.		
ESCUTCHEONS.			Steel barn door 5 85 6 00			White door knobs per doz. 1 00			McClary's Model galvanized		
Discount 40 per cent.			Stearns, 4-inch 5 00			HAY KNIVES.			oil can, with pump, 5 gallon,		
ESCUTCHEON PINS.			5-inch 6 50			Net prices.			per dozen 10 00		
Iron, discount 40 per cent.			Lane's covered—			LAMP WICKS.			Zinc and tin, discount 50, 50 and 10 per cent.		
FACTORY MILE CANS.			No. 11, 5-foot run 8 40			Discount, 60 per cent.			Copper per doz. 1 25 3 50		
Discount off revised list, 40 per cent.			No. 11½, 10-foot run 10 80			LANTERNS.			Brass 1 50 3 50		
FILES AND RASPS.			No. 12, 10-foot run 12 60			Cold Blast per doz. 7 00			Malleable, discount 25 per cent.		
Great Western 70 and 10 per cent.			No. 14, 15-foot run 21 00			No. 3, "Wright" 8 50			GALVANIZED PAIS.		
Areade 70 " 10 "			Lane's O.N.T. track, per foot 0 04½			Ordinary, with O burner 4 00			Dufferin pattern pails, discount 45 per cent.		
Kearney & Foot 70 " 10 "			HARVEST TOOLS.			Dashboard, cold blast 9 00			Flaring pattern, discount 45 per cent.		
Disston's 70 " 10 "			Discount 60 per cent.			Japanning, 50c. per doz. extra.			Galvanized wash tubs, discount 45 per cent.		
American 70 " 10 "			HATCHETS.			LEMON SQUEEZERS.			PIECED WARE.		
J. Barton Smith 70 " 10 "			Canadian, discount 40 to 42½ per cent.			Porcelain lined per doz. 2 20 5 60			Discount 40 per cent. off list, June, 1899.		
McClellan 70 " 10 "			HAT ENAMEL.			Galvanized 1 87 3 35			10-qt. flaring sap buckets, discount 40 per cent.		
Eagle 70 " 10 "			Hen derson & Potts "Anchor Brand"			King, wood 2 75 2 90			6, 10 and 14-qt. flaring pails, dis. 40 per cent.		
Nicholson, 60 and 10 to 60, 10 and 5			HINGES.			King, glass 4 00 4 50			Creamer cans, discount 40 per cent.		
Royal 80			Blind, Parker's, discount 16½ per cent.			All glass 0 50 0 90			PICKS.		
Globe 70 to 75 "			Heavy T and strap, 4-in., per lb. 0 06½			LINES.			Per dozen 6 00 9 00		
Black Diamond, 60 and 10 to 60, 10 and 5 per cent.			" " 5-in. " 0 06			Fish per gross 1 05 2 50			PICTURE NAILS.		
Jowitt's, English list, 25 to 27½ per cent.			" " 6-in. " 0 06			Chalk 1 90 7 40			Porcelain head per gross 1 35 1 50		
Nicholson File Co.'s "Simplicity" file handle,			" " 8-in. " 0 05½			LAWN MOWERS.			Brass head 0 40 1 00		
per gross 85c. to \$1.50			" " 10-in. " 0 05½			Woodyatt, 12-in. wheel 7 50			PICTURE WIRE.		
GLASS.			Light T and strap, discount 65 and 5 per cent.			Star 5 50			Tin and gilt, discount 75 per cent.		
Window. Box Price.			Screw hook and hinge			Daisy 4 90			FINE TAR.		
Star			6 to 10 in. per 100 lb. 4 50			Philadelphia, 12-in. wheel 6 50			½ pint in tins per gross 7 80		
D. Diamond			12 in. up 3 25			Ontario, 14 25			1 pint in tins 9 60		
Per 50 ft. 100 ft.			Spring per gro. pairs 10 50			Discount, 50 per cent.			PLANES.		
Under 26 2 0 3 80			HOES.			Maxwell & Sons:			Wood bench, Canadian discount 40 per cent.,		
26 to 40 2 10 4 00			Garden, Mortar, etc., discount 60 per cent.			10½-in. high wheel 7 50 10 00			American discount 50 per cent.		
41 to 50 4 50 8 75			Planter per doz. 4 00 4 50			9-in. 5 50 6 25			Wood, fancy Canadian or American, 37½ to		
51 to 60 4 75 10 00			HOLLOW WARE.			8-in. 49 0 5 50			40 per cent.		
61 to 70 5 00 11 50			Discount 45 and 5 per cent.			Discount 50 per cent.			PLANE IRONS.		
71 to 80 5 50 12 50			HOOKS.			Canadian, 40 to 40 and 10 per cent.			English per doz. 2 00 5 00		
81 to 85 14 00			Cast Iron.			Russell & Erwin per doz. 3 00 3 25			PLIERS AND NIPPERS.		
86 to 90 16 50			Bird cage per doz. 0 50 1 10			Cabinet.			Button's genuine, per doz. pairs, discount		
91 to 95 18 00			Clothes line 0 27 0 63			Padlocks.			37½ to 40 per cent.		
96 to 100 20 00			Harness 0 72 0 88			English and Am. per doz. 0 50 6 00			Button's imitation per doz. 5 00 9 00		
A discount of 25 per cent. is offered on			Hat and coat per gro. 1 00 3 00			Eagle, discount 20 to 25 per cent.			German 0 60 2 60		
"Double Diamond."			Chandelier per doz. 0 50 1 00			MACHINE SCREWS.			PLUMBERS' BRASS GOODS.		
GAUGES.			Wrought Iron.			Iron and Brass.			Standard Compression work, dis. 60 per cent.		
Marking, Mortise, Etc.			Wrought hooks and staples, Canadian dis-			Flat head, discount 25 per cent.			"J.M.T." Cushion work, discount 50 per cent.		
Stanley's, discount 50 to 55 per cent.			count 47½ per cent.			Round head, discount 20 per cent.			Fuller work, discount 65 per cent.		
Wire Gauges.			Wire.			Tin Smith's per doz. 1 25 1 50			6 dozen lots and over of the above, extra dis-		
Winn's, Nos. 26 to 33 each 1 65 2 40			Hat and coat, discount 45 per cent.			Carpenters, hickory, 3 85 5 00			count 10 per cent.		
HALTERS.			Belt per 1,000 0 60			Lignum Vitae 0 60 2 00			Lever handle Stops and Waste, discount 60		
Rope, ½-inch per gross 9 00			Screw, bright, discount 55 per cent.			MALLETS.			per cent. With, in lots of 2 dozen and over		
Rope, ¾-inch 14 00			HORSE NAILS.			Canadian per doz. 5 50 6 50			an extra discount of 10 per cent.		
Rope, 1 to 1½-inch per doz. 3 87½ 4 00			"C" brand, 40, 10 and 7½ per cent. off list			MEAT CUTTERS.			"J.M.T." Globe, Angle and Check Valves,		
Leather, 1½-inch 5 15 5 20			"M" brand, 50, 10 and 5 per cent.			American, discount 33½ per cent.			discount 55 per cent.		
Web 1 87 2 45			Countersunk, 57½ per cent.			German, 15 per cent.			Standard Globe, Angle and Check Valves,		
HAMMERS.			"Monarch," 60 per cent.			Gem each 1 15			discount 60 per cent.		
Nail.			Peerless "50 per cent. dis.			MILK CAN TRIMMINGS.			"J.M.T." Radiator Valves, discount 55 per		
Maydole's, discount 5 to 10 per cent. Canadian			HORSESHOES.			Discount 25 per cent.			cent.		
discount 25 to 27½ per cent.			F.O.B. Montreal			NAILS.			Standard Radiator Valves, discount 60 per		
TACK.			Iron Shoes.			Cut.			cent.		
Magnetic per doz. 1 10 1 20			No. 2 No. 1			2d and 3d 3 45 3 45			Patent Quick-Opening Valves, discount 65		
Canadian per lb. 0 07½ 0 08½			and larger smaller.			3d 3 10 3 12			per cent.		
Ball Peen.			Light, medium and heavy 3 35 3 60			4 and 5d 2 85 2 95			No. 1 compression bath cock net 2 00		
English and Canadian, per lb. 0 22 0 25			Snow shoes 3 60 3 85			6 and 7d 2 75 2 80			No. 4 "		

V. M. C. IS EASY TO SELL.

NEW CATALOGUE.

The Union Metallic Cartridge Co.

AGENCY, 313 BROADWAY, N.Y.

FACTORY, BRIDGEPORT, CONN.

DEPOT, SAN FRANCISCO, CAL.

PRESSED SPIKES.		
Discount 20 per cent.		
PULLEYS.		
Hobnail	per doz	0 55
Axle	"	0 22
Screw	"	0 27
Awning	"	0 35
PUMPS.		
Canadian system		1 80
Canadian patent steam		1 40
PUNCHES.		
Saddler's	per doz	1 00
Conductor's		9 00
Figures, solid	per set	0 72
" hollow	per mch.	1 00
RANGE BOILERS.		
Dominion, 30 gallon	net	6 00
" 35 "	"	7 00
" 40 "	"	8 00
Romble's Galvanized, 30 gallon,	"	7 40
" 35 "	"	8 40
" 40 "	"	9 60
Copper, 30 gallon	"	22 00
" 35 "	"	24 00
" 40 "	"	28 00
Discount all copper boilers 15 per cent.		
RAKES.		
Wood	per doz net	1 20 up.
RAZORS.		
	per doz.	
Elliot's	4 00	18 00
Guy, Butler & Co's	7 50	18 00
Baker's	7 50	11 00
" King Cutter	12 50	15 00
Wade & Butcher's	3 60	10 00
Thorne & Quack's	7 00	12 00
Barley's	6 00	12 00
Barley's Brantford	10 00	11 00
Carter's Magnetic		15 00
Carbide Barber's Favorite		10 75
Graham No 65		13 00
Graham's Safety Razors		13 50
Grid in Stroping Machine		13 50
Lewis Bros " Clean Cutter	8 50	10 50
REGISTERS.		
Discount 40 per cent.		
RIVETS AND BURS.		
Iron Rivets, black and tinned, discount 60 and 30 per cent.		
Iron Burs, discount 55 per cent.		
Extras on Iron Rivets in 14 lb cartons, ½ per lb.		
Extras on Iron Rivets in ½ lb cartons, 1 per lb.		
Copper Rivets, with usual proportion burs, per cent. discount. Cartons, 1c per extra bur.		
Copper Burs only, discount 20 and 10 per cent.		
Extras on Tinned or Coppered Rivets, 1 lb cartons, 1c. per lb.		
RIVER SETS.		
Canadian, discount 30 to 35 per cent.		
ROPE ETC.		
Sisal		0 11
Pure Manila		0 14
" Batish, Manila		0 12
" 3 to 4 inch		0 16
" 4 to 6 "		0 21
" 6 to 8 "		0 25
Russia Deep Sea		0 15
Java		0 08
Loch Yarn, single		0 11
" double		0 11
Sisal ball cord, 18 feet	per doz	0 80
" 20 feet		0 80
" 22 feet		0 95
RULES.		
Boxwood, discount 15 per cent.		
Ivory, discount 35 to 40 per cent.		
SADDLERY.		
Mrs Potts, No 55, polished	per set	0 70
" No 50, nickel plated,		0 80
SAND AND EMERY PAPER.		
B & A sand, discount, 40 and 5 per cent.		
Emery, discount 40 per cent.		
Garnet (Rutens) 5 to 10 per cent. advan.		

SAP SPOUTS.			
Bronzed iron with hooks	.....per 1,000	9	50
SAWS.			
Hand, Disston's, discount 12½ per cent.			
S. & D., discount 40 per cent.			
Crosscut, Disston's	.....per foot	0	35
S. & D., discount 35 per cent. on Nos.	2 and 3.		
Hack, complete	.....each	0	75
frame only	.....		0 75
SASH WEIGHTS.			
Sectional	.....per 100 lb.		2 25
Solid	.....		1 75
SASH CORD.			
Per lb.	.....	0	22
			0 22
SAW SETS.			
			per doz.
Lincoln and Whiting	.....		4 75
Hand Sets, No. 1 Woodyatt (Morrill)			4 25
X-Cut Sets, No. 3 Woodyatt (Morrill)			9 50
SCALES.			
Gurney Standard, 40 per cent.			
Gurney Champion, 50 per cent.			
Burrow, Stewart & Milne			
Imperial Standard, discount 40 per cent.			
Wench Beams, discount 35 per cent.			
Champion Scales, discount 50 per cent.			
Fairbanks standard, discount 35 per cent.			
" Dominion, discount 55 per cent.			
" Richlieu, discount 55 per cent.			
Warren's new Standard, discount 40 per cent.			
" Champion, discount 50 per cent.			
" Weighbeams, discount 35 per cent.			
SCREW DRIVERS.			
Sargent's	.....per doz.	0	65
			1 00
SCREEN DOORS.			
Common doors, 2 or 3 panel, walnut stained, 4-in. style	.....per doz.		6 80
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style	.....per doz.		7 00
Common doors, 2 or 3 panel, in natural colors, oil finish	.....per doz.		8 15
3-in. style 20c.	per dozen less.		
SCREWS.			
Wood, F. H., bright and steel, discount 87½ per cent.			
Wood, E. H., bright, dis. 82½ per cent.			
" F. H., brass, dis. 80 per cent.			
" E. H., dis. 75 per cent.			
" F. H., bronze, dis. 75 per cent.			
" N. H., dis. 70 per cent.			
Drive Screws, dis. 87½ per cent.			
Bench, wood	.....per doz.	3	25
iron	.....	4	25
			5 00
Set, case hardened, dis. 60 per cent.			
Square Cap, dis. 50 and 5 per cent.			
Hexagon Cap, dis. 45 per cent.			
SCYTHES.			
Per doz. net	.....	6	00
			9 00
SCYTLE SNATHS.			
Canadian, discount 40 per cent.			
SHEARS.			
Bailey Cutlery Co., full nicked, dis. 40 and 2½ per cent.			
Bailey Cutlery, Japan Handles, discount 67½ per cent.			
Seymour's, discount 50 and 10 per cent.			
SHOVELS AND SPADES.			
Canadian, discount 45 per cent.			
SINKS.			
Cast iron, 16 x 24	.....		0 85
" 18 x 30	.....		1 00
" 18 x 36	.....		1 40
SNAPS.			
Harness, German, discount 25 per cent.			
Look, Andrews	.....	4	50
			11 50
SOLDERING IRONS.			
1 lb. lb.	.....per lb.		37
2 lb. or over	.....		0 34
SQUARES.			
Iron, No. 493	.....per doz.	2	40
No. 494	.....	3	25
			3 40
Steel, discount 50 to 60 and 5 per cent.			
Try and Bevel, discount 50 to 52½ per cent.			
STAMPED WARE.			
Plain, discount 75 and 12½ per cent. off revised list			
Retained, discount 75 per cent. off revised list			

STAPLES.		
Galvanized	3 25	3 50
Plain	2 90	3 15
Coopers, discount 45 per cent.		
Poultry netting staples, discount 40 per cent.		
STOCKS AND DIES.		
American discount 25 per cent.		
STONE.		
Washita	per lb.	0 28
Hindostan	"	0 06
"	slip	0 09
Labrador.	"	0 13
"	Axe.	0 15
Turkey	"	0 50
Arkansas	"	1 50
Water-of-Ayr	"	0 10
Sycthe	per gross	3 50
Grind, 2-in., 40 to 200 lb.	per ton	25 00
"	under 40 lb.	28 00
"	under 2 in. thick.	29 00
STOVEPIPES.		
5 and 6 inch, per 100 lengths		7 00
7 inch.		7 50
ENAMELINE STOVE POLISH.		
No. 4, 3 doz. in case, net cash		4 80
No. 6, 3 doz. in case.		8 40
TACKS, BRADS, ETC.		
Carpet tacks, blued		80 and 15
"	(tinued).	80 and 20
"	(in kegs).	40
Cut tacks, blued, in dozens only		80
"	weights	60
Swedes cut tacks, blued and tinued		—
In bulk.		80 and 10
In dozens		75
Swedes, upholsterers', bulk		85, 12½ and 12½
"	brush, blued and tinued	—
bulk		70
Swedes, gimp, blued, tinued and japanned.		75 and 12½
Zinc tacks		35
Leather carpet tacks.		55
Copper tacks.		50
Copper nails.		52½
Trunk nails, black		65 and 5
Trunk nails, tinued.		65 and 10
Clout nails, blued		65 and 5
Chair nails		35
Patent brads.		40
Fine finishing.		40
Lining tacks, in papers.		10
"	in bulk.	15
"	solid heads, in bulk	75
Saddle nails, in papers.		10
"	in bulk.	15
Tufting buttons, 22 line, in dozens only		60
Zinc glaziers' points		5
Double pointed tacks, in papers.		90 and 10
"	bulk.	40
Clinch and duck rivets.		45
TAPE LINES.		
English, ass skin	per doz.	2 75
English, Patent Leather		9 75
Chesterman's		0 90
"	steel.	0 80
"	each	8 00
TINNERS' SNIPS.		
Bailey's, discount 25 per cent.		
THERMOMETERS.		
Tin case and dairy, discount 75		
per cent.		
TRAPS (steel.)		
Game, Newhouse, discount 25 per cent.		
Game, H. & N., P. S. & W., 65 per cent.		
Game, steel, 72½.		
TROWELS.		
Dieston's, discount 10 per cent.		
Gorman	per doz.	4 75
S. & D., discount 35 per cent.		6 00
TWINES.		
Bag, Russian	per lb.	0 27
Wrapping, cotton, 3-ply		0 19
"	4-ply	0 23
Mattress	per lb.	0 33
Staging	"	0 27
VISES.		
Wright's.		0 13½
Brook		0 12½
Pipe Vise, Hinge, No. 1.		3 50
"	No. 2.	5 50
Saw Vise.		4 50

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White discount 50 per cent.
Diamond, Famous, Premier, discount 50 and 10 per cent.
Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge.....	\$2 56
10	6c. extra.
11	12c. "
12	20c. "
13	30c. "
14	40c. "
15	50c. "
16	70c. "

Add 60c. for coppering and \$2 for tinning.
Extra net per 100 lb. - Oiled wire 10c., spring wire \$1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) \$1.25, packed in casks or cases 15c. - bagging and papering 10c. 50 and 100-lb. bundles, 25c. in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks \$1.

Fine Steel Wire, discount 25 per cent.
List of extras: In 100-lb. lots: No. 17, 85- No. 18, \$5.50 No. 19, 86 No. 20, \$6.65 - No. 21, \$7 No. 22, \$7.30 No. 23, \$7.65 No. 24, \$8 No. 25, \$9 No. 26, \$9.50 No. 27, \$10 No. 28, \$11 No. 29, \$12 No. 30, \$13 No. 31, \$14 No. 32, \$15 No. 33, \$16 No. 34, \$17. Extra net - tinned wire, Nos. 17-25, \$2 Nos. 26-31, \$4- Nos. 32-34, \$5 Coppered, 5c. oiled, 10c. in 25-lb. bundles, 15c. in 5 and 10-lb. bundles, 25c. in 1-lb. hanks, 25c. - in ½-lb. hanks, 38c. in ¼-lb. hanks, 50c. - packed in casks or cases, 15c. - bagging or papering, 10c.

Brass wire, discount 62½ per cent. off the list.
Copper wire, discount 62½ per cent. net cash 30 days f.o.b. factory.

Galvanized wire, per 100 lb. Nos. 4 and 5.
\$3.70 to \$3.90 Nos. 6, 7, 8 \$3.15 to \$3.35
- No. 9, \$2.50 - No. 10, \$3.20 to \$3.40
- No. 11, \$3.25 to \$3.45 - No. 12, \$2.62 - No. 13, \$2.75 No. 14, \$3.75 to \$3.95 No. 15, \$4.30 - No. 16, \$4.30. Base sizes, Nos. 6 to 9, \$2.27½ f.o.b. Cleveland. In carlots 12½c. less.

Clothes Line Wire, regular 7 strand, No. 17, \$4.65 No. 18, \$2.30 No. 19, \$2.60. Hollow 6 strand, No. 17, \$4.30 No. 18, \$2.70 No. 19, \$2.35; No. 20, \$2.30, f.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb.....	2 80
Galvanized, plain twist	2 90
Galvanized barb, f.o.b. Cleveland, \$2 55½ in less than carlots, and \$2 45 in carlots.	

COILED SPRING WIRE.

High Carbon, No. 9.....	\$2 75
" No. 11	3 40
" No. 12	2 95

WIRE CLOTH.

Painted Screen, per 100sq. ft., net.....	1 50
Terms, 3 per cent. off 30 days.	

WASTE COTTON.

Colored.....per lb.	0
White....."	0 08

WRENCHES.

Acme, discount 35 to 37½ per cent.
Agricultural, discount 60 per cent.
Cox's Genuine, discount 20 to 25 per cent.
Towers' Engineer.....each 2 00 7 00
" S.....per doz. 5 80 6 00
G. & K.'s Pipe....." 3 40
Burrell's Pipe.....each 3 00
Pocket.....per doz. 0 25 2 90

WRINGERS.

Leader.....per doz.	30 00	83 00
Royal Canadian....."	"	24 00
Royal American....."	"	24 00
Sampson....."	"	24 00
Lightning....."	"	27 00
Terms, 4 months, or 3 per cent. 30 days.		

WROUGHT IRON WASHERS.
Canadian make, discount 40 per cent.

**ALWAYS READY FOR USE
NO HONING
NO GRINDING**



The CARBO MAGNETIC

No Hard Blades Razor.
No Soft Blades
No Temper Streaks
No Returned Blades to the dealer—
Will Shave for Years Without Re-
quiring Honing

Retail Price \$2.00

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The thrashing season will soon be here.
It pays at this time of year to stock

OUR

**Endless Rubber Belts
Narrow Belting
Suction Hose
Conducting Hose**



Our Extra Star Rubber Thrasher Belt is the standard thrashing belt of Canada.
Our Thrasher King Stitched Rubber Belt is a good belt for the money.

THE CANADIAN RUBBER CO.

MONTREAL TORONTO WINNIPEG - VANCOUVER

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good Tools, but

“YANKEE TOOLS” ARE BETTER



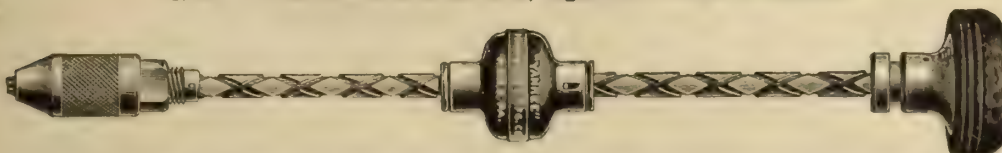
No. 15. “Yankee” Ratchet Screw Driver, with Finger Turn on Blade.



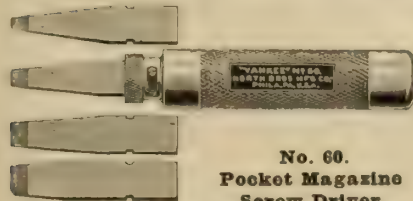
No. 30. “Yankee” Spiral-Ratchet Screw Driver, Right and Left Hand.



No. 41. “Yankee” Automatic Drill, Eight Drill Points in Handle.



No. 50. “Yankee” Reciprocating Drill for Iron, Steel, Brass, Wood, etc.



No. 60. Pocket Magazine Screw Driver.

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GEM and
BLIZZARD
Ice Cream Freezers.**

**Toy Freezers,
Ice Shaves and
Ice Chippers.**

**Fluting Machines,
Hand Fluters.**

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in Canada.**

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The New Century Ball-Bearing Washing Machine.



Not the cheapest but decidedly the best Washing Machine made.

Five to seven minutes only required for a tubful.

The operator need not stand when using it, and there is practically no wear on garments.

Full information given on application.

THE DOWSWELL MANUFACTURING CO.,
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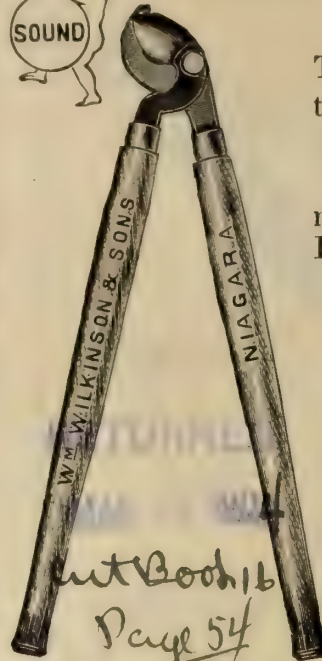
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"NIAGARA" LOPPING SHEARS

Tree pruners that prune trees.

Wilkinson's "Niagara" Lopping Shears,

made by **Burgon & Ball, Limited, Sheffield, England,** will cut dead wood or green wood up to a given capacity. Made in four sizes. Do not bruise young boughs, are highest quality and always keep their edge. Genuine Wilkinson Garden Shears are the best. Always specify Wilkinson's and the leading jobbers will supply them.



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Ordinary.

18 x 21 x 60 sheets
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Prompt Shipment.

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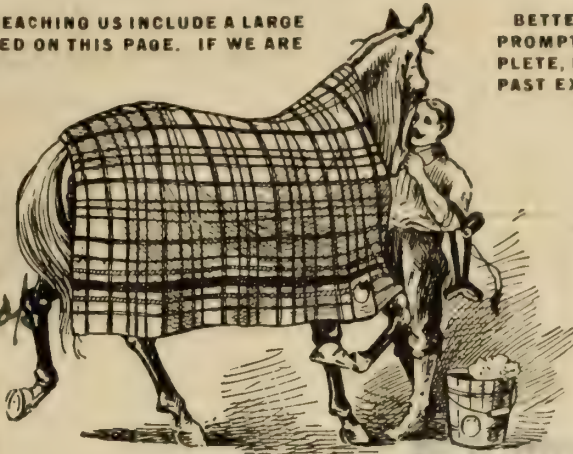
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EUROPEAN HOUSE—16 PHILPOT LANE, LONDON, ENG.

HORSE GOODS.

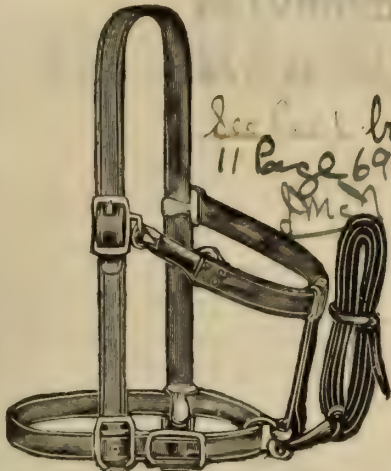
OVER HALF THE ORDERS NOW REACHING US INCLUDE A LARGE PORTION OF THE ARTICLES ENUMERATED ON THIS PAGE. IF WE ARE NOT FURNISHING YOU YOUR HORSE GOODS, IT MAY BE BECAUSE YOU HAVE NEVER HAD US QUOTE PRICES.
CAN YOU CITE ANY OTHER REASON?

BETTER ANTICIPATE YOUR WANTS PROMPTLY, WHILE OUR STOCK IS COMPLETE, ESPECIALLY HORSE BLANKETS, AS PAST EXPERIENCE SHOWS THAT CERTAIN PATTERNS OR GRADES ARE HARD TO OBTAIN WHEN THE SEASON IS **HALF OVER**



HORSE BLANKETS.

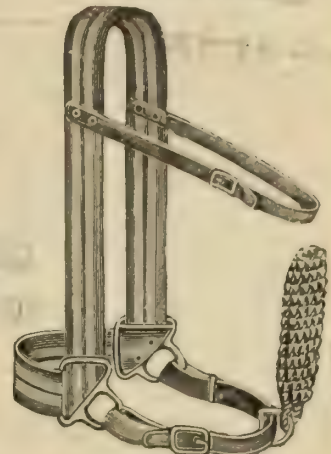
Lined or unlined carried in all grades.



HARPER Leather halter, sewed, 1 in., with tie.



SURCINGLES, plain or padded, 3 and 3½-in.



NO. 3 DANDY. Web halter, leather chin, with tie.

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LOW.**

COLLAR PADS,
FELT HOUSINGS,
DRIVING WHIPS,
TEAM WHIPS,

WHIP SOCKETS,
WHIP RACKS,
CURRY COMBS,
MANE COMBS,

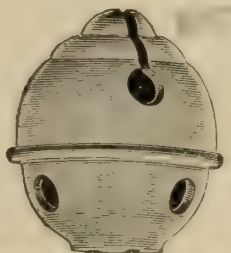
BRIDLE BITS,
HARNESS SNAPS,
BUCKLES,
HARNESS RINGS,

HITCHING RINGS,
BLANKET PINS,
HAME STRAPS,
HAME CLIPS.

**SHIP
QUICK.**

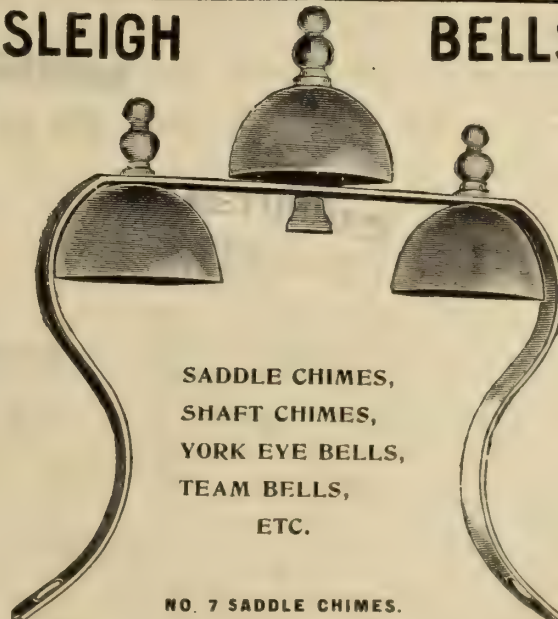


DEXTER. Back and body straps; 12, 16, 24 and 50 bells.



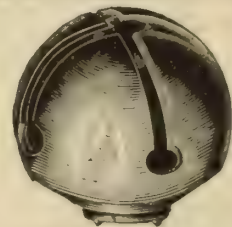
ACORN. Body straps; 30, 50 and 60 bells.

SLEIGH BELLS.

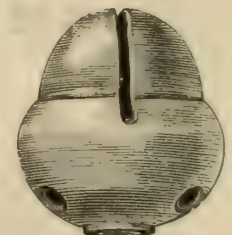


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SHAFT CHIMES,
YORK EYE BELLS,
TEAM BELLS,
ETC.**

NO. 7 SADDLE CHIMES.



CENTENNIAL. Back straps, 14 bells.



DOME. Body straps; 30 and 36 bells.

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Lathyrn
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BINDER TWINE:

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All qualities and lengths, 500 ft., 550 ft., 600 ft., 650 ft. to the pound.

We guarantee our goods to be absolutely Pure and free from all substances calculated to increase weight. Consumers will find on careful test that our goods are the Most Economical Highest quality, Low prices.

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Sausage Stuffer, Lard
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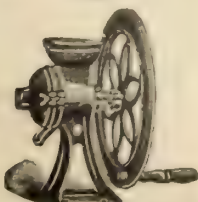
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Rapid Grinding and
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40 Sizes and Styles
for Hand and Power



No. 3, \$5.50.

Bone, Shell and Corn
Mill



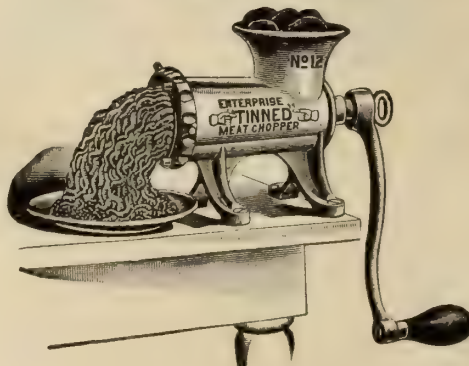
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Meat and Food Choppers

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40 Sizes and Styles for Hand and Power
from \$1.00 to \$300.00



No. 12, \$2.75.

Sold by all the leading Jobbers of the Dominion
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Philadelphia, Pa., U. S. A.

Meat Juice Extractor



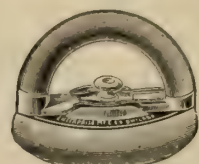
No. 21, \$2.50

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Cold Handle Polishing
IRON



No. 82, \$7.50 per doz.

"Dominion Brand" Tarred Felt AND "Gauntlet Brand" Pitch

A roof laid with this combination should LAST a LIFETIME. It's the best material that can be produced—specify when ordering from your dealer.

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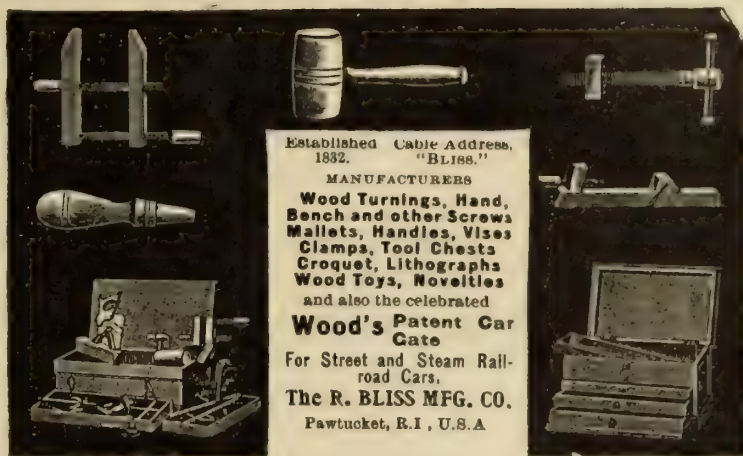
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Wood Turnings, Hand,
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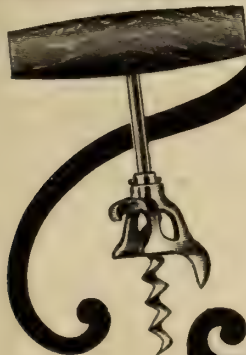
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For Street and Steam Rail-
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Canadian Representative: **ALEXANDER GIBB, 13 St. John St., MONTREAL.**
75 YEARS **ESTABLISHED 1825.** **75 YEARS**



WHY sell Old Style Cork Screws?

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which draws the cork, cuts the wire, removes crown, seal and aluminum stopper. Does the whole thing. Each one tested and guaranteed. We manufacture over 50 different styles.

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THE DAY OF JUDGMENT HAS COME, AFTER ALL

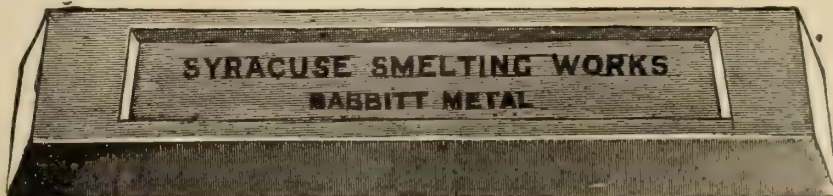
And the jury have unanimously agreed that all the manufacturers in Canada who are looking out for their interests are duty bound to protect themselves by using "Syracuse Babbitt Metal" only, the manufacturers to decide what grade of babbitt they want for their purpose.

For high speed and heavy pressure machinery they may choose such as Aluminum Genuine, Government Genuine, Hard Genuine, Dynamo and Special; for medium speed Harmony, Managene, Car Box and Extra; for slow speed No. 1, No. 2, No. 3, No. 4. The Syracuse Smelting Works will have their name on every bar, also trade mark as a guarantee of the quality. Price is to be the lowest in Canada. Also every plumber or manufacturer who has any use whatever for any kind of solder must use the Syracuse Smelting Works' for their own protection.

THE VERDICT—Everybody who is not using "Syracuse" Babbitt Metal or Solder, in fact any metals they manufacture, is working against his own interests. A word to the wise is sufficient.

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Syracuse Smelting Works.



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Improved Steel Wire Trace CHAINS.

Every Chain guaranteed.
Gives universal satisfaction.

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**B. GREENING
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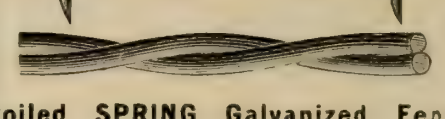
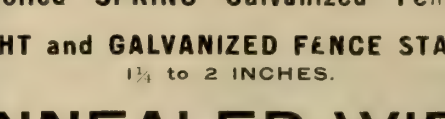
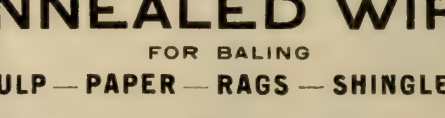
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Dominion Wire Manufacturing Co. LIMITED

MONTREAL AND TORONTO.

4-barb 6-in.		352 lbs. per mile
4-barb 4-in.		384 lbs. per mile
2-barb 5-in.		352 lbs. per mile
2-barb 2½-in.		384 lbs. per mile
Plain Twist 2 Wires		288 lbs. per mile

Coiled SPRING Galvanized Fence.

BRIGHT and GALVANIZED FENCE STAPLES,
1¼ to 2 INCHES.

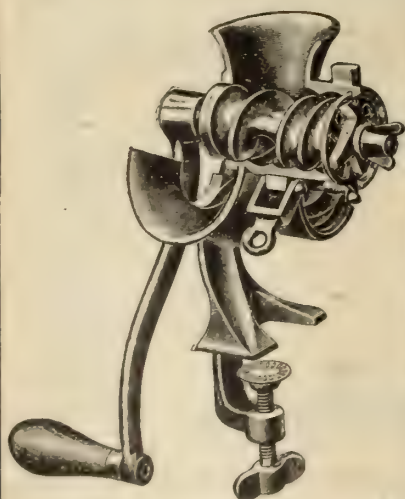
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The Russwin Food Cutter.

CLEANLINESS.

There is no drip from the Russwin to soil clothing and floors. The gutter carries all juices to the dish—they are not deposited upon the floor. The machine itself is quickly cleaned with the least possible effort. Write for Booklets, Posters and Electrotypes to assist you.

Russell & Erwin Mfg. Co.
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AUER LIGHT MANTLES
LONGEST LIFE & BRIGHTEST

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A COMPARISON

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A cheap mantle gives a fair-light for a few nights, then grows dim and shrinks up to a "wasp-waist" like this:

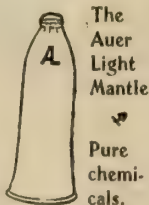
This is caused by the cheap chemicals which the manufacturer used.

The
"Wasp-Waist"
Cheap
chemical.



QUALITY

A good mantle, which cannot shrink, made of the purest chemicals, is the only kind we put our trade mark A on. It guarantees you the best that is made and will satisfy your customers.



The
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Light
Mantle
Pure
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Lowest prices on mantles, shades, chimneys, globes and sundries.

Write us if you are interested.
AUER LIGHT CO., MONTREAL.

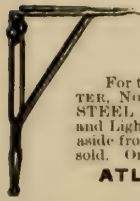
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Manufacturers of Wire Window Guards, Wire Cloth, Moulders' Riddles, Children's Cots, Bank and Office Railings, Ornamental Iron Fencing, Window Fixtures, Wire Work, Architectural Wrought Iron Work.

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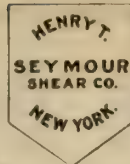


"BUILD TO-DAY THEN,
STRONG AND SURE.
WITH A FIRM AND
AMPLE BASE."
— Longfellow.

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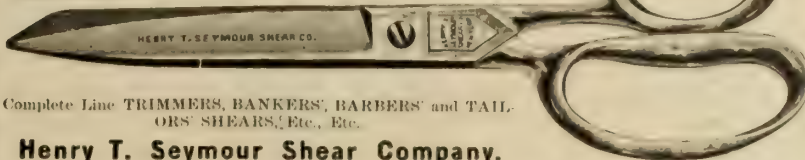
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Standard for over Half a Century.

"QUALITY UNQUESTIONED."

Each pair of our shears bears the above trade mark

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Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS, BANKERS', BARBERS' and TAILORS' SHEARS, Etc., Etc.

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WIEBUSCH & HILGER, Limited, NEW YORK, Sole Agents.

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PAGE'S PATENT LEVER WIRE STRAINER.

Sole Licensees and Manufacturers:—IRONSIDE, SON & CO., 16 Water Lane, Gt. Tower St., London, Eng.



Repairing a Broken Wire.

AGENTS WANTED.

Capable of straining Barbed Strand or Plain Fencing, Signal, Telegraph, etc., wires of all sizes, exerting a pull of 12 cwt. Weight, 4 1/2 lbs. Write for illustrated pamphlet. First Prize, Sydney, N.S.W., 1902-1903 Agricultural Shows, gained in competition with a dozen competitors.

THE HANDIEST TOOL OF THE YEAR.

ADVANTAGES—Saving of time and labor. No need for expensive straining posts, ratchets, and other oddments. Cost saved in the erection of the first 100 yards of wire fencing.

Don't Forget to place your order for Silver Plated Ware until it is wanted, and then

Don't Forget that we have a line of FLAT-WARE and HOLLOW-WARE that will meet your requirements.

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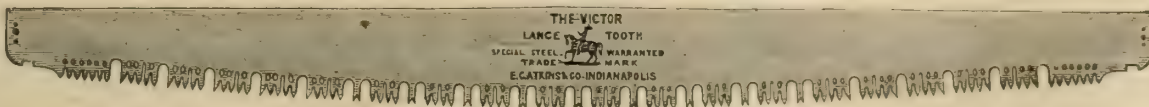
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BARBED WIRE CALVANIZED PLAIN WIRE
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Telegraph and Telephone Wire; Mattress, Broom, Weaving Wires of every description; Rail Bonds, Bale Ties, Special Wires for all purposes, Springs, Horse Shoes, Wire Rope, Cold-drawn Steel Shafting.

ATKINS HIGH-GRADE, CROSS-CUT SAWS

OUR VICTOR, TUTTLE TOOTH AND SEGMENT GROUND SAWS ARE THE FAVORITES IN THE CAMPS



E. C. ATKINS & CO.,
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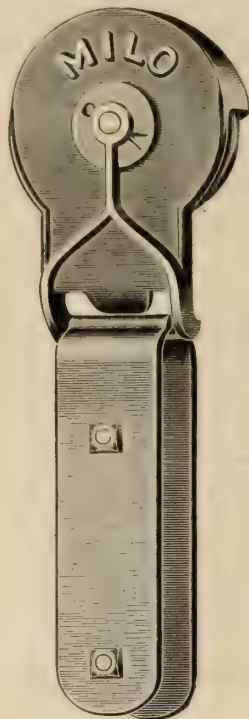
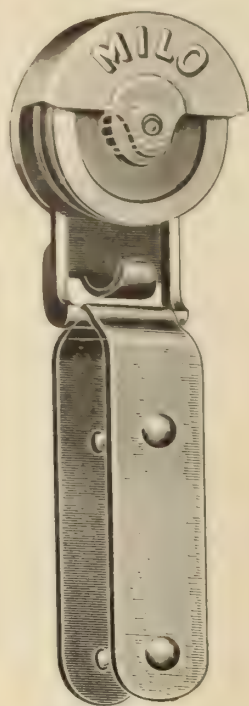
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The "MILO" Flexible Door Hanger



The frame is of malleable iron. The wheel is $3\frac{1}{4}$ inches in diameter, and revolves on hard steel rollers on a large steel axle.

The finish is attractive and durable. Ask your jobber to let you see a sample.

It is a Money Winner.

**It is guaranteed by us to
work satisfactorily.**

It is MADE IN CANADA.

We make a large variety of Barn Door Hangers and all fixtures, and would ask you to order those made by

Taylor-Forbes Co.

Guelph, Canada LIMITED

AT THE LARGEST AND BEST-EQUIPPED
HARDWARE FACTORY IN CANADA.

Kemp's Patent Steam Cereal Cookers



see cut in page 48

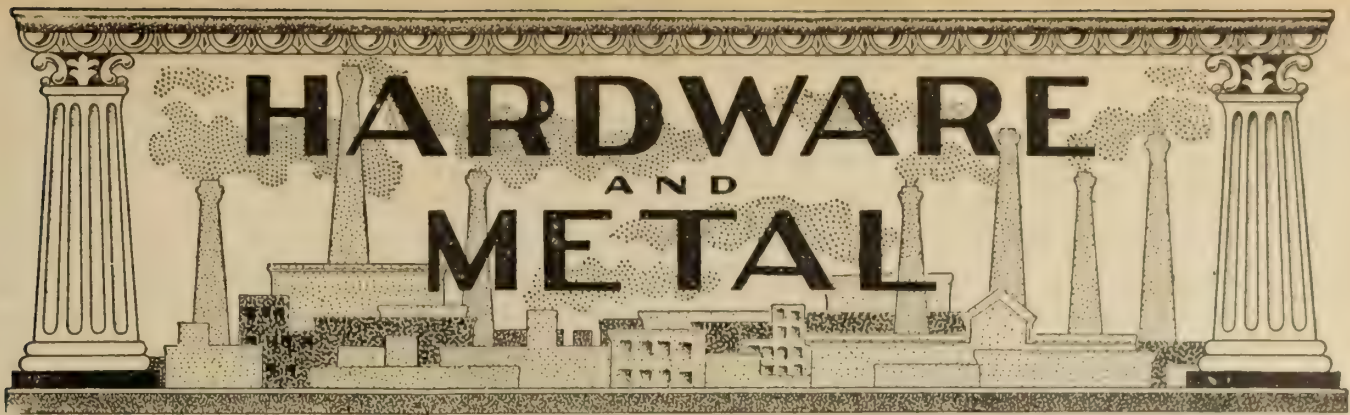
Made in Diamond and Pearl Enameled Ware with White Enameled Inside Dishes.

A perfect and rapid cooker for oatmeal and all cereal foods.

Unexcelled for all purposes for which a double boiler is required.

We will be pleased to name you prices.

KEMP MANUFACTURING CO., - TORONTO, CANADA.



Subjects Being Discussed at Ottawa

Written for Hardware and Metal by a Member of Parliament.

Ottawa, Sept. 18, 1903.

TO one who is on the legislative spot, so to speak, the existence of a Senate whose members are appointed for life becomes more and more of an anomaly in a country such as Canada. It is with the system, and not with the members of the Senate, that our quarrel lies. Even in their own case their position subjects them to misconception, and even insult. Whenever the Senate, well within its constitutional rights, takes action which is not in keeping with the views of a large section of the community, there are at once imputed to it bad motives, and, on all sides, we hear the cry, "Oh, you would not do that if you had to face the people to retain your seats." It has often been argued that because Ontario gets along well with one House, the whole Dominion might do likewise. The comparison, however, is not a good one. Ontario is a province with kindred interests, the Dominion is a union of provinces with widely different interests. As a check to what might possibly be the tyrannical power of some one province which had grown to mammoth proportions, the British North America Act provides that an equal number of senators shall come from (1) the Maritime Provinces, (2) Quebec, and (3) Ontario. Now, no one wishes to deprive the Maritime Provinces, for instance, (provinces which, by the way, came none too willingly into Confederation) of any safeguard this equal representation in the Senate may give them, but would they not be quite as secure if they elected their senators, instead of having them named by the Crown for life?

To the writer, intimately acquainted with most of the senators, it is a known fact that those gentlemen are of a high order of intelligence, and of a lofty

patriotism, but this does not preserve them from attacks which are little better than scurrilous in their nature.

* * *

Very recently there has been before the Senate for its consideration the Railway Commission Bill, which Mr. Blair made his great work in the House of Commons. Now, there can be no doubt that the Senate has a right; nay, more, is bound by a duty, carefully to consider this legislation, and to amend and alter it in all such parts as it honestly thinks capable of improvement. The Senate surely means something. It is not a mere empty farce. It is a co-ordinate body of the law-making power. It must act upon even such acts and clauses as pass the House of Commons, or it must acknowledge its utter unfitness, which the able gentlemen who compose it would be very unready to do. And yet because in the exercise of their undoubted rights they have seen fit to alter the cattle-guard clause of the Railway Bill, they are treated to a storm of abuse by some of our contemporaries. As to the merits of this clause enacted by the Commons we propose to say nothing here. We discussed it in an earlier issue. That is not the point we wish to bring before our readers. We are dealing simply with the unjust attack upon the Senate.

* * *

One paper begins its article thus: "The Senate, at the instigation of the railways." At the instigation of the railways! What does that mean? It means—it can mean nothing else—that the Senate is so under the influence of the railway corporations that it acts in their interests and at their dictation. But why should this be so? The senator has no election to face, and in this case, the sole one that occurs to the writer, he is in a position to give a more

independent vote than his brother of the Commons, who is constantly threatened by this, that, or the other interest in his county. There are constituencies in Canada where the election depends entirely on the friendliness of a railway company, a company employing hundreds of hands within its limits, in car shops or other works. To such a man a vote on a matter affecting railway interests must always be a serious thing. But to the senator appointed for life, there is no terror in such an exercise of his powers. In what other way then, can the senators be "instigated." Is it because they each have a pass from the railways? This can have no influence whatever, for the excellent reason that every senator receives a pass, be he friendly or unfriendly,—railway-ophile or railway-phobe. What, then, is the railways' means of coercing these senators? There can be only one interpretation,—that they are "influenced" by gain, to put it with exact plainness;—that they are bought.

To no one can this seem credible. The senators are, to those at all informed as to their personnel, far above so mean a crime. They are simply maligned by such articles as that from which we have been quoting.

* * *

Still another contemporary heads an article "Senatorial Insults," and then proceeds to quote from the speeches made by two senators, in which the suggestion is made that in case the law is allowed to stand as passed by the Commons the farmers will have so good a means of "selling" their cattle to the railways, through the damages recoverable by the Act, that there is serious danger that many will wilfully put their cattle in danger's way for the purpose of recovering for their loss to the great peril of the travelling public. We think the argu-

ment ill founded, but we fail to see why it should not have been made if those who advanced it honestly considered it sound. The country is entitled to such facts, so esteemed at least by those who make the statements, no matter how unpleasant may be the hearing of them. The farmers constitute by far the largest class in Canada,—will any farmer be found to say that all farmers are faultless? We believe that there is less crime in this great class than in any other considerable body that goes to make up the population of Canada, but in so large a fold there certainly are black sheep, and it is to these, no doubt, the senators in question were making allusion. Certainly they had no intention of branding the whole farming class as dishonest and criminal.

* * *

The same paper, The Weekly Sun, heads still another item, "How the Job was Done." It goes on to point out that the senators went into committee in a room apart from the Senate Chamber, in order to give the railway lawyers a chance to be heard. Was there anything wrong in this? The senators are as a rule men with a wide experience of life, accustomed for years past to hear argument and to sift the grain from the chaff. If these gentlemen hear the opinions of the railway lawyers they well know what is worthy of attention. If these lawyers have a good point to make, should that point be excluded simply because they represent the roads? Surely if there be anything in their contentions the country as a whole is entitled to the benefit of them; but if there be not, then they fall to the ground, and no harm is done. The article would lead one to believe that the action taken was a special favor and concession to the railways, and yet the writer knows that Mr. Cowan, M.P., the champion of the drainage clause, which was so bitterly fought by the corporations, was invited by the senators to address their committee, with the result that his clause was retained. If these senators were bent on committing a wrong at the "instigation" of the railways, why did they not at the same time throw out this drainage clause, and with it the fire clause, also strongly resisted by the railways? And why did they send for Mr. Cowan, the most dreaded opponent the railway lawyers had to face? No, it will not hold water. The Senate may have made an error of judgment, but the Senate is not under the thumb of any man or body of men in Canada. Fair play is a jewel: let us argue as strenuously as we may, but let us not impute bad motives to men who are, peradventure, better than we ourselves.

The session of the Canadian Manufacturers' Association, held in Toronto, has been very closely watched by members here, and its doings have revived the interest in the tariff question, which has been somewhat dead since the introduction of the new transcontinental scheme. When a revision of the tariff will come is, of course, uncertain, though no doubt it will not be very much longer delayed, but when it does come, it is a moral certainty that the changes will be up rather than down in the amount of customs in future to be levied.

The Conservative party is a voting unit on increased protection, and a number of the Liberals, while not prepared to break from their party on this issue, for all that, favor a higher tariff, though not pressing it at present, because of the very general prosperity of the country.

But a new element has entered in still further to strengthen the protectionists. Chamberlain's preferential campaign is being narrowly watched by many in the Commons who are no great friends of high protection, but who are sincere believers in a policy of closer trade relations within the Empire. These gentlemen argue that if Britain grants a preference to our food products, she will want a preference greater than she now enjoys as against foreign nations in manufactured articles. Now to increase the present preference, while leaving the duty with regard to all other countries as at present, would undoubtedly close the doors of many factories now working profitably in Canada, and only a mere handful of advanced free traders would be willing to face such a result. These gentlemen then, who favor closer trade with Britain, see that it will be necessary to raise the tariff all along the line practically, and then a further preference to Britain can be granted without depriving our own interests of a moderate degree of protection. The preference to Britain would keep our Canadian manufacturers from taking undue advantage of the higher tariff to enhance prices, for British competition would effect that result, while at the same time practically shutting off the imports from other countries in all those articles which can be made or produced with advantage within the confines of the Empire itself. If this contingent joins forces with the avowed protectionists the joint force will be sufficiently strong to obtain the increase, or at least an increase, and so we repeat that everything points to a raising of the tariff when any revision takes place.

* * *

On Thursday the monotony of the Redistribution debate, which by the way has been fairly interesting notwithstanding its length, because of the number of gentlemen who, personally interested, have been

drawn into it, was broken by a member who called attention to a newspaper paragraph which he contended bore hardly and unfairly upon him. The incident in itself is not a very notable one, but it is worthy of passing note in order to show to our readers how grossly members of Parliament are misrepresented and maligned at times by certain newspapers, and in the hope that good Canadians throughout the land will be warned not to give too ready credence to press comments and reports when they are damaging to public men. The honorable member criticised by the newspaper in question, said: "Before we proceed with the consideration of this bill in committee, I would draw the attention of the right honorable, the Leader of the Government to the fact that it is very difficult for us to hear what is being said in the Chamber, owing to conversations in the corridor outside this door, and I think it would be well to adopt some means to prevent any undue interruption of that kind." One would surely think this a very reasonable complaint, couched in very moderate language. But what did the offending newspaper make out of this innocent utterance? It headed a prominently placed item as follows: "Keep out of the corridor! Haughton, M.P. does not like the populace. Too many fair visitors, he says, in the building." The item itself, reads in part as follows:

"No one but a member or senator who is endowed with an overweening sense of his own importance and dignity would ever dream of objecting to people having access to the public portion of a building which is not the private property of members but the property of the country. Even when there are so many visitors as during fair week no one minds if there is a little crush in the corridors, though it must be said that the crowds to-day and yesterday do not make anything like the crush that is to be seen in the lobbies when members are leaving the chamber at the close of a sitting or in the corridors on the day of a big debate.

"But it seems there is one member of Parliament who objects to having the people rub elbows with him even though

WIRE NAILS TACKS WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

such respectable representatives of the general public as attended the Central Canada Fair. The name of this gentleman is Mr. Haughton Lennox."

Such a twisting of facts as is apparent in the above comment would seem to indicate personal spite against Mr. Lennox, and is no credit to the writer who penned it or the paper which published it. Let us have criticism, and plenty of it, but let that criticism at least be fair, and let us not have an honorable member placed in such a position that in justice to himself he is bound to take up the time of the House in setting right what should never have been wrong.

FOREST CITY GOSSIP.

Office of HARDWARE AND METAL,
365 Richmond street.
London, Ontario, Sept. 22, 1903.

ALL the wholesale hardware houses report extra good business during the days of the Western Fair here; many of the retail hardwaremen from the sections tributary to London called to renew old friendships and at the same time made selections for Christmas trade, as well as purchases for present requirements.

Builders' hardware and shelf hardware are the classes of goods at present in most demand. Plumbers' supplies, such as gas and electric fittings, baths and bath-room taps and fittings, radiators, and everything required by steamfitters are in demand, and the manufacturers of such goods in this city are all kept busy. Hardware retail men are all satisfied with the extra business done during exhibition week.

Every dealer in ranges, stoves, furnaces and heaters, whether for coal, wood, gas, oil or other fuel, is now making strenuous efforts to get his share of trade. Many of the good makers have agents in this city for the sale of their products. Here you can find heaters from Buck's, Gurney's, Stewart's, McClary's, D. Moore & Co., J. F. Pease Co., Ltd., The Western Co., of Wingham, and Telephone City goods from Brantford, and several others.

At the meeting of The Hardware Association of Ontario, held in Toronto this week, those in attendance from this city were: Mr. Witham, from The Hobbs Hardware Co.; D. H. Howden, of D. H. Howden & Co.; and Messrs. John Bowman and Daly from The John Bowman Hardware Co. All are expected to return to the city on Thursday.

Much good work is being done on some of the principal streets of this city at the present time. Asphalt pavements are

being laid on the latest and most improved system.

A mortgage deed for \$1,250,000 was filed last week at Albany, N.Y., with the Secretary of State, by The London, Aylmer & North Shore Electric Railway Co., of New York. The road operates between London, Ont., and neighboring towns to the town of Aylmer, Ont., along the north shore of Lake Erie. The mortgage is made to William Warwick, banker, of Aylmer, and The Guardian Trust Co., of New York. The mortgage and bonds bear the date of April 29, 1903, and are for twenty years.

A spark from the cupola set fire to the roof of Wortman & Ward's foundry on York street a few minutes before six o'clock on Saturday night. The firemen were called out. The damage sustained was fortunately light.

It is stated that the Western Fair directors will come out about one thousand dollars to the good as the result of the

exhibition just closed. This is considered satisfactory in view of the bad weather of Thursday. The largest number of admissions in one day was 48,000.

We regret to note this week the death of Professor F. T. Harrison, public analyst. Few men were better posted in his profession. He was retained to the very last as examiner at the College of Pharmacy in the Toronto University. He was the professor in chemistry in the medical college since he came to London twelve years ago, his efforts being very highly appreciated.

W.H.L.

A Newfoundland paper says that a large slate quarry firm in Wales is about to move their works to Newfoundland. This would mean the removal of an immense plant and practically a town of over 3,000 inhabitants. The reason for the change is owing to the Welsh slate quarries becoming exhausted, and the fact that large slate quarries are available in Newfoundland.

Name.....

Address.....

THE SHERWIN-WILLIAMS Co., 21 St. Antoine St., Montreal

Please send me information on your plans for booming this fall's paint trade

..... TEAR OFF HERE



Is Your Fall Paint Trade Booming?

Are you getting all the paint business it is possible to secure? Are you selling the biggest share of the paint that is being used? Are all the buildings in your territory that ought to be painted, going to be painted this fall?

If not, if you haven't the biggest business, and the lion's share is not coming your way—if you want *more* business, send us the attached coupon today and we'll give you full information about our paints and methods and our special plans for this fall that are *booming* trade.

Use the coupon now.

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.

Cleveland, Chicago, New York, Newark, Boston, Kansas City, San Francisco, Los Angeles, San Diego, Minneapolis, Montreal, Toronto, Winnipeg, London, Eng.

Business Changes

ONTARIO.

S. Nash, general merchant, Stoney Creek, has sold out to S. Piott.

Samuel Herrington, general merchant, Blyth, has sold out to E. Binder.

Donald Morrison, general merchant, Glen Robertson, has assigned to F. T. Cosello.

J. W. Munro, jr., of Munro Bros., contractors and lumber merchants, Pembroke, is dead.

H. Proctor & Co., Pinewood, have succeeded to the business of C. J. O'Neill, general merchant.

Miller & McPherson, sash and door manufacturers, Russell, have dissolved; W. C. Miller continues alone.

J. Reid & Co., hardware merchants, London, have sold their business to The Purdom, Gillespie Hardware Co.

Herbert Tweedie, hardware and stove merchant, Toronto, has sold his hardware department to T. Graham Watson.

Stonehouse, Munro, Zavitz Co., Limited, grocers, hardware and furniture merchants, Wallaceburg, are closing out their furniture business.

QUEBEC.

L. Gauthier, general merchant, Grand Baie, has compromised.

Joseph Martineau, hardware merchant, Maisonneuve, has assigned.

Ludger Lacombe, general merchant, St. Victor de Tring, has assigned.

The stock of the general store of W. McColme, New Richmond, has been sold.

J. O. Massicotte, general merchant, Chicoutimi, has assigned to Lamarche & Benoit.

Therriault & Therriault, general merchants, Griffin Cove, has assigned to U. E. Paradis.

V. E. Paradis has been appointed curator for A. Lepage, general merchant, Rimouski.

The assets of the general store business of J. W. Marchand, Beauharnois, have been sold.

G. Chapleau & Fils, manufacturers of safes, etc., Montreal, have dissolved partnership.

A. Lajoie, general merchant and lumber dealer, L'Anse au Foin, has assigned to V. E. Paradis.

Lamarche & Benoit have been appointed curators for Nap. Belanger, general merchant, Plessisville.

SINGLE GUN STANDARDS IVER JOHNSON

Semi-Hammerless, Top Snap and Champion

SINGLE GUNS

Established a standard for excellence in their respective grades that other makes do not approach. Commercially, they are the standard by which others are judged. As for hard, accurate shooting, they compare with the best double guns that are made, regardless of price. It is enough to say that they are just as much appreciated as

IVER JOHNSON REVOLVERS AND BICYCLES

SEND FOR NEW GUN CATALOGUE JUST PUBLISHED.

IVER JOHNSON'S ARMS & CYCLE WORKS,

New York Office, No. 99 Chambers St.

FITCHBURG, MASS.

Emile Caron, grocer, Hull, has effected a compromise at 40c. on the dollar, and is retiring from business.

Gagnon & Caron have been appointed curators for J. T. Paradis, general merchant, St. Anne de la Perade.

The assets of the business of Andre Leduc, agricultural implement dealer, Beauharnois, have been sold.

Dompousse & Page have been appointed curators to W. Ferron, carriage maker, St. Boniface de Shawenegan.

A meeting of the creditors of Lacombe Ludger, general merchant, St. Boniface de Shawinigan, will be held on Sept. 29.

The assets of the general store business of J. L. Aubert, Thetford Mines, were sold by auction and purchased by P. E. Beaudoin & Co.

NEW BRUNSWICK.

McLeod & Atkinson, general merchant, Kouchibouguac, are offering to compromise at 33¼c. on the dollar.

MANITOBA AND N.W.T.

Thomas Cooil, general merchant, Maple Creek, is dead.

F. W. Hooker, lumber merchant, Selkirk West, is resuming business.

J. E. Wheelan, general merchant, Drinkwater, is about giving up business.

John Gibson, general merchant, Craik, has admitted C. A. Baker into partnership.

H. C. McQuarrie, agricultural implement merchant, Stonewall, is reported to have sold out.

Charles Peterson, hardware merchant,

Wetaskiwin, has admitted John B. Anderson to his business.

Winteringham & Darragh, agricultural implement merchants, Oxbow, have been succeeded by Darragh & Noble.

Scott & Lawton, agricultural implement merchants, Frobisher, have sold their business to Anthony Ulrich.

BRITISH COLUMBIA.

Smith & Lebeau, saw millers, Ferguson, have dissolved partnership. Lebeau will continue the business.

C.N.R. BUILDING IN WINNIPEG.

WORK has been commenced by the Canadian Northern Railway on their large round house in Winnipeg, which will contain 42 engine stalls. As soon as this is completed the following additional works will be commenced and proceeded with with the utmost despatch: Machine shop, 300 long by 100 feet wide; blacksmith shop, 80 by 70 feet; ash-pit, 100 feet long; coal shutes, for coaling engines; cold storage shed, 100 by 175 feet; dry kiln, 30 feet wide by 60 feet long; planing mill, 180 by 60 feet; freight car repair shed, 220 by 120 feet, to hold 20 cars; store buildings with offices for mechanical department, 300 feet long by 50 feet wide; large power house; coach repair shop, 120 by 25 feet, to hold six coaches. This building will also include cabinet and coach finishing shop; transfer table between freight car and coach repairing shops; foundry, 100 by 60 feet. All these buildings will be composed of fire-proof materials, being built of either brick, concrete, cement or wire lath.

H. S. HOWLAND, SONS & CO.,

WHOLESALE
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37-39 West Front Street, **Toronto.**

LIMITED
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WHOLESALE

Plumbers' Supplies.



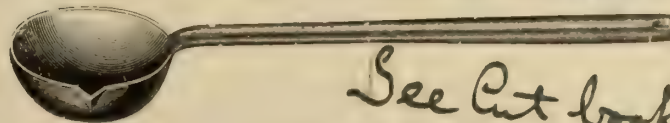
Metal Pots.



Bar Lead.



Solder.



Melting Ladles.



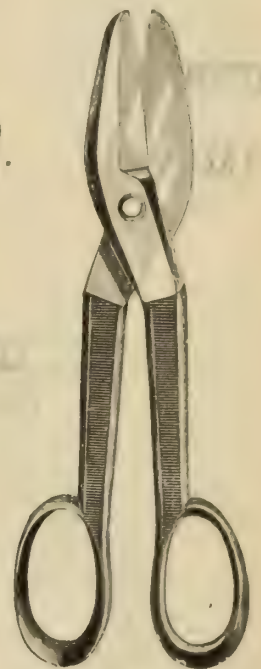
Fire Pots.



Circular Snips.

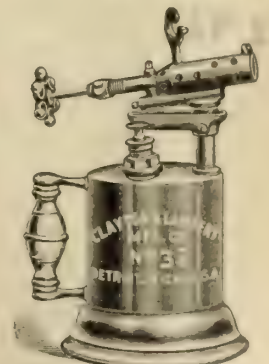
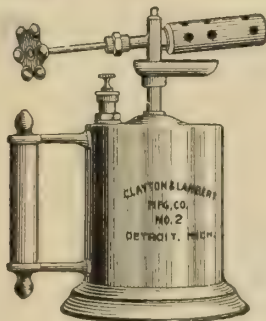
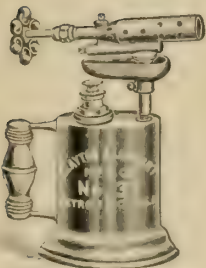


Galvanized Iron, "Queen's Head" Brand, (English).



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See our Hardware Catalogue.

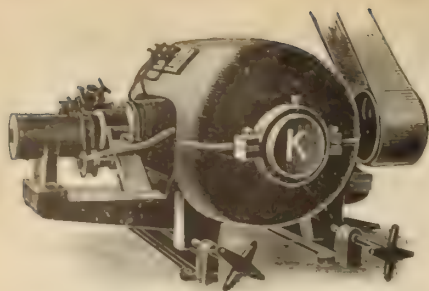
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GRAHAM NAILS ARE THE BEST.

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OUR prices are right



Kay Electric Dynamo and Motor Co., Limited

Makers of Dynamos and Motors for all purposes. Both direct and alternating currents. Special attention given to repairs.

Office and Works, 21-221 Queen St. East, Toronto.
Phone Main 1251. Estimates cheerfully given.

"THE PEERLESS"

is the best Bolster Spring ever produced. A fine line for the hardware trade. Write Us for Prices.



JAMES WARNOCK & CO., - GALT, ONT.



MADE IN FOUR WIDTHS.
1/4 inch, 3/8 inch, 1/2 inch and 1 inch.
PATENTED IN ALL COUNTRIES.

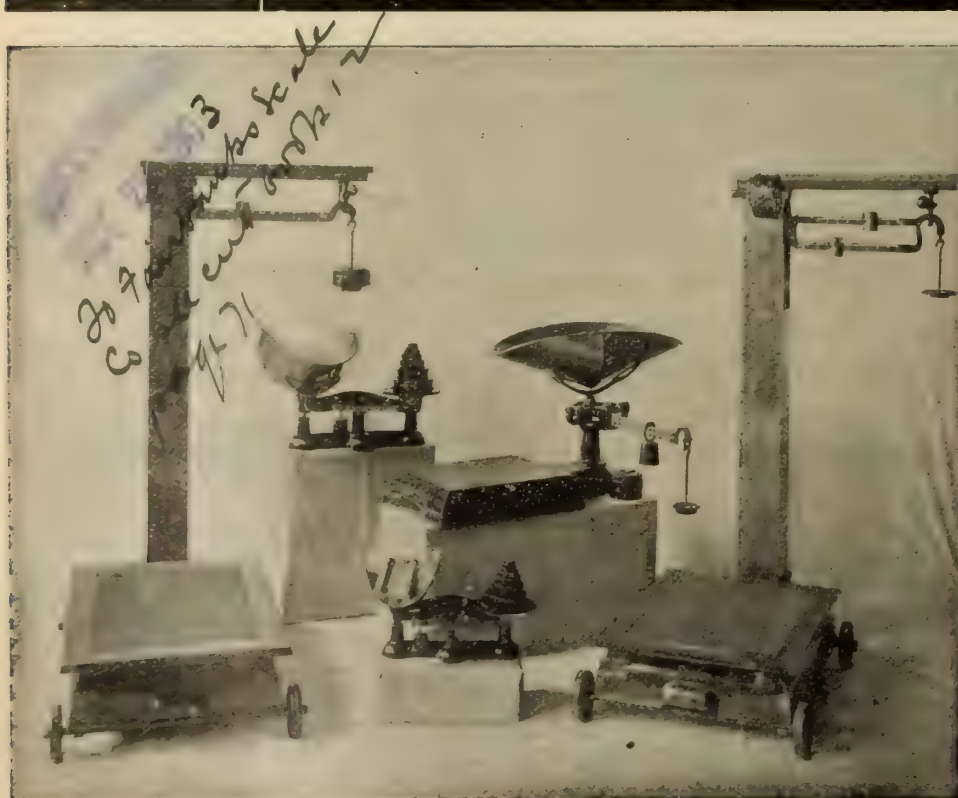
We STRAP THE WORLD! Cary's Universal Box Strap

A CONTINUOUS Metal Strap with a series of raised bosses along the edges, to strengthen same and protect nail heads. Put up in coils of 300 feet each, and packed 20 coils in a case. On each coil we put our patent metal reel frame, making it a complete reel.

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LOW-PRICED SCALES

REMEMBER that we can supply your wants in this line to your satisfaction.

Recognizing a demand for a cheaper grade of scales than "**FAIRBANKS STANDARD**" for Domestic and Farm use we offer

The "**Crown**" Even Balance Scale.

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When we say "Low-Priced" Scales we do not mean cheaply made scales. These scales we manufacture ourselves, and are strongly and accurately built. We offer them at the same price as much inferior goods, and they are equal to the best scales of many makers.

THINK IT OVER!

Send for our Scale Catalogue.

THE FAIRBANKS COMPANY,

**MONTREAL,
WINNIPEG,
VANCOUVER.**

MACHINERY

A GIGANTIC STEEL FLUME.

A TEMPORARY plant, consisting of power house, machine shop, boiler shop, railroad, office and boarding house, will be built for the construction of the flume for The Ontario Power Co., Niagara Falls, Ont. The flume is to be one of the largest steel pipes in the world—5,880 feet long and 18 feet in diameter. The steel plates from which it will be made have a thickness of half an inch and in putting them together over 200 tons of rivets will be used.

The decision to erect this flume of steel comes somewhat as a surprise as it was believed that California redwood cedar would be the material out of which it should be built. After a study of the comparative value of the two materials, steel was decided upon. The flume will extend from the fore-bay of The Ontario Power Co. along the base of a bluff at the rear of Victoria Park to a point just below Table Rock, the famous view point, and there its waters will be diverted through penstocks to turbines to be installed in a power house at the water's edge.

NEW OIL ENGINE.

WRITING from Cobourg, Germany, the United States Consul-General says: "In a type of oil engine which has attracted much favorable notice the oil is vaporized and ignited without the use of any external source of heat. The main drawback has been that the engine would not run indefinitely with light loads, owing to the explosions not occurring with sufficient frequency to keep the igniting portion of a sufficiently high temperature. A modification of this type of motor just brought out by the Britannia Co., of Colchester, England, is claimed to be free from this drawback. The vaporizer is arranged, as usual, at the back of the cylinder. On the suction stroke a vapor valve is opened by the cam shaft, and through this valve air is drawn into the cylinder through the vaporizer, into which at the same time a little oil is sucked through an automatic valve. This mixture of air and oil is in itself too rich to be explosive and the main supply of air is drawn through a separate air valve into the

cylinder. Two passages connect the vapor valve with the cylinder. One of these is large and straight, while the other is narrow and U shaped. The lower portion of the U contains the igniter—a piece of metal having ribs, which enable it to absorb heat readily when the explosion takes place. This piece, therefore, becomes and remains red hot, while the rest of the vaporizer is only at a black heat. The vapor which is drawn through this igniter on the suction stroke is far too rich to burn, but on the compression stroke air is forced back into the igniting piece and provides the necessary oxygen for the vapor already there to ignite. None of the exhaust passes through the igniter, which is consequently not cooled down in the case of a missed explosion. The proportion of oil and gas used is regulated by throttling the air supply. As already stated, part of the air is drawn through the vaporizer and the rest through the air valve. If the admission to the latter is throttled a greater proportion of the air used will be taken through the vaporizer and will carry it with a proportionately greater amount of oil. The makers claim that, once started, the engine will run absolutely without attention for several hours."

MONTREAL LOCOMOTIVE WORKS.

The American Locomotive Co., Montreal, have found their present capacity too small for their requirements and as they have not the facilities at hand to increase the capacity they have asked the Montreal Harbor Commissioners to construct a new wharf at Longue Point. If this is done the present staff of 1,500 men would, the company say, be increased threefold and an expenditure of \$7,000,000 would be involved. The works would be extended to embrace shipbuilding, construction of locomotives and the erection of bridges.

MACHINERY AND ELECTRICAL NOTES.

The Hamilton Bridge Co., Hamilton, have completed the iron superstructure of Carruthers' bridge on the Kingston road.

The finishing touches are being put on the blast furnaces in Londonderry, N.S. The process of drying will be proceeded

with as quickly as possible, after which the furnace will be "blown in."

Mr. Ross, engine and boiler manufacturer, Brampton, Ont., was in Brandon recently with a view to securing a suitable site for a warehouse in order to supply his rapidly growing western trade.

The Ottawa Steel Casting Co., Limited, are putting in a large new smelting furnace with a capacity of ten tons a day, which will greatly increase their producing capacity. This is but another step in the enterprise of this firm.

The Montreal Transportation Co.'s saw-mill and machine shops, and A. C. Knapp's boat moulding shop, and a portion of his residence, all near Cataragui bridge, Kingston, Ont., were destroyed by fire recently. The loss to the company will be \$10,000, partially insured. Mr. Knapp's loss will be \$2,000, fairly well insured.

The Polson Iron Works, Toronto, are at present completing two 500 h.p. Mutual Compound Engines for the Toronto Electric Light Company's new plant. They are also building two lightships for the Dominion Government, one to be stationed at the end of the island of Anticosti, the other at the southern end of Nova Scotia.

It has been decided by the manufacturers of Embro, Ont., to commence the manufacture of automobiles at once. The company will be The Marble-Swift Automobile Co. of Canada, Ltd. A building has already been secured and the machinery will be installed just as soon as some necessary repairs to the building are made and the machinery arrives.

Attention has been drawn in the motor press to the danger of silent cars. There is, undoubtedly, a great deal in the argument that a little noise is desirable on the country road, especially at night, but the silent running car has taken such a firm hold on the fancy of the public, and has such a great attraction, that it will want a lot of talking to rob it of its position.

T. H. Creden, general manager of The Cape Breton Electric Co., whose work in connection with organizing the operation of the various lines of the company is nearly completed, will leave Sydney for Boston in about a month. Mr. Creden will be succeeded by E. S. Dimock.

CANADIAN IMPLEMENTS IN AUSTRALIA.

A SYDNEY, Australia, correspondent of The British Trade Journal, writes as follows: It is difficult at present to ascertain the extent to which the use of American agricultural machinery is increasing, if at all, in the Australian Commonwealth, but there can be no question that Canadian implements and appliances are regarded with more favor than formerly. At one time it looked as if American manufacturers would drive their British rivals from the field, by reason of the attention given by them to Australian requirements. Not a few British manufacturers refused to recognize the fact that appliances doing good service on a British farm would be of little or no use on an Australian holding. It was here where the Americans had the advantage. Agriculture in California and other western states was carried on under conditions similar to those existing in the cultivated portions of Australia; hence the appliances in use in America were also suitable for use in Australia. It has never been a question of price or quality, but rather of adaptability.

BRITISH AND AMERICAN FIRMS.

Of late years many of the leading British houses have abandoned their traditional policy, and instead of insisting that Australian farmers should buy what was offered them, whether suitable or not, they provided articles which their Antipodean clients require little or no inducement to purchase. Within the last few years a marked improvement in the way of meeting Australian requirements has been observable in agricultural machinery of British origin.

Where the British article meets Australian requirements it is preferred; where it does not, the American or Canadian one takes its place. There is no predilection in favor of one or the other. There is, however, a tendency towards a somewhat uniform standard of excellence, the Americans adopting the best features of the British goods, the British manufacturers returning the compliment with interest. Where the Americans lead is in the production of harvesters, which are continually being improved, the McCormick and Deering machines occupying the foremost places in public estimation. Canadian machinery has come largely to the front of late, but in only a few instances is there any marked superiority observable. It is more a matter of pushing business than of exceptional excellence.

PLOUGHS.

Sydney forming the port receiving the bulk of American goods imported into the

Commonwealth, the New South Wales customs returns throw considerable light on the progress of the Australian trade in British, American and Canadian agricultural machinery. The imports of ploughs in 1899 and 1901 were as follows:

From	1899.	1901.
United Kingdom.....	2,111	511
Canada.....	1,455	4,264
America.....	8,621	5,478

The Canadian plough has several advantages over both the British and American articles, but recently a British plough has been quietly placed on the market, and is said to be the best yet produced. Australian-made ploughs command a larger sale, however, than the whole of those imported overseas. They are chiefly from British and American materials, the imports of which in 1899 and 1901 were as subjoined:

From	1899.	1901.
United Kingdom.....	6,103	1,160
Canada.....	.....	649
America.....	1,628	146

The falling off in 1901 was due to the drought, which led to the closing of many local works.

REAPERS AND BINDERS.

Turning to reapers and binders, the figures were:

From	1899.	1901.
United Kingdom.....	3,017	320
America.....	2,026	2,504

Although considerable improvements have been effected in the British article, yet the American one is still largely preferred, and commands the readiest sale, especially for large holdings.

OTHER MACHINERY.

In other kinds of agricultural machinery the returns were as under:

From	1899.	1901.
United Kingdom.....	2,673	3,330
Canada.....	3,617	8,883
America.....	8,983	5,150

It will be seen that the competition of Canada is becoming more keen than that of America, the Canadian manufacturers endeavoring to combine in their goods the best qualities of the British and American articles. Hence it is in this direction that British manufacturers should look if they desire to retain their hold on the Australian market. In portable engines and boilers the United Kingdom practically maintains its own, all the imported portable engines being of British origin, the values in 1899 and 1901 respectively being £1,454 and £5,175. In boilers the figures were: 1899, £9,708; 1901, £28,452; the united Canadian and American imports in both years not exceeding £500. It is not improbable that the returns of 1903 will show an improve-

ment in the British trade, with the exception of harvesters, reapers, binders and ploughs, and that the competition of Canada will be most felt by American manufacturers.

LAWN MOWERS.

The quality of British production remains unsurpassed, but in adaptability there remains much to be desired. For instance, at least nine out of every ten British lawn mowers, while working easily on smooth level lawns, are useless where the ground is otherwise; consequently a lawn mower imported from Philadelphia commands the local market. It is light, of simple construction, and can be worked at almost any angle, as well as on the level, the price being about the same as that of any ordinary British lawn mower. Several thousand have been sold in the Commonwealth during the last few years, and its salable quality has caused numerous storekeepers to discontinue their orders for the British article. Yet there is not a British manufacturer who could not, if he chose to take the trouble, produce an article as good as, if not superior to, that made in America.

EXTENSION OF TORONTO RAILWAY PLANT.

Manager Keating, of The Toronto Street Railway, says that in order to cope with the increasing traffic steps are being taken to provide increased power and other necessary facilities at a total cost of over \$500,000.

Six new batteries of boilers are now being installed, equal to 3,600 horsepower, with two new large engines of 1,600 horse-power capacity, directly connected. Two new generators are also being connected with the engines, which means that the company will, in a very short time, have 5,200 extra horse-power.

A large storage battery of over 3,000 ampere hours is also being installed, at a cost of at least \$100,000. With this equipment break-downs, even at the busiest times, are not likely to occur.

Still another \$100,000 will be spent on the laying of over 40 miles of new feed wires. These wires will be of extra heavy construction, so as to distribute the power more easily.

Provision is also being made against any possible coal shortage by the laying in of several thousand tons on Pear's wharf, and the old McIntosh premises at the foot of George street.

The reason for the company spending so much money in adding to the power of their plant in view of the fact that Niagara power will be supplied to Toronto ere long is a question open for discussion, since Mr. Keating declines to say anything on the subject.

Stencils

Now is a good time for Apple Shippers to get
Stencils, Stencil Inks and Brushes.

Our Brands are all first-class, and prices are low.

Hamilton Stamp & Stencil Works,

HAMILTON ONT.

Headquarters for everything in our line.

PETRIE'S MACHINERY BARGAINS

ENGINE AND GAP LATHES.

25 x 12 Crosby.
32 x 18 London.
32 x 20 "
32 x 22 "
36 x 22 "
24 x 40 x 10 London Gap Lath.
24 x 40 x 18 "
24 x 40 x 20 "
36 x 60 x 16 "

IRON PLANERS.

60 x 60 x 16 ft., London
36 x 41 x 10 ft., "
36 x 36 x 11 ft., "
26 x 26 x 8 ft., Cincinnati.

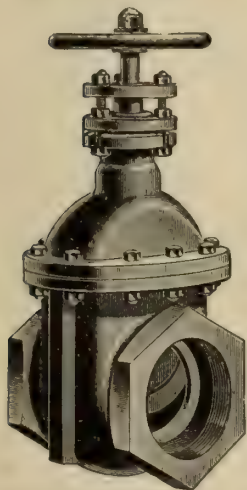
RADIAL AND UPRIGHT DRILLS.

2-72 in. Universal London.
72 in. with Worm Swivelling Table, Cincinnati.
26 in. Back Gear London.
24 in. " " Cincinnati.
23 in. " " Barnes.
21 in. " " Cincinnati.
20 in. " " Barnes.

Prices, Descriptions and Catalogue of Mill and Engineers' Supplies sent on request.

H. W. PETRIE

131-145 Front St. West, and 10-22 Station St., Toronto.



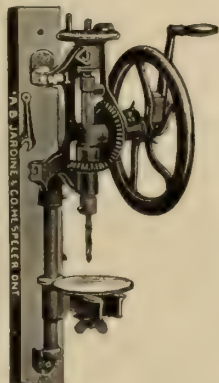
BUY KERR VALVES.

They give
satisfaction
every time,
Catalogue
on application.

The Kerr Engine Co.

LIMITED

Walkerville, Ont.



TRADE MARK
REGISTERED

**Blacksmiths'
Hand
Drills.**

**The very
best.**

**A. B. JARDINE & CO.
HESPELER, ONT.**

"Say, Friend,"

your aim should be to start up for yourself.

Why Work

from morn till night for somebody else instead of
pushing a business for yourself and thus reap the full
profit of your labor ?

We Will

start men of ability and good character in' every
County in the Dominion.

WRITE FOR PARTICULARS TO

The Empire Machine and Metal Stamping Co.

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1012 Yonge St.

- TORONTO,

SOLDER that SOLDERS

Half and Half, Wiping, Refined, Strictly,
Wire, Oval, Angle.

THE CANADA METAL CO., WILLIAM STREET, TORONTO.

COLD PRESSED NUTS



of all shapes and sizes, finished, semi-
finished, case hardened, plated or
polished.



Canada Foundry Company, Limited,

14-16 King Street East, - - TORONTO.

CELEBRATED

HEINISCH

SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinnerns' Snips, etc.



ACKNOWLEDGED THE BEST.

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NEW YORK OFFICE, 155 Chambers St.
NEWARK, N.J., U.S.A.

The Canadian Manufacturers' Association

THE annual meeting of the Canadian Manufacturers' Association was held in Toronto last week, and now a large party of the industrial leaders, who had engaged in the discussion of the many important matters brought before the convention, are being borne swiftly westward, gaining personal knowledge of the boundless markets which are exhibiting such a rapid growth in the Great West—prairie, mountain and coast. The proceedings of the convention cannot but have been of the very deepest interest to every Canadian, but especially so to those engaged in mercantile and industrial pursuits. The numerical growth of the association during the last three years has been marvellous, and the increasingly national scope and influence of the organization has been no less marked.

The problems which are confronting the industrial world in Canada were grappled with and discussed with that vigor and down-rightness which is characteristic of men accustomed to dealing with large issues. The reports of the standing committees, upon which the discussions of the convention were largely based, were pregnant with suggestion and eloquent of the time and energy spent in their preparation.

As might be expected, the tariff and labor questions loomed large in the crowd of important matters which demanded the attention of the assembled manufacturers. On these questions there was no uncertain voice. The tariff resolution passed last year at Halifax was re-endorsed and the position of the association as to trades unions defined in the report of a special committee. The reports of the Parliamentary and Railway and Transportation Committees were also replete with inter-

est, as indeed were the proceedings of the convention as a whole.

The members began to arrive Tuesday afternoon and every incoming train bore its quota of manufacturers, heads of firms, managers of industrial plants, all bound for the annual convention where they might meet their fellow leaders in

destinies and direct the policy of the association throughout the coming year.

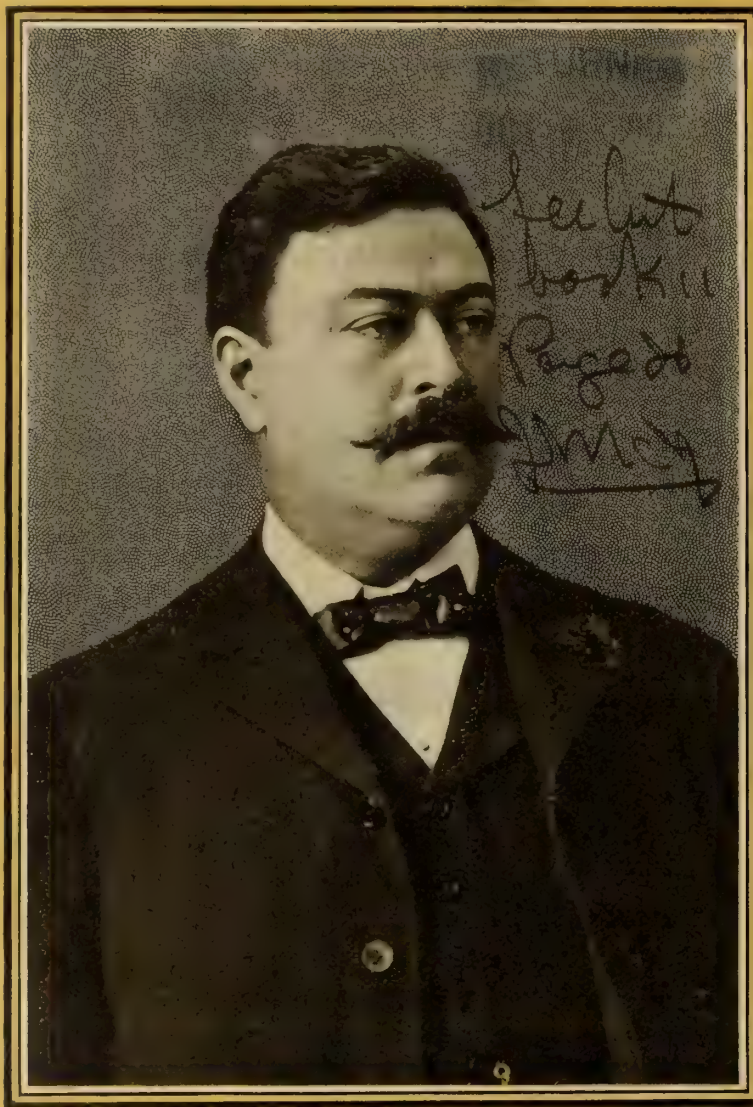
Fine men they were, for the most part, vigorous alike of mind and body. In the corridors and rotunda of the King Edward Hotel gathered in groups or dispersed in pairs, shaking hands in jovial good fellowship, or absorbed in earnest discussion, there was scarcely needed the handsome blue and white enamel pin inscribed with the magic letters, "C.M.A. Annual Convention, Toronto, 1903," to indicate that these were the men to whom were confided the manufacturing interests of Canada.

It was interesting to note the large number of young men represented. The large proportion, and indeed men representing some of the most important interests, were in the very pink and prime of life, and where time had here and there touched one, 'twas but lightly. Much is heard of the wreck and ruin wrought by the killing pace of modern business methods, but there was little trace of it visible either in the faces or figures of the Canadian manufacturers. Whether the salutary influence of the Canadian climate, or the inherited vigor of the Canadian constitution, may be called upon in explanation, the fact remains that from Halifax, Montreal, Toronto, or the West, the men bore the weight of their responsibilities lightly, at least from appearances.

Wednesday was section day. The association was not convened as a whole, but much important work was done at the sessions held in camera, where, secure from publicity, family affairs could be discussed with the fullest frankness, and matters decided upon for recommendation or otherwise to the association at large.

RECEPTION AND OPENING SESSION.

The formal opening session and recep-



Geo. E. Drummond, President.

the Canadian industrial world, discuss the conditions and outlook of business, enlist the interest and influence of their fellows in the removal of grievances, express their views upon matters of high policy, and make representations to the Government of the day on questions of grave import to the manufacturing interests; receive an account of the stewardship of the retiring executive and choose the men who should guide the

tion was held, by the courtesy of the Ontario Government, in the Legislative Chambers up in Queen's Park. The Chambers were resplendent with a tasteful arrangement of flag decorations and the ladies of the party who, with their lords and masters, were the guests of the Toronto branch, were included in the welcome extended by representatives of the local association, the city and the province. What, however, gave a more than ordinary interest to the function were the addresses of Premier Ross and the Hon. Thos. A. Brassey, M.P., of London, Eng., who, on a passing visit to Toronto, was prevailed upon to remain over and address the association on the trade and fiscal relations of the Empire. Mr. Brassey, long an advocate of Imperial federation, and one who has travelled much in the outlying portions of the Em-

in and was exchanging confidences with Mr. Ross and a few of the association officers and welcomed them in a felicitous manner on behalf of the Toronto branch of the association. Controller Oliver, acting for Mayor Urquhart, followed, extending the courtesies of the city.

PREMIER ROSS.

Premier Ross, besides representing the Province in welcoming the association to Ontario and the Legislative Chambers, directed himself to the discussion of the industries of Canada and the trade of the Empire. As usual, Mr. Ross was brilliant. His mother wit sparkled as he congratulated his hearers on the ease with which they had attained to seats which he and his fellows were wont to win but hardily. He unreservedly recognized the importance of the association and shrewdly paraded the opportunities Ontario offers for every branch of industry. The unity of interest between agriculturist and artisan were argued and the folly of exporting our raw materials abroad to build up foreign industries instead of developing manufacturing interests at home was deprecated. The manufacturers were incited to aim at the highest standard in all their products, and to seek to surpass all competitors. Nor did the speaker stop with having covered the home market. "Let us turn our faces towards the foreign markets," he urged. There was no reason, in his opinion, why Canadian goods should not compete everywhere with goods made in Great Britain or France or any other country. Turning to Imperial relations, he concluded that Canada wanted nothing but what was for the good of the whole Empire. "We want a preferential tariff," concluded the Premier, "we want British surplus population to people our prairies; we want their capital to develop our resources. Anything they can do for us will prove a good investment for them. For we are the most loyal and the most dutiful of all the colonies. We are energetic and progressive and British. If we cannot have a preferential tariff, or an Imperial federation now, let us have it as soon as possible."

Mr. C. A. Birge, president of the association, replied to the many words of welcome and then followed Mr. Brassey.

THE HON. T. A. BRASSEY.

The address of the Hon. T. A. Brassey was a remarkable one in its way, and full of suggestion to us Canadians who have grown to be "all Imperialists now." The address of Mr. Ross was brilliant, inspiring, beautifully general and diplomatically silent on the difficult points. Mr. Brassey made no attempt at oratory, but with characteristic British directness asked leave to discuss the question of Imperial trade from the British stand-

point and immediately entered upon an analysis of conditions which proved to be thoroughly enlightening, if not particularly encouraging. Like a conscientious surgeon, he never shrank from probing the very depths of the sore places, and himself a Chamberlain Imperialist he gave a masterful summary of the difficulties in the road of that consummation and frankly placed his ideal as something to be realized only in the distant future.

After extended travel Mr. Brassey had concluded that a permanently united Empire depended upon two principles: first, that every part should have an absolute right of self government, and second, that each part which bears a share of the burdens of the Empire should have the right to share in the control of Imperial expenditure. The burden of defending the Empire was becoming too

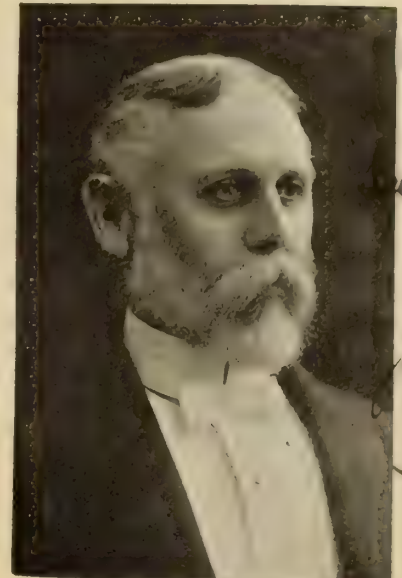


W. K. George, Vice-President.

pire with a view to studying the trade conditions, as well as being a member of the Imperial Parliament, was particularly well fitted for the task to which he addressed himself, the discussion of Imperial trade relations from the British point of view, as was indeed also our own distinguished imperialist, the Hon. Geo. W. Ross, to discuss the same question from the Canadian standpoint.

Premier Ross was one of the first to appear on the floor of the House, and for a few moments enjoyed the luxury of undisturbed meditation, reclining in the capacious depth of the clerk's chair. It was not for long, however. Members began to arrive and the Premier was soon chatting and joking with the little circle that gathered round him. The evening was hot and it was late before all the guests arrived, and Chairman Murray called the assembly to order.

Mr. Brassey had, in the meantime, come



Cyrus A. Birge, Retiring President.

heavy for the mother land without the aid of the colonies, who should in fairness contribute to the support of what was of so much importance to them. But it was not expected that Canada should contribute until she had a voice in Imperial affairs. This could only come about when the Imperial Parliament was reformed by the institution of a Federal system. Each part of the Empire had also its own particular problems first to work out, Australia and South Africa, on constitutional lines, Canada on industrial.

Coming to the trade question raised by Mr. Chamberlain, he did not think there was much dispute as to the desirability of taking retaliatory measures to prevent Great Britain becoming a dumping ground for German and American manufactures. The question of preferential trade within the Empire was a more difficult one. Immediately there was involved the necessity of placing duties on grain and wheat,

...as arranging other taxes as not to increase the cost of living. It would be a great boon for the colonies, but what have the colonies to give in return for this tax on food stuffs? There might be two answers. That they should contribute for the defence of the Empire, or that they should give a substantial preference in their markets to the Mother Country. The first has already been dismissed as for the present impracticable, and in discussing the second, Mr. Brassey put his finger on the crux of the whole matter.

"Tonight," he continued, "your Premier, Mr. Ross, spoke of the desire that the sentiment in favor of 'Made in Canada' should prevail, meaning that your attention should be to supply the entire Canadian market.

"Now, if this is the desire of the Canadian manufacturer, and the Canadian Government should wish to carry out that desire at the expense of the manufactur-

a marquee pitched in front of the Parliament buildings.

A BUSINESS SESSION.

The first business session was convened Thursday morning in the banquet hall of the King Edward hotel, with President C. A. Birge in the chair, and a fair representation of the manufacturing interests present.

PRESIDENT'S ADDRESS.

After a summary disposal of a few preliminary items of business, the president arose amid loud applause to deliver his annual address and summary of the association's affairs. The address has been reproduced in full, together with the subsequent proceedings of the convention, in the daily press and we shall be content with touching upon a few of what appeared to be the most vital points brought out in the various reports and discussions.

The president referred felicitously to the former meetings of the association, to the national proportions attained and to the progress which had been made in the last year by the association and the nation. By reference to fiscal returns he demonstrated the important part of our national assets formed by the manufacturing industries and rapidly sketched the important field being filled by the association. Passing to the consideration of trade relations he graphically described the " Sturm und Drang " which was bringing even conservative Britain to the consideration of a new fiscal policy with the possibility of an Imperial preferential tariff.* In this matter Canada's first duty was towards herself. Some Canadian manufacturers were already suffering from the preference we were now giving and no increase could be entertained—withdrawal might have to be considered. Discussing our relations with the United States the point was made that " thanks to Providence and our own integrity we have learned to stand alone and not a vestige of sentiment for reciprocity remains among our people." As to the tariff, the president declared the attitude of the association to be that of demanding a revision. A higher tariff all round was not desired. A fiscal policy of national self defence was the desideratum. Touching on transportation, the project of a new transcontinental railway was endorsed, the railway commission commended and a fast trans-Atlantic service demanded. The attitude of the association on the labor problem was defined. The right of labor to organize was recognized, but freedom on both sides to buy and sell, value to be determined by capability, was laid down as fundamental. Affiliation of Canadian unions with American organizations was denounced as being pernicious. A closing reference was

made to the success of the " Made in Canada " campaign and a ringing summons invited the association to advance in the great work they had undertaken.

The president had evidently voiced the sentiments of the members, judging from the hearty accord with which it was received, and the executive instructed to arrange for some tangible mark of the association's appreciation.

RAILWAYS AND TRANSPORTATION

Proceeding with the reports of committees, that on railways and transportation was taken up first. Mr. J. O. Thorn presented the report. The establishment of the railway commission under the new act was commended and attention was drawn to the work of the committee in having rejected by the Governor-General in Council, the objectionable schedule 12 of the joint freight classification. The appointment of a transportation expert for the association was re-

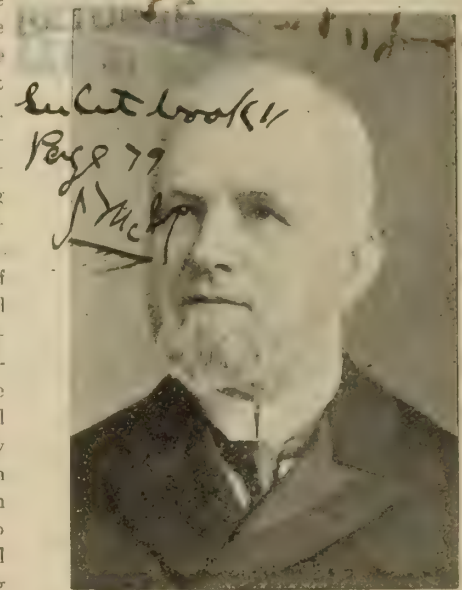


Robert Munro, a former President.

er in the Mother Country, then, in my opinion, there is no basis for a policy of preferential trade within the Empire. The only justification for a tax on food stuffs is that the colonies will take a larger proportion than they do now of British products. Unless the Mother Country is able to secure a large portion of the trade you now carry on with foreign countries, and at the same time a share of the increased demand which is bound to follow the adoption of an Imperial preference, there is really no solid answer to the question, what will the colonies do?"

Despite the gloomy outlook Mr. Brassey did not despair, but looked forward to a solution of the problem through free and honest interchange of opinion on the question between the Mother Country and the colonies.

At the conclusion of the speeches the guests were entertained to refreshments in



Geo. Booth, Treasurer.

commended and the importance of direct service between eastern Canadian ports and Australia, and for a fast Atlantic service, were emphasized. The discussion following continued until noon hour.

COMMERCIAL INTELLIGENCE.

After luncheon Mr. J. P. Murray presented the report of the Commercial Intelligence Committee. The report outlined the work done by the committee in the past year and presented for endorsement the resolution on Imperial preferential trade which had been accepted by the Chambers of Commerce Convention at Montreal.

RESIGNATION OF THE COLONIAL SECRETARY.

At this point the resignation of Joseph Chamberlain from the British Cabinet was announced and the following resolution, on the motion of Robert Munro and Geo. E. Drummond, passed and ordered

THE TARIFF.

forward to the late Colonial Secretary, Mr. Francis Braidwood, of Montreal, dissenting.

"Right Hon. Joseph Chamberlain, Colonial Secretary, London, England.

"The Canadian Manufacturers' Association in convention assembled in Toronto desires to express its deep regret that your withdrawal from the British Cabinet has been found necessary. The association has followed your proposals with the greatest solicitude and hopes your efforts to adapt Great Britain's fiscal policy to existing conditions will continue to be vigorously enforced."

CYRUS A. BIRGE,
President.

COPYRIGHT.

The Committee on Copyright, reporting through Mr. W. P. Gundy, received the endorsement of the association in requesting the Premier of the Dominion to communicate with the proper authorities and press for the recognition of Canada's right to make her own laws in reference to copyright.

PARLIAMENTS AND LEGISLATION.

Mr. P. W. Ellis, on behalf of the Parliamentary Committee, submitted an exhaustive report which outlined the work of the committee in opposing legislation detrimental to the interests of the manufacturers and called for a reorganization of the departments of labor both at Ottawa and Toronto, and the incorporation of trades unions.

The report of the Special Labor Committee gave an exhaustive review of the

LABOR.

labor question as it appeared from the manufacturers' side and concluded with a declaration of principles which, while admitting the right of labor to organize, advocated the settling of disputes by arbitration, protested against the "unionization" of shops, declared for free contract as to wages, output and apprenticeship, and concluded by demanding the incorporation of Canadian unions free from American control.

The report aroused considerable warmth, and several of the delegates described in vigorous terms their experiences with the unions.

In the evening the visiting delegates attended the Princess Theatre, as the guests of the Toronto branch.

CONCLUDING SESSION.

At the concluding session Friday morning the secretary's report was received and showed a membership of 1,272, a gain of 255 for the year.

THE CONSTITUTION.

The next business transacted was the amending of the constitution, the most important amendment being that raising the fee to \$25 for firms employing over 100 hands.

The report of the Tariff Committee, reserved for the last, was presented by Mr. W. K. McNaught. There were five points to the report and in the discussion there on the political maelstrom was narrowly escaped. The situation was saved by Mr. Robert Munro, who stoutly declared that many a good Liberal was a good protectionist, and naively added, Why shouldn't he be? The report re-endorsed the resolution passed last year at Halifax, expressed a general disapproval of the bounty system, approved of the German surtax, discountenanced any suggestion of reciprocity with the United States and advocated the establishment of a permanent tariff commission.

RESOLUTIONS.

The Committee on Resolutions was the last to report and recommended the ex-



R. J. Younge, Secretary.

portation of foreign silver coins, that the Government should purchase all foreign goods through regular importers, that the preferential tariff should be amended, that expert appraisers should be appointed, and that a new insolvency law should be passed.

ELECTION OF OFFICERS.

The election of officers was then proceeded with, with the following results: President, Geo. E. Drummond, Montreal; 1st vice-president, W. K. George, Toronto; Ontario vice-president, W. F. Cockshutt, Brantford; Quebec vice-president, Hon. J. D. Rolland, Montreal; Nova Scotia vice-president, D. W. Robb, Amherst, N. S.; British Columbia, John Hendry, Vancouver; Manitoba, E. L. Drewry, Winnipeg; New Brunswick, W. S. Fisher, St. John, N.B.; treasurer, Geo. Booth, Toronto.

The retiring president, in a few happy words, abdicated in favor of the new

chief, Mr. Geo. E. Drummond, who expressed his appreciation in a manly, straightforward, businesslike way.

Votes of thanks and responses became thick now and it was one o'clock when some one struck up God save the King, and the convention was over.

In the afternoon the manufacturers and their ladies were entertained to a drive around the city as the guests of the city, and in the evening the annual banquet was given at the King Edward, with the new president, Geo. E. Drummond, presiding, and Lieut.-Governor Clarke, Sir William Mulock, Hon. G. W. Ross, Hon. Wm. Paterson, W. K. George, Hon. T. A. Brassey, and Mayor Urquhart, as the principal speakers.

A PRESENTATION.

The employes of The McGregor-Gourlay Co.'s foundry at Galt, Ont., presented Mr. James Henderson, a member of the staff, with a set of cutlery one day last week, on the eve of the latter's marriage.

BACK TO BRITISH COLUMBIA.

Mr. M. R. Worth, representing The Cunningham Hardware Co., New Westminster, B.C., paid a visit to the Toronto office of "Hardware and Metal" on Wednesday. Mr. Worth was on his way back to British Columbia after spending a month's holidays with his parents in Toronto. He, like most of those who have taken up life in British Columbia, speaks highly of that province and the outlook for its future. Business there is now in healthier condition than it has been for some years and all classes of trades are feeling the improvement.

A SHOVEL STORY FROM LONDON.

A London, Eng., despatch says: "A reputable business man, who has been in Canada seeking a market for British goods, and also looking for Canadian goods for the British market, says he found the dealers satisfied with the preferential tariff, but they acknowledged that the consumer derived no benefit whatever. He found many articles, foreign and Canadian, being sold at the same price as those prior to the tariff. In the shovel and spade industry he learned that Canadian manufacturers pay £1,000 yearly to the British combine not to compete against them in the Canadian markets. He quoted a price for shovels, and a large Canadian firm promised to order 50,000 if the shovels could really be supplied at the price quoted, and he will now endeavor to get a manufacturer here to make the shovels."

Canadian Wholesale Hardware Association

THE FIFTH ANNUAL CONVENTION.

IN the five years since the Canadian Wholesale Hardware Association was formed at Hamilton by representatives of the leading wholesale firms of Ontario and Quebec this organization has become one of the most powerful forces in the Canadian hardware trade. It has from its conception exerted a steadying influence on prices, those set by the manufacturers as well as those quoted by its members. Such an influence is not only of much value to the manufacturers and wholesale dealers, but by reason of the greater steadiness given to the market and the greater security and uniformity of prices ensured to the retailer the latter is largely freed from the danger of sudden and unreasonable changes in prices and discounts.

On Tuesday and Wednesday the fifth annual convention of the association was held in Toronto. The attendance was, as usual, representative of the leading houses in Ontario and Quebec.

President Thomas B. Lee occupied the chair, and in his annual address spoke in part as follows :

Members of the Canadian Wholesale Hardware Association, —

Gentlemen,—This fifth annual meeting finds our association still working under most favorable conditions and successfully carrying on the usefulness of its organization.

This, I may say, is due to the hearty co-operation of all our members and the satisfaction with which the retail merchants throughout the country view our efforts to protect their interests.

An era of prosperity is still rolling over this great country, and, with the enormous immigration to our Northwest, may continue for some time, but we shall not always find advancing or even steady prices and manufacturers unable to promptly supply our wants, and it is, therefore, most essential in these years of prosperity that we so cement and control our organization that when the change comes, as come it will, we may be able to present a strong front and combat the cutting of prices and consequent loss of profit that must ensue.

I cannot but repeat the words of one of my predecessors, "If we remain loyal to one another the value of our organization in times of depression will be incalculable."

The change of "terms of credit" marks an era in the commercial history of the country, and the meeting in Montreal of the representatives of the wholesale hardware trade and hardware manufacturers from the Atlantic to the Pacific shows the unanimity that exists as to the desirability of such a change.

Since our last annual meeting we have added

The affairs of the association were discussed in detail, and everything was found satisfactory in every respect. The election of officers on Wednesday afternoon resulted as follows :

President—Mr. F. O. Lewis, of Lewis Bros. & Co., Montreal.

Vice-President—Mr. John Bowman, of The J. Bowman Hardware Co., London.

Secretary-Treasurer—Mr. James Hardy, of Jenkins & Hardy.

Executive Committee—Messrs. Thomas Birkett, jr., T. Birkett & Son Co., Ottawa; Alfred Jeannotte, of L. H. Hebert, Montreal, W. Shaw, The Chinc Hardware Co., Quebec; C. A. Whitwam, The Hobbs Hardware Co., London; A. E. Macpherson, A. Macpherson & Son, Montreal; Past President W. Vallance, Wood, Vallance & Co., Hamilton; Past President T. H. Newman, Caverhill, Learmont & Co., Montreal; Past President W. Stark, Stark Hardware Co., Montreal; Past President T. B. Lee, Rice Lewis & Son, Limited, Toronto, and Sec.-Treasurer Hardy.

PRESIDENT LEE'S COMPLIMENTARY DINNER.

On Tuesday evening Mr. Thomas B. Lee, the retiring president, entertained the members of the association and several others at dinner at the National Club. The function was most delightful in every respect, the spirit of good-fellowship being dominant, all differences of the past year being forgotten in a general manifestation of kindred feeling and goodwill. About 40 were present as Mr. Lee's guests, among whom were noticed the following :

T. Birkett, jr., of T. Birkett & Son Co., Ottawa.

F. O. Lewis, of Lewis Bros. & Co., Montreal.

J. Bowman and J. Daly, of The J. Bowman Hardware Co., London.

T. H. Newman, of Caverhill, Learmont & Co., Montreal.

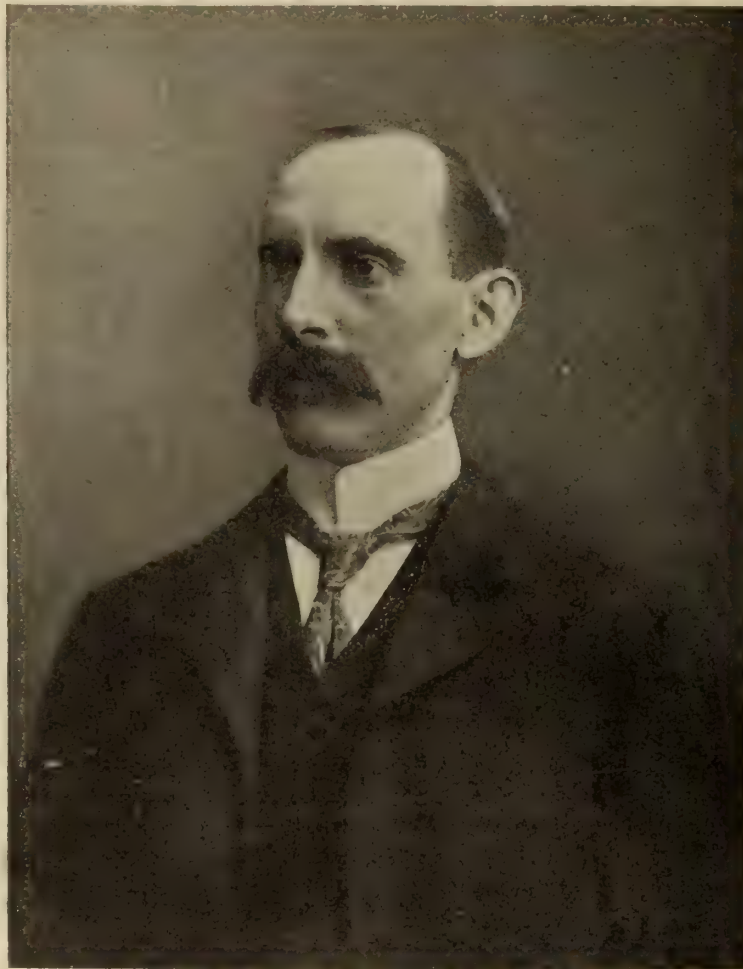
W. Stark, of The Stark Hardware Co., Montreal.

Alfred Jeannotte, of L. H. Hebert, Montreal.

C. A. Whitwam, of The Hobbs Hardware Co., London.

Peleg Howland and T. G. Dexter, of H. S. Howland, Sons & Co., Toronto.

W. Vallance, Geo. Vallance and S. H. Alexander, of Wood, Vallance & Co., Hamilton.



Mr. Thomas B. Lee, Retiring President of the Canadian Wholesale Hardware Association.

one name to our list of members and lost by death two, who were recognized as pioneers in the hardware trade of Canada—the Hon. A. T. Wood, of Wood, Vallance & Co., Hamilton, and Mr. H. S. Howland, of H. S. Howland, Sons & Co., Toronto.

We are indebted to the members of the National Hardware Association of the United States for the cordial reception given your representatives at their last convention, but regret that we have been unable to induce them to return the visit.

I desire to thank you all for the assistance you have given me and again repeat my appreciation of the honor conferred on me in electing me your president.

THOMAS B. LEE,

President.

Toronto, Sept. 22, 1903.

HARDWARE AND METAL

A. Burdett Lee and Victor Lee, of Lice Lewis & Son, Limited, Toronto.

Geo. A. Child, of The American Steel and Wire Co., Montreal.

C. A. Birge and C. G. Knott, of The Canada Screw Co., Hamilton.

J. D. Chaplin, of The Welland Vale Mfg. Co., St. Catharines, Ont.

R. H. Merriman, of B. Greening Wire Co.

J. Maxwell, of D. Maxwell & Sons, St. Marys, Ont.

R. Hobson, of The Hamilton Iron and Steel Co., Hamilton.

A. L. Sykes, of The Canada Cordage and Mfg. Co., Peterborough.

Geo. C. Haldimand, of W. L. Haldimand & Son, Montreal.

T. Esmond Peck, of the Peck Rolling Mills, Montreal.

C. J. Shurly, of Shurly & Deitrich, Galt, Ont.

Geo. Gillies and T. H. Watson, of The Toronto Bolt and Forging Co., Toronto.

Geo. W. Howland, of the Graham Wire Works, Toronto.

C. Britton, of Cowan & Britton, Gananoque, Ont.

A. E. Hanna, of The Dominion Wire Mfg. Co., Montreal.

James Hardy and S. J. Frame, of Jenkins & Hardy.

Col. J. B. Maclean and D. O. McKinnon, of HARDWARE AND METAL.

Before proposing the first toast the chairman, President Lee, expressed his pleasure at the cordial manner in which his guests had gathered and had united in making the evening so enjoyable. When the association had been started it was for material and practical purposes, but he was glad that opportunities had arisen to enable them to get beyond thoughts of shop and trade and to the closer and higher plane of fellowship and kindly personal feeling. He followed his brief well come by proposing the first toast, "The King," which was received with royal enthusiasm and with musical honors.

"Our Country," the next toast, was proposed by Mr. Geo. Vallance, who had recently returned from a visit to the Pacific coast, which trip had enabled him to realize as never before the opportunities for business and for national greatness in the great country to the west of Winnipeg. Turning from his subject for a moment, Mr. Vallance had many good words to say for the work of the association, its capable president, the chairman and its enterprising secretary, Mr. Hardy. He also wanted to make clear his appreciation of Mr. Lee's courtesy in extending invitations to himself and his fellow-guests. (Hear, hear, from many voices.) In conclusion he wished to say that one result of his trip was to make him a more ardent Canadian than ever. He would go to the extent of advocating that members of the association interest themselves in politics and try to secure a Canadian tariff, a duty corresponding to that charged us in other markets, the United States particularly. (Hear, hear, and applause.)

Before calling on Mr. W. Starke to respond to the toast President Lee requested a recitation from Mr. Geo. W. Howland, who responded with one of his inimitable "Habitant" recitations, which aroused great enthusiasm.

Mr. Starke, in replying to the toast, said, in his opinion there was no country in the world to compare with Canada for the manufacturers. (Laughter.) The manufacturers were the whole circus in Canada, (laughter) the jobbers might be said to be the side shows. (A Voice. The side-shows pay well.) The business of a jobber was divided into three divisions: 1, getting profits; 2, making a good name; 3, winning glory. Personally he thought too much enterprise and energy had been sacrificed on the altar of glory. (Hear, hear.) He illustrated his point with a story relating to an Irish "cabby" in Glasgow.



Mr. James Hardy, Secretary-Treasurer.

In proposing the next toast, "Our Association," President Lee expressed the belief that the association had accomplished its purpose. It had brought the leading jobbers together and had led to a satisfactory solution of many difficulties. He called on Messrs. W. Vallance, T. H. Newman, Peleg Howland and John Bowman to respond.

Mr. Vallance, the first president of the organization, felt it an honor to respond. It had been started with moderate hopes, power and influence; that it had accomplished its purposes, from a business point of view, all members could testify from their own experience; what it was doing in a social way needed no testimony to those present.

Mr. Newman, another past president, pointed out that though the association had been started "in fear and trembling,"

on the part of some, its purpose, to improve the conditions of trade between themselves and the manufacturers, was such a sound one that its success had been assured from the start. While the future of Canada depended on the enterprise in which the resources of the country were developed by the manufacturers, the latter should remember that the wholesale dealer, in providing for the economical and ready distribution of his wares, was essential to his success and should ever be treated as a true friend. (Hear, hear.) The wholesale dealers were organized to cover the country from Vancouver to Prince Edward Island. It was a difficult problem to distribute hardware over such a vast area as Canada and he felt assured that manufacturers would not fail to recognize the wisdom of being just to the distributing agents.

Mr. Howland was glad to note the frank and friendly tone of all the addresses. None would deny the value of the association, materially or socially. It was true that during the year difficulties had arisen, but they had been settled in the proper spirit and now all was forgotten and forgiven. (Laughter and applause.) He had, on a recent visit to the convention of The United States Wholesale Hardware Dealers' Association, been impressed with their motto: "A high standard of business methods." He would like to see this adopted and lived up to. (Hear, hear.) The association was doing a valuable work, not only for its members, but for the trade. Manufacturers had tried to distribute their own goods and had admitted to him that it could not be done nearly as economically direct as through the jobber. This should be recognized and until the manufacturers were prepared to give a fair margin they should not approach the wholesaler asking him to sell his product.

Mr. Bowman interested his hearers in the experience of an Irishman who tried to raise colts from pumpkins. He was proud of the work of the association, of London and of Canada. He had crossed the continent on the first C.P.R. train from Vancouver, and ever had faith in the country. Providence had been lavish with Canada; this country was destined to be great; its manufacturers to be even richer than they are now, and the wholesale hardwaremen should partake in some degree of the good things promising everywhere.

In a proper spirit of humility Mr. Lee proposed the toast "Our Manufacturers." He felt, he hoped, the degree of respect and reverence (laughter) due to the men who were doing so much for Canada and for themselves. (Renewed laughter.) He called on Messrs. C. A. Birge, C. Britton, J. D. Chaplin, J. Maxwell, A.

E. Hanna, R. Hobson, T. E. Peck, A. L. Sykes, T. Watson, Geo. Gillies and R. H. Merriman to respond.

As Mr. Peleg, the ex-president of The Canadian Manufacturers' Association rose to reply, the motto "Made in Canada," was slipped in front of him by a neighboring guest. This aroused his enthusiasm. The manufacturers of Canada had, he declared, a great task as well as great opportunities. To build up and use the material resources of such a country needed courage, skill, sacrifice and steady energy. Canadian manufacturers did not envy the United States with any spirit of hostility. They were merely watching home interests. They recognized that their future was dependent upon the prosperity of the country and so were using their energies in every manner to extend and increase that prosperity. It would be well if Canada had more of the national optimism of the United States. Canada had a better system of Government than the country to the south. The resources were just as great. What was necessary was that all classes should get closer together and promote the common interest of all. (Hear, hear.) The association had worked to that end, so he was proud to do them honor. (Applause.)

Charles Britton felt it an honor to enjoy the hospitality of so genial a host and so pleasant a company. He had ever recognized it as part of his creed that the wholesale merchant is a necessary adjunct to business. He hoped they would recognize the manufacturer as essential to national prosperity. Canadian business methods had greatly improved since he started in business and he was satisfied that the association would bring about further improvements.

Mr. Chaplin, instead of making a speech, told a good story, which was merrily received.

Mr. Maxwell felt he was getting even with the wholesalers. For 361 days he was a suppliant at their mercy; this one day, thanks to the courtesy of President Lee, he was able to meet them on even grounds. He was pleased to hear the hopeful tone of the references to Canada. "This country stands where the United States stood fifty years ago," he declared, "and the next fifty years hold out the promise of a development like that which had taken place in the last half century in the big republic."

Messrs. Hanna, Hobson, Peck and Merriman condensed their remarks into expressions of good-will to the work of the association, of appreciation of the courtesy extended then by the host, and of hopefulness for Canada's future.

Mr. Sykes had always found the social side of men the best side, so he was particularly gratified that he was able to

meet with the company present and get acquainted with that element in all of them.

Mr. Gillies felt it was well that the manufacturers and wholesale dealers should meet together, as a better understanding would inevitably result. It would be well if the wholesale men could realize the expense in repairs and depreciation of plant that a manufacturer must entail to keep in touch with the times. A machine installed one day might be supplanted the next by such a superior one that the value of the old one would be cut in half in a night. He was pleased, however, that in his dealings with the wholesale men, individually or as a body, he had found them reasonable and he hoped his relations with them would be always as pleasant as at present.

The next toast, "The Ladies," was responded to by Mr. Geo. A. Child, who proved himself quite capable of handling his subject. His remarks were warmly received and enthusiastically applauded.

In proposing the next toast, "The Press," President Lee spoke in part as follows: "What could we do without 'Hardware and Metal,' which gives the trade our prices and sometimes our secrets. It is always on the lookout for the latest news, so I warn you to be careful what you say. It is, however, an influence for good and I feel you will all join with me in doing it honor." The toast was responded to by Lieut.-Col. J. B. Maclean and D. O. McKinnon, of "Hardware and Metal."

Col. Maclean said the difficulties the manufacturers and jobbers had were infinitesimal compared with those of the editors of "Hardware and Metal." Each of the former had their own peculiar interests only to consider, but the editors had to look at every question from the general interest of the trade and to follow lines that were just and fair to the retailers, to the wholesale men, and to the manufacturers. They recognized that the basis of wealth was the soil and they were encouraging their readers to interest themselves in the development of the resources of the country, thus providing the consumer more money to spend with the trader. They supported all associations and just agreements that would give the manufacturer, wholesale and retailer the highest profit in proportion to the risks he assumed—that the business would permit, while maintaining the maximum of consumption.

The next toast, an impromptu one, "Our Secretary and His Assistant," was next proposed by President Lee, and was boisterously received. In responding Mr. Hardy uttered his appreciation of the warm expressions of good-will to himself. He had faith in the purpose and work of

the association and felt the purpose was being attained.

Mr. Frame had found it a pleasure to work for the association and appreciated the privilege of meeting them socially.

Another impromptu toast, "Our Next President," was suggested by President Lee, and drunk amid cheers.

Mr. Lewis' response was brief. He had at one time felt himself one of the youngest members of the association; now he felt himself one of the oldest. (A voice:—You don't look it.) He hoped to throw into the work of the association his full energy in the hope that he might be able to carry on the good work so ably looked after by President Lee and his predecessors.

Mr. Peleg Howland struck a popular chord by proposing a toast to the chairman, President Lee. He felt that all present had shown a desire to express their appreciation of the courtesy extended by Mr. Lee on this occasion, and of the ability and energy he had displayed as president of the association. (Hear, hear.) Only those who had occupied the position could fully know the difficulties of it. These had all been surmounted and now he was about to hand over the reins of office after performing all his duties faithfully and well. (Applause.)

President Lee was greeted with cheers on rising. He expressed pleasure at the cordiality shown him and hoped his successor would find all the members as pleasant to deal with as he had.

"Auld Lang Syne" was started by a braw Scot and soon the guests were circled round the tables ending up their expressions of good-will in the song.

RETURN OF A FUR DEALER.

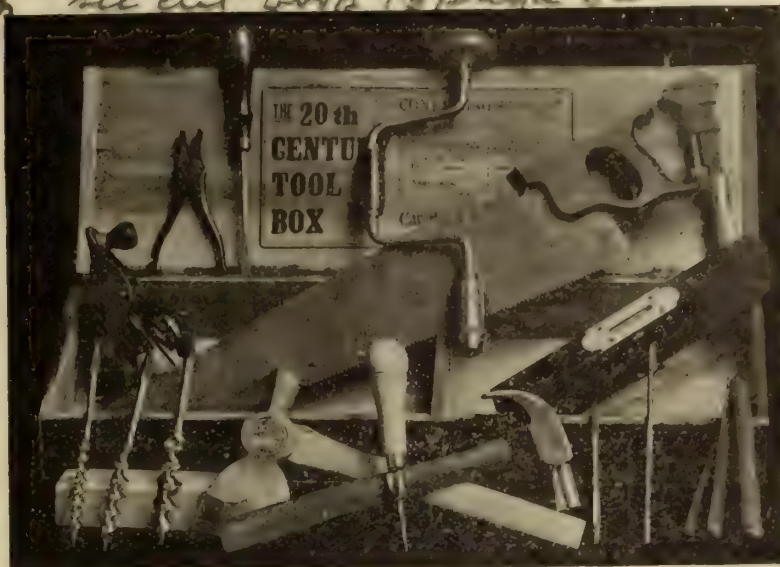
Mr. Hiram Johnson, the well-known fur dealer of St. Paul street, Montreal, returned on Monday night after an extended visit to the European fur markets. When seen on Tuesday morning by a representative of HARDWARE AND METAL Mr. Johnson talked entertainingly of his trip to the world-famous fur markets at Nijni Novgorod. Mr. Johnson spent most of his time abroad at that ancient market where every year there are gathered buyers of all nationalities. The only race which Mr. Johnson has never seen represented there is the North-American Indian. Even in such an ancient spot there are changes sometimes, and within the last few years more substantial buildings have been erected. These may now be rented during the fair. Mr. Johnson also visited the markets at Leipzig and London in the interests of his business. He reported a general advance in prices on the European markets.

IN MAKING UP YOUR FALL ORDER

REMEMBER THE NEW PRACTICAL OUTFIT

CONTENTS:

- 1 SAW
- 1 LEVEL
- 1 STEEL HATCHET
- 1 ADJ PLANE
- 1 " WRENCH
- 1 OIL STONE
- 1 PAIR PLIERS
- 4 AUGER BITS
- 1 STEEL HAMMER
- 1 GOOD BRACE
- 1 TOOL HOLDER
- 10 Tools for above
- 1 SCREW DRIVER
- 1 RULE
- 1 GIMBLET BIT



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CRAIG MINE CORUNDUM. THE PUREST CORUNDUM.

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Corundum must be pure to cut cold and quick. "X-Ray photographs offer a means of determining the purity of commercial samples of grain corundum." Government Report, Vol. VIII., Page 217.

Nos. 16, 24 and 100 are grains of CRAIG MINE CORUNDUM shown permeable and therefore pure in the Government X-Ray test. No 20 is grains of so-called corundum from United States deposits—black, impermeable, impure. Because of its purity, CRAIG MINE CRYSTAL CORUNDUM is the best abrasive known.

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THE KENNEDY HARDWARE CO., Limited,

49 Colborne St., TORONTO.

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THE ROSSENDALE BELTING COMPANY, Limited

Manufacturers of the celebrated "Ros-
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Sole Agents for Canada for "JACK-
SON'S PATENT BELT FASTENERS."

SEND FOR PRICE LIST.

59 to 63 Front Street East, TORONTO.

WINNIPEG WAREHOUSING

COLTART & CAMERON

Will be prepared about Nov. 1st, to receive consignments (large or small) of all kinds of hardware, etc., for unloading, warehousing, reloading and distributing to all points in Manitoba and the West.

Our new warehouse on transfer track, (in centre of wholesale district) will be equipped with every facility for handling goods promptly. We are also prepared to act as representatives for manufacturers and others. Correspondence solicited.

COLTART & CAMERON,

Manufacturers' Agents
and Warehousemen, 141 and 143 Bannatyne St. East, WINNIPEG.

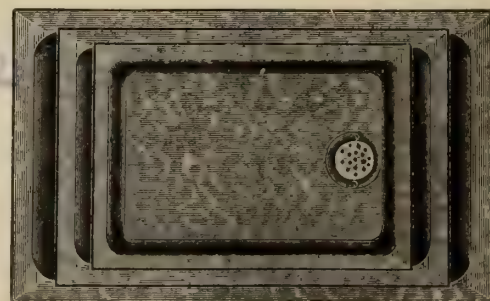
Our Mr. Cameron will be in the East about Sept. 25th, and will be pleased to meet and confer with any requiring warehousing of any kind.

"FAMOUS" STEEL SINKS

Made in three sizes and finished in four styles.

SIZES :

	SMALL	MEDIUM	LARGE
LENGTH, INS.....	24	30	36
WIDTH, INS.....	16	18	18
DEPTH, INS.....	6	6½	6½



Painted, Galvanized and Enamelled in White and Grey.

Stamped in one piece from best grade of sheet steel.

Are lighter, more durable, easier to clean, easier to handle and take a finer finish than cast iron sinks.

Large stock always on hand. Orders filled same day as received.

Galvanized Steel Sinks.

The McClary Manufacturing Co.,

London, Toronto, Montreal, Winnipeg, Vancouver, St. John. N.B.

HARDWARE AND METAL

President:
JOHN BAYNE MACLEAN,
Montreal.

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THE SAULT STE. MARIE STEEL WORKS.

THE collapse of The Consolidated Lake Superior Co., Limited, one of the most promising industrial organizations ever formed to exploit and develop Canadian resources, has won widespread attention in the markets of Europe and the United States, as well as of Canada.

It has been recognized by those most intimate with the circumstances that the troubles of the company have not been due to any lack of raw materials, of ability to produce economically or of demand for product. An interview to this effect appears elsewhere in this issue. Instead of putting each of its separate industries on a sound, paying basis, the company has kept on extending, has continued to add to its plant and equipment. The result has been that when a check was followed by depression in the financial markets, the promoters (for the company had really never got beyond the promoting stage) found themselves unable to finance their business, to borrow money to meet current obligations.

It is now accepted as a fact that the concern must go into the hands of a receiver or be taken over by a new company. In-

asmuch as it would be well for all concerned if it were taken over by a sound, strong company, the news given out on Thursday that representatives of Vickers, Sons & Maxim, Limited, Sheffield, Eng., have investigated the works and have reported favorably to their purchase will be received with satisfaction. The Vickers-Maxim Company are among the leading steel concerns of Great Britain, being the largest manufacturers of armaments in the Mother Country. Their authorized capital is over \$20,000,000, and their reputation as a judicious and strong concern is such that the Canadian public would rest assured that in their hands the Canadian "Soo" would become a centre of activity such as only the most optimistic have hoped for in the past.

JUDGES' SALARIES.

THE bill providing the salaries for judges of the new Exchequer Court of Ontario has passed through its final stages and been sent up to the Senate. Its discussion in the House of Commons elicited at least one interesting suggestion—that of a committee to consider the entire question of the remuneration of Canadian judges.

There is at the present time a growing sentiment in favor of increasing judges' salaries, particularly those of judges of the Supreme Court. Canadian business men entirely endorse such a proposal. They are not slow to realize how much the equilibrium and security of the country depend on the firmness, farsightedness and wisdom of its judges. The salary of judges in the Supreme Court in Canada is in the neighborhood of \$7,000, a paltry sum when account is taken of their responsible position, and also of the fact that big business concerns in Canada think nothing of paying their presidents or managers from \$10,000 to \$60,000 yearly. The present and future success of a business enterprise is in peril unless its manager is a man of keen executive ability and practical sagacity. When such an one is found he is to the director "a pearl without price."

A supreme judgeship ought to go in the same class at least with the managerships

of business concerns mentioned above. It is a mistake when commercial standards are applied to this calling. Many are unable to conceive of even a county judge as more than a hob-nobbing lawyer, who has his position through political pull. As a result, for every vacancy on the bench there are applicants "tumbling over one another." Is it not high time the standard should be raised and would-be seekers after Government honors made conscious that the Government is not looking for pettifogging lawyers, but for men whose qualifications are strictly in keeping with the dignity and importance of the Bench?

ALIEN INTERFERENCE UNDESIRABLE.

THE Canadian Manufacturers' Association placed themselves on record as opposed to United States interference in Canadian labor affairs. In doing so they have the sympathy and support of almost the entire Canadian people. The recent revelations in British Columbia served to emphasize what has been known for years, that there was a systematic interference with Canadian industries by United States agitators in the employ of United States manufacturers competing with, and hoping in this way to cripple, Canadian industries.

The representative organization of labor in Hamilton has responded by telling the manufacturers that they themselves are working hand-in-hand with similar interests in the United States, and the charges of the trades unionists are only too true.

Both employers and employees should come to an understanding to have nothing whatever to do with similar interests in the United States. In some instances it is profitable to the Canadian manufacturer and workingman, but in most instances it is decidedly to the profit of the United States manufacturer. He gets the lion's share of everything going and the Canadian public pay and suffer.

Why should not the employees say to the employers; "If you withdraw from all association with alien organizations we will do the same?"

TWO BANKING SYSTEMS.

OUR American neighbors are now wrestling with the problem of securing a currency sufficiently elastic to accommodate itself to the constantly varying demands of the country for a circulating medium. The problem is one which taxes the ingenuity of the American legislator. Every Autumn a greatly increased note circulation is required to move the crops, but the danger feared is that these notes will remain in circulation when no longer needed and form a redundant currency in the Spring. Having recovered from a bad attack of Bryanism, the United States is now much afraid of inflation, and hence the present hesitation to adopt a system which was devised to meet exactly the same conditions in Canada, and which has proved eminently satisfactory. Because of its elasticity, many American financiers are inclined to favor the Canadian system of an asset currency, to the merits of which attention has recently been called in *The Iron Age*. The discussion now being carried on in the United States papers suggests a comparison of the two systems in this particular respect.

The Canadian bank note is secured by being made a first charge upon the assets of the bank issuing, and also by a special bank note redemption fund to which all chartered banks are obliged to subscribe a certain percentage of their note issue. There is, of course, a legal limit to the note circulation of a bank. It is to the advantage of every bank to keep its own notes in circulation, as in this way it secures an extension of its credit. In the Fall, when increased circulation is required, the banks find it profitable to issue new notes. In the Spring the redundant currency returns to the banks in the regular course of business. As every bank is interested in keeping down the circulation of its competitors, when the notes of a rival bank are received they are at once sent in for redemption. In this way the circulation expands and contracts as the course of business from time to time requires.

The United States has been exceedingly careful to safeguard its note issue, and the result of over-anxiety has been that

absolute security has been obtained at the expense of elasticity. An asset currency is elastic, but American legislators have always been afraid of it. The notes of United States banks must be secured by the purchase of Government bonds. Hence, there is not the same profit in note issue that there is in Canada, where an increased circulation causes a corresponding extension of credit. The result is that, except in cases of severe financial stringency, the American banks are not disposed to meet the requirements of trade by the issue of new notes.

As this is an unsatisfactory state of affairs, there are many in the United States who advocate the adoption of an asset currency. But from force of long habit they would not leave the banks unhampered as they are in Canada. They would allow an "emergency circulation" secured by bank assets, but taxed to prevent inflation. But while this might provide a relief for financial stringency, it could not prevent its occurrence. It would be profitable to issue new notes only when a financial stringency would warrant such a high rate of interest as to compensate for the additional taxation. As prevention is always better than cure, we still think our own system the better.

The fear that an asset note circulation would not be perfectly safe seems, in the light of Canadian banking experience, to be groundless. Neither can there be danger of inflation so long as the notes are kept constantly redeemable in gold. The law of self interest is the best security. A bank dare not put out more notes than it can keep redeemable, and the banks in the aggregate cannot keep out a redundant circulation, the reason being that each is engaged in keeping down the circulation of its rivals. "Money is that money does," said an eminent American writer on finance. Bank cheques are money, as they serve the purpose of a circulating medium. But there can be no objection to issuing any number of them so long as they are kept constantly redeemable.

In addressing the New York State Bankers' Association last December, the American Comptroller of the Currency

said: "It is shown by experience of all countries and systems of currency that the main reliance for contraction should be redemption. It is more reliable than any tax restriction or regulation. Only through the operation of a proper system of redemption can any currency be made automatic and responsive to the demands of business. Evidently the comptroller is advocating an "emergency circulation" subject to a graduated tax only because he thinks it the best compromise scheme likely to get through Congress.

A CANADIAN IDEAL.

PREMIER ROSS sounded the right note at the reception to the Manufacturers' Association in the Parliament buildings, Toronto, Wednesday night, when he declared that in no line of manufacture should Canada be content with anything less than the best. "I want to know," declared the old man eloquent, "that 'made in Canada' is just as good as 'made in Germany' or France or England or any other country," and the applause from the listening captains of industry proved how felicitously the eloquent Premier had expressed the aspirations which have found lodgment in the minds and hearts of our Canadian manufacturers.

This is the line of thought which *HARDWARE AND METAL* has long been striving to inculcate. "Made in Canada," a motto which has been tremendously successful, depends for its permanent success upon excellence of the standard which our manufacturers set for their output.

There is more satisfaction in making a good article than in making a shoddy one, and in the long run more money too.

This is particularly true if we are to become, as we fondly and confidently expect, a great exporting nation. A dishonest manufacturer may do an immense amount of harm to a reputation for reliability which has taken years to build up. In the case of fruit, the rigid enforcement of the Fruit Marks Act is having a salutary effect, and similar measures might be taken in other lines if found necessary.

The motto "Made in Germany" has had its immense influence just because the world had been led to believe in the reliability of German products.

As a young country it is our bounden duty to make "Made in Canada" stand for the acme of excellence.

"Nothing less than the best" is a good motto. May our manufacturers ever keep it before them!

At the Dominion Exhibition

Stove, Range and Radiator Displays.

WHILE there was more diversity of display in the Manufacturers' Building and more mechanical animation in the Machinery Hall, it is a question whether more real interest was taken in any of the displays

of them made a point of taking orders direct at the grounds. Those who did this express unusual satisfaction with the results thus attained this year. In addition to orders from all over Canada, sales were made for delivery in other lands.

superb display of "Safford" radiators. The feature of the display was the radiator in the background, claimed to be the largest ever built. In it were 1,000 square feet of heating surface and four tons of iron. Its construction, with screwed nipple connections of malleable iron, which do away with bolts, red lead, rods or packing, is the same as that of the complete variety of patterns and colorings shown in the foreground. No better proof of the completeness of the range of patterns made by The Dominion Radiator Co., Ltd. could be asked for than was given in this exhibit. The illustration gives a fair conception of the number of styles shown but there are several which cannot in it be seen to advantage.

Essential to successful radiation is a boiler suited to the work. The Dominion Radiator Co., Ltd., had, across the aisle from their radiator exhibit, an effective display of their "Daisy" hot water boilers, the good points of which are already well known to the trade.



The Dominion Radiator Co., Limited—Boilers.

at the Dominion Exhibition than was manifested in the many excellent displays of stoves, ranges, hotel kitchen utensils, hot water boilers and radiators in the Stoves Building at the Dominion Exhibition.

An examination of the heating goods shown would be sufficient to demonstrate to anyone acquainted with existing conditions that in the manufacture of such lines Canada is fully abreast with the times, that "Made in Canada" stoves and ranges are fully equal in workmanship, in utility, in appearance and in the quality of materials used with the best made in the world. As regards radiators, it has long been well recognized that Canada holds a leading position; that Canadian radiators are in great demand in Europe, Africa and Australia in competition with manufacturers in all climes.

The exhibitors in the Stoves Building made good use of their time and the opportunities presented to "get next" to the public—to possible customers. Practically all of them had on hand literature for distribution which was shrewdly prepared and consequently likely to be taken home by many visitors. Most of them had registry books on hand and names of all enquirers were therein secured. Many

DOMINION RADIATOR CO., LTD.

Immediately at the entrance of the building on the central platform was a

GURNEY FOUNDRY CO., LIMITED.

Like the heating goods and the literature sent out by The Gurney Foundry Co., Limited, the display of radiators



The Dominion Radiator Co., Limited—Radiators.

and boilers, of stoves and ranges, made by that firm, to the left of the entrance of the building, was exceptionally neat and attractive. In the foreground, Fig. 1, of this firm's exhibit, were shown "Oxford" radiators, which are constructed with push nipple, thus ensuring an absolutely iron to iron, ground taper joint, obviating the necessity of paper or other fibrous matter in making a perfect joint. On the extreme left were shown "Vesta" radiators, a new line, the features of which are the flat bar and the superb ornamentation. Next to these were dado or wall radiators, built on the principle of the pipe coil, and differing from other styles in that there is no cross section in the loop to cause friction in circulation within the radiators. Back of these are shown the quintet, duet and quartet patterns. The entire radiator display included styles for every class of building and of quality to suit the most fastidious. In the background is shown a "Doric" steam boiler, which has come into such favor that the orders for it are in excess of the firm's ability to supply



Fig. 1—Gurney Foundry Co., Limited.



Fig. 2—Gurney Foundry Co., Limited.

the demand. A half-section of a heavy duty "Bright Idea" boiler, for large buildings, was shown, the tube construction being made clear by painting them in a bright red. A new line of "Gothic" tank heaters was shown in front of this boiler. These heaters are made in three sizes, and with a capacity of 225 to 450 gallons per hour.

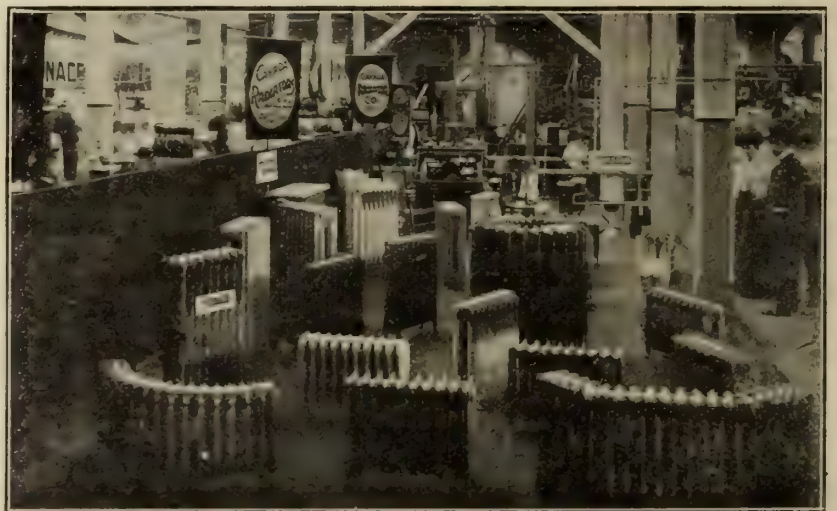
In Fig. 11 of the Gurney exhibit are shown "Imperial Oxford" ranges, which brought most gratifying expressions of satisfaction with these ranges from users of them, and which led to many sales to new customers. The new "Oxford Laurel" base burner, referred to elsewhere in this issue, was also shown. In this illustration will also be seen a "John Bull" heavy duty hotel range, together with a steam carving table. These last men-

tioned goods were examined closely by many hotel men from the United States as well as from Canada, who did not hesitate to express their high opinion of the range and table. In every respect the Gurney company were gratified with the success of their exhibit, with the sales made and the appreciation of their goods shown.

THE CANADA RADIATOR CO., LTD.

Among the most attractive exhibits was that of The Canada Radiator Co., Ltd., where they exhibited nine different designs of radiators, varying in heights from 14-inches up.

The special feature of this radiator is the fact that it is so constructed that it



Canada Radiator Co. Exhibit.

D. MOORE & CO



Exhibit of Moffat Stove Co.

will work in either steam or water, which is a merit possessed by it alone, the steam or water travelling the length of each section before entering the next, the circulation being the same as in the ordinary coil, but vertical instead of horizontal. It is this particular feature that has enabled this company to make such wonderful strides in introducing their goods to the public. The accompanying cut shows the several designs manufactured and it is worthy of note that the small Window Seat radiator shown in the front of the cut is the only one of its kind manufactured, while the Dining-Room radiator, with its warming oven, was the only one of its kind exhibited at the Exhibition. The business of the company has advanced so rapidly that they have been compelled to look for larger premises than those now occupied by them in Port Hope. They have selected a site in Lachine and buildings are now being erected thereon, and will be ready for occupation by December 1, when the company's plant will be removed there. Among the articles exhibited, in addition

to their radiators, was a very fine line of brass steam and water valves and air



Canada Malleable Steel Range Mfg. Co., Limited.

vents, which this company are handling extensively.



Display of D. Moore & Co.

One of the heaviest displays of stoves at the Dominion Exhibition was that of D. Moore & Co., Hamilton. Tier upon tier of these stoves rose upwards to the roof of the Stove Building, and several courteous attendants were kept busy explaining and illustrating the merit of "Home Treasure" ranges. The good features of the stoves and ranges made by Moore & Co. are: A deep firebox, improved duplex draw out grate, and large, ventilated steel oven. The "Improved Treasure" and the "Art Treasure" are leading lines in base burners. The "Oak Treasure" heater is a new model and burns either coal or wood. It has the reputation of being one of the strongest heaters on the market. These are only a very few, indeed, of the excellent lines made by D. Moore & Co. Thorough con-

struction, nickelling of the best, and models tried and true, complete with attachments and devices of tested worth—these are the points the makers impress successfully upon dealers, and dealers in their turn upon customers. The Exhibition display was made through a large Toronto retail house-furnishing establishment who are giving enviable prominence to "Treasure" stoves.

"CANADA'S PRIDE" STOVES.

Prominently displayed were a number of ranges bearing a new name and a good name "Canada's Pride." These ranges made their debut to both the public and the trade at the Dominion Exhibition, and were shown by the makers, The Canada Malleable & Steel Range Mfg. Co., Ltd. The special point to be emphasized is that these ranges are the first,

...to understand made of malleable iron and steel, to be suited to the Canadian trade. These are practically unbreakable, will wear a life time, and are honestly constructed in every detail. So many medals were given at the Fair for this new line of ranges that the capacity of the factory will be taxed for several weeks to come. This is a gratifying recognition to "Canada's Pride." These ranges are guaranteed by the makers to give perfect satisfaction as to cooking, baking, durability, and fuel economy. Hotel outfits up to any size or demand are furnished. The vice-president and manager of the company, Mr. A. E. Hager, is an expert at this class of work, having equipped many large hotel kitchens on both the Canadian and American sides. Incidentally, Mr. Hager is very favorably known to the entire supply trade throughout Ontario. The makers of this new range believe that their success depends upon the quality and finish of their manufacture and upon push. Accordingly, "Canada's Pride" is made from the best quality of malleable iron and polished steel, is of attractive design, and the nickel work is of the best description.

The offices, factory and salesroom of the company are at 273 Yonge street, Toronto. The officers are: President, P. J. Meegan; vice-president and manager, A. E. Hager; sec. treasurer, C. M. Meegan. The directors: P. J. Meegan, A. E. Hager, C. M. Meegan, A. F. Winkelman, J. M. Murphy, C. A. Montgomery, and S. Randall.

MOFFAT STOVE CO., LTD.

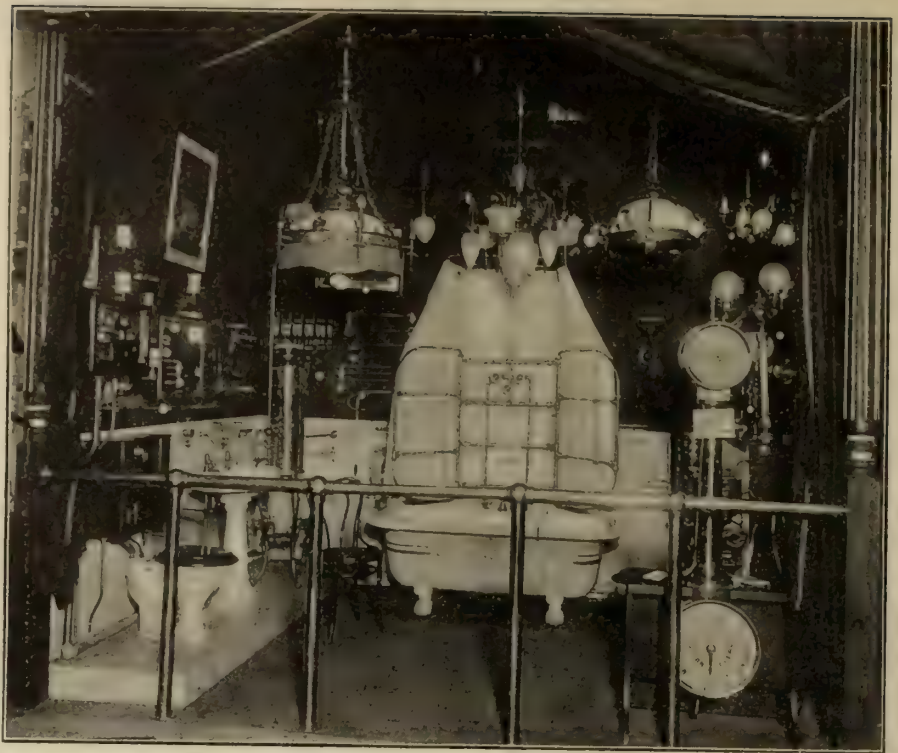
Immediately to the left of the main entrance of the Stoves Building was a very heavy and attractive stove exhibit,—that of The Moffat Stove Co., Ltd., of Wes-

ton, Ont. Handsome palms, banners and flags added to the good effect made by the stoves themselves, many of which were finished lavishly in nickel. The Moffat Stove Co., Ltd. have confined themselves to stoves. "Nothing but Stoves," is one of their strong arguments, and ranges, cooking and heating styles, are made. "National" stoves and ranges embody every improvement. The thought of the makers is to adopt nothing after the manner of fads, nothing that may, later on, prove troublesome or useless. Seventeen years of stove making by a family of practical men has resulted in a fine trade which taxes the factory to its ut-

most. The Moffat Stove Co., Ltd., report a sale of fully 200 stoves, ranges and heaters from their Exhibition display, to say nothing of what was accomplished by the ordinary means at the factory and by agents. One range sold goes to Belfast, Ireland, bought by a delegate to the Congress of Chambers of Commerce of the Empire, held at Montreal. Another goes to London, Eng., bought by a Canadian resident there who finds no English-made stove equal in his eyes to a "National." One or two features in Moffat stoves worth naming are their steel ovens with a patent truss which prevents warping; and a pressed tin lining reflector. Mr. T. L. Moffat, Jr., is chairman of the Stove Building and was appointed from the Canadian Manufacturers' Association as a representative on the Industrial Exhibition Committee.

MORRISON PLUMBING GOODS.

The James Morrison Brass Mfg. Co., Limited, Toronto, had, as was mentioned last week, their display divided into two divisions—plumbing goods and engineers' supplies. It would be difficult to arrange in the space given to their plumbing exhibit a more captivating showing of these lines. In the background was an enameled bath with nickel-plated shower, which would be an ornament to any home. Nearby were instantaneous water heaters, with and without shower; a "Quinn" automatic flushing valve and low-down closet. The flushing valve and the closet were fitted with glass fronts and were



The James Morrison Brass Mfg. Co., Limited.



Clare Bros. & Co.'s Display.



Telephone City Stoves Limited.

supplied with necessary connections and so were in constant operation, demonstrating the strong points claimed for them. Much interest was taken in this display by thousands of visitors, and as a result of the interest aroused, many orders were received by the firm for plumbing supplies from Exhibition visitors.

"PENINSULAR" STOVES.

Everyday during the Exhibition hundreds of inquirers sought detailed information regarding the handsome stoves displayed by Clare Bros. & Co., Preston, Ont. The exhibit consisted of "Peninsular" stoves, ranges, air tight box stoves, furnaces and hot water boilers. The "Home Peninsular" is absolutely new in design, and is creating great interest wherever shown. The grate is of the popular Duplex pattern, with the hearth drawing out, exposing a large bailed ashpan. The reservoir is of tin-lined copper, and is provided with a damper to regulate the temperature of the water. The oven damper is operated from the top of the stove, on the left or fire end, where it is most convenient. It is flush with the top and can interfere in no way with utensils placed upon it. The words "open" and "shut," printed on the stove, obviate the danger of mistake. The top being cast in sections prevents warping. Proof of the good points of their stove was given Clare Bros. & Co. by the large number of orders directly received from Exhibition visitors.

THE DOHERTY MFG. CO.

The Doherty Mfg. Co., Limited, of Sarnia, Ont., had in their display this year the most comprehensive line of "Decarbon" steel stoves and ranges they have ever shown. As these stoves are guaranteed not to warp or crack with fire they have aroused much interest, their popularity being more marked each

year with the householder as well as with the trade. An interesting feature was a guessing competition, wherein the public were invited to estimate the weight of an air-tight heater, which was given away to the visitor making the best guess. This proved one of the best advertisements made by any of the exhibitors in this building, and thousands of ladies and gentlemen made their guess. At the same time many of them took enough time at the exhibit to study the good points of the Doherty stoves and to place their order for one.

TELEPHONE CITY STOVES.

A type of stove that is rapidly becoming popular was shown by Telephone City Stoves, Limited, of Brantford. This stove is top draft; air-tight, con-

structed of heavy planed iron, with an extra heavy sheet steel lining extending to the top of the stove. Among the claims for this stove, which was lately placed on the market, made by the company are as follows:—The top draft tube being placed on the outside of the stove gave perfect combustion, and avoided the burning and baring as frequently happens the air tube when it is put inside the stove.

The stove is under instant and perfect control, and a great heat can be pro-



The Siche Gas Exhibit.

duced in a few minutes or a low heat kept for hours as desired.

The outer top draft tube is a valuable improvement, giving much better draft and control than a low draft. The outer draft tube cannot burn out nor be damaged when putting in fuel.



The Doherty Mfg. Co., Limited.



The J. F. Pease Furnace Co., Limited.

"The top has an arrangement by which cooking can easily be done and sad irons heated also. The patent covers a detachable oven in which baking can be done to perfection. This is supplied for all sizes. The stove will keep fire all night with ordinary care. The fire is easily and quickly made, and heat secured in a wonderfully short time."

"ECONOMY" HEATING GOODS.

In a central position at the south side of the building The J. F. Pease Co., Limited, Toronto, had an exhibit, which attracted general attention. In the foreground of the illustration will be seen one of the "Economy" hot water boilers, which have won general popularity during recent years. Near by were the fire pot, the base and grate, also sections showing screwed nipple connections. To the back

of the display was an "Economy" combination air and hot water heater, near which was shown detached the combination boiler, showing the principle of this heater. To the right of the display was an attractive assortment of radiators, registers, and warm air furnaces for all fuels.

"HURON" STOVES AND RANGES.

For a firm that has recently started in business the display of stoves and ranges made by The Western Foundry Co., Limited, Wingham, Ont., was unusually comprehensive and creditable. In it were shown patterns of cookers suitable for all fuels, for every class of residence, from the ordinary household to a large hotel. The excellent advertising done by The Western Foundry Co., Limited, during the



Exhibit of The Western Foundry Co., Limited.



The Globe Paint Co., Limited.

year had undoubtedly aroused much interest in these stoves. This was manifested by the attention given to the display. The courteous attendants were ever ready with full information regarding them, and the number of sales made were not only a source of satisfaction to the firm, but an undoubted proof of the popularity of the various "Huron" stoves and ranges.

GLOBE PAINT CO., LIMITED.

One of the most interesting displays of paints in the Manufacturers' Building was made by The Globe Paint Co., Limited, Toronto. The exhibit was made in the shape of a booth, in which were shown an exceedingly well-arranged display of "Globe" ready-mixed paints, as well as varnishes and white lead. Interspersed with these in such a way as to show to good advantage, were dry colors, oils, painters' requisites, etc., such as are handled by the firm.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

W. Arthur Lydiatt,

TORONTO.

NOTE: Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, *HARDWARE AND METAL*.

Are You Getting all the Trade of Those Whom You Call Customers?

ARE your customers good customers? If they are like the ordinary run of customers they are not. Most people have an annoying habit of splitting their custom up among half a dozen or more different stores when they might as well be good customers for some particular store.

Comparatively few people exclusively patronize one jewellery store, or one hardware store, or one furniture store. They go gunning around from one place to the other, and what would amount in a year's time to a nice little account is divided up into several accounts so small as not to be particularly profitable. Of course, this is a good thing for the other fellows, but it is not a good thing for you individually.

If you keep a hardware store and Mr. Brown buys a stove from you, you naturally want that stove to make Mr. Brown a regular customer. If the stove is a good stove and was sold at the right price, and if Mr. Brown is thoroughly satisfied with his purchase, you have the right to hope that he will buy all his stoves and his kitchen utensils and his tools and all his hardware of you. Perhaps he ought to do so, but he doesn't.

The same reasons which operated in the case of the stove purchase ought to be equally efficient all along down the line, and ought to clinch all the hardware custom of that man and his family.

If you can sell a man a stove at a better price, or for any other reason give him more satisfaction, it is pretty safe to say that you can give him equal satisfaction and make it equally economical for him in anything else in the hardware line that he may need.

The trouble is that people are naturally vacillating and inclined to shop. They are attracted by the advertising of your competitors and it is a difficult matter to make really good customers of them.

This is a serious matter.

The whole theory and practice of store-keeping underlies it and is wrapped up in it.

Of course, in order to expect people to be good customers you must have a store and a stock of goods second to none in your locality. You must give people prompt and courteous service, see that they are thoroughly satisfied in every

The thing that will be found to be of most assistance is a continuous system of advertising the methods and individualities of the business.

This can be done to some extent in newspaper advertising, but not wholly. In your newspaper ads. people are looking for items and prices. They want the news of your store. They want facts as to the latest things you have to offer them and are impatient with anything else. They do not like to read long introductions, and most people skip them. They want to get right down to business as quickly as possible, and long arguments as to your store, your stock, your equipment and your facilities are likely to fall on very barren ground. At the same time it is necessary to tell people these things.

When Mr. Brown, who bought the stove, goes away, you want to bring him back and keep him coming back. You want him to know that yours is the hardware store he ought to patronize to the exclusion of all others. He won't know this unless you tell him, and he will forget it unless you keep telling him. Therefore you ought to keep telling him. You ought to get after him at least 52 times a year with a really good story of the advantages you have to offer him in the way of economical and satisfactory buying. You ought to marshal all the reasons you can think of, print them, place them in Mr. Brown's hands and in the hands of all the other people of whom you want to make good customers.

If you make up a list of all the people who would make desirable customers and go after them elaborately three or four times a year, or perhaps less elaborately every month or so, it should prove a strong ally to your regular newspaper advertising.

Neat and attractive little books and folders do not cost very much and they are worth a great deal more than they cost to any business man. They offer an opportunity to tell a whole story all at once or in instalments. They should be of such a character that they will be read and preserved.

Good Advertising Monthly Competition.

For the purpose of encouraging readers of *HARDWARE AND METAL* to do better advertising and send the results of their efforts to this department for review, two dollars will be given to the reader who shall send in the most meritorious ad. during one month.

Any subscriber of *HARDWARE AND METAL* may participate, and any number of ads. may be sent in, an award being made at the end of each month.

Some particulars regarding local conditions and the extent of your advertising should accompany each lot of ads., including a statement as to the results accruing from the ads. submitted.

Ads. outlining special sales or new ideas in merchandising are desirable, as are also regular ads. of a superior order of merit.

Don't think your ads. are not sufficiently good to win a prize. Try anyway. If at first you don't succeed, try hard to write a specially good ad., run it in your local paper and then enter the competition again. It will be but a friendly contest, and I hope all will participate.

In case only one ad. shall be received in any one month and it does not, in the opinion of the editor, possess sufficient interest to merit it, an award need not be made. However, it is not expected that this contingency will arise.

All correspondence should be addressed to W. Arthur Lydiatt, care of *HARDWARE AND METAL*, Toronto, Ont.

instance and leave absolutely no grounds for complaint. All this goes without saying, but still there is something lacking.

People will still insist upon overlooking the fact that you have given, and are able to give them, all this good service and satisfaction, and go wandering away from you.

The man who uses this kind of advertising matter most freely is going to make more good customers than any of his competitors, all other things being equal.

If, at regular and stated intervals, you send a man a really good piece of printed matter, telling him fully and plainly just how and why it will be money in his pocket to patronize your store exclusively, you are bound to make an impression upon him that will in the end make a good customer of him.

It is a sad mistake to be satisfied with what trade drifts in your direction. Don't allow yourself to feel that you are getting your share simply because you are doing as much business as your competitor. Your share is the whole thing. Go after the whole thing.

When you get a new customer into your store do not be satisfied with simply making a sale and trust to luck for the future. Lay your plans with a view to making that man a good customer and a permanent one. It pays. It pays to spend money that will make other people spend their money with you.

If, by giving a man 50 cents, he would come into your store and make a purchase upon which your profit would be \$2, would you hesitate about giving him the 50 cents? You most certainly would not. You would be glad to spend half-dollars in that way every minute in every working day in the year. If, by spending 50 cents on a man in the way of advertising matter, it will bring him in to buy something upon which your profit is \$2 can you reasonably hesitate to do that? You cannot hesitate if you believe that the advertising will do the work. It will do the work if it is the right kind of advertising. That is just as certain as anything on earth can be.

The Making of Good Copy.

Some writers of display copy, who happen to know a little about type faces, go to a ridiculous extreme in indicating the style of setting. We regret to see that the ad-writing schools teach their students to fill up the margin of their copy sheets with elaborate instructions as to indentions, and to sizes and styles of type. It is to be feared that it will take some of the "graduates" several years to get over this foolishness and learn the wisdom of giving the printer credit for a certain ad-sense and type-intelligence of his own.

The important thing for the ad-student to learn is to prepare his display copy in such a way that the compositor can see at a glance the effect to be produced without stopping to decipher a lot of fool instruc-

tions penciled in a dozen different directions around the margin.

There are, to be sure, occasions where it is desired that type of a certain series and size shall be used. If so, and your copy is going to an office where you know they have that series, it is all right to indicate it. A certain amount of instruction is a help to the printer; but overdo the thing and it becomes a hindrance.

The ad-writer is peculiarly fortunate who is handy enough with his pencil to lay out an ad. in its true proportions. If the sub-heads are to go in a letter half the size of the chief headline, his ad-script shows it at a glance, without any marginal instructions. If a certain line is to go in a condensed letter, the copy itself proclaims it. That is the sort of writing the printer welcomes.

And the writer who can gain proficiency in laying out his copy about the way it ought to look when set up, helps not only the printer, but himself also. He is enabled to see what he is doing, and can study the display effect of his work before it goes to the case. As to indentions, it surely requires very little skill to write the copy so that it shows for itself where it is to be indented.

The ad-school that will do its students the most good is the one that will teach them to make good, plain, self-instructive ad-script, and not to get too gay in making marginal notes for the sole purpose of showing that they have been to school and learned the difference between gothic extended and old-style antique.

THE COUNTRY FAIR.

ONE hears it said that the larger fairs are killing the smaller ones. If people say this it follows that they think it. It will be very unfortunate, however if the glamor of the large fair blinds our eyes to the value of the county or township fair.

The big Dominion, provincial and district exhibitions are possible just because the county and township fairs have flourished. The importance of this fact has not been perceived generally. The small fair is local in character, and is of interest chiefly to its own community. It makes for local excellence in stock, grain, roots, fruit, etc.

The local fair is too good an institution to be allowed to die out. Comparisons can be very unfair and very hurtful. To compare a county fair with a provincial and to draw discrediting conclusions is most unjust. They are not in any sense competitive; the one is the extension of the other. The strength of the larger is

the strength of the smaller. Injure one and you hurt the other. Encourage the small fair and you insure the excellence and permanency of the big fair.

The stimulus of the small fair to its community has been already suggested. This feature of local exhibitions is not to be ignored. It seems to be inborn with us to strive for superiority over our fellows. In our games, in our living, in our business, competition is a primal law. At fair time this open and declared competition is permitted. There is, however, a preparation more or less prolonged for this annual occasion, and the good work of fitting up stock, of providing creditable exhibits of roots, fruits, grain, of better dairying, etc., has been a first-class education in everything pertaining to excellence. No man or woman honestly strives to attain to better things without there being an enrichment of the most enduring sort—the growth in ability, in appreciation, in genuine education.

There is still another aspect of the local fair worth noting: It provides manufacturers and others with a fine opportunity for demonstrating new implements, machinery, dairy apparatus, building features, home equipment, etc. The local public have both the temper and the leisure to investigate these offerings. Quite apart from sales made, the instructive character of such displays is of very great value. The country fair partakes of the nature of a school session in which, though there be many instructors, much good knowledge is imparted and acquired.

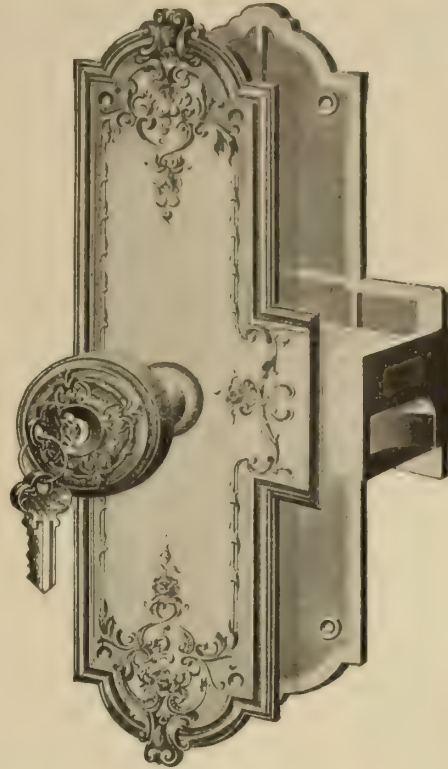
Time was when fair days were banner business days for local merchants. Accounts were scored, Winter purchases made, and the day's receipts went well up into the hundreds. But times have changed. Country folk visit town more frequently; money is handled freely throughout the entire year; credits are neither so long nor so general as they once were; the distribution of business is more even. Moreover, the faculty of being able to take a day or so off for enjoyment has seen a wonderful development, and the strenuous life allows itself some indulgences. Fair day has come to mean a day at the fair rather than a "settling-up day."

The big fair lasting a week or a fortnight can attract only those exhibitors with time and means at their command. The country fair lasting a day or so prohibits none from entering the lists. The big fair yields richer rewards and distinction. But in its significance and in the sincerity of the interest evoked, the provincial fair exceeds not a whit the humbler local fair.

In Stock:

GALVANIZED SHEET IRON
BLACK SHEET IRON.
CANADA PLATES.
TIN PLATES.
BARB WIRE.
HAY BALING WIRE.
BAR IRON AND STEEL.
CUT AND WIRE NAILS.
HARVEST TOOLS,
SHOVELS AND SPADES.

Try Our Mail Department.



Orders filled and shipped with despatch.

Agents for

WADSWORTH, HOWLAND & CO.
JEWEL PAINTS.
THE ARCADE FILL WORKS.
THE PETERS CARRIAGE CO.
CINCINNATI OHIO.
COLONIAL COFFAGE CO.
COD LINES
LEECHER ARMS CO.
ACME ARMS CO.
ROGERS STAIN FLOOR FINISH
ARMY & NAVY LIQUID GLUE
WACHTER MANUFACTURING CO.
CUTLERY AND SILVERWARE.
CONTRACTORS' SUPPLIES.

Wareroom and General Offices:
10 De Bresoles St.

WAREHOUSE:
45 Common St.

THE CANADA HARDWARE CO., Limited, WHOLESALE MERCHANTS, ...MONTREAL.



**Australasian
Hardware and Machinery.**

The Organ of the Hardware, Machinery
and Kindred trades of the Antipodes.

SUBSCRIPTION \$1.25 PER ANNUM,

post free to any part of the world.

PUBLISHING OFFICES:

Melbourne - Fink's Buildings.
Sydney, - - - Post Office Chambers.

BRITISH OFFICES:

London, - - - 42 Cannon St., E.C.

CANADIAN AND AMERICAN ENQUIRIES will receive prompt
attention if addressed to the LONDON OFFICE, 42 CANNON
STREET, E.C.

Specimen Copies Free on Application.

**Ask
and
Receive.**

**Advertise
and
Acquire.**

If you want to sell
a business or a de-
livery wagon, if you
want a partner or a
clerk—**advertise.**
If you have what
you don't want, or
haven't what you do
want—**advertise.**

Our condensed
advertisements
cost little, but are
worth a good deal.

You can reach most of the hardware
merchants in Canada at the expense of
a few cents. Our rate is 2c. per word
first insertion, and 1c. per word each
subsequent insertion, and *remittance
must accompany order in every case.*

HARDWARE AND METAL
MONTREAL and TORONT.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, September 25, 1903.

HARDWARE.

THE volume of trade this week continues very large and jobbers report the receipt of many large orders. The wholesale houses are kept very busy attending to the rush of orders. The manufacturers of arms and ammunition have been unable to meet the demand as promptly as might be desired. Some delays have ensued in filling orders for these goods. The decline on the American market of five cents for plain, barb, and galvanized wire has been cancelled and prices are at old figures. No change was made on the local market and prices remain firm. There has been an advance of one cent per pound in cotton wrapping twine. The demand for lanterns continues very active and considerable difficulty is experienced in filling orders promptly. There has been no slackening in the demand for wire nails and the rolling mills find some difficulty in keeping up with the demand. The demand for horse-shoes and horsenails also continues brisk and prices for same rule very firm. Considerable improvement is reported in the demand for cement, but the trade in fire-bricks continues very dull. Continued improvement is reported by the jobbers in pavements and the wholesale trade in general are confident that trade will continue good all season.

BARB WIRE.—Trade is picking up this week, the volume of business being considerably in advance of last week. The decline on the American market mentioned in these columns in our last issue has been cancelled, and prices have returned to the old basis. No change was made on the local market, which still continues firm in tone. Our quotations are as follows: \$2.50 per 100 lb. f.o.b. Montreal, and \$2.55 f.o.b. Cleveland. Carlots of 15 tons \$2.45 f.o.b. Cleveland.

GALVANIZED WIRE.—Business shows some improvement. Good sorting orders continue to come in freely and the aggregate of business for the week is considerable. The decline on the American markets noted in these columns last week has been cancelled and quotations are again on the old basis. No change was made on the local market, which still continues firm. We quote: No. 5, \$3.70; No. 6, 7 and 8, \$2.15; No. 9, \$2.55; No. 10, \$3.20; No. 11, \$3.25; No. 12, \$2.65; No. 13, \$2.75; No. 14, \$3.75. In carlots f.o.b. Cleveland: No. 5, \$2.20; Nos. 6, 7, 8 and 9, \$2.15; No. 10, \$2.20; No. 11, \$2.25; No. 12, \$2.30; No. 13, \$2.40; No. 14, \$2.50. In less than carlots, 12½c per 100 lb. extra charged.

SMOOTH STEEL WIRE. There is still a good demand for hay baling wire. In general lines business is fair, the orders being, for the most part, of a sorting nature. We quote: Bright and annealed, \$2.50 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as

follows: Coppered wire, 60c.; tinned wire, \$2; oiling, 10c.; spring wire, \$1.25; best steel wire, 75c.; bright soft-drawn, 15c.; hay-baling wire, 20 to 25c.

FINE STEEL WIRE. There is nothing special to note. Trade continues quiet and prices and discounts are unchanged. The discount is 25 per cent., with net extras as follows: 1 and 2-lb. hanks, 25c per 100 lb.; ½-lb. hanks, 37½c., and ¼-lb. hanks, 50c.

BRASS WIRE.—Business is only fair. The discount is still 60 per cent.

COPPER WIRE.—A fair business is reported at discount of 60 per cent.

PRESSED SPIKES.—Trade continues very active. No slackening in the demand is expected for some time and manufacturers are rushed to keep pace with the orders received. The market is very firm and the discount is still 20 per cent.

FENCE STAPLES.—Some improvement is reported in the demand this week. We quote the following unchanged prices: \$3 per 100-lb. keg for galvanized, and \$2.80 for bright. 25 and 50-lb. packages 25c. extra.

CUT NAILS.—There is a steady demand at unchanged prices. We quote, as follows: \$2.45 f.o.b. Montreal, carlots \$2.40.

WIRE NAILS.—There has been, as yet, no slackening in the demand which continues very brisk. The rolling mills are scarcely able to keep up with the demand. Stocks held are very light. We quote: \$2.40 per keg in carlots, and \$2.45 per keg in small lots f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

HORSENAILES.—As yet there is no slackening in the exceedingly active demand which has prevailed for some weeks back. No changes in prices have occurred but the market is strong. We quote as follows: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Countersunk" heads, 55 per cent.; "C" brand, 40, 10 and 7½ per cent. off; "Monarch," 50 and 7½ per cent. and "Peerless," 50 per cent.

HORSESHOES.—The rolling mills are taxed to their full capacity to keep up with the active demand for horseshoes which has prevailed for some weeks. Some delay is reported in filling orders. Prices are unchanged but the market is strong. We quote: Iron shoes, light and medium pattern, No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; X.L. steel shoes, new light pattern, sizes 1 to 5, \$5.35; light steel shoes, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05; featherweight, all sizes, 0 to 4, \$5.35; toe weight, all sizes, 1 to 4, \$6.60. Shoes more than one size in a keg, 10c. per keg extra f.o.b. Montreal only.

RIVETS AND BURRS.—A firm and active market is reported this week. Trade is good, and discounts are unchanged. We quote the following discounts: Best iron rivets, section carriage and wagon

box, black rivets, tinned do., coopers' rivets and tinned swede rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS AND NUTS.—Trade continues active this week. Difficulty is still experienced in filling orders for some sizes of bolts. Discounts are unchanged and, as before, our quotations are as follows: Common carriage bolts, 50 per cent.; full square carriage, 55; machine, 50 and 5; coach screws, 66 2-3; sleighshoe bolts, 65 and 5; blank bolts, 50 and 5; bolt ends, 50 and 5; plough bolts, 50 and 5; tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3½c. per lb. off list; hexagon nuts, 3½c. per lb. off list.

SCREWS.—A steady trade is reported this week, business having shown some improvement since our last report. The discounts are unchanged as follows: Round head bright, 82½ per cent.; flat head bright, 87½ per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

CORDAGE.—Business continues very good for the season of the year. The market is steady and prices are unchanged. We quote as follows: Pure manila, 14½c.; British pure manila, 12c.; sisal, 11½c.; double lathyrarn, 11c.; single lathyrarn, 10½c.; Russian tarred spunyarn 13½c.; jute rope, ¾-in. in diam. and upwards, 9c.; cotton rope, 16½c.; cotton twine, 17 and 20c. for 3 and 4 ply. Cotton bedcord, 90c. to \$1.35, according to length.

BUILDING PAPER.—Some improvement in the demand is reported this week. The market is steady and prices are unchanged. Our quotations are: Tarred felt, \$1.85 per 100 lb.; 2-ply ready roofing, 90c. per roll; 3-ply, \$1.15 per roll; carpet felt, \$2.25 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O.K. and I.X.L., 70c. per roll; heavy straw and sheathing, \$35 per ton; slaters' felt, 65c. per roll.

SHOT.—Business continues very active and the volume of trade for the week is large. Sorting orders coming in freely make a good aggregate. We quote: Ordinary drop shot, A. A. A. to dust, \$6.50 per 100 lb.; chilled, Nos. 1 to 10, \$7 per 100 lb.; buck and seal, \$7.50 per 100 lb.; ball, \$8 per 100 lb. Trade discount 17½ per cent. f.o.b. Montreal, Toronto, Hamilton, London, St. John, N.B., and Halifax.

FIREBRICKS.—The market continues dull and featureless. There are no changes to report, but the market is weak. English are quoted at \$16 to \$22 per 1,000, and Scotch at \$17 to \$22.

CEMENT.—Considerable improvement in the demand is reported this week. We quote: Canadian cement, \$1.90 to \$2.25; German, \$2.25 to \$2.40; English, \$2.15 to \$2.25; Belgian, \$1.70

PORTLAND CEMENT

CANADIAN, ENGLISH,
GERMAN and BELGIAN.
FIRE BRICKS, FIRE CLAY,
ENAMELLED BRICKS, all colors.
BUILDING BRICKS.
SEWER PIPES, CULVERT PIPES,
WHEELBARROWS,
FOUNDERS' and CON-
TRACTORS' SUPPLIES.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

.. FULL STOCK ..

Salt Glazed Vitrified

Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond McCall & Co.

MONTREAL, QUE

or to

Canada Iron Furnace Co.

MIDLAND, ONT. Limited

to \$1.95 per bbl. ex store, and American, \$2.20 to \$2.40 ex cars.

SCREEN WIRE CLOTH. There is a fair demand at unchanged prices: \$1.50 per 100 square feet.

POULTRY NETTING. Except for some little inquiry for 1904 delivery there is nothing doing at present. The discount is 60 per cent.

LANTERNS. — Jobbers report a very active demand. As noted above, much difficulty is experienced in filling orders and some delay is unavoidable. We quote the following unchanged prices: Lift, hinged or tilt, \$4 to \$1.25 per doz.; cold blast No. 2, \$7 to \$7.50; painted dashboard, \$6.50 to \$6.75; plain dashboard, \$6 to \$6.25; searchlight, \$20 to \$24 doz.; brass cold blast, small, \$9.75 to \$10.

METALS.

English cable advices report that the tinsplate market is somewhat weaker. A decline of 1½d. per box has occurred. On the local market there have been no changes as yet, and none are expected at present. Orders continue to be booked for future delivery. General business in metals continues active and the trade expects a still more active demand. There are no quotable changes this week but the market is very firm. In pig iron the situation is unchanged. Very few sales are reported and those made are small.

PIG IRON.—As noted above, trade continues light. There are no changes in price. We quote: Summerlee, \$21; Carron, No. 1, \$21; do., No. 3, \$19.75; Middlesboro', No. 3, \$18; Ayersome, No. 1, \$20; do., No. 3, \$19.40.

BAR IRON.—A fair demand is reported at unchanged prices. The stocks held by manufacturers are large. We quote: Merchants' bar, \$1.95; horseshoe iron, \$2.20; forged iron, \$2.15.

BLACK SHEETS. A good active demand is reported this week and business shows considerable improvement. Our quotations are as follows: 28 gauge, \$2.15; 26 gauge, \$2.40; 22 to 24 gauge, \$2.35; 18 to 20 gauge, \$2.30, and 8 to 10 gauge, \$2.40.

GALVANIZED IRON.—An active demand is reported this week. Prices are steady and unchanged. Our quotations are as follows: 28, Queen's Head, \$1.10; Apollo, 10½ oz., \$1.30; Fleur-de-Lis, \$1.15; Comet, \$1; Bell brand, \$1. In less than case lots 25c. extra.

LEAD PIPE.—The demand this week is fair. Composition and waste sell at 8c., ordinary at 7c. The discount is 35 per cent.

IRON PIPE. A good volume of business is reported for this week. Orders are coming in freely. Many small orders and a few large ones are reported, the whole amounting to a good aggregate. Prices are firm and unchanged. We quote: Standard pipe, per 100 feet, in lengths under 19 feet—black, ½-in., \$2.30; ¾-in., \$2.30; 1-in., \$2.55; 1½-in., \$2.85; 2-in., \$3.65; 1-in., \$5.20; 1½-in., \$7.35; 2-in., \$8.95; 2-in., \$12.55. Galvanized—½-in., \$3.20; ¾-in., \$3.45; 1-in., \$3.90; 1½-in., \$5; 1-in., \$7.20; 1½-in., \$10.05; 2-in., \$12.20; 2-in., \$16.85. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, ½-in., \$4.20; ¾-in., \$5.25; 1-in., \$7.55; 1½-in., \$10.55; 2-in., \$12.75; 2-in., \$17.60. Galvanized—½-in., \$5.20; ¾-in., \$6.85; 1-in., \$9.55; 1½-in., \$13.25; 2-in., \$16; 2-in., \$21.

TINPLATES

"DOMINION CROWN"—Best Best Charcoal, tinned.

"ALLWAYS"—Best Charcoal.

"CANADA CROWN"—Charcoal.

"LYDBROOK"—Best Coke.
"TRYM"

All standard brands. Accept no substitute.

A. C. LESLIE & CO.

509-512 Merchants Bank Building,

MONTREAL.



The best known hardwaremen in Canada handle **McDougall Pumps**.

Are you one of these well known people?

Better get in with the rest and make some money while you can.

Send for our catalogue and find out what we make.

MADE IN CANADA.

The R. McDougall Co., Limited
GALT, ONT.

Pig Tin

BOUSTEAD & CO.'S PENANG.
INGOT COPPER
LAKE AND CASTING.

PIG LEAD
SPELTER
ANTIMONY
PIG IRON

ADAM HOPE & CO.
Hamilton, Ont.

NOVA SCOTIA STEEL
& COAL Co., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

OPEN HEARTH STEEL

EXPLAINS. As noted above, English cable millers received in Montreal this week, but the market weakness on the British market. A decline of 1½d. per cwt. is reported, but local buyers do not seem to be working on the local market and others are being booked freely for 1000 cwt. The price of cokes is 31 and of charcoal, \$1.25.

PLATE PLATES. A fair business is reported this week. The market is firm and quotations given last week, \$6.75 to \$7.

COIL CHAINS. Business is fairly active this week. Prices are unchanged. The quotations are as follows: No. 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100.

CANADA PLATES. There is little to add to our report in last issue. The market is weak but no changes are expected at present on the local market. Our quotations are as follows: 52s., \$2.15 to \$2.60; 60s., \$2.60 to \$2.70; 75s., \$2.70 to \$2.75; full polished, \$3.65 and galvanized \$1.15 to \$1.25; galvanized, 60s., \$1.35 to \$1.45.

STEEL. The market is firm and the demand good. Our quotations are: Skishshee, \$2 to \$2.05; tire, \$2.10 to \$2.20; spring, \$2.55 to \$3; reeled machinery, \$2.75 to \$3; toe calk, \$2.55 to \$2.75; machinery (iron finish), \$2.05; square harrow, \$2.05.

TOOL STEEL. Trade is good and prices are unchanged. We quote: Black Diamond, 8 to 9c.; Sanderson's, 8 to 9c.; according to the grade; Jessor's, 10c.; Jonas & Colver's, 10 to 20c.; "Air Hardening," 50 to 65c. per lb.; Conqueror, 7c.

INGOT COPPER. There is nothing special to add to our report of last week. The market continues very firm and a further advance is not unlikely. We quote 11½c. for round lots. Higher prices are asked for small quantities.

PIG LEAD. There is a very fair demand at prices ranging from \$3.20 to \$3.30.

SHEET ZINC. A fair demand is reported at unchanged prices. For cash lots \$5.75 is asked, and for smaller quantities, \$6.50.

SOLDER. Trade is good. Some shade is reported on round lots. We quote: White solder, 20c.; bar 19c.

SCRAP METALS.

Trade continues to show some slight movement but the volume of business is still small. Prices of copper are weak, but there has been no quotable change as yet. Machinery scrap is low. We quote as follows: Heavy copper and wire, 10c. per lb.; light copper, 10c.; heavy red brass, 10c.; heavy yellow, 8½c.; light brass, 5½c.; lead, 24 to 25c.; zinc, 20 to 25c.; iron, No. 1 wrought, \$13 to \$14; machinery scrap, \$13 to \$15; stove plate, \$12; malleable and steel, \$6; mixed country tags, 60 to 70c. per 100 lb.; old rubbers, 6 to 6½c. per lb.

HIDES.

There is a very active competition among buyers for lambskins and as high as 65c. has been paid in some instances. Beef and calf hides remain unchanged, and there does not seem to be the same competition in these hides. Our quotations are as follows: No. 1 beef hides, 9c.; No. 2, 8c.; No. 3, 7c.; No. 1 buff sheepskins, 75 to 79c.; lambskins, 60 to 65c.; No. 1 calfskins, 11 to 12c.; No. 2, 9 to 9½c.

tions are as follows: No. 1 beef hides, 9c.; No. 2, 8c.; No. 3, 7c.; No. 1 buff sheepskins, 75 to 79c.; lambskins, 60 to 65c.; No. 1 calfskins, 11 to 12c.; No. 2, 9 to 9½c.

RAW FURS.

On the local market trade continues quiet and little activity is expected until the opening of the October sales. There are, as yet, no changes in Canadian furs. The tone of the market is very firm. Some changes on the European markets should interest local buyers. Persians have advanced from 25 to 30 per cent. Grey lambs have advanced 10 per cent. Russian sables are from 20 to 25 per cent. higher than last year, while Russian ermines, owing to the great scarcity, have advanced 100 per cent. Fox skins are a little higher. We quote:

	Large	Medim	Small	Kitta	Fall Beaver	Spring Beaver
BEAVER—Labrador and choice Eastern.....	\$6.00	\$5.00	\$2.75	\$1.15	\$2.00 to \$2.50	\$3.00 to \$3.25
Territory Rocky Mountains and Western.....						
Strictly Prime, or, No. 1.....	6.00	4.00	2.00	.50-.75		
Partly Prime, or, No. 2.....	4.00	3.00	2.00	.50		
Unprime, or, No. 3.....	3.00	2.00	.75	.40		
Flat, weak, or poor, or, No. 4.....	2.50	.50	.25	.25		
BEAR—Black—Choice only.....	15.00	10.00	7.50	6.00	3.00	4.00
Brown.....	12.00	7.00	5.00	4.00	2.50	3.00
BADGER—Of all sections.....	.50	.25	.10	.05		
FISHER—Eastern and far North-Eastern.....	6.50	5.00	5.00	3.00	1.75	.50
Territory and Western.....	6.50	5.00	3.50	2.00	1.00	.50
FOX—Red—North-Eastern and similar fine bright red kinds.....	4.00	2.75	1.25	.75	.20	
Territory and Western.....	4.00	2.75	1.40	.50	.20	
" Cross—Value principally as to beauty, also size & richness.....	Dark	Fair	Pale	2	3	
" Silver—Eastern and far Northern.....	75.00	50.00	25.00	20.00	15.00	.50
" Pacific Coast, Territory and Western.....	50.00-60	35.00	20.00	15.00	5.00	2.50
LYNX—Far North-Eastern.....	4.00-8.00	6.00	4.00	2.00	1.00	.25
Territory and Western.....	4.00-8.00	6.00	4.00	2.00	.60	.20
MARTEN—British Columbia, Northern Pacific and similar.....	Dark	Brown	Pale	2	3	
Territory and Western.....	7.00	5.00	3.50	1.75	2.50	1.00
Quebec and Ontario.....	3.00-3.50	2.25	1.50	1.00	.50	.25
MINK—Halifax, far North-Eastern and choice.....	Large	Medim	Small	2	3	
Territory and Western.....	1.50-2.00	1.50	1.00	.75	.40	.25
MUSKRAT—Eastern, best large.....	25-28c.	.10 to .13	.08 to .10	.02 to .05		
Territory and Western.....	20c.	.05 to .10	.07	.02 to .04		
OTTER—Labrador and far North-Eastern.....	Large	Small	2	3		
Territory and Western.....	10.00	7.00-10	10.00-12	2.50-5	2 to 4.00	1.00 to 2.00
RACCOON—Black—Value according to darkness, size and beauty.....	Large	Small	2	3		
SKUNK.....	75-125	.60-75	.33-50	.25	.15	
WOLVERINE—Value according to darkness, size and beauty.....	Dark	Brown	Pale	2	3	
CASTOREUM.....	5.00	4.00	2.50	1.50	.75	.25

NOVA SCOTIA MARKETS.

Halifax, Sept. 22, 1903.

BUSINESS has been very good in the last week with all the city wholesale houses. The travellers who have been at headquarters for the past fortnight started out upon their respective routes yesterday, and as the prospects are bright for Fall trade, good reports will no doubt be received. The markets are practically unchanged, firmness in all lines being still the characteristic feature. While turpentine is moving upward on the outside markets, no change has yet been made in the local quotations. Linseed oil is steady at the decline previously noted. There is a very good Fall demand for paints and oils. The demand for sporting goods, ammunition, etc., continues and sales have been fairly large. The stove and household trade has opened up well, there being a very good inquiry. Collections are normal and the movement of farm produce is causing increased circulation in the country districts.

Early this month a representative of the United States Bureau of Forestry visited Cape Breton in search of supplies of

creosote, such as are made, or will be made, at Sydney. The price of railway ties has increased in the United States so rapidly that creosote will be largely employed to preserve them. The New York Central, it is said, has contracted to take large quantities of Sydney creosote and also quantities of sulphate of ammonia. These will be made at Sydney by The Dominion Tar and Chemical Co. This company's output of tar will be 100,000 gallons per annum. The company have the contract for the shipment of a large quantity of tar to the United States. Practically every manufacturing industry in the province is overtaxed with orders, and with many of them the output is at present much larger than at the same time last year. As an illustration take the Munroe Wire

Works, of New Glasgow. Only a few years ago the number of their workmen was only half a dozen; to-day it is nearly 50, and it is said that one firm in Toronto will take all the spring mattresses the factory can turn out. The first order from the Toronto people was for 1,000. There is not a foundry in the province but is working full time, and most of them are short handed. For the first time in history the west-bound freight traffic on the I.C.R. is heavier than the east-bound, which indicates that we have turned the tide against the upper provinces and are sending them goods in greater proportion than they do us. A railway man, who has looked into the transportation question very closely, says the whole Northwest can be made a profitable market for Nova Scotia factories. The lower cost of delivery from Montreal and Toronto factories is more than offset by the low price of raw material in this province.

Notwithstanding the vicissitudes of Dominion Iron and Steel, but little fault can be found with trade conditions in Cape Breton. The freight traffic on the C.B. section of the I.C.R., a railway man informs your correspondent, is fully as large as at this time last year. While

there has been a falling off at Sydney it has been fully made up by the increase at other places. When we consider the magnitude of the business in the construction days of The Dominion Iron and Steel Co.'s works the present condition is most remarkable.

The Dartmouth Rolling Mills, which have been removed to a new site on the harbor front, are now once more in operation. Only one set of rolls are at present being worked, and about the same specifications of merchant iron are being produced as before the removal. The heavy rolls are being installed and in about four weeks these will also be in operation. The output of the mills will then be about 60 tons of merchant bar per day. The Dartmouth Machine Works, a new industry, controlled by about the same men as are interested in the rolling mills, are now running full blast, a large number of men being employed. These enterprises promise to be of considerable importance to the town on the western side of the harbor, and, being in close touch with the wholesale trade of Halifax, a ready market is assured.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., Sept. 19, 1903.

VANCOUVER is likely to have a little splurge in oil before long. A gentleman is in the city, said to represent the Rockefeller interests, and has purchased through a syndicate a claim of 160 acres of land in North Vancouver, as the district across Burrard Inlet from this city is known. The statement is made that a credit of \$50,000 has been placed in a local bank to the order of the agent who is doing the business. A meeting of those interested was held yesterday to organize a stock company, which will be incorporated at once. The sum of \$15,000 is to be spent at once in putting in machinery and operating to explore the location for the purpose of determining the value of the oil deposit if it is there, though the locators claim to have every assurance of the existence of oil in paying quantities. Some months ago, in fact, nearly a year ago, when the discovery was made, one of the locators from a fissure in the rock collected an 8-ounce bottle full of liquid, which dripped drop by drop from it. It took half an hour to fill the bottle. The samples collected were sent to San Francisco for analysis, and gave excellent results, the report from the analyst stating that the finders had a big thing in it. There are other locations in the same vicinity, and the purchasers of the first claim are trying to secure two more—one of 320 acres and one of 110 acres. From one of these, where a prospect hole three or four feet was dug in the soil, samples of crude oil were collected from the oozing of liquid into the hole. The locators claim to have made a study of charts drawn by experts in California, who had traced thereon the existence of petroleum beds, and, though not personally acquainted with the localities, yet the experts had charted out the very district in which the find at North Vancouver is located.

The last of the rail ships is in—the French ship Alice, which had been out 258 days from Antwerp, having sailed on December 30 last. She was forced to put into Falmouth in distress early in Janu-

ary of this year, and did not sail from that port until March 22. Bad weather several times since accounts for her protracted voyage. The cargo of the Alice was originally purchased for the Klondike Mines Railway, a line projected by E. C. Hawkins, former manager of the White Pass Railway, and which was to have been run from Dawson, connecting the principal creeks. That project has been dropped apparently, and then it was thought the cargo of the Alice could be sold to The Trans-Alaskan Railway Co., another projected line in the north, which is intended to run from Valdez across Alaska. But a hitch occurred in the negotiations, and it was finally decided to discharge the rails here. The vessel is berthed at Moodyville, across the harbor from Vancouver, and, as the wharf where she is discharging her rails virtually belongs to the Great Northern Railway, it is more than probable that the rails will be sold to that company, if they are not already. One cargo of rails already lies on the wharf at Moodyville, being intended for the Great Northern's new connection from New Westminster to Vancouver.

The approaching visit of the Canadian Manufacturers' Association to the Coast is being noted with a great deal of interest by Vancouver business men, many of whom are personal friends or business correspondents of the delegates who will visit the West. The Vancouver City Council is prepared to take part in entertaining the delegates and showing them the courtesies usual on such an occasion. The local branch of the association, of which W. T. Stein is secretary, is doing all in its power to arrange a suitable reception, so that, taken altogether, it is likely the visitors will see as much of Vancouver and its surroundings as is possible in the limits of a tour. As British Columbia is yearly becoming a heavier purchaser of eastern manufactured goods, and the more especially as the Yukon trade is largely transhipped from here, it is most important that the manufacturers themselves should see the conditions here. Much good should accrue from the visit. It is quite likely the Board of Trade will take steps to meet the delegates and confer with them on matters of mutual interest. It is conceded that the visit is second in importance to that of the delegates of the Chambers of Commerce of the British Empire, a pleasant event of last week. In some ways the visit of the Canadian Manufacturers is of more direct importance, as Vancouver is now in touch with eastern manufacturers for a large part of their requirements, and in bettering the relations it will improve the business already established. Of course, the visit of the Imperial delegates will do much to broaden the ideas of the British business men as to the actualities and capabilities of this outpost of the Empire.

The Empress of India, which arrived from the Orient this week, brought one small, but interesting, consignment of metal, consisting of 109 slabs of ingot tin from Singapore and Penang. As one of the very few tin mines of the world is on the Malay peninsula, and as much interest has been directed there of recent years, this shipment may indicate that the development of tin mining is going to be a factor to come in for attention. As large quantities of tinplate are used here annually in the salmon canning industry,

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine preparation for Cleaning Cutlery 6d. and 1s. Containers

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street
MONTREAL



COVERT MFG. CO.

West Troy, N.Y.

Auto Screw Jack

Harness Snaps, Chain, Rope and Web Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICE



PRIEST'S CLIPPERS

Largest Variety. Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.

SEND FOR CATALOGUE TO American Shearer Mfg. Co., Nashua, N.H., U.S.A.

Don't Forget the Name...

NEWMAN'S INVINCIBLE
FLOOR SPRINGS

Strong, Quick, Reliable, Effective.

Will close a door against any pressure of wind Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.

W. NEWMAN & SONS, Birmingham.

Oneida Community Goods

HALTERS, COW TIES, SNAPS, etc., etc.,

In all sizes and styles. May be had of all jobbers throughout Canada.

Factory—NIAGARA FALLS, ONT



You will be asked for Dundas Axes next fall. Are you preparing to meet the inquiry by being able to show the goods?



Dundas Axe Works, Dundas, Ont

W. L. Halimand Jr., Eastern Agent, Montreal.

the possibilities of a tinplate industry are not too great to be grasped. There is every likelihood of large developments of the iron ore deposits of Vancouver Island in the near future. The presence of great supplies of coal, which, like the big iron deposits, are on tide water, will ensure the establishment in the province somewhere on the coast of a big iron and steel reduction plant some time before many years. The establishment of a tin plate industry would not be a great deal more, and would likely follow, especially if the mgot tin is to be shipped direct from the Orient, where production is likely to be cheap.

The usual consignment of pig lead, refined from British Columbia ores at the Selby smelting works, of San Francisco, arrived in this week on the Umatilla. She brought 3,159 pigs of lead, making 167 tons. This is the usual thing, and one of the most familiar sights on the wharf is to see the silver lead bullion from the smelters of the Kootenay being transferred from cars to the steamers for shipment to Frisco to be refined. Then the refined lead is brought back in due course and shipped east, this time going right through to Montreal. The bounty on pig lead should soon do its work in getting a refinery established in the Kootenays, where all transportation charges would be cut off, except the one haul direct to the consumer.

ONTARIO MARKETS.

Toronto, September 25, 1903.

HARDWARE.

BUSINESS continues to expand in a satisfactory manner. Orders for seasonable lines, particularly guns and ammunition, sporting goods, building paper, bolts and nuts, wire nails, screws, horseshoes, etc., are coming in nicely. Prices throughout are unchanged.

FENCE WIRE.—Nothing doing. Prices unchanged throughout.

WIRE NAILS.—There has been a steady improvement in the demand. Prices are unchanged throughout. We quote the base price for nails at \$2.50 per keg f.o.b. Toronto.

HORSE NAILS.—The demand shows a satisfactory increase. Prices unchanged. Our quotations are: "C" brand, oval head, 40 and 10 and 7½ per cent.; on "Monarch," 60 per cent.; "M," "Oval" and "Countersunk" head, 55 per cent.; on "Peerless," 45 and 7½ per cent.

HORSESHOES.—Business is picking up nicely. We quote f.o.b. Toronto as follows: Iron shoes, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05. Steel, new light shoes, No. 2 and larger, \$3.95; No. 1 and smaller, \$4.20. Snow shoes, No. 2 and larger, \$4.05; No. 1 and lighter, \$4.30. If shipped from factory, 10 to 15c. less.

SCREWS.—A steady trade is now reported. Prices are firm. Our quotations are as follows: Flat head bright, 87½ per cent. discount; round head bright, 82½ per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze, 75 per cent.

RIVETS AND BURRS.—Demand continues to increase. Prices show no change as follows: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per

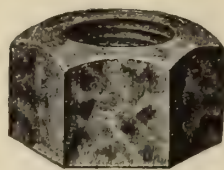
Standard Horse Rasps



"Kearney & Foot," "Nicholson," "Globe."
Warranted.

The above brands are celebrated for their Sharp, Elastic Teeth and Uniform Temper.
For sale by prominent Hardware dealers.

NICHOLSON FILE CO., DOMINION WORKS, **PORT HOPE, ONT.**



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs,
Etc. Cold Punched Nuts of every variety of finish.
INGERSOLL, ONT.

NEW RAILS

Sessenwein Bros.,

103 Shannon St.

.. MONTREAL.

12, 14, 16, 18, 20, 24, 30, 35 and 56 lbs. to

the Yard—carried in STOCK for prompt shipment. **TRACK REQUISITES.**

cent.; copper rivets, with usual proportion of burrs, 45 per cent.

BOLTS AND NUTS.—The scarcity is still manifest. Prices are firm. Our quotations are as follows: Carriage bolts, common (\$1 list), 50 and 10 per cent.; carriage bolts, full square (2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron (\$3 list), 55 and 10 per cent.; machine bolts, all sizes, 50, 5 and 10 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.

CORDAGE.—Some sizes of rope are selling well. Prices are steady as follows: Pure manilla, 14½c.; British pure manilla, 12c.; sisal, 11½c.; double lath yarn, 11½c.; single lath yarn, 11c.; double shingle yarn, 11½c.; single shingle yarn, 11c.; sashcord, 25 to 30c.

LEAD PIPE.—There is a fair sale at steady prices, the discount being 35 per cent.

SPORTING GOODS.—Dealers report a larger sale of this line than customary.

CUTLERY.—A good trade is doing. Prices are steady.

WOODENWARE.—Business is picking up steadily and prospects for Fall seem excellent. We quote: Washboards—Victor, \$1.25; Crown, \$1.30; Improved Globe,

\$1.45; Standard Globe, \$1.55; Original Solid Globe, \$1.70; Superior, solid back, \$1.85; Jubilee, \$1.85; Pony, \$1.05. Tubs—No. 0, \$10.75; No. 1, \$8.60; No. 2, \$7.50; No. 3, \$6.45. Pails—No. 1, 2 hoops, \$1.77; No. 1, 3 hoops, \$1.93.

SOIL PIPE AND FITTINGS.—A moderate business is doing. Discounts are as follows: Light soil pipe, 45 and 5 per cent.; light soil pipe fittings, 50 and 5 per cent.; medium and extra heavy pipe and fittings, 55 and 5 per cent.; 7 and 8-in. pipe, 40 and 5 per cent.

BRASS GOODS.—A good trade continues in brass goods and all steam fittings.

BUILDING PAPER.—The big movement continues. Prices are steady. Our quotations are as follows: Tarred felt, \$1.85 per 100 lb.; 2-ply ready roofing, 95c. per roll; 3-ply, \$1.20 per roll; carpet felt, \$2.30 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O.K. and I.X.L., 70c. per roll; heavy straw and sheathing, \$35 per ton; slaters' felt, 65c. per roll.

FORK HANDLES.—A fairly good trade is doing at steady prices.

GUNS AND AMMUNITION.—Sales of

gunpowder are particularly satisfactory. Guns and rifles are still in good demand at steady prices.

METALS

Business is of satisfactory volume, though competition has been rather keener, as a result of a general tendency to withhold orders for 1904 delivery in consequence of the doubtful condition of some of the metals. Iron continues easy in the United States. Steel has declined somewhat. Tin is lower on all markets, the local market showing a drop of 50c. per ton. Copper is stronger on outside markets but steady here.

PIG IRON.—The market is weak in sympathy with the easiness on other markets. Prices are not changed, however, Midland and Hamilton No. 1 being quoted at \$20.

BAR IRON.—There is a moderate demand at easy prices. The base price is \$2. For extras cut to length while rolling: 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft., by special agreement according to length and size.

STEEL BOILER PLATES.—There is a fairly good business from stock. Import orders are also going forward. The base price is \$1.96 f.o.b. Toronto.

TOOL STEEL.—There have been no alterations since last writing. We quote: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 10 to 20c.; ditto, "Air Hardening," 70c. per lb.; Chas. Leonard's, 8 to 9c.; Park's "Silver," 11 to 13c.; Park's "Special," 15 to 18c.

BLACK SHEETS.—The demand for this line is improved. Prices are unchanged. We quote as follows: 10 to 16 gauge, \$2.25; 18 to 20 gauge, \$2.70; 22 to 24 gauge, \$2.90; 30 gauge, \$3.

CANADA PLATES.—The activity continues with prices firm. We quote: All dull, \$2.70; half polished, \$2.85; and all bright, \$3.60.

GALVANIZED SHEETS.—A steady demand at unchanged figures continues. We quote: Queen's Head, \$4.50 for 28 gauge; American, \$4.40 for 24 gauge; Bell brand, \$4.30 for 28 gauge; Gordon Crown, \$4.50 for 28 gauge.

TIN.—Prices fell during the early part of the week but have steadied since the reduction which brought prices to \$31.50 to \$32.50.

TINPLATES.—Prices are unchanged. There is a fairly good demand. We quote: Coke plates, bright, 14x20, \$3.85; charcoal plates, terne, 20x28, 112 sheets, \$8.

COPPER.—A good business in both sheet and ingot is now noted. We quote as follows: Ingot copper \$15, and sheet copper \$21 per 100 lb.

BRASS.—Is unchanged in price. Demand is fair. Discount, 10 per cent.

LEAD.—The market is quiet. Prices show no change. We quote: \$3.50 per 100 lb. for pig lead, and \$3.75 for bar lead.

IRON PIPE.—An improvement in the demand continues. Our quotations are: Per 100 ft.: Black pipe, $\frac{1}{2}$ -in., \$3.15; $\frac{3}{4}$ -in. \$2.40; 1-in., \$2.65; $1\frac{1}{4}$ -in., \$2.85; 2-in., \$3.65; 1-in., \$5.25; $1\frac{1}{4}$ -in., \$7.35; 1 $\frac{1}{2}$ -in., \$8.95; 2-in., \$12.55; 2 $\frac{1}{2}$ -in., \$20; 3-in., \$23; 3 $\frac{1}{2}$ -in., \$30; 4-in., \$36.

ZINC SPelter.—Stocks continue light and as there is a good demand prices are firm at 6 $\frac{1}{4}$ to 6 $\frac{1}{2}$ c. per lb.

For Yourself

You choose reliability and endurance when it comes to building—

Choose the Same for Your Customers

Then you are certain of harmonious conditions and ever-increasing sales and prestige. We make every conceivable need in

Sheet Metal Building Materials

Honest, capable goods that give the acme of artistic effect, as well as enduring reliability. With our lines in stock, you'll never have an apology to make to your customers.

Consider—these things count for much.

The Metallic Roofing Co., Limited

TORONTO

MONTREAL

WINNIPEG

ZINC SHEETS.—There is a fairly good business in small quantities. We quote: Cask lots, \$6.75 to \$7, and part casks, \$7 to \$7.25.

SOLDER.—Demand is improving; prices are steady. Guaranteed half-and-half is quoted at 18 to 19c., and wiping 17 to 18c.

OLD MATERIAL.

The volume of trade has been fair this week. Rubber has gone up another $\frac{1}{2}$ c. per pound since last quoting. Brass and copper are less firm this week having dropped $\frac{1}{2}$ c. per pound. Tin and zinc remain firm at last week's quotations. Dealers' ruling prices are as follows: Heavy copper and wire, 10 $\frac{3}{4}$ c. per lb.; light copper, 9 $\frac{1}{2}$ c. per lb.; heavy red brass, 9 $\frac{1}{2}$ c. per lb.; heavy yellow brass, 8 $\frac{1}{2}$ c. per lb.; light brass, 5 $\frac{1}{2}$ c.; lead, 2 $\frac{1}{2}$ c.; scrap zinc, 3 $\frac{1}{2}$ c.; iron, No. 1 wrought, \$13.50 per net ton; No. 2 wrought, \$5; machinery cast scrap, \$15.50; stove plate, \$10; malleable and steel, \$6; old rubbers, 6 $\frac{1}{2}$ c. per lb., and country mixed rags, 50c. per 100 lb.

PETROLEUM.

Prices on this market remain unchanged. We quote: Canadian prime white, 16 $\frac{1}{2}$ c.; Canadian water white, 18 $\frac{1}{2}$ c.; American prime white, 17 $\frac{1}{2}$ c.; American water white, 19c.

HIDES, SKINS AND WOOL.

Lambskins and pelts have each gone up 5c. since last writing. Pulled wool is also firmer this week. Otherwise there is no prominent feature on the market. We quote:

HIDES.—No. 1 green, 8c.; No. 2 green, 7c. per lb.; No. 1 green, steers, 8 $\frac{1}{2}$ c.; No. 2 green, steers, 7 $\frac{1}{2}$ c., per lb.; cured, per lb., 8 to 8 $\frac{1}{2}$ c.

CALFSKINS.—Veal skins, No. 1, 6 to 14 lb. inclusive, 9c.; No. 2, 7c.; No. 1, 15 to 20 lb. inclusive, 8c.; No. 2, 6c. Deacons (dairies), each, 60 to 70c. Lambskins, each, 45c.; pelts, each, 45c.

WOOL.—Unwashed wool, per lb., 9c. to 10c.; fleece wool, per lb., 16c. to 17c.; pulled wool, super, per lb., 16 to 18c.; pulled wool, extra, per lb., 19 to 21c.; tallow, per lb., 4 $\frac{1}{4}$ to 5c.

WESTERN BUSINESS COLLEGE.

The Western Business College, corner Spadina avenue and College street, is highly regarded by the business community of Toronto. The work of the graduates of this college is very highly spoken of, and they appear to have no difficulty in obtaining good positions.

It is expected that the cement works at Raven Lake, near Lindsay, Ont., will be completed and ready for operation early next Spring.

The St. John Ladder Co. are starting in business in St. John, N.B., as manufacturers of ladders. A factory to employ 26 hands will be built shortly. This, it is said, will be the only factory of the kind in Canada.

The New Brunswick Government has leased the Grand Falls water power for 30 years to The Electro Manganese Co. for manufacturing purposes. This lease is given upon the condition that the company deposit \$50,000 as a forfeit in case of failure to meet the terms of the agreement, and that the rental for the first ten years shall be \$500 per year, for the next ten years not more than \$1,000 per year, and not more than \$1,500 per year for the remaining time. This company manufactures ferro-manganese from wad and bog ores, and already has a large plant in operation at Shawenegar Falls, Que.

PROSPECTS FOR THE CANADIAN "SOO."

A GENTLEMAN from Sault Ste. Marie, requested in The Lake Superior Consolidated Co's interview, who was in Toronto the latter part of last week in an interview said, that the present conditions of the company are satisfactory, he considered the future promising. "You know," he said, "the natural resources of that part of the country are so great and illimitable that the industries must eventually succeed. Mr. Carnegie has been a wonderful man in promoting and organizing the present industries at the Soo. It is far wiser than one man could have done so much as he has. The buildings are most substantial and the plant of the mill is thoroughly up to date. When Mr. Carnegie failed was in the actual management. If Mr. Shields had been appointed manager a year ago, the financial condition of the company would have been a great deal different. During the few months he has been manager of the company he has effected savings which will aggregate about \$500,000 a year. That is pretty good for a start off."

Are the works in connection with the company at present in operation?" "Hardware and Metal" asked.

We have at present two saw mills, each will produce this season about 20,000,000 feet of lumber. Then there are two shingle mills that will produce twenty million white pine and white cedar shingles; these mills will also produce ten million lath. The veneer mill will manufacture into veneer about ten million feet of hardwood logs, which will be sold to the furniture manufacturers throughout the Dominion chiefly, while the surplus will be exported. The veneers which we turn out are of an exceptionally good character. During the Dominion Exhibition some gentlemen from New York who were interested in veneer factories there, said they never saw anything to equal it as far as quality was concerned.

The charcoal plant will be running in the neighborhood of 160,000 cords of 4 ft. wood into charcoal, to say nothing of the by-products, such as wood alcohol, coal tar, etc. The two pulp mills of the company are running every day, one on sulphur and the other on ground wood. They are producing about 30 tons per day. The nickel-ferro mill is also running. That mill extracts the sulphur from the nickel ore and turns it into sulphuric acid gas for use in the sulphide mill; while the nickel is turned into briquettes which, it is expected, will be manufactured into white metal goods by a large eastern concern which is about locating at the Soo.

The copper reduction works are about completed to do custom work largely for

the mines located along the lines of the Algoma Central Railway. There is copper ore in sight to keep the mill running steadily as soon as it is completed.

About 100 men are still employed around the steel plant, completing the different parts. The charcoal blast furnace, which is nearly completed, is about the largest in the world. Another blast furnace is also about completed.

The Algoma Central Railway, owned by the company, is doing profitable business. Then the ore carrying steamers are also busy. The passenger steamers of the company running between Toledo, Sault Ste. Marie and intermediate points are doing a profitable business in both passenger and freight traffic. The Helen mine is producing about 400,000 tons of iron ore, which is being largely shipped to Cleveland. The Grace gold mine, owned by the company, is producing 15,000 to 18,000 dollars worth a month and employing 60 men. There is a ten stamp mill in connection with this mine."

MANUFACTURERS' AGENTS.

Coltart & Cameron are starting in business at 141 and 143 Bannatyne street east, Winnipeg, as manufacturers' agents and warehousemen. About the first of November the firm expect to open a new warehouse where they will be prepared to receive consignments of all kinds of hardware, in any quantity. Mr. Cameron leaves Winnipeg for the east next week and will be pleased to confer with any parties requiring warehouse accommodation in Winnipeg. Letters sent to either the Toronto or Montreal offices of "Hardware and Metal" will reach him.

TO CURTAIL IRON PRODUCTION.

The movement of the valley furnaces to curtail production, which we exclusively announced recently, has come to a head. A meeting will be held this week at which final details will be arranged. Each valley furnace is to bank for 30 days some time during the last three months of the year. Arrangements were made between the Bessemer Furnace Association and the independents, except W. P. Snyder, and the matter was presented to him in this shape, whereupon yesterday or to-day he consented also. This will greatly strengthen the market, and the 30-days' suspension should fully equal accumulations of stocks already made and in prospect. There may yet be a hitch, but we now think it very probable that every valley furnace will suspend for 30 days some time in the fourth quarter, possibly in October or November. — The Metal Market, September 23.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittance to cover cost **must** accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

SITUATIONS WANTED.

SITUATION wanted as traveller by hardware clerk; best of references. Apply, Box 61, HARDWARE AND METAL, Toronto. (46)

YOUNG MAN with several years' hardware experience will be open for engagement; prefers not to sever present connection till end of year. Might arrange leaving earlier. At present hardware buyer. Qualified for responsible work as buyer or assistant in hardware, railroad or industrial concern. References, present employers. Address Box 63, HARDWARE AND METAL, Toronto. (39)

SITUATIONS VACANT.

A LATHE hand—Good on engine and mill and general repair work; steady job to good man. Box 118, HARDWARE AND METAL, Toronto. f

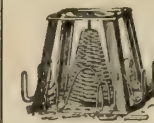
AT once—Two factory tinsmiths for cream separator work. Box 121, HARDWARE AND METAL, Toronto. f

ELECTRICIAN—First-class interior wireman; good position; at once. Box 119, HARDWARE AND METAL, Toronto. f

TINSMITH—Short or permanent employment; wire or write immediately. Box 116, HARDWARE AND METAL, Toronto. f

WANTED—An up-to-date hardware clerk for a western town; state experience and salary. Apply Box 544, Port Arthur. (39)

WANTED—By Nov. 1st an energetic young man who has an established connection with the hardware trade—north of Toronto. No heavy samples; three or four months travelling in the year, balance of time in city; answers received in strict confidence; state salary required and present engagement. Box 62, HARDWARE AND METAL, Toronto. (39)



**Wire-Cone Incan-
descent Toaster**

Only perfect Bread Toaster for Gas or Gasoline Stoves. No smoky taste to bread toasted on this toaster. Write for prices.

H. O. Edy, Montreal. E. T. Wright & Co., Hamilton.

HARKINS & WILLIS,

Manufacturers and Inventors, ANN HARBOR, Mich.

To Manufacturers' Agents

HARDWARE AND METAL has inquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of inquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

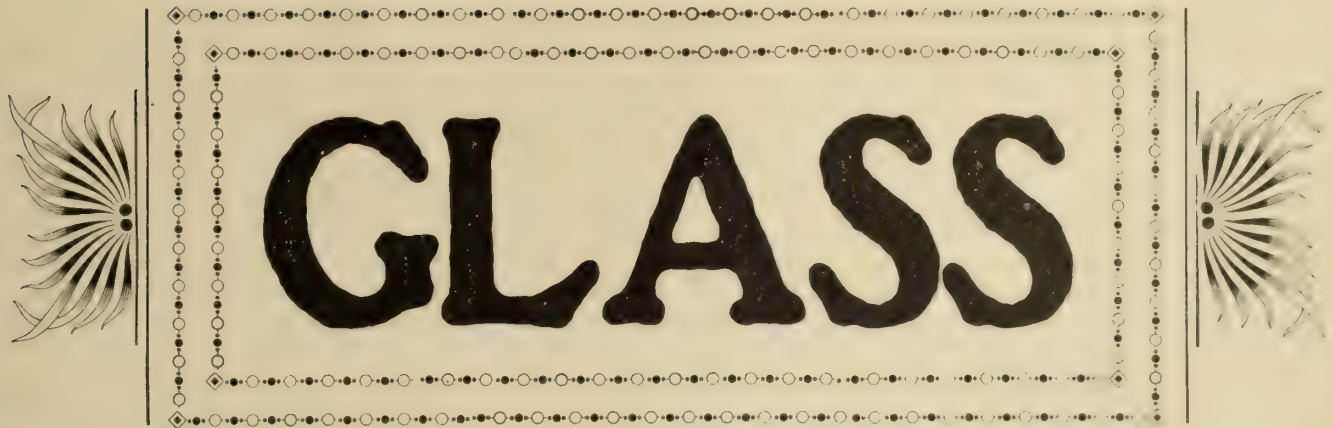
HARDWARE AND METAL
Montreal and Toronto

The . . .

Hobbs Manufacturing Co.

Limited

MANUFACTURERS
AND IMPORTERS OF



OF
EVERY
DESCRIPTION *for* **BUILDING**
PURPOSES.

Factory and Office :-

Cor. Ridout and G.T.R., **LONDON, Ont.**

PAINT, OIL AND BRUSH TRADES

PURE TURPENTINE LAW.

THE new Georgia Pure Turpentine law goes into effect September 17. Its principal provisions relate to the prohibition of the adulteration of turpentine and the appointment of a supervising inspector to see that the law is enforced. As the principal turpentine market of the south is located at Savannah, the new law is of paramount interest to all handlers of spirits, says The Paint, Oil and Drug Review.

The law provides that the term "spirits of turpentine" shall refer to pure spirits of turpentine, distilled from rosin, turpentine gum, or scrape of pine trees, and which is not mixed or adulterated with any oil or other matters affecting in any way its weight or specific gravity. The product prepared directly or indirectly from the distillation of wood or differing chemically from the pure spirits of turpentine is to be known as "wood spirits of turpentine." In case the pure spirits are adulterated, the word "adulterated" is to be placed before the proper name, and also in case there is any oil or other substance mixed with the wood spirits.

It provides for marking of the products which are offered for sale or for any purpose other than the personal use of the person, firm or corporation manufacturing or having them in their possession. The law requires that all the receptacles in which the product is stored shall be plainly marked on the outside in letters at least one inch square, naming the kind of turpentine which the receptacle contains, the name marked being governed by the definitions given in the first section of the act. The offering for sale or attempting to dispose of in any other manner the product without having it plainly marked as stated is made a misdemeanor, and the offender can be punished as provided in the code.

The fourth section makes it a misdemeanor to aid in the manufacture or sale of turpentine when not properly marked and the offender in this regard is also liable to punishment under the same section of the code as the person actually manufacturing and selling the turpentine. These are the opening sections of the law.

The section following makes it a misdemeanor punishable according to the code for any person to sell as pure spirits of turpentine any of the products of wood, and also makes the same punishment ap-

plicable to any who shall sell the adulterated wood spirits of turpentine for the pure wood spirits.

The seventh section provides for an officer known as the "supervising inspector of naval stores for the State of Georgia." He is appointed by the governor of the state and holds office for a term of four years. The only requirements placed upon his selection are that he shall be a citizen of the state and competent to carry out the duties of his office, shall be skilled in the inspection of naval stores and competent to detect adulteration; and that he furthermore be familiar with the various grades of naval stores. It is also required that he be in no wise connected in business with a dealer, producer, or buyer of naval stores, and that he himself shall not be a buyer, dealer or producer of the class of products which he is to inspect.

The duties of the supervising inspector are to see that all the laws of the state regarding naval stores are thoroughly lived up to, and he also has the general supervision of all the inspectors of the state and must see that their duties are performed honestly and fairly. He himself will not perform the duties of an inspector except when he desires to determine the correctness of an inspection made by one of the regular inspectors. In his management of the inspectors he is required to report to the governor any delinquency on the part of any of them, and in case there is complaint lodged by any of the turpentine producers or dealers against an inspector, he will investigate the case and report on his findings. He has supervision of all the naval stores, plants, yards and warehouses, and collects all evidence of adulteration and causes the prosecution of all persons, firms or corporations violating the provisions of the law.

The compensation of the supervising inspector is placed at one-fourth of one cent per barrel of rosin or spirits inspected. R. P. Register has received the appointment.

WHY LINSEED AND NOT FLAXSEED OIL?

A CORRESPONDENT recently wrote to The Duluth Commercial Record asking: "Why is oil made from flaxseed called linseed oil, and not flaxseed oil?" In reply to the inquiry our contemporary remarks that in a research extending over the last decade it has been

unable to find anything bearing on the subject. Continuing, our authority says:

"It is well understood, of course, that flaxseed and linseed are one and the same term, used to designate the seed of the flax plant, the former term being now used almost exclusively in the United States and the latter in foreign countries.

"It may not be so well understood that both words are proper, the former being of German derivation (flachs), and the latter from the Latin (linum), which comes from the word lint, now almost obsolete, used to designate the fibre of the plant.

"Strange as it may seem, however, in all foreign countries the German flachs seems to follow the plant and its fibre products, while the Latin linum follows the seed and its products, although, even then, another change is made when the flax fibre is made into linen thread.

"Undoubtedly the custom of commerce in various countries has had much to do with our present commercial designations.

"In its early history in this country we find that the plant was cultivated for its double use, fibre as well as seed, and, undoubtedly, we then used the English designations—linseed and linseed oil. But as the demand for the seed grew and the cultivation of the plant for its seed alone gradually became the only reason for its cultivation, it is probable that the producers and handlers of the seed came to know it only as the seed of the plant that produced it, or flaxseed.

"On the other hand, the consumers of linseed oil, not being brought into direct contact with the seed handlers, have not had occasion to know anything about flaxseed.

"It will be readily understood why this should be so when it is remembered that all the flaxseed used in the United States is finally gathered from its thousands of producers into the hands of not to exceed a score of mill owners, and by them distributed again, as oil, to the thousands of consumers.

"It seems to be simply a case of this score of mill owners adopting the term that best expresses the commodity they desire to deal in.

"This score or less of distributors have only recently been given an example of the difficulty in trying to change linseed oil customs. We refer to the attempt made to sell oil by the pound instead of the gallon of 7½ pounds."

LINSEED OIL

Raw and Boiled

"GUARANTEED PURE"

MANUFACTURED BY

Canada Linseed Oil Mills
MONTREAL. LIMITED

 **BARRELS WANTED!!**

We are open to buy good sound, oak
Linseed Oil, Turpentine, Varnish, and
Machine Oil Barrels.

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES.

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors,
Prepared Paints, Window
Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO.,
PHILADELPHIA.

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON,
LONDON.

Please mention HARDWARE AND METAL when writing.

Our Values Are Extra Good

in all lines—plenty of variety—the
best of each kind in Brushes,
Brooms and Woodenware. We
would especially emphasize

BOECKH'S FINE BRUSHES

Requisite for Artists, Gilders,
Decorators, Coach and Carriage
Painters, Druggists, etc. Examina-
tion will convince you that "Excel-
lence" is the watchword here.



UNITED FACTORIES, Limited,

Head Office: 80 York St., TORONTO, ONT.

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

MONTREAL BRANCH: 1 and 3 DeBresoles St.

LONDON BRANCH: 71 Dundas St.

PAINT AND OIL MARKETS.

MONTREAL.

Slightly reduced quotations are given this week on dry white lead, litharge and putty. There has been a little more life to trade this week. The travellers have resumed their usual routes and a fair business is being done in liquid paints, oil colors and roofing paints. The approach of the cold season has had a stimulating effect on the putty trade. There is still a very healthy demand for white lead, prices are low, and some heavy shipments have been made during the week. There is nothing new in the linseed oil situation, prices are very low and linseed oil is considered an excellent investment. Turpentine continues to be handled with caution, in view of the high prices which now prevail. It is hinted that higher figures may be asked, but the turpentine market has been so fickle all season that this hint does not induce much buying. We quote:

GROUND WHITE LEAD.—Best brands, Government standard, \$4.90 to \$5.15; No. 1, \$4.50 to \$4.77½; No. 2, \$4.30 to \$4.40; No. 3, \$3.92½ to \$4.02½; No. 4, \$2.55 to \$2.65, all f.o.b. Montreal. Terms, four months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—\$4.50 in casks, and in kegs \$4.75.

DRY WHITE ZINC.—Pure dry, in casks, 6½c.; in 100-lb. kegs, 6½c.; No. 1, zinc, in casks, 5½c.; in 100-lb. kegs, 5½c.

WHITE ZINC (ground in oil).—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No. 2, 6c.

PUTTY.—We quote: Bulk, in barrels, \$1.50; in 25-lb. tins and irons, \$1.55; bladder putty in barrels, \$1.75.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, 7½c.; smaller quantities, 8½c.

RED LEADS.—Genuine red lead, in casks, \$4.25; in 100-lb. kegs, \$4.50; in less quantities, \$5.50 per 100 lb. No. 1 red lead, casks, \$4.10; kegs, \$4.25, and smaller quantities, \$5.25.

LITHARGE.—Ground, casks, 5c.; in less quantities, 5½c.; flake litharge, casks, \$5; smaller, \$5.50 per 100 lb.

LINSEED OIL.—Raw, 1 to 4 bbls., 48c.; boiled, 51c. Raw, 5 to 9 bbls., 47c.; boiled, 50c. Terms, net cash in 30 days. Delivered in Ontario between Montreal and Oshawa at 2c. per gallon advance.

TURPENTINE.—Single bbls., 80c.; 2 to 4 bbls., 79c. Terms, net cash in 30 days.

BENZINE.—25 to 26c.

SHELLAC VARNISH.—Pure white, \$2.20 to \$2.35; orange, \$2.10 to \$2.25.

MIXED PAINTS.—\$1.20 to \$1.40 per gallon.

CASTOR OIL.—8½ to 9½c. in wholesale lots, and ¾c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PURE ENGLISH PARIS GREEN.—Petroleum barrels, 11c.; arsenic kegs, 1½c.; 50 and 100-lb. drums, 15c.; 25-lb. drums, 15½c.; 1-lb. paper boxes, 16c.; 1-lb. tins, 17c.

TORONTO.

The feature of the situation at present is the strength of the turpentine market in the South. Reports would indicate that the recent storms in Georgia and part of Florida would interfere with the gathering of gums and would consequently reduce the output. Linseed oil

is firm. In both of these lines holders of stocks are confident that the prices are not likely to reach a lower point for some time to come. Other lines are steady in prices. There is a fairly good demand for all lines. There is no change locally. We quote:

WHITE LEAD.—Ex-Toronto, pure white lead, \$5.10 to \$5.25; No. 1, \$4.62½ to \$4.87½; No. 2, \$4.25 to \$4.50; No. 5, \$3.87½ to \$4.12½; No. 4, \$3.50 to \$3.75 in packages of 25 lb. and upwards; ¾c. per lb. extra will be charged for 12½-lb. packages; genuine dry white lead, in casks, \$5.02½.

RED LEAD.—Genuine, in casks of 560 lb., \$4.75 to \$5; ditto, in kegs of 100 lb., \$5.25 to \$5.50; No. 1, in casks of 560 lb., \$4 to \$4.25; ditto, in kegs of 100 lb., \$4.25 to \$4.50.

LITHARGE.—Genuine, 6 to 6½c.

WHITE ZINC.—Genuine, French V.M., in casks, \$6 to \$6.25; Lehigh, in casks, \$6 to \$6.25.

SHINGLE STAIN.—In 5-gallon lots, 60 to 85c. per gallon.

PARIS WHITE.—90c. to \$1 per 100 lb.

WHITING.—60 to 65. per 100 lb.; Gilders' whiting, 75 to 80c.

SHELLAC.—Pure orange, in bbls., \$2.10; white, \$2.25 per gallon; No. 1, 15c. less; in less quantities, 10c. extra.

GLUES.—Broken sheet, in 200-lb. bbls., 8 to 8½c. per lb.; cabinet glue, in bbls., 11½ to 12c.; emery glue, in bbls., 17c.; bookbinders', ground, 10½c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

PUTTY.—Bladders, in bbls., \$2.10; bladders, in 100-lb. kegs, \$2.25; bulk, in bbls., \$1.80; bulk, less than bbls. and up to 100 lb., \$2.05; bladders, bulk or tins, less than 100 lb., \$2.75.

PARIS GREEN.—Petroleum bbls., 15½c. per lb.; arsenic kegs, 15½c.; 50 and 100-lb. drums, 16c.; 25-lb. drums, 16½c.; 1-lb. packages, 17c.; ½-lb. packages, 19c.; 1-lb. tins, 18c.

PLASTER PARIS.—New Brunswick, \$2 per bbl.

PUMICE STONE.—Powdered, \$2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots and 8c. in bbls.

LIQUID PAINTS.—Pure, \$1.20 to \$1.40 per gallon; No. 1, \$1.10 per gallon.

BARN PAINTS.—65 to 70c. per gallon.

CASTOR OIL.—English, in cases, 8 to 10c. per lb.; and 9 to 10c. for single tins.

LINSEED OIL.—Raw, 1 to 2 bbls., 51c.; boiled, 51c.; 3 to 5 bbls., raw, 50c.; boiled, 53c., delivered. To Toronto, Hamilton and London, 2c. less.

TURPENTINE.—Single bbls., 83c.; 2 to 3 bbls., 82c., delivered. Toronto, Hamilton and London, 2c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

ST. JOHN.

In burning oil there are continued increased sales. The low price and the advancing season are both favorable to business. In lubricating oils firm values rule, though trade is light. In linseed oils prices are lower at present than market warrants, and higher prices are looked for. In turpentine prices are quite high. Receipts of cod oil are very small. Prices show little change but are very firm. Quotations are:

COAL OIL.—American water white, 19½c.; best Canadian, 19c.; prime, 18½c.

LINSEED OIL.—Raw, 57c.; boiled, 60c.

TURPENTINE.—80 to 81c.

COD OIL.—32 to 35c.

WINDOW GLASS.

MONTREAL.

A good trade is reported this week. Business is brisk at quotations given. These are subject to some shading for round lots. Quotations are: First break, 50 ft., \$1.85; second break, \$1.50

PROFIT

on paint is largely governed by the quantity you sell. If you handle the best paint you will sell more than your competitors.

"ANCHOR" LIQUID PAINT has been on the market for 30 years. The best white lead in the world—**"BRANDRAM'S B.B. GENUINE"**—is used in its manufacture; this, together with our years of experience, morden factories and skilled workmen, combine to produce a paint that is unequalled.



HENDERSON & POTTS

ESTABLISHED
1874,

Halifax and
Montreal.



for 50 ft. First break, 100 ft., \$3.50; second break, \$3.70; third break, \$4.20; fourth break, \$4.45.

TORONTO.

Business has shown greater activity, sorting orders coming in from many points. Our quotations are as follows: Star, under 26 in., \$3.80; 26 to 40 in., \$4; 41 to 50 in., \$4.50; 51 to 60 in., \$4.75; 61 to 70 in., \$5; 71 to 80 in., \$5.50, Toronto, Hamilton and London.

PAINT AND OIL NOTES.

The Reardon Broom Co., Ltd., incorporated under the Dominion Government, has been granted a license to manufacture in Ontario, and deal in brooms, brushes, whisks and other woodenware.

The new building of the Waterloo brush and broom factory is nearly completed. The company expect to be able to move the machinery into the new premises in about two weeks.

The Queen City Oil Co., Toronto, have put three large tanks on masonry butments, near the G.T.R. station, Brighton, in which the supply of oil for Brighton and vicinity will be kept.

PERSONAL MENTION

Mr. A. H. Campbell, of A. C. Leslie & Co., Montreal, is enjoying a fortnight's holiday.

Mr. Alex. Taylor, an expert blacksmith, Halifax, N.S., died there a few days ago.

Messrs. John Purdom and W. B. Gillespie have bought the hardware business of James Reid & Co., London, Ont. Mr. Reid, who has been in business for 27 years, will retire.

Mr. W. F. Beardshaw, of The Baltic Steel Works, Sheffield, England, who has been in Canada for some time in the

interests of his business, has returned home. Mr. Beardshaw spent some time in Montreal in consultation with his agent, Mr. Alexander Gibb.

Mr. M. P. Shea, who, for some time has been in charge of the advertising department of the Fairbanks Co., Montreal, is now spending some of his time upon the road in the interests of his firm. His territory is in Northern Quebec. Mr. Shea's thorough knowledge of the business should make him a valuable representative.

A caller at the Montreal office of "Hardware and Metal" this week was Mr. J. W. Hubbard, a partner in the firm of Stacey Bros., Sheffield, England. Mr. Hubbard has spent some three months in Canada in the interests of this cutlery firm, travelling in that time from Halifax to Winnipeg. He returns to day (Saturday) to England.

Messrs. James Atkins and George Haslem, of Rapid City, Man., have purchased the general hardware business of Mr. Jas. White of that town. Mr. White is retiring from active business, having made a financial success after seventeen years of continuous business. Mr. White is going to British Columbia and then to England for a pleasure trip.

The Bennett Mfg. Co., of Toronto, have decided to locate a plant in Pickering, Ont. The company have secured a suitable building, which will be fitted up at once. The required machinery is being sent from Toronto. The firm will manufacture "Bennett's patent shelf box," cabinets of all sizes, letter filing cabinets, herb, drug and seed cases, and screw and bolt cases. It is expected that they will begin operations in about a week.



THE CANADA PAINT CO'S COLORS

The colors of The Canada Paint Company are noted for strength and fineness. That they are appreciated abroad as well as at home is shown from the fact that The Canada Paint Company are shipping many tons of painting material to the Old Country and weekly shipments are made to the United States.

For HOUSES, CARRIAGES, BRIDGES and general painting, the manufactures of The Canada Paint Company are particularly recommended. Books of samples will be mailed free upon request.

THE CANADA PAINT COMPANY, LIMITED,

COLOR and VARNISH Makers,
Montreal and Toronto



Nobles & Hoare.

CORNWALL ROAD STAMFORD STREET.

LONDON, ENG.

Manufacturers of

HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works
or from the principal Color Dealers in Canada.

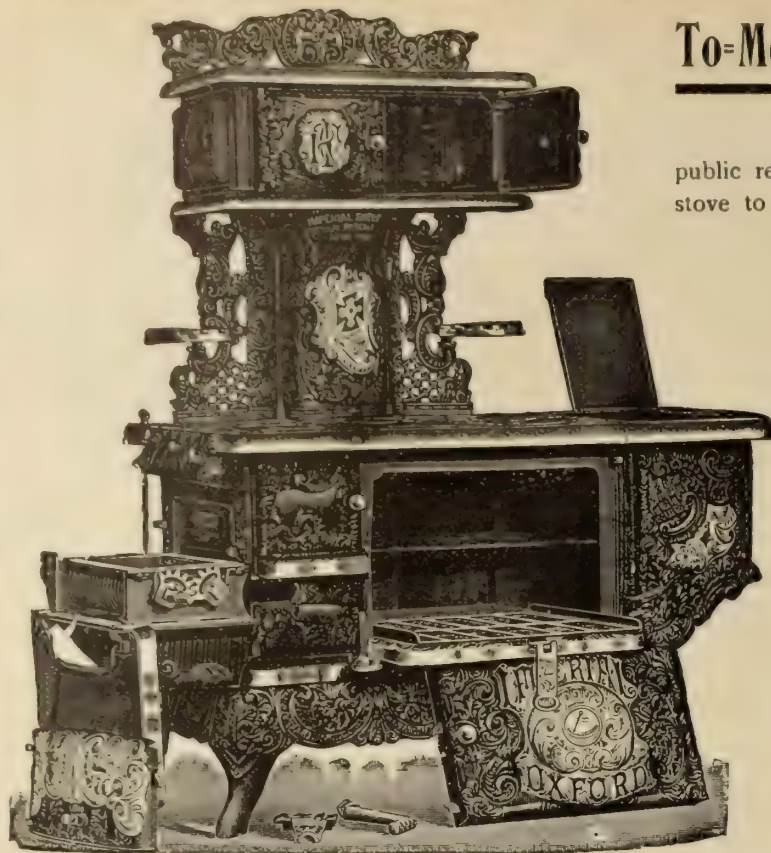
Manufacturers of FINE READY-MIXED PAINTS, FLOOR PAINTS and VARNISHES, and WHITE LEAD. Full line of best DRY COLORS, OILS, and all PAINTER REQUISITES always in stock. Send for prices.

The Globe Paint Co.,

Limited

422-424 Adelaide St. W., Toronto.





To-Morrow Certainly Arrives.

That's the day that merchants forget, but the public remember it well. When you sell an ordinary stove to one of your customers you forget that to-morrow is coming with kicks and all sorts of unpleasantness from the buyer. Why not sell a satisfaction-giving stove? Why not sell the

Imperial Oxford Range

It is the range that makes your customer of to-day your friend of to-morrow. It is a stove that lives up to the best praise you can give it. Why not sell it and have the satisfaction of selling an article that pleases? Write and we'll tell you about it.

The GURNEY FOUNDRY CO., Limited

TORONTO, WINNIPEG, VANCOUVER.

THE GURNEY-MASSEY CO., Limited, Montreal.

NEW PROCESS Smokeless Oil Heaters

Produce Intense Heat Without Smoke.

They are self-extinguishing.

The flame cannot climb up and smoke after the burner becomes heated, as on the old styles of oil heaters.

They are safe and simple as a lamp in construction.

Are provided with a bail with which they can be carried to any part of the house.

MADE OF SHEET METAL—and are light and durable.

The founts are removable for cleaning and filling.

THEY ARE THE MOST POWERFUL HEATERS.

For Beauty, Simplicity, Convenience and Heating Power, none excel.

THE NEW PROCESS THE IMPROVED STANDARD HEATER.

Same principle as "New Process" but a cheaper grade.



The Thos. Davidson Mfg. Co., Limited, Montreal.

STOVES AND TINWARE

CLEANING GAS STOVES.

THIS is the way, says The Gas World, in which gas stoves are cleaned by one of the leading gas companies, and done with marked success, the company being practically able to reissue the stoves equal to new. First of all, the cooker about to be renovated is taken to the bench by a fitter, who removes the hot plate float (consisting of brass taps), brass oven cock and door. The remainder of the oven complete and the hot plate are placed in a muffle, dimensions, 1 foot 9 inches high, 3 feet 10 inches wide and 4 feet deep, built of fire brick, the floor having fire brick tiles 3 inches thick for the oven to rest upon. The door is also of fire brick tiles, iron cased, which is worked by an overhead pulley. The muffle is heated by a furnace underneath in which coke and breeze are used, and it is got up to over 600 degrees. When not in use at night time the furnace is slackened by means of clinking, so that the muffle is never allowed to get quite cold, which would soon unsettle the bed. The stoves are allowed to remain in the muffle for half an hour, on an average, and are then withdrawn, all dirt, grease, etc., having been entirely removed. Before they get thoroughly cold a stiff wire brush is used on the castings, which then look quite new.

While the process of burning off is going on the fitter takes the door to the polishing room for the bright parts to be repolished. In this room there are used emery wheels, buffs, drilling machine and grindstone worked by a 6 h.-p. gas engine. The enamel plate of the oven door, the float and gas taps are immersed in a large copper (capacity, 120 gallons). This is heated in the same manner as the muffle. In order to make a strong pickle 28 pounds of strong soap powder (Wiggins & Rhyl's) is put into the copper and kept at boiling point while in use, and, as in the case of the muffle, cooled down during the night. The copper is cleaned out and the soap powder renewed twice a week. Having thoroughly cleansed the cooker, the fitter then takes the parts, as already divided, to his bench, and refits them. The taps, with the use of a little metal polish (after having been in the copper) come out splendidly. If found defective they are, of course, replaced. The castings are coated with a special

dull black varnish so as not to cause a smell when the stoves are in use. When fitted the burners are all tried and allowed to remain alight, so as to give the stove a thorough burning off and testing. The process here described can be extended according to the amount of work to be done. The works in question have two muffles and four coppers in daily use, and, if required, about 150 ordinary and automatic meter cookers can be put through per day ready for use.

Some of the oven enamels of gas cookers are found defective through having been subjected to more than fair wear and tear by the user not keeping the oven clean, but allowing the fat and juices to be burnt into the plates, instead of, when the oven is warm, wiping the sides with a flannel. If the latter course was adopted it would prevent smells in the kitchen and conduce to cleanliness in cooking. More often than not the poor cooker is blamed for causing smells which might be averted in the way suggested. These plates are also renewed when necessary, and this necessitates the stove coming to pieces. Here, again, the muffle comes to the rescue, for when the cooker has been in constant use the screws, bolts and nuts which hold the castings get well set and often burnt in. When in the muffle these get loosened and easily drawn, thus avoiding the use of cross cuts and chisels to remove the screws, etc., which invariably meant several broken castings before the use of the muffle was adopted. Although it takes the fitter extra time to renew the enamels, the work is amply repaid by the saving of castings from time to time, which is most important on economical grounds.

STOVE LININGS AND CASTINGS.

JUST at this season when stoves and furnaces are being prepared for the Winter there is a call for brick stove linings. No dealer can be expected to carry a stock of stove linings, since the variety in the makes of stoves is endless. It is possible to send to the stove makers and get the linings required, but to send first to this maker and then to that makes the procuring of linings both troublesome and costly. The same is true of castings. There is a place in Ontario where a dealer is able to procure stove linings for special makes of stoves

and castings for all the leading make, namely, Jones Bros., Bracondale, who are by no means a new firm, they having been in business in Canada for the past five years, and for many years prior in the United States. They know their business thoroughly, and the growing list of regular customers is proof that their work is satisfactory. "Hardware and Metal" knows of no other firm supplying both linings and castings, and is glad to be able to point out to the retailer where he can have his sure needs met readily. Jones Bros. make a cement, put up in 4 lb. and 8 lb. cartons, to retail at from 15 to 25c. Stove lining cements should form a part of every dealer's stock at this season.

GIRLS IN THE FOUNDRY.

Among the occupations supposed to be open to young women and girls in this community work in brass and iron foundries has not been included. But it is expected that when T. McAvity & Sons have completed some preparations that are now in progress they will have employment for about a score of quick fingered girls in one of their rooms. They will be engaged on some small light castings. This particular branch of the work is not considered a trade in the sense that it requires an apprenticeship, but of course those employed in it gain in proficiency and speed. Some work of this kind is now done by boys, but they naturally desire to advance to more difficult and remunerative employment.

Girls are engaged at the latter work in many large establishments in the United States and it is expected that an experienced woman will be placed in charge of the room when the arrangements are completed.

The Messrs. McAvity will fit up this part of the establishment with a separate entrance and with all the comforts and conveniences possible.—St. John Sun, August 31.

NOTES OF THE TRADE

Messrs. Sutherland and Briggs, the former the western representative now located in Winnipeg and the latter the vice president and manager of The James Smart Mfg. Co., were in Brandon recently with a view to securing a site for a western warehouse for their firm.

Window and Interior Displays

**Timely Hints
and Suggestions.**

HARDWARE WINDOW SUGGESTIONS.

By C. G. Ambler.

As the average retail hardware store is not large enough to require the full time and attention of one person for window dressing, the show window is often neglected longer than it should be, not so much from an indifference of lack of appreciation of its value as because the clerks are busy about other work. To avoid such neglect it is a good plan to make it a practice to have regular days for changing the display and to put the work in charge of one clerk who shows an aptitude for it. Under encouragement he will often develop considerable skill.

ASSIST THE WINDOW DRESSER.

The kind of encouragement he needs is not only the word of approval for meritorious work, which is always helpful, but also the opportunity to carry out his plans without hindrance or frequent interruption. Given the assurance that he will be relieved of other duties while he is thus engaged, he will enter into it with enthusiasm and accomplish results. When he can use an assistant to advantage it will afford an opportunity to train another employee, who may be useful as a substitute in case of absence of the regular window dresser.

SUGGESTIONS.

Much delay and confusion may be avoided when making a change in the display if the work is well planned and the new goods are all prepared before the old ones are disturbed. An empty window is not a good advertisement.

It is not well to overcrowd the goods in the window. Enough space should be left between them to show the background, which causes the articles to stand out more distinctly.

Care should be taken not to hide small articles by placing them behind large ones. Let the large ones be arranged in the back and the small ones near the front.

Another mistake is the hanging of goods so high that they will not be generally noticed. It is also apt to interfere with the lighting of the window in the evening unless they are placed well back.

Some merchants make it a practice to place goods on the sidewalk in front of

the window, thus either hiding the window display or preventing people from standing close enough to see it to advantage. I question if the outside show compensates for the detraction from the window.

FIXTURES AND BACKGROUND.

A variety of fixtures can be used, most

A Window Display Competition.

HARDWARE AND METAL, for the encouragement of tasty window displays, has decided to open a competition for its subscribers. Prizes will be awarded for photos or drawings of window displays and accompanying descriptions of the same. The prizes will consist of:

First Prize	-	-	-	\$10
Second Prize	-	-	-	\$7
Third Prize	-	-	-	\$5

and \$2 for every picture and description which is considered worthy of publication.

The competition, which closes on Oct. 1, will admit of photographs, pen and ink or wash drawings, with good ideas counting more than the picture itself, although, of course, all pictures in order to receive a prize, must be of sufficient distinctness and good workmanship to admit of their publication.

There is no progressive merchant but has at least one window a month that is worthy of entering this competition, and the prizes are so arranged that, even if a window does not win the \$10, \$7 or \$5 prize, it may be awarded a \$2 prize, provided only that it is of sufficient merit to publish in the columns of this paper. This award will cover the cost of the photograph and there is no reason why any merchant should not obtain it. The number of photographs or drawings submitted by each store is not limited, nor is the number of \$2 prizes; a merchant may win a dozen if his pictures merit them.

Should any intending competitor not know how to take a window picture, this paper will be glad to furnish him with instructions. In general terms, it may be stated that the early morning, when the light is clear, when few people are abroad and when there is the least reflection, is the best time to photograph the display. A good photograph can also be taken at night by the aid of an electric or flash light.

Mark all manuscripts and photographs intended for this department with the words "Window Dressing Competition."

of which, such as platforms, shelves, steps, racks, stands, etc., are best if portable, because of the variety in display which can be secured and also because all fixtures are not equally adapted to all goods. Easels, brackets and hooks will be suggested to the window dresser by the goods best shown by their use.

Sample boards form a neat method of

showing lines of small goods and may be hung up in the store if desired after being used in the window. Convenient sizes range from 3 to 5 feet in length and proportionate width. They may be bordered with a light molding and covered with light colored cheese cloth, which forms a good background for most goods.

A small window can be greatly increased in effectiveness and apparent size by the use of mirror plate placed vertically in the back and on one side. For the best results it should be extended from the bottom of the window to a height of 3 feet or more. If the mirrors are so placed at right angles there will be four reflections of each article, which will thus be shown from all sides.

The background for the goods should not be showy, but of sufficient contrast in color to show the outlines of the goods distinctly. For bright goods black plush is often used with good effect. Dark goods look best on a light, plain color.

PRICE CARDS.

I believe that the free use of price cards with plain figures often helps to sell goods. The request for an article thus ticketed has been frequently accompanied by the remark to the effect that the price was lower than was expected. This led to the inference that the price card had something to do with the sale.

CHANGING DISPLAYS.

In order to keep the public interested it is desirable to change the displays frequently. They will thus fall into the habit of looking there for something new and will so become better acquainted with the variety and nature of the stock in the store. Customers will sometimes take particular notice of a window of goods which they have passed many times in the store without any attention, even though they were placed conspicuously on the counter or shelves. This is shown by their remarks that they did not know the goods were kept there until they saw them in the window. An increased sale of some lines of goods frequently follows immediately after their appearance in the window for a few days, and that, too, when it could not be attributed to any other cause. If it is desired at any time to keep certain goods longer than usual before the public, interest in them may be revived by a new arrangement.

"GOOD CHEER" STOVES

OUR NEW
STEEL RANGE
THE REGAL
"GOOD CHEER"
FOR COAL AND WOOD.



FIRST-CLASS in every respect.

Full nickel Trimmings, including
base sections. Duplex Grate.
Spring balanced drop oven door.
Asbestos-lined throughout.

2 Sizes.—Nos. 9-18 and 9 20, square
or with reservoir.

Supplied with water front. High
shelf or high closet as desired.

If our Steel Range Booklet has not
reached you, write us.

THE JAS. STEWART MFG. CO., LIMITED
WOODSTOCK, Ont., and WINNIPEG, Man.

Every storekeeper who has **HARDWARE TO BUY** will consult his own interests by first obtaining our prices, which always secures speedy response.

**SPORTING GOODS, GUNS and RIFLES,
AMMUNITION of all kinds.**

**AXES, CROSS-CUT SAWS, COW CHAINS, ETC. LANTERNS—Dash
Board, Hinge, Searchlight, Cold Blast. EVERYTHING IN HARDWARE.**

...Wholesale Only...

THOS. BIRKETT & SON CO., Limited, OTTAWA, ONT.

HEATING AND PLUMBING

PROVIDE AMPLE HEATING CAPACITY

THIS is a season when steamfitters throughout the country are called upon to install heating apparatus in buildings for customers, and with a view to assisting them in inducing their customers to purchase boilers of ample capacity I relate a few experiences with inefficient heating apparatus, writes "M. D." in The Metal Worker.

At the present time I am sojourning in a boarding house, and, desiring to go to housekeeping, have been looking for a suitable dwelling. On finding a house that met my approval for neighborhood, general convenience for travel and size, I looked at the heating plant, having been connected with that branch of trade for a number of years, and was surprised to learn, upon a cursory examination, that the boiler capacity was from 25 to 33 1-3 per cent. too small, and that the radiators in the various rooms were also incapable of maintaining a suitable temperature in cold weather. The rent asked by the owner for this building was sixty odd dollars per month. I informed him that the apparatus would not heat the building, and he kindly informed me that he knew it, as he had lived in the house one season himself. I told him that if he would put in a larger apparatus I would be glad to rent the house. This he refused to do, and is now looking for some less experienced tenant. I feel sure that the building will certainly be unoccupied for a month or more, as it is not the season when buildings are readily rented. The loss of one month's rent, and, possibly, two, would more than defray the expense of changing and installing a sufficient heating apparatus if I should prevent the loss by moving in.

Relating this experience in my boarding house, a gentleman and his wife took the opportunity to state that, not having been able to keep comfortable in the rooms they occupied last Winter, they were going to leave. The boarding house keeper immediately conferred with his landlord, who said he could not afford to make any changes in the heating plant; and this house will soon be unoccupied. It now rents for \$75, and it is clear that a month or two's rent here would pay for the necessary changes to secure a heater of sufficient capacity and large radiators.

A few years ago, when living in another city, I was forced to move out of a

residence on passing through the first cold snap of the Fall season, when I learned very positively that the heating apparatus would never be satisfactory in the Winter season. Again the owner could not afford to make the changes that I knew were necessary, and, on my moving out of the building, it remained unoccupied for several months.

I feel that some benefit may be derived by steamfitters if they will use this article with customers who are disposed to save a few dollars and install a boiler with radiation that is not sufficiently large to prove efficient and economical in a spell of cold weather. The positive loss incurred by the owners mentioned should impress prospective purchasers with the importance of spending the little extra money that is needed to provide boilers and radiators that will thoroughly heat their buildings under any condition.

A DECISION REACHED.

"We take our defeat like men." Such was the remark passed by President Ross of The Toronto Master Plumbers' Association, when his team went down to defeat at the hands of the 1st vice-president's team, at the Woodbine Park last Saturday, when the game of baseball which ended in a draw the previous Saturday was played off. The day was a perfect one and the teams were in prime condition. Both teams put up a good, clean game and both went in determined to win. All regretted that the season had—with the exception of one other match—come to a close. It was felt that the various games during the season had been the means of bringing not only the members of the association together, but the manufacturers and the association, also the journeymen and the association, games having been played between the various parties in a friendly way on quite a few occasions.

The game last Saturday brought out the largest number and clever plays on both sides were loudly cheered.

The personnel of the teams was as below:

President's team.—Messrs. McPherson, Jas Powers, Maxwell, Torpy, R. Harrison, Adams, Benson and Mansell.

Vice-President's team.—Messrs. R. Wright, Jas. Fullerton, Hayes, Menzies, J. Wright, Cooper, Allison, Jno. Fullerton and Hogarth.

As will be seen by the score, the teams were pretty evenly matched.

The score:

President—	5	3	1	8	4	1	0	0	1	—23
Vice-President—	1	5	0	1	2	3	6	0	3	—27

To-day (Saturday) the final match of the season will take place, when the association play the manufacturers' and supply men, the losing team to put up a supper. The association is so sure of winning that the order is, "fast for two days, then feast for two hours."

IMPOSSIBLE TO MEET DEMAND.

Mr. Walter Grose, who is largely interested in The Ontario Lantern Co., advises us that they have been compelled to ask their customers to exercise all the patience possible at the present time. On account of the great demand this season for lanterns of all kinds, incandescent lamps, lamp burners, etc.—to which attention has been called several times in our market notes—it has been impossible for this firm to fill their orders as promptly as in past years. They hope, however, to be able to satisfy all demands in the near future.

SEASONABLE HINTS.

AS the Spring is especially a busy time for the decorator, so the Autumn should be the harvest tide of the plumber and gasfitter, says The Decorators' Gazette and Plumbers' Review of London. When the days begin to shorten and the thermometers to fall, the lighting and heating apparatus that have been used but little during the Summer months are again called up for active service; and in this connection we hope our friends in these lines of business are reminding their customers that "prevention is better than cure" and "a stitch in time saves nine." If gas fittings are all carefully overhauled and tested before lighting up, time begins, it is probable that the cost of the examination will be more than covered by the saving in rates caused by the prevention of leakage; while the consumer will also escape much injury to health and risk of explosion. Any deficiency in the heating arrangements should now be made good and not left until a sharp pinch makes itself felt, and has to be endured while the necessary additions are being completed. Water supply pipes also should be examined, especially if they occupy exposed positions. A system is only as strong as its weakest part, and the detection and remedying of a flaw will often prevent serious incon-

"PAINTS" FOR BUSINESS

Cut Book 15
Page 88
am

It's business to have a stock of paints for a paint business—that is "paints that talk." House paints that brighten up the house and make people ask whose they are, that advertise yourself as only pure paints can advertise. Carriage paints that make a turn out look "O.K." as it goes along. Factory paints that preserve the roofs, the fences, the outhouses. All these go with

RAMSAY'S PAINTS

The right paint to paint right at the right price.

A. RAMSAY & SON
MONTREAL

EST'D
1842

PAINT
MAKERS

**Children's
Sleighs.**

Flat Sleds Cutters Baby Sleighs

WRITE FOR CATALOGUE AND PRICES.

Nerlich & Co.,

146-148 Front St. W., TORONTO.

**THE AUER
GAS LAMP**

"Turns night-time into day-time"

NEW MODELS. LOWER PRICES.

We offer you the best made lamp on the market, built scientifically.

We offer you a lamp that will light your store for half the cost of kerosene.

We offer you a lamp that is safer than a coal oil one.

We offer you a lamp which you can sell at a good profit.

Do you want the Agency for it?

== THEN WRITE FOR ==
OUR CATALOGUE AND DISCOUNTS.

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

**The New Carriage Tire.**

We have introduced into Canada the celebrated side-wire tire. The latest and most successful vehicle tire on the continent.



Dunlop
Side-Wire Tires

Constructed with cross bars every three quarters of an inch and retained in the channel by wires at the outer edge resting upon the shoulder formed by these cross bars. This insures absolute rigidity. Write for prices.



THE DUNLOP TIRE CO., Limited,
TORONTO, CANADA.

Agencies: Montreal, St. John, Winnipeg, Vancouver.

venience from pipe bursts and their attendant ills. While the workmen are on the premises, it may be found worth while to remove old fashioned sanitary appliances or to replace a defective gas supply with "incandescents" or electric light. So much trouble, anxiety and actual danger can be prevented by a timely overhauling of the fittings just before they have to endure their heaviest strain that a customer should be very ready to comply with these suggestions.

MINING VENTILATION.

IN the earlier days of mining ventilation was secured in a very haphazard fashion.

Our forefathers were long in discovering that, if a shaft was divided by a partition, now called a brattice, there might be an in-take current and an exit current, says The Mining Record. Even then the ventilation was carried on by the natural heat of the mine, and it often occurred that the surface temperature was equal to the temperature of the mine. Then a stagnation in the ventilation resulted, and when the surface air in the Summer time was hotter than the air of the enclosing rocks in the mine, the ventilation was reversed. It is only in comparatively modern times that artificial heat was applied to rarefy a continuous upcast column, and even then the air was made to pass through a continuous and undivided circuit. In modern times the current pressure required for an undivided circuit of four to five miles would be attended with an insurmountable difference, viz., that of securing sufficient power. The velocity of such a current would not only be considerable, but would be continued throughout the whole course of the circuit. By dividing the air into sub circuits this velocity—and the current pressure in a like ratio—is considerably reduced.

The blower fan makes the air at the inlet, or downcast, more dense, and therefore adds pressure to it at that point. The exhaust fan rarefies the air at the upcast and makes it an outlet. In the erection of an exhaust fan over a shaft or drift, the fan is encased, and the only opening left to the mine is to the centre of the fan. When the fan is revolved, the centrifugal force given the air in the body of the fan throws it out into the atmosphere from the tips of the blades through a funnel-shaped opening made in the casing. This causes a partial vacuum in the fan, into which the air lying next to the centre is forced by the atmospheric pressure at the downcast. But the friction met with by the air in its passage through the mine acts as an impediment to its flow, and causes it to be

rarefied greatest at the centre of the fan. It increases from that point until the mouth of the inlet is reached, and there the greatest density is found. This difference in density between the air at the fan and the air at the inlet is a measure of the pressure exerted. The propelling power to cause a current of air to flow through a mine is always at the inlet. There is no such thing as drawing or pulling air through the galleries of a mine. It is always propelled by the excess of the pressure at the inlet over that at the outlet, no matter what style or kind of ventilator is used.

A GASFITTING HINT.

An exchange calls attention to a matter of some importance to gasfitters, and one which often causes considerable dissatisfaction. In building a large proportion of suburban or speculative house property it is customary to sublet the piping contract at a price which practically renders good work impossible. Not only, therefore, are the original pipes liable to be leaky at the joints, but their diameters are cut down to a minimum. When the occupier takes possession he wants a stove put here and an additional burner there; and the fitter he employs is tempted to carry out orders without troubling himself as to whether the existing concealed pipe is large enough. By the time the house has changed hands half a dozen times the pipe lying in the ground floor ceiling, originally intended to supply two sitting-room and the kitchen pendants, say, may also be feeding two or three bedroom stoves, a boiling ring in the nursery and a geyser in the bathroom; so that, understanding nothing of the subject, the consumer asserts his gas supply to be deficient in quantity and quality. Whenever, therefore, the fitter is instructed to connect any new gas apparatus of considerable capacity to the fittings in an old, or in a cheaply-built house, it is much wiser for him carefully to inspect the existing pipes, and, if there is the least doubt, to insist on being allowed to carry an entirely new service all the way from the meter.

PLUMBING AND HEATING CONTRACTS.

The motion to appoint Robt. McCallum as city architect of Toronto has been finally passed by the City Council.

A new industry is being organized which will be known as The Portage Concrete, Stone and Tile Co., Limited, and will operate at Portage la Prairie, Gladstone and Neepawa.

R. J. G. Sutherland, Peterboro, Ont., has contracts for placing a "Bright Idea" boiler in W. H. Hamilton's store and for a boiler in D. J. Landy's residence; also two or three contracts of minor importance.

Mayor Lamontagne, of Levis, was on Monday night authorized by the municipal council of that place to sign the contract with Dussault & Power, Quebec, for the construction of the Levis waterworks. The contract price is \$287,000.

BUILDING PERMITS ISSUED.

TORONTO.

W. P. Caven, brick stable on Dalhousie street, to cost \$1,000.

F. J. Goodman, brick residence on Havelock street, to cost \$4,500.

John McIver, addition to brick store on Queen street west, to cost \$1,700.

H. C. & Jas. Hoops, pair brick dwellings on Crawford street, to cost \$4,500.

J. C. Spracklin, brick and roughcast dwelling on Delaware avenue, to cost \$1,000.

H. S. Alexander, pair semi-detached brick dwellings on Chicora avenue, to cost \$4,500.

E. Lye & Sons, brick organ factory on Nicholas street, to cost \$1,050; builders, Kincade Bros.

W. G. Marston, brick dwelling on Walmer road, to cost \$3,400; architects, Langley & Langley.

R. Elmsworth, pair semi-detached brick and roughcast dwellings on Poucher street, to cost \$1,600.

Thos. Kinnear, brick and stone dwelling on Spadina road, to cost \$4,500; architect, J. A. Howey.

F. A. Briscoe, residence on Queen street east, to cost \$1,800; architect, C. Gibson, and builder, T. Charlton.

Walter Marks, semi-detached brick dwelling on Hepbourne street, to cost \$3,000; architect, R. M. Ogilvie.

J. G. Greey, four-storey brick office and warehouse on Church street, to cost \$8,500; architect, W. S. B. Lawrie, and builder, Chas. Bulley.

Nursing-at-Home Society, three-storey brick nursing institution on corner of Hayter street and Laplante avenue, to cost \$13,000; architects, Burke & Horwood.

Walter Lumbers, brick and stone detached dwelling on South Drive, opposite Sherbourne street, to cost \$4,300; architect, J. A. Harvey, and builder, E. Wickham.

PORTLAND CEMENTS

Best German, Belgian and English Brands.

FIRE BRICKS,
FIRE CLAY,
FLUE LININGS,
DRAIN PIPES,
HARD WALL PLASTER,
CALCINED PLASTER,
WHEELBARROWS,
MORTAR STAINS.

A Full Stock of Builders' and Contractors' Supplies.

W. McNALLY & CO.

40 to 52 McGill St. (Cor. Wellington St.)

MONTREAL.

Write for our quotations.

No one else
will do it.

WE CUT

BRASS and COPPER

—SHEETS
—RODS
—TUBING

to your order — any size. Quick Shipments.

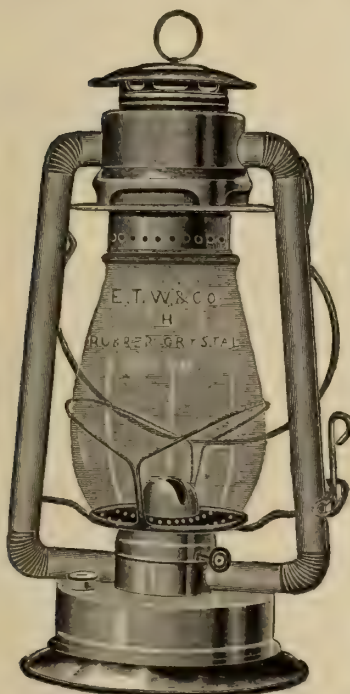
BOOTH COPPER CO.

119-123 Queen St., East
TORONTO. Limited

JONES BROS.

MANUFACTURERS OF
STOVE BRICKS, OPEN GRATE BACKS,
FURNACE BRICKS and RANGE BRICKS.

FIRE CLAY FOR SALE In Large or Small Quantities
Phone Park 1287. **BRACONDALE P.O., ONTARIO.**



WRIGHT'S No. 4 COLD BLAST LANTERN is THE Lantern
See it and be convinced.
E. T. Wright & Co., Manufacturers, Hamilton and Montreal.



BUILDERS' SUPPLIES

Fire Bricks, Fire Clay, etc.

ALEX. BREMNER, 50, Bleury Street, Montreal, Que.



STEVENS Firearms

DEPENDABLE,
ACCURATE,
DURABLE.

ASK YOUR JOBBER.

SEND FOR CATALOGUE.



A constant demand for them makes the "STEVENS" a profitable line to handle

J. Stevens Arms & Tool Co., P.O. Box 217 Chicopee Falls, Mass., U.S.A.

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Gauge.
Steel and Twist Barrels
Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest
"Take Down"
Gun Made



HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers.
Catalog on request. Worcester, Mass., U.S.A.

Have you
tried it?

Tried what?

**SELLING
MANTELS.**



This is in your line of business, and it will pay you.

The Batty Stove & Hardware Co.
76 YORK ST., TORONTO.



**J. M. MAST MFG. CO.'S
RAT and MOUSE TRAPS**

Strongest Traps Made.

Prices Exactly Right.

CANADIAN AGENTS
Edwin H. Grenfell & Co., London, Ont.

DIAMOND EXTENSION STOVE BACK

They are easily - Patented, July 11th, 1893.
adjusted and
fitted to a stove
by anyone.

Please your
customers by
supplying them
immediately
with what
they want.



Canadian Patent, June 14th, 1894.

Sold by
Jobbers
of - - -

Hardware
Tinware
and
Stoves.

Manufactured by **THE ADAMS COMPANY,** Dubuque, Iowa, U. S. A.

" " **TAYLOR-FORBES CO.,** Limited, Guelph, Ontario.

NATURAL GAS.

SUCH is the British idea of American eloquacity that if a person of a humorous turn of mind were asked in what country did "natural gas" originate, the answer would immediately make a soft impeachment in favor of the United States. From Cassier's Magazine, however, comes a reminder—through a contributor, Mr. Inverness Watts—that natural gas was discovered in East Sussex as long ago as 1875, when, in making experiments on the temperature in a bore hole at various depths, and on lowering a light into the bore tube, an explosion occurred. Amongst subsequent discoveries, the most important one appears to have been made in 1896 at Heathfield Railway Station, on the London, Brighton and South Coast Railway. Heathfield Station has been lighted throughout by gas from this boring since 1898, consuming about 1,000 cubic feet each night. More recently many other borings have been successfully made for natural gas in various parts of Sussex, and are likely to have an important influence in attracting and developing new industries.—The Hardwareman.

THE NICHOLSON FILE CO.

At their Dominion works, Port Hope, Ont., The Nicholson File Co. have completed a new dam and have installed modern water-wheels, which will give them a combined steam and water-power of 350 horse. This places them in a position to produce a full line of files of all sizes and cuts, as well as a full line of rasps, including their patent double-punched "Kearney & Foot" and "Globe" brand horse rasps. We are informed that their output of files and rasps now exceeds 600 dozen daily.

CANADA BRASS ROLLING MILLS, LIMITED.

CANADA is to have in the course of three or four months a new industry—the first of its kind in this country. It is a rolling mill, in which copper, brass and silver sheets, and brazed tubing and wire will be the product. A plant has been erected at North Toronto, machinery has been installed, and workmen are being engaged. That there is a field for such an industry is evident from the fact that the annual imports of these several classes of goods exceed at the present time \$1,000,000. It was just such an industry as is now being begun in Canada that gave the city of Waterbury, Conn., its rise, and that sustains in that city and the adjoining valley a population of over 500,000. The uses of brass and copper are growing enormously, and it is expected that at New Toronto a success proportioned to that of Waterbury will be achieved. The

men who are associated in this industry are all well-known, prosperous Canadians. John R. Barber, of the Barber Paper Mills, is president; R. E. Menzie, of The Menzie Mfg. Co., is the managing director. Other stockholders are J. E. Murphy, president of The Owen Sound Portland Cement Co.; Edward Trout, formerly of The Monetary Times; and D. O. Cameron, of Oakville.

BUILDING NOTES.

The Superior Stone Supply Co., Fort William, have purchased all the stone quarried at Verte Island, about 8,000 cubic yards, from which they are supplying Fort William, and also expect to find a market in Winnipeg for a large quantity of it.

Kelly Bros., contractors, Winnipeg, have been awarded the contract by the Ontario Government for the masonry work of the new traffic bridge to be built over the east branch of the Winnipeg River near Rat Portage. Work has already been commenced.

The cost of Stratford's new buildings, erected this year, largely residences, total \$225,000. In spite of the large number of dwellings put up there is a scarcity of houses. A building syndicate with a capital of \$50,000 has been formed, for the purpose of erecting houses for working men employed in the city.

A company composed of the members of the Masonic Lodge are about to erect a new building on Broadway street, Tillsonburg. The second floor will be made a commodious and beautiful lodge room with the customary ante-room, waiting room and, probably, a supper room, and the ground floor will be divided into two stores.

The Hoover Mfg. Co. have commenced operations on their new warehouse on the corner of James and Louise streets, Winnipeg. The building is to be three storeys, of solid brick and will cover an area of 50x100 feet and basement, providing 20,000 square feet of floor space. The Hoover Mfg. Co. are manufacturers of the celebrated "Union Brand" overalls, clothing and shirts.

The Manitoba Cold Storage Co., Winnipeg, have let the contract for their immense cold storage building in Winnipeg to The Manitoba Construction Co. for a consideration of about \$70,000. The building will be 200 feet long, 66 feet wide and three storeys high. Throughout it will be fitted with the most improved machinery for cooling purposes and its exterior appearance will be pleasing to the eye. It will have a stone foundation and will be constructed of stone and brick.

THE "SUN" BRAND PORTLAND CEMENT.

We make only one quality and that the best.
Ask us for quotations.

The Sun Portland Cement Co., Limited

OWEN SOUND

JAS. A. CLINE, Managing Director.



"Pullman"
Lawn Sprinkler

IS YOUR
ORDER IN ?

Send for Folder No.14.

PULLMAN MFG. CO.
Rochester, N. Y., U.S.A.

ONTARIO SILVER CO.,

Limited,

NIAGARA FALLS, CANADA.

Manufacturers of **FLATWARE, CUTLERY and
ELECTRO PLATE.**
Ask for our Catalogue and Quotations.

TRANSFERS.

Decalcomanie Decorations for carriage trade, also special designs and trade marks. Write for new catalogue and discounts.

PALM FECHTELER & CO.

NEW YORK.

CHICAGO.

CANADIAN AGENT...

J. N. WARMINTON,

207 St. James St., Montreal.

THE

London Directory

CONTAINING over 2,000 pages of condensed commercial matter, enables enterprising traders throughout the Empire to keep in close touch with the trade of the Motherland. Besides being a complete commercial guide to London and its Suburbs, the London Directory contains lists of:—

EXPORT MERCHANTS

with the Goods they ship, and the Colonial and Foreign markets they supply;

STEAMSHIP LINES

arranged under the Ports to which they sail, and indicating the approximate sailings;

PROVINCIAL APPENDIX

of Trade Notices of leading Manufacturers, Merchants, etc., in the principal provincial towns and industrial centres of the United Kingdom.

A copy of the 1904 edition will be forwarded freight paid on receipt of Post Office Order for £1.

The London Directory Co., Ltd.

25, Abchurch Lane, London, E.C., England

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables— Machinery, "Newport. Emlyn Engineering Works, NEWPORT, MON., ENGLAND.



Steward & Romaine Mfg. Co.

EXPANSION and TOGGLE BOLTS

For fastening all kinds of material to Brick, Stone or Cement,

124 North Sixth St., Philadelphia, Pa.



ONTARIO WIND ENGINE & PUMP CO., Limited.

CALVANIZING.

Phone Park 822
Atlantic Ave., Toronto



Send to-day for DISPLAY BOX of

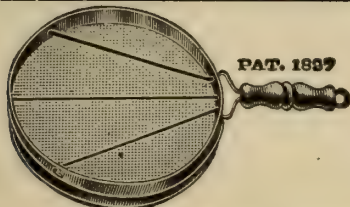
"Solarine" METAL POLISH

Contains 1 doz. sample size tins—attractive retail 10c. each. Every tin warranted.

UNEXCELLED FOR HOUSEHOLD trade.

Attractive window card sent with order.

Address,
"Solarine" 60 George St., TORONTO.



PAT. 1899

The FAIRGRIEVE GAS TOASTER

Retails at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.

THE FAIRGRIEVE MAN'FG. CO.,
295 COLLEGE ST., TORONTO.

U. S. Branch: 289 Jefferson Ave., DETROIT.

TRUCKS

for Warehouse and Factory.



Save You Money
Do Men's Work
Draw no Salary

Our Trucks are guaranteed satisfactory. Turn in their own length.

MADE IN CANADA.

H. C. Slingsby for Canada.

Factory, Ontario Street, Temple Building, MONTREAL.

WRAPPING PAPERS.

Do you prefer to have your parcels reach your customers in good condition? Our brown and manilla wrapping papers are strong, durable and reliable. Weight full and 480 sheets to the ream.

MADE IN CANADA

BY THE

Canada Paper Co., Limited

TORONTO MONTREAL.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as \$1,000) may pass as one word. Cash remittance to cover cost must in all cases accompany orders, otherwise we cannot insert the advertisement. When replies come in our care cents additional must be included for forwarding same. Many large business leads have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto



G. A. Crosby & Co. of Ontario,
SARNIA, ONT. LIMITED

Manufacturers of

Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal

H. W. Petrie, 141-145 Front Street West, TORONTO - Selling Agent.

WHIPS FOR WORK.

Binder Whips, Brass Ferruled Cart Whips, White Drop Top Butcher Cart Whips, Solid Rawhide and Live Oak, Lumber Lash Whips.

THE MORGAN LABEL ON THEM SELLS THEM.

THE MORGAN CO., Limited, TORONTO.

STANLEY RULE & LEVEL CO.,

NEW BRITAIN, CONN., U.S.A.

IMPROVED CARPENTERS' TOOLS

SOLD BY ALL HARDWARE DEALERS.

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

—OFFICES IN CANADA—

HALIFAX, N.S.
OTTAWA, ONT.
VANCOUVER, B.C.

HAMILTON, ONT.
QUEBEC, QUE.

LONDON, ONT.
ST. JOHN, N.B.
WINNIPEG, MAN.

MONTREAL, QUE.
TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto,

INDUSTRIAL GOSSIP

HARDWARE AND METAL would be pleased to receive from any authoritative source industrial news of any sort: the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news, etc. All such correspondence will be treated as confidential when desired.

THE extension of the Canadian Pacific Railway Company's wharves at Vancouver, B.C., by the addition of piers running outward at nearly right angles from the face of the present wharves will be commenced before long. The piers, for there are five of them planned, will not be all built at once. It is the intention to construct one after the other as requirement calls for them. The phenomenal increase of the shipping tonnage of the Vancouver port renders the commencement of the construction of the piers absolutely necessary, since the wharf and warehouse space now available is inadequate.

To keep pace with the rapid settlement of the country along the railway line west of Grand View, the Canadian Northern company has decided to place two new townsites on the market immediately. The first town will be located at Goose Lake, about 30 miles west of Grand View, on the main line, and the second further north, near Kamsack. Both are located in the heart of good agricultural districts.

stall round house for the Canadian Northern railway. The building is located between the Broadway bridge and the company's present shops. The round house is being erected before other contemplated works owing to the pressing demand for more extended facilities for caring for the motive power. The other works will be deferred until arrangements have been made with the City Council for the closing of certain streets east of Main street.

The Hamilton & St. Martins Railway has been purchased by a company composed of St. Martins', N.B., business and professional men. They propose putting the road again into operation, and they also intend building a branch line into St. John. The new owners will operate the road under the same title as of old, The Hampton & St. Martins Railway Co., and the organization is as follows: Robert Carson, president; S. Ernest Vaughan, treasurer; W. E. Skillen, secretary, and F. M. Anderson and E. A. Titus, additional directors. An arrangement has been made with the Dominion Government to secure rolling stock.

NOTES.

The capital stock of The Crown Mfg. Co., Ltd., has been increased from \$20,000 to \$100,000.

The Dowd Milling Co., Ltd., incorporated under the Dominion Government, has been granted a licence to carry on in Ontario the business of buying, selling and repairing mills.

The Ottawa Stationery & Office Supply Co., incorporated under the Dominion Government, has been granted a licence to carry on in Ontario the business of a printer and bookbinder.

Work has been commenced on a new 40-

The Frank mine of The Canadian-American Coal & Coke Co., Blairmore, Alta., has again resumed its place at the head of the list as a shipper of coal from that section.

The Eugene E. Phillips Electrical Works, Ltd., incorporated under the Dominion Parliament, has been granted a licence to use a sum, not more than \$30,000, in Ontario, to carry on the business of manufacturing electrical supplies and generating electricity.

The Ontario Mining & Smelting Co., incorporated in the State of Maine, has been granted a licence to carry on in Ontario the business of a mining, milling, reduction and developing company, provided that in so doing a sum greater than \$20,000 shall not be used.

The existence of a large coal deposit up the Gatineau is reported by J. J. Collins, C.E., of 370 Lisgar street, Ottawa.

He says that a seam 27 feet thick and running north upwards of 100 miles has been discovered by one of his friends.

Thamesford, Ont., is negotiating with a firm who run a stave factory to bring their industry there. It is thought likely that the industry will go. They will employ from 25 to 50 men and will be able to get plenty of timber in the neighborhood for some time to come.

Another new industry has been practically secured for Stratford, Ont. It is the cardboard box works of The C. A. Somerville Co., of London. The company will rent the block owned by J. Scarth and at present occupied by The Cardigan Overshoe Co. and Ballantyne Dairy Supply Co.

The R. E. Pringle Co., Ltd., incorporated under the Dominion Government, has been granted a licence to manufacture in Ontario, operate, sell, lease or purchase every description of instruments, apparatus, materials, machines, and plant for the manufacture and application of electricity.

The Dominion Realty Co., Ltd., Toronto, has been incorporated with a capital of \$500,000, to deal in lands in the Northwest Territories and elsewhere in Canada. The directors are: T. D. Law, W. Gow, J. S. Lovell, R. Richardson, E. W. McNeal, R. Gowans and Wm. Bain, all of Toronto.

The Prescott Terminal Co., Ltd., Prescott, Ont., has been incorporated with a capital of \$1,000,000 to carry on the business of grain dealing, and of shippers and carriers. The directors are: Bartlett McLennan, G. M. Kinghorn, J. A. Cuttle, A. E. Ogilvie, F. Robertson and F. A. Crane, all of Montreal.

WHY WOOD'S PATENT-PLANISHED

sheet iron drove Russia out of the market—800 packs were imported last year.

It was a trifle handsomer.

It was a trifle cheaper.

Made in various and more economical sizes.

One was about as good as the other in other respects.

Return a whole sheet for an inch of fault.

Quick service.

American Sheet Steel Company, New York

Representatives for Canada

B. & S. H. Thompson & Company

53 St. Sulpice Street

Montreal



H. BOKER & CO.'S

TREE



BRAND

Razors, Pocket Knives ^{AND} Scissors

ARE WELL KNOWN FOR THEIR RELIABLE QUALITY.

CURRENT MARKET QUOTATIONS.

Sept. 25, 1903.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. \$32 50 \$33 50

TIN PLATES.

Charcoal Plates—Bright.

M.T.S., equal to Bradley—	Per box.
1 C, usual sizes.....	\$6 75
1 X.....	8 25
1 X X.....	9 75

Famous, equal to Bradley—

1 C.....	6 75
1 X.....	8 25
1 X X.....	9 75

Raven and Vulture Grades—

1 C, usual sizes.....	5 00
1 X.....	6 00
1 X X.....	7 00
1 X X X.....	8 00
D C, 12x17.....	4 50
D X.....	5 25
D X X.....	6 00

Coke Plates—Bright.

Bessemer Steel—	
1 C, usual size, 14x20.....	3 85
1 C, special sizes, base.....	4 25
20x28.....	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—	
1 C, 20x28, 112 sheets.....	8 00
1 X, Terne Tin.....	10 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs.....	7 00
" 14x60, ".....	
" 14x65, ".....	

Tinned Sheets.

72x30 up to 24 gauge.....	7 50
" 26.....	8 00

IRON AND STEEL.

Common bar, per 100 lb.....	2 05
Refined.....	2 45
Horseshoe Iron.....	2 40
Hoop steel, 1 1/2 to 3-in. base.....	2 90
Sleigh shoe steel.....	2 10
Tire steel.....	2 30
Reeled machinery.....	3 00
Tool steel.....	2 85
T. Firth & Co.'s tool steel, per lb.....	0 12 1/2
Jessop's tool steel.....	0 13
Morton's tool steel.....	0 14
Black Diamond and "B.C.".....	0 12 1/2
tool steel.....	0 10
Chas. Leonard's tool steel.....	0 08
Park's "Silver" tool steel.....	0 12
" "Special".....	0 15
Jonas & Colver's tool steel.....	0 10
" "Air Hardening".....	0 70
Drill steel, per lb.....	0 08

BOILER TUBES.

	Per foot.
1 in.....	0 09
2 in.....	0 10 1/2
3 in.....	0 13
3 1/2 in.....	0 14 1/2
4 in.....	0 17
5 in.....	0 34

STEEL BOILER PLATE.

1/2 in.....	2 50
3/4 in.....	2 60
1 in. and thicker.....	2 50

BLACK SHEETS.

10 and 16 gauge.....	2 55
18 gauge.....	2 70
20.....	2 70
22 to 24 gauge.....	2 80
26.....	2 90
28.....	3 00

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

All dull, 52 sheets.....	2 75
Half-polished.....	2 85
All bright.....	3 60

IRON PIPE.

Black pipe—	Per 100 feet.
1/2 inch.....	2 30
3/4 ".....	2 30
1 ".....	2 55
1 1/4 ".....	3 65
1 1/2 ".....	3 85
2 ".....	5 20
2 1/2 ".....	7 35
3 ".....	8 95
3 1/2 ".....	12 55
4 ".....	21 00
4 1/2 ".....	25 00
5 ".....	32 00
5 1/2 ".....	38 50
6 ".....	45 00
6 1/2 ".....	48 00
8 ".....	63 00

Galvanized pipe—

1/2 inch.....	3 20
3/4 ".....	3 45
1 ".....	3 90
1 1/4 ".....	5 00
1 1/2 ".....	7 20
2 ".....	10 05
2 1/2 ".....	12 20
3 ".....	16 85

Malleable Fittings Discount 15 p.c.
Cast Iron Fittings—

On unions, 55 per cent.; on nipples, 60 per cent.; on all others, 50 per cent.

GALVANIZED SHEETS.

	G.C. Comet Bell.	Queen's
16 gauge.....		
18 to 24 gauge.....	4 05	3 75
26.....	4 25	4 00
28.....	4 50	4 25
American brands, \$4.40 for 28 gauge.		
Less than case lots 10 to 15c. extra.		

CHAIN.

oof coil, 3-16 in., per 100 lb.....	7 85
" 5-16 ".....	5 25
" 7-16 ".....	4 50
" 9-16 ".....	4 25
" 1 1/4 ".....	4 20
" 1 1/2 ".....	4 05
" 1 3/4 ".....	4 00
" 2 ".....	4 00

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties.....	40 p.c.
Tie out chains.....	65 p.c.
Stall fixtures.....	35 p.c.
Trace chain.....	45 p.c.
Jack chain, iron, single and double, discount 35 p.c.	
Jack chain, brass, single and double, discount 40 p.c.	

COPPER.

Ingot.	Per 100 lb.
Casting.....	15 00

Bars.

Cut lengths, round, 1 1/2 to 1 in.....	23 00
round and square, 1 to 2 inches.....	23 00
Sheet.....	
Plain, 14 oz., and light, 16 oz., 14x48 and 14x60.....	22 00
Plain, 14 oz., and light, 16 oz., irregular sizes.....	22 50
Tinned copper sheet.....	24 00
Planished.....	32 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.....	0 23
" 35 to 45 ".....	0 22
" 50-lb. and above ".....	0 21

BOILER AND T.K. PITTS.

Plain tinned, per lb.....	0 28
Spun, per lb.....	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent.	
Sheets, hard-rolled, 2x4.....	0 23
Tubing, base, per lb.....	0 23 1/2

ZINC SPELTER.

Foreign, per 100 lb.....	6 25
Domestic.....	6 50

ZINC SHEET.

5-cwt. casks.....	6 25
Part casks.....	6 75

LEAD.

Imported Pig, per 100 lb.....	3 20
Bar, per lb.....	0 05
Sheets, 2 1/2 lb. sq. ft., by roll.....	0 06 1/2
Sheets, 3 to 6 lb.....	0 06

NOTE. Cut sheets 1/2 c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 35 p.c. f.o.b. Toronto.

NOTE. Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

SHOT.

Common, \$6.50 per 100 lb.; chilled, \$7.00 per 100 lb.; buck, seal and ball, \$7.50. Discount, 17 1/2 p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS.

Light soil pipe, discount, 45 and 5 per cent. fittings, discount 50 and 5 p.c. Med. and Extra heavy pipe and fittings, dis. 55 and 5 per cent. 7 and 8-in. pipe, discount 40 and 5 per cent.

SOLDER.

	Per lb.
Bar, half-and-half, guaranteed.....	0 20
Bar, half-and-half, commercial.....	0 19
Refined.....	0 19
Wiping.....	0 17

ANTIMONY.

Cookson's.....	per lb. 9 00
----------------	--------------

WHITE LEAD.

	Per 100 lb.
Pure.....	5 00
No. 1.....	4 62 1/2
No. 2.....	4 25
No. 3.....	3 87 1/2
No. 4.....	3 50
Munro's Select Flake White.....	5 75
Elephant and Decorators' Pure.....	5 25
Brandram's Genuine.....	6 50
Decorative.....	6 00
"Monarch" brand.....	6 12 1/2
Decorators' Pure.....	5 50

Essex Genuine.....	5 25
Ramsay's Pure Lead.....	4 75
Ramsay's Exterior.....	4 50

RED LEAD.

Genuine, 560 lb. casks, per cwt.....	\$4 75
Genuine, 100 lb. kegs.....	5 25
No. 1, 560 lb. casks, per cwt.....	4 00
No. 1, 100 lb. kegs, per cwt.....	4 25

WHITE ZINC.

Extra Red Seal.....	0 06
No. 1.....	0 05 1/2
No. 2.....	0 05

DRY WHITE LEAD.

Pure, casks.....	5 25
Pure, kegs.....	5 75
No. 1, casks.....	5 00
No. 1, kegs.....	5 25

PREPARED PAINTS.

In 1/2, 1 and 1-gallon tins.

Pure, per gallon.....	1 20
Second qualities, per gallon.....	1 00
Barn (in bbls.).....	0 60
The Sherwin-Williams paints.....	1 40
Canada Paint Co.'s pure.....	1 25
Toronto Lead & Color Co.'s pure.....	1 25
Sanderson Peary's pure.....	1 20
Standard Co.'s "New Era".....	1 30
"Globe" barn.....	60 70
Francis-Frost Co.'s "Ark" B'd.....	1 25
British Navy deck.....	1 50
Henderson & Potts's "Anchor".....	1 35
Globe Paint Co.'s mixed.....	1 30
" barn and bridge.....	0 75
Ramsay's paints, Pure, per gal.....	1 20
" Thistle, ".....	1 00
" Outside, bbls.....	0 55

COLORS IN OIL.

25-lb. tins, Standard Quality.

Venetian red, per lb.....	0 03 1/2
Chrome yellow.....	0 12
Golden ochre.....	0 07
French.....	0 06
Marine black.....	0 04
Chrome green.....	0 10
French Imperial green.....	0 14
Signwriters' black.....	0 16
Umber.....	0 04
Sienna.....	0 04

COLORS, DRY.

Common ochre, bbls.....	1 15
Yellow ochre (J.F.L.S.) bbls.....	2 00
Brussels ochre.....	2 00
Venetian red, bbl.....	1 50
English oxides, per cwt.....	3 00
American oxides, bbls.....	1 25
Canadian oxides, bbls.....	1 25
Super magnetic oxides, 95 p.c.....	2 00
Burnt sienna, pure, per lb.....	0 08
umber, ".....	0 08
Raw umber.....	0 08
Drop black, pure.....	0 10
Chrome yellow, pure.....	0 18
Chrome greens, pure per lb.....	0 09
Golden ochre.....	0 03
Ultramarine blue, in 28-lb. boxes, per lb.....	0 06
Fire proof mineral, per 100 lb.....	0 07
Genuine Eng. Litharge, per lb.....	1 25
Mortar color, per 100 lb.....	1 50
Pure Indian red, No. 45, lb.....	0 08
Whiting (common), bbl.....	0 55
English vermilion in 30-lb. bgs.....	0 85

BLUESTONE.

Casks, for spraying.....	5 50
100-lb. lots do per lb.....	0 08

JAMES HUTTON & CO., - MONTREAL

Coach and Wagon, discount 50 and 10 per cent.
Carpenters' discount 60 and 10 per cent.

We Wear The Smile-That-Won't-Come-Off

because we make the Roofing that won't wear off, and our customers don't forget to tell us so.

Our Wire Edged Ready Roofing is the only popular substitute for Shingles because it is Durable, Fireproof and Reasonable Priced.

Hardware Merchants will make no mistake by handling our Ready Roofing.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

DRILLS.			Fork.			KETTLES.			NAIL PULLERS.		
Hand and Breast.			C. & B., discount 40 per cent., revised list.			Brass spun 7½ per cent. discount off new list.			German and American..... 1 75 3 50		
Millar's Falls, per doz., net list.			Hoe.			Copper..... per lb. 0 30 0 50					
DRILL BITS.			C. & B., discount 40 per cent., revised list.			American, 60 and 10 to 65 and 5 per cent.			NAIL SETS.		
Morse, discount 37½ to 40 per cent.			Saw.			KEYS.			Square, round and octagon,		
Standard, discount 50 and 5 to 55 per cent.			American..... per doz. 1 00 1 25			Lock, Canadian dis. 40 to 40 and 10 per cent.			per gross..... 3 38 4 1		
FAUCETS.			Plane.			Cabinet, trunk and padlock,			Diamond..... 1 00 2 0		
Common, cork-lined, discount 35 per cent.			American..... per gross 3 15 3 75			American..... per gross..... 0 60			POULTRY NETTING.		
EAVETROUGHES.			Hammer and Hatchet.			KNOBS.			2-in. Mesh, 19 w.g., dia. 60 per cent.		
10-inch..... per 100 ft. 3 10			Canadian, discount 40 per cent.			Door, japanned and N.P., per			2-in. Mesh, 16 w.g. and heavier, 50 p.c.		
ELBOWS (stovepipe.)			Cross-Cut Saws.			doz. 1 50 2 50			OAKUM.		
and 6-inch, common..... per doz. 1 20			Canadian..... per pair..... 0 13½			Bronze, Berlin..... per doz. 2 75 3 25			U. S. Navy..... per 100 lb. 6 75		
7-inch..... 1 35			HANGERS. doz. pairs.			Shutter, porcelain, F. & L.			Plumbers..... 3 00		
Polished, 15c. per dozen extra.			Steel barn door..... 5 85 6 00			screw..... per gross 1 30 4 00			OILERS.		
ESCUTCHEONS.			5-inch..... 5 00 6 50			White door knobs..... per doz. 1 00			McClary's Model galvanized		
Discount 40 per cent.			Lane's covered—			HAY KNIVES.			oil can, with pump, 5 gallon,		
ESCUTCHEON PINS.			No. 11, 5-foot run..... 8 40			LAMP WICKS.			per dozen..... 10 00		
Iron, discount 40 per cent.			No. 11½, 10-foot run..... 10 80			Discount, 60 per cent.			Zinc and tin, discount 50, 50 and 10 per cent.		
FACTORY MILK CANS.			No. 12, 10-foot run..... 12 60			LANTERNS.			Copper..... per doz. 1 25 3 50		
Discount off revised list, 40 per cent.			No. 14, 15-foot run..... 21 00			Cold Blast..... per doz. 7 00			Brass..... 1 50 3 50		
FILES AND RASPS.			Lane's O.N.T. track, per foot..... 0 04½			No. 3, "Wright's"..... 8 50			Malleable, discount 25 per cent.		
Great Western..... 70 and 10 per cent.			HARVEST TOOLS.			Ordinary, with O burner. 4 00			GALVANIZED PAILES.		
Arcade..... 70 " "			Discount 60 per cent.			Dashboard, cold blast..... 9 00			Dufferin pattern pails, discount 45 per cent.		
Kearney & Foot..... 70 " "			HATCHETS.			No. 0..... 5 75			Flaring pattern, discount 45 per cent.		
Disston's..... 70 " "			Canadian, discount 40 to 42½ per cent.			Japanning, 50c. per doz. extra.			Galvanized washtubs, discount 45 per cent.		
American..... 70 " "			HAT ENAMEL.			LEMEN SQUEEZERS.			PIECED WARE.		
J. Barton Smith..... 70 " "			Hen derson & Potts "Anchor Brand"			Porcelain lined..... per doz. 2 20 5 60			Discount 40 per cent. off list, June, 1899.		
McClellan..... 70 " "			HINGES.			Galvanized..... 1 87 3 85			10-qt. flaring sap buckets, discount 40 per cent.		
Eagle..... 70 " "			Blind, Parker's, discount 16½ per cent.			King, wood..... 2 75 2 90			6, 10 and 14-qt. flaring pails, dia. 40 per cent.		
Nicholson, 60 and 10 to 60, 10 and 5			Heavy T and strap, 4-in., per lb. 0 06½			King, glass..... 4 00 4 50			Creamer cans, discount 40 per cent.		
Royal..... 80 " "			" " 5-in. 0 06			All glass..... 0 50 0 90			PICKS.		
Globe..... 70 to 75 " "			" " 8-in. 0 06½			LINES.			Per dozen..... 6 00 9 00		
Black Diamond, 60 and 10 to 60, 10 and 5 per cent.			" " 10-in. 0 05½			Fish..... per gross 1 05 2 50			PICTURE NAILS.		
Jowitt's, English list, 25 to 27½ per cent.			Light T and strap, discount 65 and 5 per cent.			Chalk..... 1 90 7 40			Porcelain head..... per gross 1 35 1 50		
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to \$1.50			Screw hook and hinge—			LAWN MOWERS.			Brass head..... 0 40 1 00		
GLASS.			6 to 10 in. per 100 lb. 4 50			Woodyatt, 12-in. wheel..... 7 50			PICTURE WIRE.		
Window. Box Price.			12 in. up..... 3 25			Star..... 5 50			Tin and gilt, discount 75 per cent.		
Size United Per Per D. Diamond			Spring..... per gro. pairs 10 50			Daisy..... 4 90			PINE TAR.		
Inches. 50 ft. 100 ft. 50 ft. 100 ft.			HOSES.			Philadelphia, 12-in. wheel..... 6 50			½ pint in tins..... per gross 7 80		
Under 26..... 2 0 3 80 6 75			Garden, Mortar, etc., discount 60 per cent.			Ontario, 14 25			1 pint in tins..... 9 60		
26 to 40..... 2 10 4 00 7 25			Planter..... per doz. 4 00 4 50			Discount, 50 per cent.			PLANES.		
41 to 50..... 4 50 8 75			HOLLOW WARE.			Maxwell & Sons:			Wood bench, Canadian discount 40 per cent.,		
51 to 60..... 4 75 10 00			Discount 45 and 5 per cent.			10½-in. high wheel..... 7 50 10 00			American discount 50 per cent.		
61 to 70..... 5 00 11 50			HOOKS.			9-in. 5 50 6 25			Wood, fancy Canadian or American, 37½ to 40 per cent.		
71 to 80..... 5 50 12 50			Cast Iron.			8-in. 49 0 5 50			PLANE IRONS.		
81 to 85..... 14 00			Bird cage..... per doz. 0 50 1 10			Discount 50 per cent.			English..... per doz. 2 00 5 00		
86 to 90..... 16 50			Clothes line..... " 0 27 0 63			Canadian, 40 to 40 and 10 per cent.			PLIERS AND NIPPERS.		
91 to 95..... 18 00			Harness..... " 0 72 0 88			Russell & Erwin..... per doz. 3 00 3 25			Button's genuine, per doz. pairs, discount		
96 to 100..... 20 00			Hat and coat..... per gro. 1 00 3 00			Eagle, discount 30 per cent.			37½ to 40 per cent.		
A discount of 25 per cent. is offered on "Double Diamond."			Chandelier..... per doz. 0 50 1 00			Padlocks.			Button's imitation..... per doz. 5 00 9 00		
GAUGES.			Wrought Iron.			English and Am. per doz. 0 50 6 00			German..... " 0 60 2 60		
Marking, Mortise, Etc.			Wrought hooks and staples, Canadian discount 47½ per cent.			Eagle, discount 20 to 25 per cent.			PLUMBERS' BRASS GOODS.		
Stanley's, discount 50 to 55 per cent.			Wire.			MACHINE SCREWS.			Standard Compression work, dis. 60 per cent.		
Wire Gauges.			Hat and coat, discount 45 per cent.			Iron and Brass.			"J.M.T." Cushion work, discount 50 per cent.		
Winn's, Nos. 26 to 33..... each 1 65 2 40			Belt..... per 1,000..... 0 60			Flat head, discount 25 per cent.			Fuller work, discount 65 per cent.		
HALTERS.			Screw, bright, discount 55 per cent.			Round head, discount 20 per cent.			6 dozen lots and over of the above, extra discount 10 per cent.		
Rope, ¾-inch..... per gross..... 9 00			HORSE NAILS.			MALLET.			Lever handle Stops and Waste, discount 60 per cent. With, in lots of 2 dozen and over an extra discount of 10 per cent.		
Rope, ¾ to 1-inch..... 14 00			"C" brand, 40, 10 and 7½ per cent. off list } Oval			Tin Smith's..... per doz. 1 25 1 50			"J.M.T." Globe, Angle and Check Valves, discount 55 per cent.		
Rope, 1 to 1½-inch..... 3 87½ 4 00			"M" brand, 50, 10 and 5 per cent. } head			Carpenters, hickory, " 1 25 3 75			Standard Globe, Angle and Check Valves, discount 60 per cent.		
Leather, 1-inch..... per doz. 3 87½ 4 00			Countersunk, 57½ per cent.			Lignum Vitae..... 3 85 5 00			"J.M.T." Radiator Valves, discount. 55 per cent.		
Leather, 1½..... 5 15 5 20			"Monarch," 60 per cent.			Caulking, each..... 0 60 2 00			Standard Radiator Valves, discount 60 per cent.		
Web..... " 1 87 2 45			"Peerless" 50 per cent. dis.			MATTOCKS.			Patent Quick-Opening Valves, discount 65 per cent.		
HAMMERS.			HORSESHOES.			Canadian..... per doz. 5 50 6 50			No. 1 compression bath cock..... net 2 00		
Nail.			F.O.B. Montreal			MEAT CUTTERS.			No. 4..... " 2 00		
Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.			No. 2 No. 1 and larger. smaller.			American, discount 33½ per cent.			No. 7 Fuller's..... " 2 20		
Tack.			Iron Shoes.			German, 15 per cent.			No. 4½..... " 2 35		
Magnetic..... per doz. 1 10 1 20			Light, medium and heavy..... 3 35 3 60			Gem..... each..... 1 15			Patent Compression Cushion, basin cock, hot and cold..... 15 06		
SI ge.			Snow shoes..... 3 60 3 85			MILK CAN TRIMMINGS.			Patent Compression "Cushion" bath cock, No. 2208..... 2 25		
Canadian..... per lb. 0 07½ 0 08½			Steel Shoes.			Discount 25 per cent.			Square head brass cocks, discount 55 per cent.		
Ball Pean.			Light..... 3 45 3 70			NAILS.			Competition Globe, Angle and Check Valve discount 70 per cent.		
English and Canadian, per lb. 0 22 0 25			Featherweight (all sizes). 4 85 4 85			Cut. Wire.			Thompson Smoke-test Machine \$25.00		
HANDLES.			F.O.B. Toronto, Hamilton, London and			2d and 3d..... 3 45 3 45					
Axe, 2nd growth, per doz. net 3 00 4 00			Guelph, 10c. per keg additional.			3d..... 3 10 3 12					
Door door..... per doz. 1 00 1 50			Toe weight steel shoes..... 6 70			4 and 5d..... 2 85 2 85					
			JAPANNED WARE.			6 and 7d..... 2 75 2 80					
			Discount and 5 per cent. off list, June 1899			8 and 9d..... 2 55 2 55					
			ICE PICKS.			10 and 12d..... 2 50 2 50					
			Star..... per doz. 00 3 25			30, 40, 50 and 60d (base)..... 2 45 2 45					
						Cut nails in carlots 5c. less.					
						Wire nails in carlots are \$2.40.					
						Steel cut nails 10c. extra.					
						Miscellaneous wire nails, discount 15 per cent.					
						Coopers' nails, discount 30 per cent.					

Remington Hammerless Shot Gun

Grade K. Made with
Remington blued
steel barrels.



Send for Catalogue containing
complete description of Guns,
\$25.00 to \$250.00, mailed free.

Grade K E D. Made
with Damascus
barrels and Auto-
matic Ejector.

REMINGTON ARMS CO., ILION, N.Y., 13-3317 Broadway, New York.
SOLD BY LEADING CANADIAN DEALERS. NOT RETAILED BY THE MANUFACTURERS.
 86-88 First St., San Francisco, Cal.

PRESSED SPIKES

Discount 20 per cent

PULLEYS		
Hothouse	per doz.	0 55 1 00
Avic	"	0 22 0 33
Saw	"	0 27 1 00
Avic	"	0 35 2 50
PUMPS		
Canadian eastern	"	1 80 3 60
Canadian pitcher	"	1 40 2 10
PUNCHES		
Saddlers	per doz.	1 00 1 85
Conductors	"	9 00 15 00
Timbers, solid	per set	0 72
" hollow	per inch	1 00

RANGE BOILERS		
Dominion, 30 gallon	net	6 00
" 35	"	7 00
" 40	"	8 00
Ronald's Galvanized, 30 gallon	"	7 40
" 35	"	8 40
" 40	"	9 60
Copper, 30 gallon	"	22 00
" 35	"	24 00
" 40	"	28 00
Discount off copper boilers 15 per cent.		

RAZORS		
Wood	per doz. net	1 20 up.
RAZORS		
Elliot's	per doz.	4 00 13 00
Gos. Butlers & Co. S.	"	4 00 18 00
Bakers	"	7 50 11 00
" King Cutter	"	12 50 15 00
Wade & Butcher's	"	3 60 10 00
Thick & Quack's	"	7 00 12 00
Bailey's	"	6 00 12 00
Bailey's Brantford	"	10 00 11 00
Carlo Magnette	"	13 00
Griffin Barber's Favorite	"	10 75
Griffin No. 65	"	13 00
Griffin Safety Razors	"	13 50
Griffin Strapping Machines	"	13 50
Lewis Bros. "Klean Cutter"	"	8 50 10 50

REGISTERED		
RIVETS AND BURS.		
Iron Rivets, black and tinned, discount 60 and 10 per cent.		
Iron Burs, discount 55 per cent.		
Extras on Iron Rivets in 1-lb. cartons, 1c. per lb.		
Extras on Iron Rivets in 1-lb. cartons, 1c. per lb.		
Copper Rivets, with usual proportion burs, 45 per cent. discount. Cartons, 1c. per lb. extra net.		
Copper Burs only, discount 30 and 10 per cent.		
Extras on Tinned or Coppered Rivets, 1-lb. cartons, 1c. per lb.		

RIVET SETS.		
Canadian, discount 35 to 37 1/2 per cent.		
ROPE, ETC.		
Sisal	"	0 11 1
Pure Manila	"	9 14
"British" Manila	"	0 12
Cotton, 3 1/2 inch and larger	"	0 16
" 5 1/2 inch	"	0 21
" 2 inch	"	0 22
Russia Deep Sea	"	0 17
Jute	"	0 05
Lath Yarn, single	"	0 11
" double	"	0 11 1
Sisal bel cord, 48 feet	per doz.	0 65
" 60 feet	"	0 80
" 72 feet	"	0 95

RULES		
Boxwood, discount 55 per cent.		
Ivory, discount 37 1/2 to 40 per cent.		
SAD IRONS		
Mrs. Potts, No. 55, polished	per set	0 70
No. 50, nickel-plated	"	0 80
SAND AND EMERY PAPER.		
E. & A. sand, discount, 40 and 5 per cent.		
Emery, discount 40 per cent.		
Garnet (Rutons), 5 to 10 per cent. advance on list		

SAP SPOOTS.

Bronzed iron with hooks ... per 1,000 9 50

SAWS.		
Hand, Disston's, discount 12 1/2 per cent.		
S. & D., discount 40 per cent.		
Crossett, Disston's, ... per foot	0 35	0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.		
Hack, complete, ... each	0 75	2 75
" frame only, ... each		0

SASH WEIGHTS.		
Sectional, ... per 100 lb.	2 25	
Solid, ...	1 75	
SASH CORD.		
Per lb., ...	0 22	0 22

SAW SETS.		
Lincoln and Whiting, ...	4 75	
Imperial Sets, No. 1 Woodyatt (Morrill)	4 25	
X-Cut Sets, No. 3 Woodyatt (Morrill)	9 50	

SCALES.		
Gurney Standard, 40 per cent.		
Gurney Champion, 50 per cent.		
Burrow, Stewart & Milne—		
Imperial Standard, discount 40 per cent.		
Weight Bureau, discount 35 per cent.		
Champion Scales, discount 50 per cent.		
Fairbanks standard, discount 35 per cent.		
" Dominion, discount 55 per cent.		
" Richelieu, discount 55 per cent.		
Warren's new Standard, discount 40 per cent.		
" Champion, discount 50 per cent.		
" Weighbeams, discount 35 per cent.		

SCREW DRIVERS.		
Sargent's, ... per doz.	0 65	1 00

SCREEN DOORS.		
Common doors, 2 or 3 panel, walnut stained, 4-in. style, ... per doz.	6 80	
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style, ... per doz.	7 00	
Common doors, 2 or 3 panel, in natural colors, oil finish, ... per doz.	8 15	
3-in. style 20c. per dozen less.		

SCREWS.		
Wood, F. H., bright and steel, discount 87 1/2 per cent.		
Wood, R. H., bright, dis. 87 1/2 per cent.		
" F. H., brass, dis. 80 per cent.		
" R. H., " dis. 75 per cent.		
" F. H., bronze, dis. 75 per cent.		
" R. H., " dis. 70 per cent.		
Drive Screws, dis. 87 1/2 per cent.		
Bench, wood, ... per doz.	3 25	4 00
" iron, ...	4 25	5 00
Set, case hardened, dis. 60 per cent.		
Square Cap, dis. 50 and 5 per cent.		
Hexagon Cap, dis. 45 per cent.		

SCYTHES.		
Per doz. net, ...	6 00	9 00

SCYTHE SNATHS.		
Canadian, discount 40 per cent.		

SHEARS.		
Bailey Cutlery Co., full nicked, discount 25 per cent.		
Bailey Cutlery, Japan Handles, discount 67 1/2 per cent.		
Seymour's, discount 50 and 10 per cent.		

SPOOLS AND SPADERS.		
Canadian, discount 45 per cent.		

SINKS.		
Cast iron, 16 x 24, ...	0 85	
" 18 x 30, ...	1 00	
" 18 x 36, ...	1 40	

SNAPS.		
Harness, German, discount 25 per cent.		
Lock, Andrews, ...	4 50	11 50

SOLDERING IRONS.		
1 1/2-lb., ... per lb.	37	
2-lb. or over, ...	0 34	

SQUARES.		
Iron, No. 493, ... per doz.	2 40	2 55
" No. 494, ...	3 25	3 40
Steel, discount 60 to 60 and 5 per cent.		
Try and Bevel, discount 50 to 52 1/2 per cent.		

STAMPED WARE.		
Plain, discount 75 and 12 1/2 per cent. off revised list.		
Returned, discount 75 per cent. off revised list.		

STAPLES.

Galvanized, ...	3 25	3 50
Plain, ...	2 90	3 15
Coopers', discount 45 per cent.		
Poultry netting staples, discount 40 per cent.		
American discount 25 per cent.		

STOCKS AND DIES.		
Washita, ... per lb.	0 28	0 60
Hindostan, ... slip	0 09	0 07
Labrador, ...	0 13	
" Axe, ...	0 15	
Turkey, ...	0 50	
Arkansas, ...	1 50	
Water-of-Ayr, ...	0 10	
Seythe, ... per gross	3 50	5 00
Grind, 2-in., 40 to 200 lb., per ton	25 00	
" under 40 lb., ...	28 00	
" under 2 in. thick, ...	29 00	

STONE.		
Washita, ... per lb.	0 28	0 60
Hindostan, ... slip	0 09	0 07
Labrador, ...	0 13	
" Axe, ...	0 15	
Turkey, ...	0 50	
Arkansas, ...	1 50	
Water-of-Ayr, ...	0 10	
Seythe, ... per gross	3 50	5 00
Grind, 2-in., 40 to 200 lb., per ton	25 00	
" under 40 lb., ...	28 00	
" under 2 in. thick, ...	29 00	

STOVEPIPES.		
5 and 6 inch, per 100 lengths	7 00	
7 inch, ...	7 50	

ENAMELINE STOVE POLISH.		
No. 4, 3 doz. in case, net cash	4 80	
No. 6, 3 doz. in case, ...	8 40	

TACKS, BRADS, ETC.		
Carpet tacks, blued, ...	80 and 15	
" "tinned, ...	80 and 20	
" (in kegs), ...	40	
Cut tacks, blued, in dozens only	40	
" weights, ...	60	
Swedes cut tacks, blued and tinned—		
" in bulk, ...	80 and 10	
" in dozens, ...	75	
Swedes, upholsterers', bulk, ...	12 1/2 and 12 1/2	
" brush, blued and tinned	70	
Swedes, gimps, blued, tinned and jappanned, ...	75 and 12 1/2	
Zinc tacks, ...	35	
Leather carpet tacks, ...	55	
Copper tacks, ...	50	
Copper nails, ...	52 1/2	
Trunk nails, black, ...	65 and 5	
Trunk nails, tinned, ...	65 and 10	
Clout nails, blued, ...	65 and 5	
Chair nails, ...	35	
Patent brads, ...	40	
Fine finishing, ...	40	
Lining tacks, in papers, ...	10	
" " in bulk, ...	15	
" solid heads, in bulk	75	
Saddle nails, in papers, ...	10	
" in bulk, ...	15	
Tufting buttons, 22 line, in dozens only, ...	60	
Zinc glaziers' points, ...	5	
Double pointed tacks, papers, ...	90 and 10	
" " bulk, ...	40	
Clinch and duck rivets, ...	45	

TAPE LINES.		
English, ass skin, ... per doz.	2 75	5 00
English, Patent Leather, ...	5 50	9 75
Chesterman's, ... each	0 90	2 85
" steel, ... each	0 80	8 00

TINNERS' SNIPS.		
Bailey's, discount 25 per cent.		

THERMOMETERS.		
Tin case and dairy, discount 75 to 75 and 10 per cent.		

TRAPS (steel.)		
Game, Newhouse, discount 25 per cent.		
Game, H. & N. P. S. W., 65 per cent.		
Game, steel, 72 1/2, 75 per cent.		

TROWELS.		
Disston's, discount 10 per cent.		
German, ... per doz.	4 75	6 00
S. & D., discount 35 per cent.		

TWINES.		
Bag, Russian, ... per lb.	0 27	
Wrapping, cotton, 3-ply, ...	0 19	
" 4-ply, ...	0 23	
Mattress, ... per lb.	0 33	0 45
Staging, ...	0 27	0 35

VISES.		
Wright's, ...	0 13 1/2	
Brooks, ...	0 12 1/2	
Pipe Vise, Hinge, No. 1, ...	3 50	
" No. 2, ...	5 50	
Saw Vise, ...	4 50	9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White discount 50 per cent.		
Diamond, Famous, Premier, discount 50 and 10 per cent.		
Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.		

WIRE.		
Smooth Steel Wire.		
No. 0-9 gauge.		\$2 50
10 " "	6c. extra.	
11 " "	12c. "	
12 " "	20c. "	
13 " "	30c. "	
14 " "	40c. "	
15 " "	55c. "	
16 " "	70c. "	

Add 60c. for coppering and \$2 for tinning.		
Extra net per 100 lb.—Oiled wire 10c., spring wire \$1.25, special hay baling wire 15c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) \$1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in 1-lb. hanks 75c., in 1-lb. hanks \$1.		

Fine Steel Wire, discount 25 per cent.		
List of extras: In 100-lb. lots: No. 17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65—No. 21, \$7—No. 22, \$7.30—No. 23, \$7.65—No. 24, \$8—No. 25, \$8.50—No. 26, \$9—No. 27, \$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34, \$17. Extras net—tinned wire, Nos. 17-25, \$2—Nos. 26-31, \$4—Nos. 32-34, \$6. Coppered, 5c.—oiling, 10c. in 25-lb. bundles, 15c. in 5 and 10-lb. bundles, 25c. in 1-lb. hanks, 25c. in 1-lb. hanks, 35c. in 1-lb. hanks, 50c. in 1-lb. hanks, 75c. in 1-lb. hanks, 10c. bagging or papering, 10c.		

Brass wire, discount 62 1/2 per cent. off the list.		
Copper wire, discount 62 1/2 per cent. net cash 30 days, f.o.b. factory.		
Galvanized wire, per 100 lb.—Nos. 4 and 5, \$3.70 to \$3.90—Nos. 6, 7, 8, \$3.15 to \$3.35—No. 9, \$2.50—No. 10, \$3.20 to \$3.40—No. 11, \$3.25 to \$3.45—No. 12, \$2.65—No. 13, \$2.75—No. 14, \$3.75 to \$3.95—No. 15, \$4.30—No. 16, \$4.30. Base sizes, Nos. 6 to 9, \$2.27 1/2 f.o.b. Cleveland. In carlots 12c. less.		

Clothes Line Wire, regular 7 strand, No. 17, \$4.65; No. 18, \$2.90; No. 19, \$2.60. Hollow 6 strand, No. 17, \$4.30; No. 18, \$2.70; No. 19, \$2.35; No. 20, \$2.30, f.o.b. Hamilton, Toronto, Montreal.		
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\$3.70 to \$3.90—Nos. 6, 7, 8, \$3.15 to \$3.35	
—No. 9, \$2.50—No. 10, \$3.20 to \$3.40	
—No. 11, \$3.25 to \$3.45—No. 12, \$2.65	
—No. 13, \$2.75—No. 14, \$3.75 to \$3.95—No. 15, \$4.30—No. 16, \$4.30. Base sizes, Nos. 6 to 9, \$2.27½ f.o.b. Cleveland. In carlots 12½c. less.	
Clothes Line Wire, regular 7 strand, No. 17, \$4.65—No. 18, \$2.90; No. 19, \$2.60. Hollow	

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BIRMINGHAM, ENGLAND.



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The thrashing season will soon be here.
It pays at this time of year to stock

OUR
Endless Rubber Belts
Narrow Belting
Suction Hose
Conducting Hose



Our Extra Star Rubber Thrasher Belt is
the standard thrashing belt of Canada.
Our Thrasher King Stitched Rubber
Belt is a good belt for the money.

THE CANADIAN RUBBER CO.

MONTREAL TORONTO WINNIPEG VANCOUVER

Other Tools are very
good Tools, but

“YANKEE TOOLS” ARE BETTER



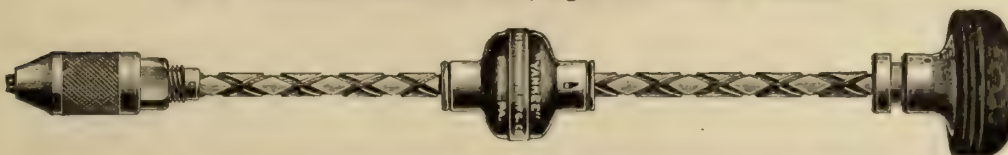
No. 15. “Yankee” Ratchet Screw Driver, with Finger Turn on Blade.



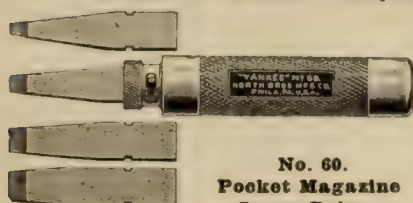
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No. 41. “Yankee” Automatic Drill, Eight Drill Points in Handle.



No. 50. “Yankee” Reciprocating Drill for Iron, Steel, Brass, Wood, etc.



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Pocket Magazine
Screw Driver.

Our “YANKEE” Tool Book
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BLIZZARD
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**Toy Freezers,
Ice Shaves and
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Hand Planers.**

**Sold by Leading Jobbers
in Canada.**

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Philadelphia, Pa., U.S.A.

The New Century Ball-Bearing Washing Machine.



Not the cheapest but decidedly the best Washing Machine made.

Five to seven minutes only required for a tubful. The operator need not stand when using it, and there is practically no wear on garments.

Full information given on application.

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are acknowledged the best,
" all fully warranted.



No. 75 N. P. Blades and enamelled bows.

No. 85 N. P. " " N. P. "

Straight and Bent Shears.

Ladies' "

Tailors' "

Tinmen's Snips.

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Montreal, Que.,

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18 x 21 x 60 sheets

18 x 24 x 52 "

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"Alaska" All Bright.

18 x 21 x 60 sheets

18 x 24 x 52 "

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Prompt Shipment.

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WILL CREATE A HEAVY DEMAND IN

WEATHER STRIPS

LET YOUR ORDERS BLOW OUR WAY.

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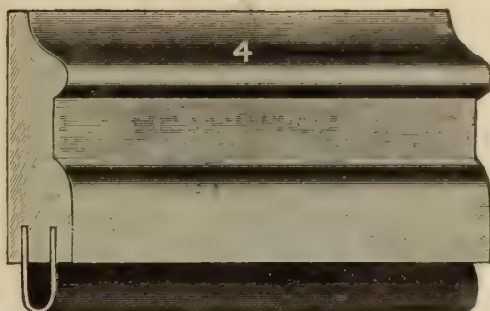
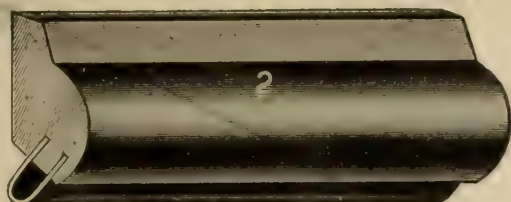
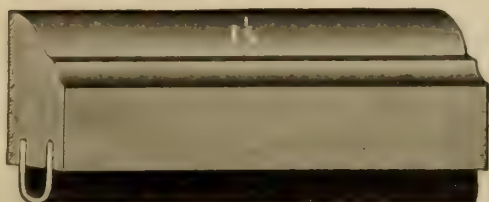
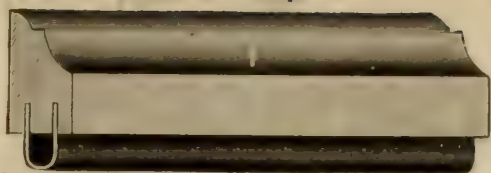
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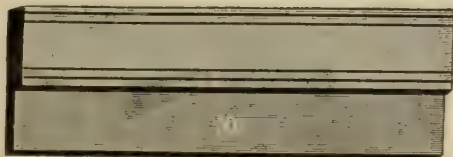
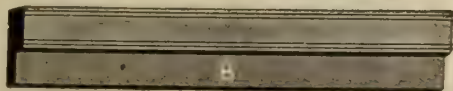
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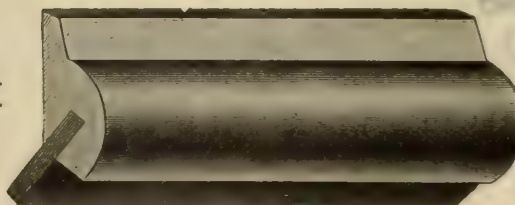
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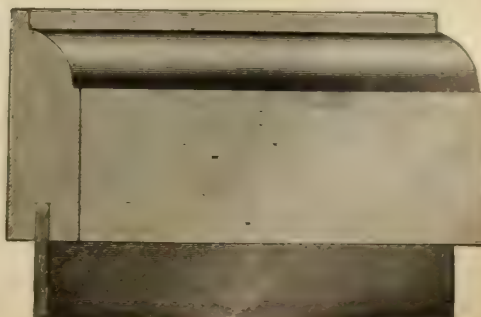
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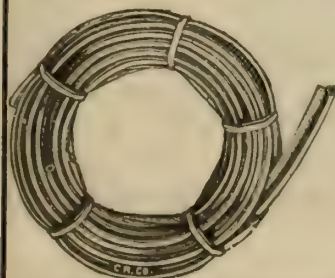
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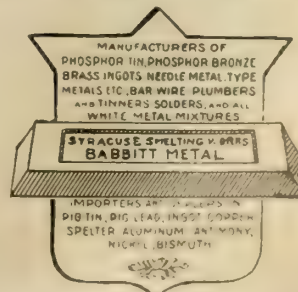
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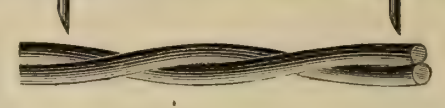
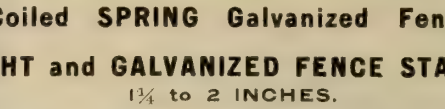

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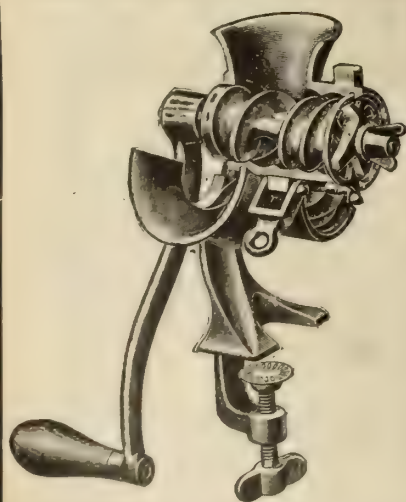
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

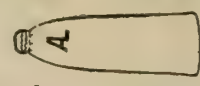

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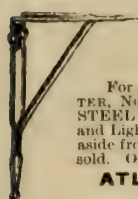
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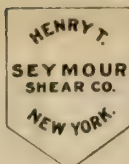
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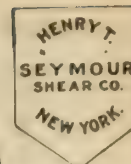
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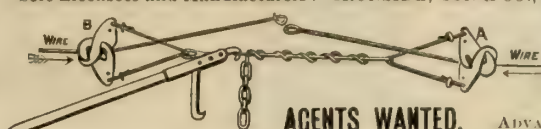
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Written for Hardware and Metal by a Member of Parliament.

POLITICIANS pay pretty close attention to the meetings of various organizations, be their present size small or great, for one can never tell but that from a "cloud no bigger than a man's hand" may grow a storm that means wreck and ruin. Hence it is that while the gathering of so powerful an organization as The Manufacturers' Association attracts a great deal of notice and discussion here, the smaller meeting of The Farmers' Association is by no means overlooked. Members have not forgotten the rapid growth of the Patrons of Industry, and how that party melted old party lines as if by magic, bringing about the unexpected in so many counties that had for years been considered the safe preserve of the one party or the other.

The labor men had made overtures to the farmers for co-operative work, and the platform of the Trades and Labor Council came under discussion in consequence. Its planks are certainly radical and advanced enough to suit the most demanding in that line, and while on some of them all progressive men may stand, we fancy that there are others which are nothing less than chimerical in character. Nor can we imagine that any very close union can be formed anyway between the farmers and the labor men. On the great subject of tariff there will always be a good deal of difference between them. The labor man will continue to favor high protection, which will mean big profits for the manufacturer, a share of which he has learned very well how to wring out of his employer, while the farmer, the consumer of these same goods, will always set his face to a moderate tariff, one which, in his opinion, will keep the manufactories going as con-

sumers of his raw material, but which will not unduly enhance the cost of the manufactured product to him.

• • •

Two of the planks of the labor platform are of more than passing interest. (1) the right of recall of representatives by the voters, (2) the abolition of war. Let us treat of them shortly in their order.

It is argued by the supporters of this platform that members frequently go back on the pledges made when seeking election. But who is to be the party or parties to see just what exact pledges have been made, and who again is to decide what constitutes a breach of them? Under our constitution a representative of the people in the Dominion House can hold his seat at the outside for only five years. In actual practice we know that a Parliament seldom lives out its allotted span, and we fancy we are about right when we say that four years is a fair average for the length of a member's lease. At the end of that time he must again face his electors, and if he has indeed been untrue to the pledges he has made, his fate is in their hands. It is then not a few who pass upon his conduct, but the whole body of his electors. We feel that, as it is, the independence of members is somewhat hampered, in the case of weaker brethren, by the fear of what their electors may do to them if they cast a vote in a certain way. On the spot, with full information before him, a member, if educated and intelligent as a representative should be, is in a far better position to judge of a subject than are his people reading newspaper articles of sometimes very little value. It is his duty, we conceive, to use his best judgment in a case of this kind, and he is no true friend of the men who sent him to Ottawa if he gives a vote against

what he really thinks to be right, merely to secure a few supporters in his next contest from some prejudiced and ill-informed class.

As to the abolition of war, that sounds very well, but how is it to be accomplished? No man likes a war for war's sake. It means financial loss to him who stays at home, and bodily suffering to him who goes to the front. But how, again we ask, do our friends propose to abolish war? Are we to give up all preparation for national defence in hope that our good example will be followed by a host of states, civilized and semi-civilized? Is moral suasion to bring all the other nations of the earth into line? Or is there any great difference after all between police protection in private life and national protection in public life? We know that it is wrong to steal, murder, and burn, and yet there are still many in the community who commit these crimes, and hosts of others who would do so but for the protecting arm of the law. We know that war is horrible and wicked, but we are equally sure that it is raging now in many quarters, and that for centuries past the world has never been altogether at peace. Yes, it sounds well, this abolition of war, but we fear that until the millennium comes and the disturber of all peace is chained for a thousand years, the abolition of war will be something for debating societies to discuss, rather than for practical men to undertake.

• • •

The meeting of the Executive of the Lord's Day Alliance here has aroused much more interest among parliamentarians than would have been the case under ordinary conditions. The decision handed out a few weeks since by the Judicial Committee of the Privy Council,

to the effect that the Ontario Lord's Day Act is ultra vires, caused uneasiness at the time in those members whose political sagacity anticipated the very action taken by the alliance, an application to the Dominion Government for legislation similar to that enacted by Ontario and declared beyond her jurisdiction.

• • •

There is nothing which arouses such bitterness as a moral or religious question thrown into the political arena. But a few years ago, treating of time in the life of nations and not of individuals, dogma was backed up by the strong hand, and Catholic slew Protestant, or Protestant slew Catholic, according as the one or the other was in the ascendant, while both very impartially doomed to the tar barrel or the horse pond poor old half crazed women, yeleft witches. To-day milder counsels prevail, but even in this 20th century less liberality is shown in allowing for the opinions of others on questions religious or semi-religious than one could well wish. The alliance man or the prohibitionist is dubbed "crank" and often "hypocrite" by him who holds opposite views, while he in turn is called drunkard, reprobate, and infidel, by his zealous opponent. This being the case, the politician naturally dreads the appearance in the political field of a question such as Sunday observance. He knows that he will be characterized in every section of his county, and that by men so firmly convinced of the correctness of their own views that they impute insincerity, if not worse, to the unfortunate candidate who does not share them.

In Canada we have different races and religions. What to the Scotch Presbyterian and the English Methodist seems grievous sin to do upon the Lord's day, is looked upon by his fellow Canadian of German Lutheran or French Catholic origin as harmless amusement and even necessary recreation, while between the two stands the Anglican Communion, less strict than the former, but more exacting than the latter. Now the Dominion Parliament cannot legislate for a territorial part or a single religious denomination. What law it passes must be for the Dominion as a whole. In this has been the difficulty with regard to temperance legislation, nor are the divergent views to which we have alluded confined to race and religion alone. Territorial differences also exist. The west is notoriously less strict in matters of Sabbath observance than is a part at least of the east, and legislation which would be accepted with marked approval by Ontario would be met with a storm of protest in British Columbia and the Territories. This being the case, the members of the alliance will do well to frame

their request in a spirit of moderation, if they wish for legislative fruit. Even in Ontario public opinion is not so strict as it was a quarter of a century ago, when to "whistle on the Sabbath" was a grievous crime. Toronto, Toronto the good, church-going Toronto, which more than once rejected Sunday cars, at last accepted them, and if we may judge from the traffic returns she has passed from the coldly suspicious stage in which she first regarded them, till now she may be said to hug them to her bosom. The church-goers themselves make great use of the cars to conduct them to their favorite places of worship, and to the doors of one sacred edifice we wot of, an edifice in which many years ago glue was poured upon the keys of the then new organ that the "kist o' whistles" might be prevented from giving forth its impious sounds, scores of sedate and pious folk are carried Sunday after Sunday by the once hated agency. Quebec as a province will not support stringent Sabbatarian legislation—we know the fate of the temperance ship when it struck upon the rock of her almost solid opposition—the west will not stand for it, while a score of counties in Ontario and half as many in the Maritime Provinces would be against it. Let us hope that our friends will recognize these facts and acknowledging that half a loaf is better than no bread accept at the hands of Parliament such a law as will be well received all over Canada, a law which, while it may not secure the Calvinistic Sabbath, will at least save us from the turmoil and moral dangers of a "European" one.

• • •

During the dying hours of the N.T.R. debate, the Opposition submitted many amendments, among which was one by Mr. Bennett, reading in part as follows: "That no contractor or sub-contractor on the said railway shall employ any Chinese labor or workman in the construction of the said railway, etc." This is of interest to two great classes in Canada, the laborers and the farmers. As to the former, if Chinese labor is excluded there will be all the greater demand for whites. But such a provision, as pointed out by Mr. Thompson, of Haldimand, would bear rather hardly on the farmer. The latter is at present very much put to it to obtain the necessary laborers for his farm work. Now we have already in Canada a considerable number of Chinese in British Columbia, a number not likely to be greatly increased, because only this session Parliament has placed upon them a poll tax on coming into the country of \$500 each. The question is not then "will there be a large influx of Chinese in case a clause similar to Mr. Bennett's does not become law," but "are we or are we not to employ the Chinese we already

have in the country to do railway construction work?" We know that already there is a shortage in the labor market, the manufacturers in congress assembled have recently announced that they alone could employ ten thousand additional hands—we have already alluded to the lack of farm laborers. Now we know that Chinamen will not alter this state of things, while we are equally sure that they can and will work on railways if given an opportunity. That being the case why prevent those already in the country from working at what they are fitted for? If we do so prevent them what will be the result? The work will have to be done entirely by white labor. Where will that white labor come from? To some extent immigration may supply it, but our country is developing so fast that those who come in are immediately absorbed, either going on the land and creating a new demand for labor in factories and forests to supply the wants of the new markets they create, thus accentuating the present stringency, or engaging in mining operations, on Government works or what not. It just comes to this: In any case we will have to draw to a large extent upon the resources of our already strained labor market, and the heavier the draft the greater will be the difficulty for our manufacturers and farmers to carry on their operations profitably and at full blast. Let us not then exclude the Asiatics already in Canada from doing that work for which they are fitted, and let us give these great classes, the farmers and the manufacturers, a chance.

A LARGE ORDER FOR CARS.

The C.P.R. have placed an order for \$1,000,000 worth of rolling stock at their own shops at Hochelaga. The order includes five modern dining cars of the finest class and most up-to-date appointment, fifteen sleeping cars, equally luxurious, twenty-five first-class passenger coaches, twenty-five tourist cars and six suburban cars. The suburban cars will be a new type, longer than the regular coach, and will be used in and out of Montreal. The new shops at Montreal are now ready to engage on repair work.

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CATALOGUES, BOOKLETS, ETC.

HARDWARE AND METAL would be pleased to review catalogues, booklets or other such publications issued by manufacturers or wholesale dealers selling to the hardware, plumbing, machinery or metal trades. Retailers desiring such publications may also have inserted a note to that effect. No charge will be made for these services.

"FAVORITE" STOVES AND RANGES.

Findlay Bros., Carleton Place, Ont., have issued their stove and range catalogue for 1903-04, which is the most comprehensive they have ever issued. In the preface is an excellent cut of the firm's plant in Carleton Place. The last two pages are devoted to illustrations of the sample cuts which, they state, any of their customers can have for the asking. The other eighty pages are replete with cuts of the steel and iron ranges; ranges for coal or wood; steel or iron cooking stoves for coal and wood and for wood only; base burners for coal; hot blast wood heaters, box heaters, cauldrons, pots, hollow-ware, registers and sinks made by Findlay Bros. A good feature of this catalogue, one that many of the trade will appreciate, is the fact that no prices are shown throughout the catalogue, but are given in a trade price list condensed into a small book which fits into a pocket at the back of the catalogue.

THE ATKINS INSERTED TOOTH SAW.

A booklet which for originality as well as artistic quality would be hard to excel has been issued by E. C. Atkins & Co., Indianapolis, Ind., and Toronto. When opened out the front and back cover of the booklet bear a close resemblance to a circular saw. The booklet is devoted to descriptions and explanations of the silver steel inserted tooth saws. Excellent engravings show the various kinds of teeth used for various purposes, the process by which the saws and bits are manufactured, operations in which they are used, etc. The following claims are some of the strong points made for the saws: An inserted tooth saw always retains its original diameter, and if operated with ordinary care the life of the blade is practically unlimited. Every saw sent out from the factory is accompanied with ten extra sets of teeth, extra holders and a wrench for inserting the teeth. The chisel bit saw is very appropriate for localities that are a considerable distance from a saw factory, as the blade retains its tension indefinitely, thus rendering frequent hammering unnecessary, and an ordinary mechanic can in a few moments completely refit the saw with new points without taking it from the mandrel. A copy of this booklet will be sent to any reader of "Hardware and Metal" requesting one.

GOUDEY-MCLEAN LAMPS.

Incandescent lighting has become so common throughout Canada, as in other

parts of the world, that the trade has been forced to study the comparative value of the various lamps on the market. The Goudy-McLean Co., 120 Liberty street, New York, are sending out booklets giving detailed information regarding the value from the standpoint of economy as well as utility. In addition to drawings of the various styles of lamps this booklet illustrates the various styles of bases used throughout the world on incandescent lamps. They offer to furnish promptly lamps equipped with any of these bases. In addition to lamps The Goudy-McLean Co. sell motors, dynamos, transformers, motor fans, illuminated signs and insulated wire. Any of their literature will be sent free to readers of "Hardware and Metal."

"SUNBEAM" LAMPS.

An incandescent lamp which has won a strong place as an economical and steady light is the "Sunbeam" lamp, manufactured by The Sunbeam Lamp Co., Gateshead-upon-Tyne, England, whose goods

are used by H. M. Government, including the Admiralty, War Office and General Post Office. Owing to the largely increased output this company are again able to offer reduced prices for quantities, with a guarantee of prompt delivery. Full information regarding these lamps may be had upon inquiry by "Hardware and Metal" readers.

ROSSENDALE BELTING.

With the rapid industrial development of Canada more and more attention has been paid to factory equipment. Economy of production is the great desideratum, and this is only possible where suitable transmission equipment is in use. The Rossendale Belting Co., Limited, Manchester, who now have agencies in Toronto and Montreal as well as in all parts of Europe, Asia and Australia, make a specialty of anti-friction edged hair belting, solid-woven hair belting, patent edged woven belting, patent surface-hardened carrying belting, cotton-sewn duck belting, white solid woven

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belting, "Mayave" belting, combination belting and twin or endless belting. This firm are now sending out to the trade their new catalogue, which contains full information in their various styles of belting together with price lists, etc. These booklets, which are printed on the highest grade of paper and are superior in every respect, can be had free for the asking.

ART METAL CEILINGS.

The Metal Shingle & Siding Co., Limited, Preston, Ont., have in course of preparation a complete catalogue of their lines. It will embrace many new designs and is to be better in every respect than any of their productions to date. In the meantime they have issued a delightful work on "Louis XIV. Ceiling Classification," which is well worth the attention of all interested in sheet metal building materials. On the first page is a sectional cut showing manner of applying furring strips over joints to receive ceiling goods. The rest of the work is devoted to cuts of the many superb designs made up by this company, shown in piece and in combination. This booklet is well worth writing for.

INQUIRIES ABOUT CANADIAN TRADE

The following were among the recent inquiries relating to Canadian trade received at the Canadian Government Office in London:

1. Inquiry has been received from a Yorksh re firm for the names of Canadian houses open to buy serges direct from their factory.
2. A Gloucester firm making a specialty of indoor and table games desires to find business openings in Canada.
3. The names of Canadian manufacturers of hosiery and woollen goods desiring representation in Ireland are asked for by a gentleman resident in Dublin.
4. Inquiry is made for the names of owners of crude asbestos mines in Canada.
5. A Paris firm wishes to be placed, in communication with producers of Canadian wood pulp desiring to be represented in that city. They are also willing to do business in other classes of Canadian goods, and to act as buyers of French goods for Canadian houses.

[The names of the firms making the above inquiries can be obtained on application to the Editor of **HARDWARE AND METAL.**]

BUYING UP ORE BODIES.

C. M. T. Culbert, who has spent two summers investigating the nickel and iron ore deposits of the Sudbury and Hutton districts, has reported to the Ontario Bureau of Mines that great activity exists among different United States firms in picking up mining lands in these districts. One company interested is the United States Steel Corporation, which is get-

A SATISFIED CUSTOMER WHO RECOMMENDS

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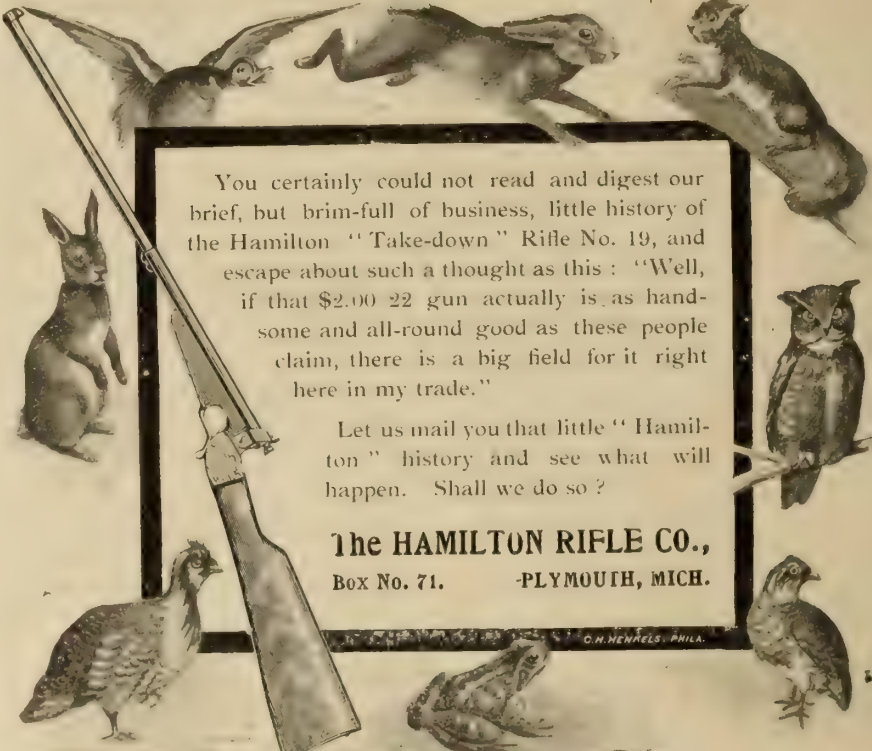


Mr. Don McCown, of Des Moines, Iowa, says: "I have one of your top snap ejector guns, and a finer finish on a single gun I never saw. I killed doves flying high and fast to-day. Killed them dead, too, a thing I have not done with double guns of high grade. For anyone wishing a high-grade gun I recommend an **IVER JOHNSON**."

Mr. McCown is only one of many thousands of users of Iver Johnson guns, who can all testify that it is the best single gun in existence.

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You certainly could not read and digest our brief, but brim-full of business, little history of the Hamilton "Take-down" Rifle No. 19, and escape about such a thought as this: "Well, if that \$2.00 .22 gun actually is as handsome and all-round good as these people claim, there is a big field for it right here in my trade."

Let us mail you that little "Hamilton" history and see what will happen. Shall we do so?

The HAMILTON RIFLE CO.,
Box No. 71. PLYMOUTH, MICH.

C. H. NEWBOLD, PHILA.

ting hold of ore bodies for future exploitation. In a short time Mr. Culbert anticipates huge iron ore and nickel industries in the district. The raw material, he says, is there in large quantities, the range of iron ore being traced for over

20 miles northeast from Hutton. The C.P.R. intends to build a line from Sudbury to deep water on Georgian Bay, within the next two years, and as soon as this is done there will doubtless be a big export of ore from this district.

HARDWARE AND METAL

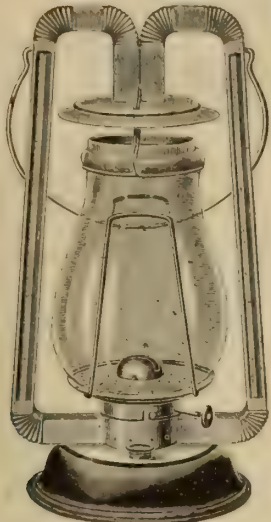
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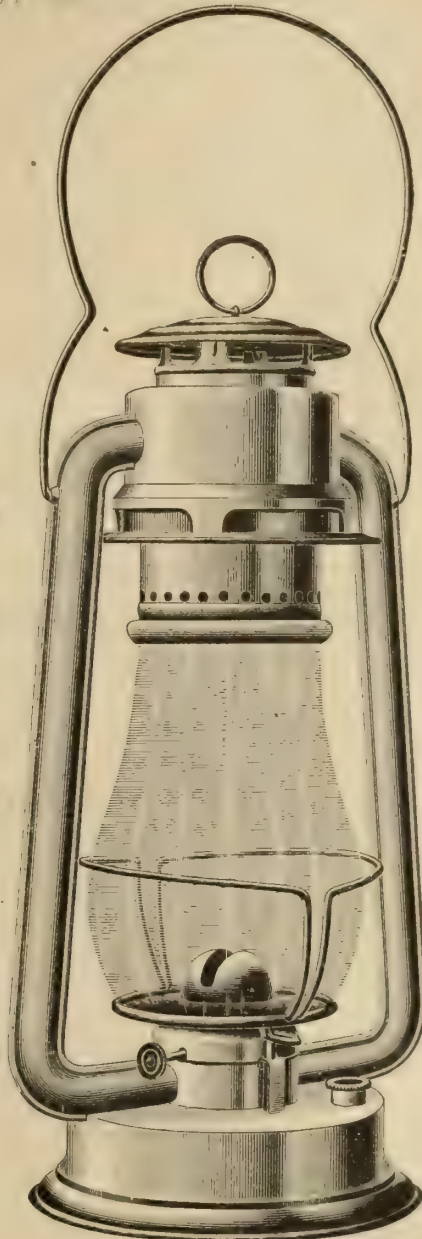
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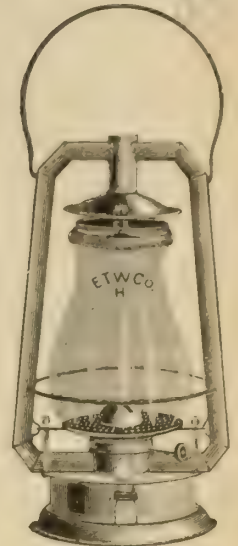
Lantern Globes.



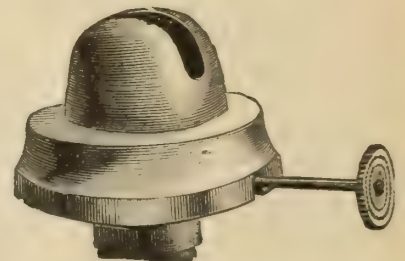
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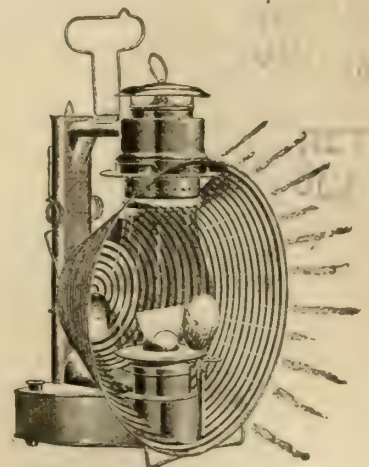
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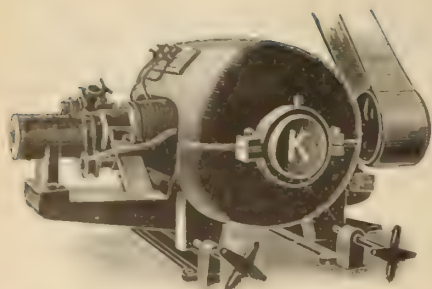
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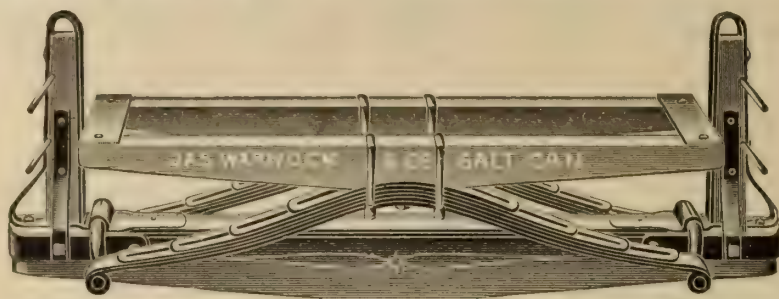
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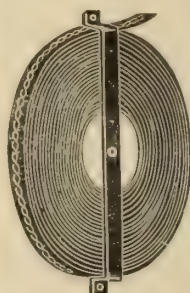
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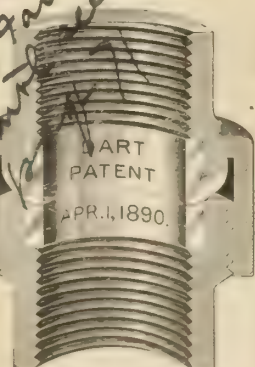
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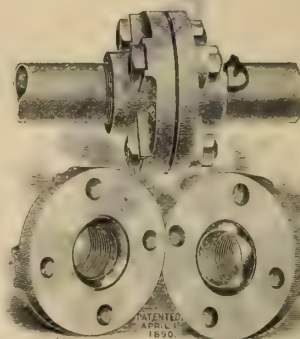
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Will make a tight and durable joint, either in or out of alignment, and stay tight.

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POWER DEVELOPMENT AT NIAGARA FALLS.

IT is over two years ago now since the first piece of cribwork was anchored in the roaring rapids at Niagara Falls, Ont., as a step towards developing power. By July, 1904, there is likely to be 20,000 horse power available, and two years from the present time 350,000 horse power will be provided. This quantity of power is over ten times the total amount used by the Toronto manufacturers at the present time.

Three separate companies are at work in the vicinity of the Horseshoe Falls. The first one to commence operations was The Canadian Niagara Power Co., which two years ago began to build a coffer dam to keep the water back, to permit the excavation of a forebay, and the building of all the heavy masonry of the intake and the power house. There was much difficulty in getting the dam to hold water, owing to the tremendous current of the rapids just above the Falls, but once the solution for that was found the work has progressed with the greatest speed possible.

The Ontario Power Co. were the second to begin operations. They built their coffer dam so as to cut off the waters from the channel around the Dufferin Islands. They have succeeded most admirably, and several hundred men are now blasting and excavating the rocky river bed, the surface of which is worn to an incredible smoothness by the constant rush of the torrent for ages past. A massive dam of cement has been constructed just inside the coffer dam, and the intake excavations are well under way. But as the Ontario company intend to have their power house in the gorge below the Falls, instead of at the intake, the water must be brought to them by means of a hydraulic pipe canal, and the excavation for this canal is now complete.

In order to utilize the water of the Niagara River for generating electric power it is necessary to build a miniature cataraet. Three things are required, an intake to secure the water which is to be utilized, a perpendicular fall of at least 150 feet, and a tunnel or a pipe for the discharge of the water after its work is done. It will be easily seen that to secure the necessary fall the intake must be above the cataraet and the discharge

below it. If the power house is near the intake it is necessary to convey the waste water to the river by tunneling through the rock. If the power house, however, is below the Falls on the river's edge, the water must be conveyed along the surface from the intake to a point 150 feet directly above the power house, so as to get the requisite fall. Two companies are adopting the former plan, The Canadian Niagara Power Co. and The Toronto & Niagara Power Co., while The Ontario Power Co.'s works are being constructed on the latter system.

The latest and, it is claimed, the most daring company, is The Toronto & Niagara Co. This concern is located a little above The Canadian Niagara Power Co.; it commenced operations in April of this year. The coffer dam to protect the work at the intake is now about half completed, and as its end is in the middle of the wildest piece of rapids above the Falls, where the water is not only swift but deep and broken by rocks, it can readily be understood that the building of this dam was the work of a bold and dauntless man whose policy is to establish rather than to follow precedent. The stonework is proceeding most satisfactorily, but it is highly unlikely that power can be developed by this plant for at least two years. The features of this work are the "gathering dam" and the tailrace tunnel. This dam is to be built out into the river at an angle of perhaps 40 degrees with the shore, for the purpose of turning the water towards the company's intake, and providing an ample supply. It will be built of cut granite from a deep bedrock foundation, and will be made firmer and more solid than the virgin rock itself. It will be 25 feet in height, perhaps 8 to 10 feet above the surface of the water, and every precaution will be taken to keep the Spring ice away from it. In order to build this dam, even the layman will perceive the necessity for cutting the water away from its side in order to allow the work to go on. The cutting away is now in progress by the building of a coffer dam and timber cribwork of an exceptionally heavy character, and held in place by being filled with stones. The building of this coffer dam, which is in the hands of Messrs. Barrie & McMortie, is a marvel of engineering boldness. The

current is simply tremendous, and one would think that its constant pounding would dash the beam to pieces. But not so. Half the work is done, the dam is more solid than ever, and the men work away at the end where the angry current swirls around the cribwork and dashes clouds of blinding spray upon them, seemingly unconscious of danger, and confident in the staying power of the structure.

A couple of months ago the current at one point was so heavy that a fender was constructed as a protection to the dam. This was made of the heaviest square timber, in triangular form, and was anchored at the danger point by a one-inch twisted steel wire cable. Shortly after it was placed in position the cable snapped like a silk thread, the fender was dashed down the current and whirled into the eddy beyond the dam. To bring it back against the stream was impossible, so a new fender was built, drifted down to position, and anchored by stronger cables. So far it has held firm. The first fender still lies on the shore, where it was taken by the eddy. Once the coffer dam is completed and its leaks are stopped, the water enclosed will be pumped out and the work on the granite dam will begin.

The Canadian company's wheel pit is to be 600 feet long and the same depth and width as that of The Toronto & Niagara. Its capacity will be eleven penstocks, of 10 feet in diameter, each turbine at the foot capable of developing 10,000 horse power, a total of 110,000. The pit is now more than half excavated, and the iron sluices leading to two of the big turbines are already in position. These consist of five pieces each, and they weigh 30 tons. The process of excavating is done by a channeler, which saws and works by compressed air.

MACHINERY AND ELECTRICAL NOTES.

Racing launches propelled by high power gasoline automobile motors are now all the rage in France.

The power house and flume at the new electric light station, Shelburne, Ont., will be built at once. Arthur Beattie will superintend the work.

According to Prof. Richards, of the Lehigh University, the waste of gases from a modern blast furnace are capable

IMPRESSIONS OF AN ENGLISH ENGINEER IN
CANADA.

By E. C. S., Toronto.

of developing 10,000 horse power if utilized in suitable gas-engines.

G. A. Crosbie & Co., Ltd., Point Edward, Ont., have made a carload shipment of upright drilling machines and gas-working lathes to The International Co. (Boeing Division), Hamilton.

The kiln and the machinery house of the paper-mill works at Niagara Falls, Ont., have been completely destroyed by fire. The loss is about \$3,500, partly covered by insurance.

The power house at Hanlan's Point, off Toronto Bay, has been destroyed by fire. The cost of constructing this power house was \$60,000. It is not expected that it will be replaced, but that the electric power for the island will be obtained from Toronto.

Among the large contracts of The Bradley, Levy & Weston Machinery Co., Ltd., Toronto, for September, were the installation of the machinery for The Raven Lake Portland Cement Co., head office Toronto, and also for The Ontario Live Stock Co., Toronto. They shipped a carload of wood working machinery to The Meaford (Grey) Lumber Co.

Bennett & Co., Essex, Ont., are building a new high speed, automatic engine which an authority on engines who recently visited the works informs "Hardware and Metal" is equal to any high-speed engine turned out in the world to-day. By the use of an improved valve of the piston type Bennett & Co. have secured in this engine the maximum amount of power with the minimum consumption of fuel.

The Philip Carey Mfg. Co., Toronto, are at present filling a contract with The Belleville Portland Cement Co., Belleville, Ont., for 1,700 square yards of their magnesia flexible cement roofing, one with The Imperial Wire Nail Co., Collingwood, for 1,080 square yards of the same roofing, one with The Colonial Portland Cement Co., Wiarton, for 650 square yards of roofing, and one with The Collingwood Shipbuilding Co. for 85 per cent. magnesia steam pipe covering for three large freight boats.

The work of enlarging Fleury's Sons' agricultural implement works, Aurora, Ont., has been commenced and is being pushed forward as rapidly as possible. The excavation to the north of the moulding and blacksmith shops has been completed and the stone foundation finished. Excavation for the extension of the blacksmith shop to the south has been made and the stonework will be commenced at once. A new and much more powerful engine is to be installed in the works this Fall. The increase in the demand for the implements manufactured by this firm, both at home and abroad, has nearly doubled in the past year or two.

I LANDED at Montreal in the Summer of this year. After going through a lot of formalities with the doctor and other Government officials, I was allowed to pass out of the customs shed and enjoy the freedom of Canada at my leisure. Along with several friends I drove from the quay to the hotel. Along the route I was surprised to find so many railway crossings; in fact, they are pretty general all over the town, as I afterwards found out. When such an obstacle occurs in the construction of a railway, the crossings should be made as level crossings, that is, the top of the rails and the surface of the road should be level. In this case the sleepers were level and the rails some four or five inches above—why, I cannot say. There is no necessity for it, and besides it is dangerous and inconvenient for vehicular traffic.

During my stay in Montreal I utilized part of my time in examining the street railway, and found that about the same thing, only slightly modified, prevailed in their crossings. Now when laying a street railway the road must of necessity be broken up to allow of the rails and other fixtures being put down, then the road is made good again. Why not relay it in such a manner as is most beneficial to the townspeople of the municipality in which the railway is built. The extra expense, if any, is easily counteracted by the increased conveniences for transportation facilitated by this improvement.

Another point which struck me was railroad engines, with their heavy like and clumsy appearance. I have seen railroad engines of all the leading railroads of Europe, and been in conversation with several of the minor officials. They all thought that North America was ahead of the other parts of the world in locomotives. I was also of the same opinion until I came here to see for myself. Certainly they are strong on paper. But when put to the test I question whether they are any better than others. I cannot understand why there are so many fittings on top of the boiler and also in front of the smoke box and bogie. A European engine is free from these; all that can be seen is the finely modelled outline of the engine, which gives it a much better appearance. Then I am told engines are built here for work and not appearance. In reply I can only say that they are much lighter in structure, consequently the average life of an English engine is double, if not more, than that of an engine here.

After a few days pleasure and sight-seeing, of which I had quite enough to appreciate, I decided to obtain work if

possible. For this purpose I went to an engineers' shop and interviewed the official in charge—told him the object of my visit. He inquired where and in what capacity I served my time. I told him. "You belong to the union, of course?" he asked. My reply was in the negative. "In that case," said he, "I have nothing to offer you." That was a bright prospect for a perfect stranger like myself and no influence to help me. Because I would not join a union which costs so much a month (the proceeds of which go to pay a lot of lazy men who stop off work, whilst others, who also draw money from it, fight their interests), I was refused work, when there was a vacancy, as I afterwards ascertained. A nice state of things for a new country with increasing trade. We shall have to bid for work at an auction soon at this rate. This is not the case in every shop. For instance, I tried another place, being also unsuccessful, but the official conducted me round the works, so that I might have an idea of the style of workshops in this country. I have been over several other shops since, and find that the Englishman's idea of the sole use of labor-saving machines is much exaggerated. The machines on the whole are smaller and not so well kept. The shops generally are not so clean. Judging from a brief examination, the machines are capable of turning out some good work if properly manipulated, but, like the locomotives, they are light in structure.

A Canadian workman gets to his workshop ready to start five or perhaps ten minutes before the regulation time for starting, consequently he does more work than his namesake across the water, who works half an hour longer a day. The quality of work done is slightly under that done at home. Here speed is a great thing and quality next, at home it is quite the reverse. There is plenty of work at present for anyone who will work, mechanics especially, the demand being ahead of the supply. It is no use anyone coming out here who is not prepared to work, and work hard. This is a country with a great future. Being new, it requires opening up; roads and railroads to make and a score of other things, which all mean work for the engineer, both civil and mechanical. The climate here is all that could be desired. Living is cheap; wages are good. A man who comes out here with ability and plenty of ambition should, if he is not particular what he does for a start, soon reach the height of his ambition. My expectations were more than realized, and I shall be sorry if ever the day comes when I must return to the Old Country for good.

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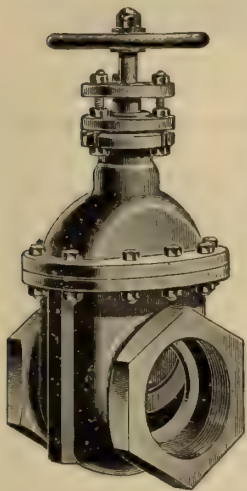
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ALEXANDER GIBB, MONTREAL,
Canadian Representative.

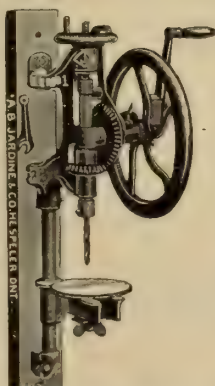


We Make
Good

VALVES

Write for Catalogue
It tells all about
them.

The Kerr Engine Co.
LIMITED
Walkerville, Ont.



TRADE MARK
REGISTERED

Blacksmiths'
Hand
Drills.

The very
best.

A. B. JARDINE & CO.
HESPELER, ONT.

"Say, Friend,"

your aim should be to start up for yourself.

Why Work

from morn till night for somebody else instead of
pushing a business for yourself and thus reap the full
profit of your labor ?

We Will

start men of ability and good character in every
County in the Dominion.

WRITE FOR PARTICULARS TO

The Empire Machine and Metal Stamping Co.

1012 Yonge St.

- TORONTO,

Limited

SOLDER that SOLDERS

Half and Half, Wiping, Refined, Strictly,
Wire, Oval, Angle.

THE CANADA METAL CO., WILLIAM STREET, **TORONTO.**



CAP SCREWS.

SET SCREWS.

Square and Hexagon

COLD PRESSED NUTS

FINISHED.

SEMI-FINISHED.

Canada Foundry Company,

LIMITED.

Head Office, **TORONTO, ONT.**

District Offices — Montreal, Halifax, Ottawa, Winnipeg,
Vancouver, Victoria, Rossland.



CELEBRATED

HEINISCH

SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinners' Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

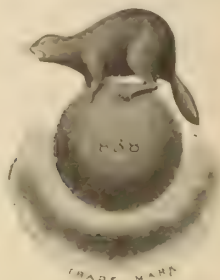
NEW YORK OFFICE, 155 Chambers St.
NEWARK, N.J., U.S.A.

The
CANADA SCREW COMPANY,

HAMILTON

TORONTO

MONTREAL



Ask for our

Wood Screws,
Machine Screws,
Tire Bolts,
Stove Bolts,
Rivets,

Wire Nails,
Screw Eyes,
Screw Hooks,
Gate Hooks
and Eyes.

Specials of all kinds.

**The Dodge Line is a
Profit-Maker.**

Do you know that practically
all the demand is for the Dodge Power
Appliances?

Well, it is ; and if you carry the line you
can get the business.

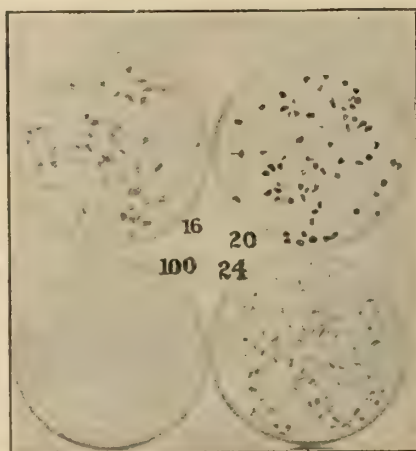
We'd be pleased to go into details of
our line of pulleys, shafting, rope and
other appliances that are in constant
demand.

WRITE TO US ABOUT IT.

The Dodge Mfg. Co., Limited,
of Toronto,
TORONTO, ONT.

**CRAIG MINE CORUNDUM. THE PUREST
CORUNDUM.**

**Government's
X-Ray
Tests**



**Study
This
Cut**

Corundum must be pure to cut cold and quick. "X-Ray photographs offer a means of determining the purity of commercial samples of grain corundum." Government Report, Vol. VIII., Page 217.

Nos. 16, 24 and 100 are grains of CRAIG MINE CORUNDUM shown permeable and therefore pure in the Government X-Ray test. No. 20 is grains of so-called corundum from United States deposits—black, impermeable, impure. Because of its purity CRAIG MINE CRYSTAL CORUNDUM is the best abrasive known.

WRITE FOR BOOKLET.

The Canada Corundum Co., Limited Toronto, Can.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

NOTE.—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, **HARDWARE AND METAL.**

Edited by

**W. Arthur
Lydiatt,**

TORONTO.

It isn't Always the Advertisement that is Wrong— Oftentimes it is a Poor Business Back of the Ad.

IT makes no difference what the size of a business may be, experience has proved that generous advertising will bring a crop of sales as surely as generous culture will bring a crop of grain. There is no guess work about it.

There is just one condition—the advertised thing must be worth the attention of buyers.

For most retail businesses there is but one perfectly satisfactory advertising medium—the daily newspaper.

No matter what the nature of a community is, if a newspaper has a chance at the people it sorts them out as certainly as if they were put through a mental sieve.

There's a World of Satisfaction

in having first-class tools to work with.

Mechanics Want Tools

they can depend on. You get that kind here.
"The best of everything in the line of tools."

A. Westman

121 Dundas street.

7 Market square.

The progressive, enterprising, wideawake, money-spending, life-enjoying citizen, wherever he is, is always hungry in the head—he wants his paper.

The pinch-penny, slow-going, yesterday man, the too-poor or the too-mean-to-buy, are seldom in possession of a newspaper.

Put an advertisement before the readers of your local paper and you take the cream of the population. You go straight home to the people who can buy and who are ready to buy.

That's one side of it. The other is the merchant's side. He, too, must be wide-awake. There's no use in lugging a hide-bound business in a moss-grown way before such a constituency.

The public likes a pusher. People always like to go where crowds are. It is human nature. A busy merchant never lacks for trade; an indolent one seldom gets his share. If you are not naturally energetic, cultivate energy. Give the public the impression that you are a hustler, and that

you have firmly made up your mind to get your share of its trade—and as much more as possible.

Keep your eyes open to what is going on around you and your ears ever ready to hear the demands of the times. Lead—don't follow. Keep your store as up-to-date as you can, and never fall in a rut.

Don't stick to the same old methods and the same old stock all the time. Something new is the breath of life to the retail store—freshness in goods and methods is the best of all advertising.

Always be doing something new. If you try you can instil push into everything you come in contact with. No storekeeper is fair to himself or does justice to his business who doesn't push six days in the week and fifty-two weeks in the year.

Don't sit calmly down when the "dull season" comes and fold your hands and wait for "better times." Make the better times during the dull seasons. The modern merchant knows no dull seasons. He realizes that lulls in trade are apt to come during the late winter and summer, but he is ready for them and always has plenty to keep him busy in the slackest parts of the year.

He mixes a little more energy with his business, appropriates a little larger per cent. of his profits for advertising and looks the slack times in the face. This man has no time to complain and is too busy to realize that others are having a hard pull. Usually he never experiences a "dull season." He is a pusher, therefore he is successful.

Advertising Deeds.

The two ads. which are reproduced this week came along with several others from A. Westman, of London, Ont., and are, I presume from the letter with them, the work of a young lady. There also came a circular which was issued a short time ago on the occasion of a move to larger and more commodious premises.

The ads. lack individuality, and so does the circular. They are very much like the syndicate ads. to which I have previously referred—the same things could be said about any hardware store in the country without the change of hardly a word. They all lack prices and such definite information.

They are nicely displayed, and as for the

argument, it might be worse. I would have made the circular read something after this manner:

WE'VE GOT TO MOVE.

This store is too small to accommodate our rapidly increasing business.

So we've secured a large new store at 121 Dundas street, and 7 Market square and fitted it up handsomely and with all modern appliances for the expeditious conduct of business.

In the new store we'll be better able to serve you than we have ever been—and that promises a pretty satisfactory service.

There's always a reason back of a move like this, and in our case we know it is because we have been conducting the kind of a hardware

A Place for Everything

And everything in its place.

Mechanics who are careful of their tools will be glad to know that besides having in stock all kinds of fine mechanical tools we have excellent

Tool Cabinets

fitted with sections and drawers, and finely polished and finished.

You ought to have one.

A. Westman

121 Dundas street.

7 Market square.

store folks like to deal with, and so our business has increased until we have altogether out-grown the old place.

We are glad to leave the old store—glad because we'll have so many more conveniences and much better surroundings.

Call around and see us in our new home and you'll find abundant reason for continuing your patronage.

After August 1st we'll welcome you at the new place—121 Dundas street and 7 Market square.

People get tired of reading essays on the growth of business and other conventional forms of announcement. The best advertising is that which tells people exactly what you want them to know in the fewest possible words, yet conveying a direct message and a strong bid for business.

If you want to sell a man a currycomb there's no use telling him why a horse ought to be cleaned. Tell him why the comb you sell cleans better and lasts longer than other kinds.

THE HEATING OF THE HOME

by the most economical and efficient system is a most important point to the man who is building for himself, and every bit as important to the landlord who builds for renting purposes.

The wise landlord installs a

Gurney Hot Water Heater and Oxford Radiators,

because he knows it will help rent his house. It is the best system of heating you can sell, for it is not only the best known, but is known to be the best. We would like to have you write to us for particulars about our systems. Write to-day.

THE GURNEY FOUNDRY CO., Limited,

TORONTO,

WINNIPEG,

VANCOUVER.

THE GURNEY-MASSEY CO., Limited. MONTREAL.

NEW PROCESS

Smokeless Oil Heaters

Produce Intense Heat Without Smoke.

They are self-extinguishing.

The flame cannot climb up and smoke after the burner becomes heated, as on the old styles of oil heaters.

They are safe and simple as a lamp in construction.

Are provided with a bail with which they can be carried to any part of the house.
MADE OF SHEET METAL—and are light and durable.

The founts are removable for cleaning and filling.

THEY ARE THE MOST POWERFUL HEATERS.

For Beauty, Simplicity, Convenience and Heating Power, none excel.

THE NEW PROCESS

THE IMPROVED STANDARD HEATER.

Same principle as "New Process" but a cheaper grade.



The Thos. Davidson Mfg. Co., Limited, Montreal.

STOVES AND TINWARE

HEAVY DEMAND FOR STOVES AND RANGES.

NOTWITHSTANDING the many new stove foundries which have been built and the material enlargement of old ones, this season is proving one of the most active I have ever witnessed," said the representative of one of the leading companies on Thursday.

"Throughout all the Summer the Northwest has been calling for stoves, stoves and more stoves, with the result that we had to face the Fall rush of orders from Eastern Canada without the reserve stock which in past years has enabled us to fill the first rush of orders and so supply the trade, after the first rush was over, as the goods were called for.

"Now we find the first rush of orders as large and as pressing as ever and have nothing in reserve to meet it. True, we have, like most of the manufacturers, larger capacity than last season, but we have already got away behind our orders. Several carload orders for August delivery have not been touched yet, though it is now October.

"Retailers throughout the country should lay their plans in the knowledge that prompt delivery is out of the question with several stove foundries and is likely to be so for some time to come."

"How are prices ruling?" asked **HARDWARE AND METAL**.

"There was an advance of five per cent. last Winter. This holds good. It is not, however, enough, as the foundry costs are materially higher than last year. This may not be clear to some of the trade, but if they will remember that foundries buy their pig iron about six months in advance it will be recognized that they were able to get their supplies for last season at lower cost than they had to pay for what they used this year."

COKE AS A HOUSEHOLD FUEL

THE American Radiator Co., Lake and Dearborn streets, Chicago, are making a decided innovation in the manufacture of a line of coke-burning steam and hot water boilers, and in their catalogue descriptive of same is the following article on the advantages of burning coke:

"A vast amount of capital has in recent years been invested in the manufacture of

coke for domestic uses, and an increasing supply is now steadily available in a rapidly increasing number of localities throughout this country.

"As to a certain extent many producers, such as gas and chemical companies, regard coke as a by-product, the price of coke is, under normal conditions, so much lower than the normal price of hard coal that the use of the former will bring to the householder relative economy. Manufacturers and dealers in coke will be deeply interested in the development and sale of these boilers, and heating contractors and users may expect a general co-operation from these sources of influence in the purchase and employment of same.

"Coke consists of almost pure carbon—water, sulphur and volatile matter are almost entirely eliminated; and, being very porous, coke makes a hotter fire. There are those having used our coke boiler who report to us that a ton of coke seems to produce results equal to a ton of hard coal.

"It also has a marked advantage, by reason of its porousness, in that heat in the apparatus can be more quickly raised. It is also accordingly more responsive to regulation by draft and check dampers, with which devices each of our heaters is so well equipped.

"No clinkers can form, but instead the ashes produced are as fine as those from a cigar."—The American Artisan and Hardware Record.

EXTENDING TRADE IN NEW LINES.

THE following, from The Metal Worker, will be recognized as fully in accord with the views which have been expressed by **HARDWARE AND METAL** on the same subject from time to time:

Those who have not looked into the matter are probably unaware of the extent to which retail stove and hardware merchants are taking hold of lines which have not been regarded as strictly belonging to their trade. This is a feature which has wide bearing on the future of the trade, and it is difficult to estimate at all confidently what the ultimate effect of the tendency and change will be. Regarded simply in its immediate and obvious aspects,

without attempting to forecast the course of things in the trade at large, the taking up of new lines by a dealer is an evidence of enterprise on his part which deserves the heartiest commendation in these days, when enterprise is so essential to business success. It is a breaking away from former limitations and striking out in a new path. It is a practical recognition of the obligation, according to the laws of business, to extend one's trade. It is an effort on the part of the individual merchant to escape from the routine methods and traditional limitations which are the bane of those who are content to continue in well worn and narrow ruts. The addition of a new line, the making of a new departure in trade, is in itself the mark of enterprise and push. Whatever may be the result of the experiment, which will, of course, depend on circumstances, the spirit prompting is commendable.

The effect of the effort upon the merchant himself is not to be overlooked. Enterprise in one direction is pretty sure to be accompanied by a general vigilance and vigor of administration in others. Alertness in one department makes itself felt in the whole establishment. Something new in business, as in thought and effort in almost every field of activity, has a stimulating influence. Cases are not rare in which a new department in connection with an established business has brought the infusion of new energy into all departments. The efforts necessarily made to command the attention of the public to the new line and to secure customers for it have a direct influence on trade in other branches.

NOTES OF THE TRADE

Rambo Bros., tinsmiths, Merlin, Ont., have assigned to Wallace B. Shaw.


The Standard Foundry Co., Montreal, have registered to do business in that city.

The foundry of Woodside Bros., Port Arthur, Ont., was totally destroyed by fire on Sept. 26. The cause of the fire is supposed to have been some hot irons setting fire to some part of the woodwork, as the building was a frame one, and casting had been going on all afternoon and evening. The loss will be between \$15,000 and \$20,000, as every piece of machinery was ruined, and also a lot of valuable patterns. The insurance was small, only amounting to \$4,000.

Window and Interior Displays

Timely Hints and Suggestions.

It Draws Better Custom.

 NO fact which often escapes the attention of the merchant when considering the advisability of a good window display is that the type of trade attracted by it is of a higher class than would deal in a store that makes no efforts in its windows.

The poorer trade pay less attention to neatness and visible attention to detail, but this is not the class of trade the store is most anxious for: they buy less, and a very much cheaper grade of goods, in which there is less profit, and the handling of which builds up no reputation for a merchant.

The richer class, however, appreciate well-trimmed windows and clean, tidy interiors. They never patronize the loosely run, dirty store if there is one in the town that keeps things taste and attractive. It is this trade that not only buys larger quantities, but what it buys is of the best, and money is spent in luxuries that bring far greater profit to the merchant, and establish a name for him that will stand him in good stead with all kinds of people.

A cheap window, a carelessly arranged interior, bespeaks a cheap and badly bought stock to every customer whose trade amounts to anything. It is the merchant who pays close attention to the appearance of his store that impresses all who pass or enter with the feeling that a like attention must be paid to the stock.

The store that is contented with a haphazard window and an interior where no order is kept must also be content with the trade of that class that brings but little into his pockets, and with only a small part of that. There are very few who do not appreciate a well-dressed window, and the many will always feel safe in patronizing such a store.

There are men who still entertain the idea that what was good enough for their fathers is good enough for them and for the present generation. But times have changed. It is not many years since the ox did all the work, but the farmer who trusts to the ox in these times to do his teaming and other work will surely be left behind in the race for success. So it is in commercial life. Time was when the coal oil barrel, the sugar barrel, the molasses barrel, the biscuit box, the tea

box, all reposed side by side around the centre aisle, but no store dare attempt such stock keeping in this day. The present generation, influenced by the advancement of all life, social and commercial, makes demands which a merchant must cater to or go out of business.

Study Classes and Times.

The store that appreciates the selling value of a good window display has not overcome all the difficulties in the way of making the best use of the window. Every merchant worth remarking has become alive to the importance of displays, but after that point is arrived at, there is still the natural carelessness of the average trimmer to combat: and this is a fault that crops up with the best of trimmers at times, as well as appearing in the efforts of many trimmers all the time.

The decorator often simply grasps the idea that the window needs some special arrangement of goods that will attract the eye of those on the street, but there is far more than that to be considered if a successful window is desired. First of all the season must be taken into account. There are certain lines that would raise a laugh if displayed in September, but there are many others which are peculiarly adapted to that month, and these should be carefully discovered and a note made of them as soon as they are thought of. With four or five good September sellers, a display can be arranged for each week. Again, there are well-known celebrations, or events, that have happened recently that can be illustrated or referred to in the window, and such are sure to attract attention and draw words of praise for the thoughtfulness of the trimmer in taking advantage of that day or event.

There are also times when certain towns or cities have a certain class of visitors in sufficient numbers to take cognizance of. Their nationality or the cause of their visit to the town can be used to affect the style of display, and it is from these outsiders that greater profit can be made than from the regular customers. By this is meant that things that will not sell to the regular customer will disappear rapidly to the outsider if his vanity or sensibilities are touched in a way that pleases him.

Changing the Window.

However effective and carefully planned, a window display may be, it loses its efficiency in a few days. The habit that many merchants have of allowing a display to remain for two or three weeks is one of the most disastrous faults in the business. A window that passers fail to stop to look at can be condemned by the dresser without hesitation, and a speedy change should be made before the public has ceased to expect anything new.

The frequency of the change is a matter of personal judgment, and depends largely upon the size of the town or city. In a city few windows remain over two days, but in a small town a good window may be left a week without having passed its usefulness. More than a week, however, is a loss of window space in any town, however small, and it is to the profit of the merchant that if time can be found more frequently changes are made.

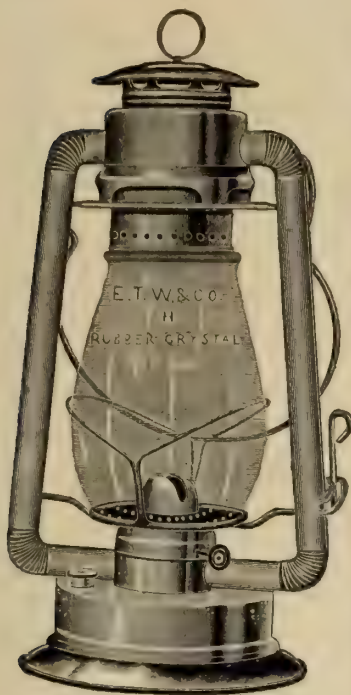
The finding of time for these varied arrangements seems to puzzle and worry many window-dressers, but this time should be considered as just as important as any other part of the business. Time should be made, if it is not convenient. The merchant who has no time to spend on his windows will soon find he has all there is. What store does not find time to wipe the counters, sweep the floor, make up the books? And yet this window-dressing means as much to the success of the business as the everyday necessary duties of the store life. If there is not time with the existing staff of assistants, more are required, just as much as when the size of the business requires more clerks to attend to the customers.

It can be relied upon that a window to which the public have become accustomed will not sell any goods; there is nothing to attract the eye, but rather something to turn customers away. If the public once get the idea that a merchant is careless about his window they soon entertain the closely-succeeding thought that he is careless in every other line. Frequency of change in the display window gives it its principal value, and a poor display, if new, is far better than an old one that was at first a successful salesman.

JONES BROS.

MANUFACTURERS OF
STOVE BRICKS, OPEN GRATE BACKS,
FURNACE BRICKS and RANGE BRICKS.

FIRE CLAY FOR SALE In Large or Small Quantities
Phone 1287. **BRACONDALE P.O., ONTARIO.**



WRIGHT'S No. 4 COLD BLAST LANTERN is THE Lantern
See it and be convinced.
E. T. Wright & Co., Manufacturers, Hamilton and Montreal.

Have you
tried it?
Tried what?
**SELLING
MANTELS.**



This is in your line of business, and it will
pay you.

The Batty Stove & Hardware Co.
76 YORK ST., TORONTO.

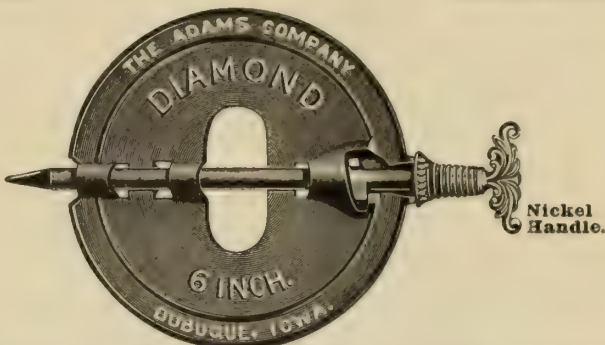


**J. M. MAST MFG. CO.'S
RAT and MOUSE TRAPS**
Strongest Traps Made.
Prices Exactly Right.
CANADIAN AGENTS
Edwin H. Grenfell & Co., London, Ont.

DIAMOND STOVE PIPE DAMPER.

U.S. Patent June 25th, 1895

Canadian Patent December 14th, 1893



Made by
THE ADAMS COMPANY, Dubuque, Iowa, U.S.A. TAYLOR-FORBES CO., Limited, Guelph, Ont.

HARDWARE NOVELTY.

THE

Ingersoll

American Watches.

RETAIL
PRICES, **\$1.25 to \$2.50**

ARGUMENT.



We now offer a practical time piece for the Hardware Trade of Canada,
and base our statement upon the following:

First—It is absolutely guaranteed to keep accurate time.

Second—It stands rough usage and does not get out of order easily,
making it the only watch for dealers outside of the jewelry trade to
handle, and also making it a practical one for sportsmen, boys and all
men who give a watch hard usage.

Third—Its low price and high quality insure a tremendous sale, which
we further augment by furnishing many handsome advertising devices
for your store.

Fourth—Last but not least, these watches offer a handsome profit.
Price cutters are not supplied.

Sold by several leading Hardware Jobbers of Canada. We will tell
you who they are upon request.

Trial Offer—To any Hardware Dealer who will write to us upon his
business letter head and inclose 75c. we will send a sample watch (duty
not paid) and our catalogue, so that he can test its accuracy and durability.

INFORMATION ON REQUEST.

ROBT. H. INGERSOLL & BRO.

51-53 Maiden Lane,

NEW YORK, U.S.A.

ARCTIC

Buffalo Robes.

A GOOD AGENCY.



Do you handle Robes? If not, fall right in line. Robes are one of the most
profitable lines in the hardware business. A great trade drawer; always
good stock. Arctic Robes are made of rich dark brown fur, lined with red
or dark green Astrachan cloth, and interlined with rubber. Are made in
3 sizes, viz., 52 x 54, 62 x 54, and 72 x 54, being nicely trimmed, and are rain
wind and moth proof.

Manufactured by

Berlin Robe & Clothing Co.

BERLIN, ONT.

Limited

N.B.—Let us have your order by return mail, as the season is just
commencing. Prices, etc., on application.

THE LATE SAMUEL ROGERS.

IN the death of Mr. Samuel Rogers Toronto loses one of its most enterprising citizens and the Canadian oil industry one of its most aggressive men. In 1877, after engaging with success in the sewing machine business, Mr. Rogers established The Queen City Oil Co., Toronto, which business has since grown to the splendid and enterprising management of himself and his son, Mr. Albert Rogers, so expanded that the entire Canadian field is covered in a thor-

Hospital for Sick Children, of which institution he was ever a good friend. He was, moreover, a man of wide personal charity, and his demise will be keenly felt by many of those whom he had been a good friend to during his life.

Mr. Rogers had not been in sound health for more than two years, being troubled by an affection of the heart. He was able to go about, however, until Saturday last, when he took a turn for the worse, succumbing on Sunday. His funeral on Tuesday from the Friends'

Mr. J. W. Peacock, hardware dealer, Queen street west, is receiving congratulations from the trade. He became the father of triplets a few days ago.

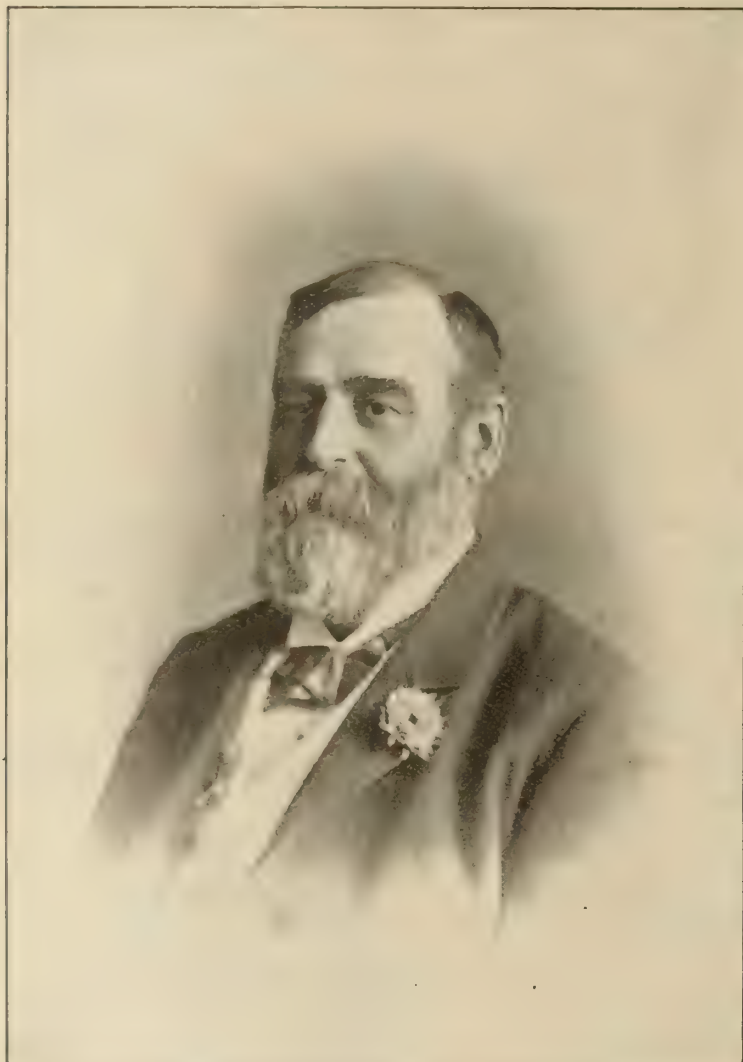
Mr. W. G. Meakins, of Meakins & Son, brush manufacturers, Hamilton, has left for a three weeks vacation, going to Duluth via boat. He will also visit Winnipeg before returning.

Mr. H. H. Fuller, Montreal, accompanied by Mrs. Fuller, spent a day or two this week in Toronto with Mr. W. Storrs Wells, president of The Fairbanks Co., New York. The latter is taking a few days vacation in Canada, and visited Toronto for the first time. His company realized some years ago the great possibilities of Canada—long before most Canadians did—and they are now doing a large business from the Atlantic to the Pacific.

Mr. William C. Brine, senior member of the hardware firm of H. H. Fuller & Co., Halifax, died at his residence, 10 Morris street, recently after a short illness. Mr. Brine came to Halifax from French Village when a boy and entered the employ of E. K. Brown. Soon afterward he went with the late H. H. Fuller, M.L.C., and was connected with the business of the firm up to the time of his death. He was admitted as a partner several years ago and on the death of Mr. Fuller formed a partnership with Mr. Sterns, the surviving member of the firm, and the late George Richards.

Baines & Peckover, who for some time have acted as manufacturers' agents for The London, Ont., Rolling Mills Co., formerly The Guelph Iron and Steel Co., have decided to enter into business as wholesale hardware and metal merchants, and have taken 121 and 126 Bay street in which to carry a full line of The London Rolling Mills' products as well as other small supplies for machinists. They will act as sole agents of The London Rolling Mills in Toronto, but are ready to make prompt delivery of the lines they keep in stock to any point in Canada. A reference is made to the bar iron production of the London Rolling Mills on another page of this issue.

People close to William E. Corey, Charles M. Schwab's successor as head of the United States Steel Corporation, actually fear he will kill himself working. They say he is so wrapped up in the affairs of the steel corporation that he is literally "working himself to death." For instance, they say that he lies awake night after night solving or attempting to solve problems that come up, and frequently at two or three o'clock in the morning will call up his lieutenants by telephone to consult them. His friends believe that no living man can go through this sort of thing and survive it.



The Late Samuel Rogers.

ough and comprehensive manner by both the illuminating and lubricating oil branches of the firm.

While his interest in his business never wavered, Mr. Rogers found time to devote his talents to other considerations. He was a prominent member of the Friends' Church, on Carlton street, and took a warm constant interest in Pickering College, the ladies' college connected with the Society of Friends. He was also a member of the Executive Board of the

Church was attended by over 100 of his workmen and office employees, as well as by many friends from far and near.

PERSONAL MENTION.

Mr. Samuel Hobbs, Queen street west, Toronto, has completed alterations to his store and is now in his new store.

Mr. W. J. Whitten, King street east, Toronto, has recovered from his recent illness and is now back at his desk.

"DOMINION BRAND" TARRED FELTEXTRA HEAVY for
LUMBERMEN'S use**"SHIELD BRAND" Ready-Roofing, 2 and 3 ply.****ORDER NOW BEFORE THE RUSH!**

MANUFACTURED ONLY BY

Lockerby & McComb, 65 Shannon St., Montreal

Bell Telephone Main 1989.

Business Changes

ONTARIO.

THE stock of J. A. Wright & Co., general merchants, Kingsville, was advertised to be sold by public auction on September 30.

B. Thibert, carriage maker, Ottawa, is deceased.

Charles Pedwell, Lion's Head, had his sawmill burned.

A. D. Farr, general merchant, Mimosa, is advertising his business for sale.

F. L. Bear, Dresden, has sold his general store business to Jael Phillips.

A. McLean has succeeded to the general store business of Currie & Co., Rosemont.

J. P. Cameron & Co., general merchants, Finch, have assigned to John C. Milligan.

John R. Philp, general store and sawmill, Milberta, has disposed of his general store business.

The assets of the general store business of Wilson & Colborne, Vankleek Hill, have been sold.

Scratch & Troutman, hardware merchants, Merlin, have sold their business to W. P. Teskey.

QUEBEC.

T. F. Grace & Co., painters, have registered in Montreal.

The Canada Machinery Agency have registered in Montreal.

H. Arcand & Cie, sawmillers, Champlain, have registered.

Jeremie Taillefer, carriage maker, etc., Vaudreuil, has registered.

Gratton & Rheaume, contractors, Maisonneuve, have registered.

Gingras & Cie, contractors and builders, St. Ignace, have registered.

J. Taillefer & Cie, carriage makers, Vaudreuil, have dissolved partnership.

The assets of the general store business of Nap. Belanger, Plessisville, are to be sold.

A. J. Kelly, hardware merchant, Hull, is offering to compromise at 50c. on the dollar.

The Champion Mfg. Co., manufacturers of leather goods, have registered in Montreal.

G. Guimond, general merchant, St. Angele, has assigned; V. E. Paradis, pro. guardian.

A. Lajoie, general store and lumber merchant, L'Anse Au Foin, has assigned to V. E. Paradis.

A meeting of the creditors of Joseph Martineau, hardware merchant, Montreal, was held on September 29.

A meeting of the creditors of J. O. Massicotte, general merchant, Chicoutimi, was held on September 30.

NOVA SCOTIA.

Charles Laird, grist and sawmill, Crapaud, P.E.I., has been burned out.

The property of J. Milton Ruhland, carpenter and builder, Halifax, is advertised for sale by sheriff on October 19.

MANITOBA AND N.W.T.

Corriveau & Lockerbie, plumbers, etc., Edmonton, have suffered loss by fire.

Robert Scott, Shoal Lake, sold an elevator to The Western Trading Co.

F. A. McCullough, harness, Elkhorn, has sold his business to W. H. Peever.

A. O. Paquin, general merchant, Elie, has sold his business to Edward Payment.

Jacob Wiens & Co., lumber merchants, Grtna, have dissolved; W. Juchlis will retire.

J. J. Heaslip, agricultural implement dealers, Alameda, has sold his business to C. M. Reed.

Crow's Nest Jobbing Co., Blairmore, have sold their general store business to Murdoch McKay.

It is reported that George Casebeer, grocer and hardware merchant, Carstairs, has sold out.

Moody & Sutherland, hardware merchants, Selkirk, have dissolved partnership. M. Sutherland will continue the business.

BRITISH COLUMBIA.

C. S. Ryder, hardware merchant, Ladysmith, has sold his stock to S. Leiser & Co., Limited.

A. R. Johnston & Co., general merchants, have sold out the Ladysmith branch of their business to J. A. Blair & Co.

EXECUTIVE OFFICER OMITTED.

In giving the list of the Executive of the Canadian Wholesale Hardware Association in our last issue, the name of Mr. Peleg Howland, of H. S. Howland, Sons & Co., Toronto, was inadvertently omitted.

A FATAL FIRE.

ON September 17 a \$500 fire occurred in the hardware store of J. B. Beauchamp, of 254 Rachel street, Montreal. It was caused by a lamp being placed close to some gasoline. In attempting to extinguish the blaze Mr. Beauchamp was severely burned and had to be removed to the hospital. Hopes were entertained for his recovery until the very last, but on the morning of the 26th, to the surprise and grief of his friends, the end came very suddenly. Mr. Beauchamp was well known and highly respected among the business men of Montreal, and much sympathy is expressed on all sides for the widow and two small children left to mourn his loss. He was only 36 years of age. The funeral, which took place on the 29th, was very largely attended by the relatives and friends of the deceased.

STACEY BROS.,

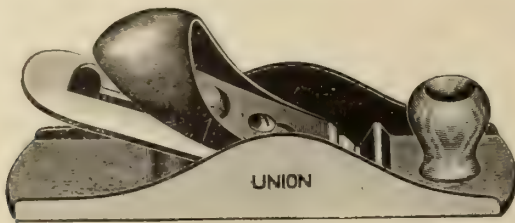
ARK WORKS, Bishop St.,
SHEFFIELD, - ENGLAND.



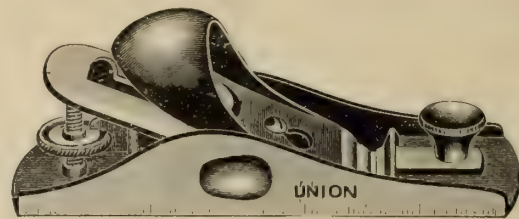
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No. 110.



No. 9 1/2.

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THE WIRE ROD DIFFICULTY.

SOME prominence has been given lately in the daily press to a story that, owing to the differences between the Canadian manufacturers of wire rods and The American Steel and Wire Co., the latter have threatened to flood Canada with their products of wire and wire nails at slaughter prices. The story is that, owing to the advance in price of wire rods recently made by the American company, the Canadian manufacturers were forced to buy in the British market and from smaller firms in the United States. The above threat is said to have been the result.

Mr. A. E. Hanna, the secretary-treasurer of The Dominion Wire Mfg. Co., Limited, when seen this week by *HARDWARE AND METAL*, politely but firmly refused to discuss the matter.

"The story got into the newspapers in some way. I don't know how. I would rather not say anything about it," he said.

"You would not care then either to confirm or deny the report?"

"No, I don't want to say anything about it. There are some things better left unsaid and this is one of them."

From another source *HARDWARE AND METAL* was credibly informed that there was some such trouble, but that the dispute has been settled amicably. According to this same authority there has been for some time a tacit agreement between the Canadian manufacturers and The American Steel and Wire Co. to the effect that the latter should compete in the unfinished product, but should keep out of the Canadian market in nails and other manufactures. There was some dispute which probably arose out of the advance referred to and the threat reported in the daily papers was made. On September 24 and 25 there was a meeting in Montreal of the warring interests and the whole dispute was amicably arranged.

THAT LONDON SHOVEL STORY.

IN our last issue was reprinted a Canadian Associated Press despatch to the effect that Canadian shovel manufacturers are paying £10,000 per annum to a British combine not to compete against them in our markets. To this story The D. F. Jones Mfg. Co., of Gananoque, Ont., give an emphatic denial, and inquiry among the wholesale trade shows that little credence is attached to the story by Canadian jobbers. The report went on to say that the "reputable business man" responsible for the story had an order for 50,000 from one Canadian firm and was trying to get a British manufacturer to supply them. "This," remarked a Montreal jobber, "is a much larger order than any one firm would be apt to give. The story is evidently not authoritative."

The monthly Trade and Commerce statements show our imports for the last three years, ending June 30, to have been as follows:

Year.	Great Britain.	United States.	Total.
1903.....	\$16,840	\$22,696	\$39,536
1902.....	11,657	17,336	28,993
1901.....	10,983	10,147	21,125

It will be seen that in recent years the imports from Great Britain have not been increasing in anything like the proportion of the increase from the United States. The total imports from neither country are considerable, a condition, in all probability, due to the well-recognized fact that there is an agreement among the wholesale men to

give the preference in all cases to the Canadian shovel manufacturers. This should be sufficient to confine the trade for the most part to the domestic manufacturer. It is said, moreover, that the British shovel is not so well adapted to the requirements of the local market as is the shovel manufactured in Canada.

A NEW MINISTER OF COMMERCE WANTED.

A CANADIAN manufacturer went to England recently to see whether he could not develop trade in the Mother Country. He makes an article of food used in almost every household. He manufactures it from raw material grown on most farms in Canada. The British market for this article is now held by United States manufacturers almost entirely.

He was not familiar with British business men or their methods, and he naturally wound his way to the High Commissioner's office. Being a man prominent in Canadian affairs and bearing good letters of introduction, he was there received most cordially, assured that everything would be done to assist him, invited to banquets, entertainments and everything of that sort that was going on. But when he wanted to get information about, and get in touch with, distributors of food products in London or anywhere else in the United Kingdom, gracious silence reigned in the High Commissioner's office. They were quite sure there were some such people in Britain, but all their efforts to put him in touch with them failed. Finally they gave him the address of a prominent firm which they were quite sure was just the one he wanted. On going there he found a very respectable firm, but one which had not the remotest connection with the trade in food products. And this was the only name they could give him.

In despair he hunted up the Emigration Office. Mr. Preston told him in the fewest words possible that he would help him if he could, but did not know anything about business, that he had better see Mr. Ball, in Birmingham, and then cordially bundled him out of his office.

HARDWARE AND METAL has for years been

urging the appointment of a good man in the High Commissioner's office who has a thorough knowledge of trade affairs there, and who could keep Canadian manufacturers informed and in touch with all possible openings for our trade with Britain a trade of which we have but a small share of what we could have with a good agent in London.

We believe the Government is strongly in favor of the appointment of such a man. It is only the subbormness of the Department of Trade and Commerce that prevents it. There are many who think it is more than stubbornness, that it is strong hereditary opposition to the interests of the Canadian manufacturers.

The information has been quietly given out that it is Lord Strathcona who is opposed, and that the appointment of such a man would hurt his feelings. **HARDWARE AND METAL** is in a position to state positively that the High Commissioner has on at least two occasions, in written reports which have been received at Ottawa, strongly urged the addition of a trade expert of great ability and high standing to his staff in London, and that part of his report, it is said, has never been made public.

One bit of gossip in political circles is that Sir Richard Cartwright is quite favorable to the appointment, but is opposed on this point by his deputy, Mr. Parmalee. An intimate friend of the latter, when in this office recently said that he knew Mr. Parmalee had privately urged the appointment, but must publicly support the prejudices of his chief. An enterprising member of Parliament would serve his country a good turn by setting in motion the proper machinery for finding out whether the deputy is bulldozing the Minister or the Minister is making a scapegoat of the deputy.

The simplest way out of the difficulty now is for the Canadian Manufacturers' Association themselves to establish an agency in London for the benefit of Canadians, and ask the Government to give them a grant to enable them to do so. So long as the Trade and Commerce Department is conducted as it is at present **HARDWARE AND METAL** is positive no assistance will be given in this direction.

THE REPORT OF THE LABOR COMMISSION.

THE report of the Royal Labor Commission, recently presented to Parliament by the Minister of Labor, is deserving of more attention than it has received. It is the usual fate of such reports soon to be forgotten, and many of them deserve no better end. But this report presents to Parliament and to the country a mass of evidence which cannot fail to be of interest, and the suggestions made by the commissioners are worthy of some serious consideration. The commission was appointed last April to enquire into labor conditions in British Columbia, where serious strikes were in progress.

It was in February that the strike on the C. P. R. began. It was confined to such employes of the company as were members of the United Brotherhood of Railway Employees. This organization is of American origin, and its present headquarters are at San Francisco. The strike was directed throughout by George Estes, the president of the brotherhood. The report shows conclusively that the constitution of the brotherhood is such as to give all but absolute power to this one man. Into the detailed history of the strike it is impossible for us to go, but, as is well known, every effort was made to embarrass the company by instigating sympathetic strikes. A gigantic boycott was attempted of all goods brought either immediately or remotely, by shipment or otherwise, into contact with the C. P. R. or handled by any of its employes.

In order to cripple the railway in securing its supplies of coal the co-operation of the Western Federation of Miners was sought and secured. The mines on Vancouver Island, from which the company received its supply of coal, were closed, and several thousand tons had to be imported from Japan. This strike among the coal miners is shown by the report to have been brought about through an intrigue in which the officers of the United Brotherhood of the Western Federation of Miners, with headquarters at Denver, and of the American Labor Union of Butte, Montana, were all involved. The commissioners are careful to distinguish between these organizations and the ordinary

trade union. They say that these organizations are not trade unions at all, but secret political societies whose object is to seize political power in order to confiscate all franchises and natural resources without compensation. They protest against Canadian workmen being subject to be called out on strike by a foreign authority over which neither Canadian courts nor legislatures can exercise any control, and that whether they have any grievances against their employers or not. "Whether the wheels of Canadian industry shall run or shall rust ought not to depend upon the decrees of a secret council at Denver. With regard to these organizations, we think they ought to be specifically declared to be illegal, as their leaders have shown that they care nothing about the obligation of contracts; that they ignore the constitutions and rules of their own organizations whenever it suits them to do so; that they at all times preach the doctrines of confiscation of property without compensation."

With this declaration against United States interference in our labor disputes the great majority of Canadians will agree. But, as was pointed out in these columns last week, the retort of the unions is that the employers are also closely connected with American organizations. While this is true no change in the system of labor organization can be expected.

A very radical legislative remedy is suggested by the commissioners to minimize the dangers of strikes and lockouts. They propose to compel publicity at the earliest stage of the trouble. Their proposal is that "where the other party is not attempting to change the terms or conditions of the employment no strike or lockout shall be allowed except upon giving at least 30 days' notice." This would indeed be a very radical piece of legislation, and the suggestion is not likely to be adopted. It resembles the Australasian compulsory arbitration statutes in that it forbids men and employers to stop work. There the resemblance ceases; the parties are given no assurance that they will get the terms of which an impartial court will approve.

Of more value is the suggestion of the

commissioners with regard to compulsory arbitration. The weight of opinion expressed before the commission was opposed to this method of settling labor difficulties, and the commissioners agree that such a law relating to industries generally would not meet with public approval, and hence would be ineffective. Nevertheless, they urge that there are special cases in which compulsory arbitration would seem to be a necessary final resort. In all strikes the general public are more or less concerned, but in some their interest is direct. In strikes on public service undertakings, such as railways, telegraphs, telephones, steamships, the supplying of power, water and light, and in particular industries such as coal mining, the public are vitally concerned. In such cases the commissioners take the ground that the general public have rights which it is the duty of governments to make effective. Hence they argue that, in spite of all the objections which may be raised to compulsory arbitration, that mode of settling disputes ought to be resorted to whenever a strike or lockout has assumed such proportions as seriously to affect the public, and after all other means have been exhausted or would appear to be of no avail. It is suggested that the Governor-General-in-Council should be vested with power to interfere in such cases by notifying the parties that, unless the dispute is settled by a date to be fixed, it shall be referred to a court which shall have power to investigate, and the decisions of which shall be binding upon the parties for a period not to exceed one year. This jurisdiction should not be open to be invoked by either party, but should be exercised only at discretion. If the unions were incorporated, the plan would be quite feasible. It involves no such radical legislation as has been passed in New Zealand, and the experiment might safely be made. The suggestion is worthy of consideration.

MANUFACTURERS AND LABOR

THE action of the Canadian Manufacturers' Association in permitting, at their recent convention, a heated discussion and calling for Government action

regarding the labor question was a grave error of judgment. This association have too many members who have not had labor troubles, and have too many other matters to deal with to weaken their hands by introducing the embittered question of labor. The interests of the association and of the labor unions are inseparable on practically every other subject, so instead of introducing into their public discussions the sole matter of dispute between them, the two organizations should work together to influence public opinion and Government action on the matters on which they are agreed. The Canadian Manufacturers' Association should ever recognize this and leave labor troubles out of their public discussions.

It is true that the American Manufacturers' Association devotes time to discussion of labor troubles, and that the Canadian organization may be inspired to similar action by their example, but, as we pointed out in another connection, the sooner Canadian bodies free themselves from American dictation and inspiration the better for themselves and for Canada.

It is also true that many members of the Canadian Manufacturers' Association have suffered injustice at the hands of the labor unions, yet these can serve their own interests better and cause less trouble for other manufacturers by working through the Employers' Association, an organization formed solely to deal with labor difficulties and to protect its members from injustice or tyranny at the hands of the unions.

SURTAX ON GERMAN CEMENTS.

ON THURSDAY, Oct. 1, the surtax on German goods went into effect. It is not expected that any change in prices will take place at present, as importers have been accumulating large stocks during the Summer. As yet there are no indications that the German manufacturers will make a sufficient reduction in their quotations to offset the extra duty. It is thought, however, by good authorities in the cement business that such a cut is quite probable. Germany is producing much more cement than the demands of her home market would war-

rant. The surplus must be disposed of abroad, even at slaughter prices.

Unless a reduction is made very soon the German cements will undoubtedly be driven out of the Canadian market. Three or four years ago it would have required more than a surtax to accomplish this result, so strong was the hold which the German cements had upon our market. This was due to the fact that at that time the German manufacturers ground their cement much finer than their competitors, and thus increased its tensile strength. But within the last three or four years the English and Belgian makers have put in new machinery, and their product is quite the equal of the German. The Canadian makers have also put in the very best machinery, and their output compares very favorably as to quality with any of the imported cements. In the meantime, there is still in many quarters a prevalent prejudice in favor of the German product, and even if the surtax is not met by a cut in prices, a small quantity of German cement will continue to be imported. There can be little doubt, however, that the Canadian manufacturer will secure a greater share of the home market, as the quality of his cement is such that there is no reason why the imported product should be preferred.

THE ONTARIO GAME LAWS.

THROUGH inadvertence a mistake was made in a recent issue of *HARDWARE AND METAL* regarding the open season for quail in Ontario. The item stated that the season for quail was from October 15 to December 15, whereas it should have read that the open season for quail or wild turkeys was from November 1 to December 1, one month instead of two months, as the previous item inferred.

STEEL TRUST FOR GERMANY.

The British Consul-General at Berlin reports that the formation of a German steel trust may be expected before the end of the year. One of the objects will be to control the export of iron and steel, which has not hitherto been undertaken by most of the existing syndicates. It is proposed to inaugurate a system of settlements between home and foreign sales, and determine the share of the individual works belonging to the combination.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, October 2, 1903.

HARDWARE.

It is a special pleasure this season to meet jobbers and discuss with them the conditions of trade. All have the same story to tell of unusually good business and all are looking forward with confidence to the future. Business during the week just passed has been uniformly good. There are not many quotable changes to give this issue, but the general tendency of the market continues very firm. As was predicted in these columns a few weeks ago, there has been an advance on all cast iron goods of about 10 per cent. The price of bar-vest tools for the season of 1904 has been fixed. The discount on forks, rakes, hoes and similar tools will be 60 per cent. The price of scythes has also been fixed for 1904 and these will be sold for next season's delivery at 50c. less per dozen than the present prices. There has been no improvement in the hollowware situation. Manufacturers are months behind with their orders and there is no prospect of any immediate relief. We are informed by one agent that only one or two manufacturers in the United States can export hollowware to Canada as most of them use more or less prison labor. The demand for cement is picking up nicely and large orders are being shipped to the Northwest. The effect of the sur-tax on German cement, which went into effect on Thursday, is discussed in another column.

BARB WIRE.—Continued improvement in the demand is reported this week. Some fencing is being done this Fall and business has improved in consequence. The local market continues firm. The temporary decline on the American market was not followed here. We quote as follows: \$2.80 per 100 lb. f.o.b. Montreal, and \$2.55 f.o.b. Cleveland. Carlots of 15 tons \$2.45 f.o.b. Cleveland.

GALVANIZED WIRE.—Good sorting orders continue to come in and business for the week is reported very fair. Prices on the local market are unchanged. The decline on the American market, which proved to be only temporary, was not followed here. Our quotations are as follows: No. 5, \$3.70; No. 6, 7 and 8, \$3.15; No. 9, \$2.55; No. 10, \$3.20; No. 11, \$3.25; No. 12, \$2.65; No. 13, \$2.75; No. 14, \$2.75. In carlots f.o.b. Cleveland: No. 5, \$2.20; Nos. 6, 7, 8 and 9, \$2.15; No. 10, \$2.20; No. 11, \$2.25; No. 12, \$2.30; No. 13, \$2.40; No. 14, \$2.50. In less than carlots, 12½c. per 100 lb. extra charged.

SMOOTH STEEL WIRE.—Except in hay baling wire there is not much doing although a fair number of sorting orders are reported. For hay baling wire the demand continues unabated. Prices locally are firm and unchanged. We quote as follows: Bright and annealed, \$2.50 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as

follows: Coppered wire, 60c.; tinned wire, \$2; oiling, 10c.; spring wire, \$1.25; best steel wire, 75c.; bright soft-drawn, 15c.; hay baling wire, 20 to 25c.

FINE STEEL WIRE.—Trade is still quiet and there is nothing of special interest to note. Discounts are unchanged. The discount is 25 per cent., with net extras as follows: 1 and 2-lb. hanks, 25c. per 100 lb.; ½-lb. hanks, 37½c. and ¾-lb. hanks, 50c.

BRASS WIRE.—A fair business is reported this week at unchanged discount, viz., 60 per cent.

COPPER WIRE.—The discount is 60 per cent.

PRESSED SPIKES.—If anything, the demand is still more active than at the time of our last report. Some difficulty is experienced in keeping up with the rush of orders. The market continues very firm and the discount is still 20 per cent.

FENCE STAPLES.—Business during the week has shown considerable improvement. Orders are coming in freely and a still further improvement during the next two or three weeks is confidently expected. Prices are unchanged and, as before, we quote: \$3 per 100-lb. keg for galvanized, and \$2.80 for bright. 25 and 50-lb. packages 25c. extra.

CUT NAILS.—If anything, the demand is better than at the time of our last report. Orders continue to come in freely and the manufacturers have all that they can do to keep up with the orders sent in by the jobbers. We quote: \$2.45 f.o.b. Montreal, carlots \$2.40.

WIRE NAILS.—The same remarks apply to wire nails. Great difficulty is experienced in keeping up with the exceedingly active demand which now prevails. Until the close of navigation no slackening in the demand is anticipated. Our quotations are as follows: \$2.40 per keg in carlots, and \$2.45 per keg in small lots f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

HORSENAILES.—The remarks made in our last issue still apply. An exceedingly active demand is still being experienced and as yet there are no indications of a slackening. The local market continues very firm in tone but there are no changes to record. Our quotations are as follows: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Countersunk" heads, 55 per cent.; "C" brand, 40, 10 and 7½ per cent. off; "Monarch," 50 and 7½ per cent. and "Peerless," 50 per cent.

HORSESHOES.—The demand still continues very active and some delay is still reported in filling orders. The market is very firm and prices are unchanged. Our quotations are: Iron shoes, light and medium pattern, No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; X.L. steel shoes, new light pattern, sizes 1 to 5, \$5.35; light steel shoes, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05; featherweight, all

sizes, 0 to 1, \$5.35; toe weight, all sizes, 1 to 1, \$6.60. Shoes more than one size in a keg, 10c. per keg extra f.o.b. Montreal only.

RIVETS AND BURRS.—The market locally continues firm and active. There are no changes to report. We quote: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swede rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS AND NUTS.—As we go to press a meeting is being held in this city at which some changes in the discounts or list are expected to be made. Trade still remains very active and difficulty continues to be experienced in filling orders for some sizes. Any changes made will be reported in our next issue. We quote: Common carriage bolts, 50 per cent.; tull square carriage, 55; machine, 50 and 5; coach screws, 66 2-3; sleighshoe bolts, 65 and 5; blank bolts, 50 and 5; bolt ends, 50 and 5; plough bolts, 50 and 5; tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3½c. per lb. off list; hexagon nuts, 3½c. per lb. off list.

SCREWS.—Business continues very good the aggregate of sorting orders being large. The discounts are unchanged as follows: Round head bright, 82½ per cent.; flat head bright, 87½ per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

CORDAGE.—For the season, business continues very good indeed. There have been no changes since our last report. We quote as follows: Pure manila, 14½c.; British pure manila, 12c.; sisal, 11½c.; double lath yarn, 11c.; single lath yarn, 10½c.; Russian tarred spun yarn 13½c.; jute rope, ¾-in. in diam. and upwards, 9c.; cotton rope, 16½c.; cotton twine, 17 and 20c. for 3 and 4 ply. Cotton bedcord, 90c. to \$1.35, according to length.

BUILDING PAPER.—The demand continues to show some improvement in spite of local disturbances in the labor market. Prices are steady at the quotations given last week. We quote: Tarred felt, \$1.85 per 100 lb.; 2 ply ready roofing, 90c. per roll; 3-ply, \$1.15 per roll; carpet felt, \$2.25 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O.K. and I.X.L., 70c. per roll; heavy straw and sheathing, \$35 per ton; slaters' felt, 65c. per roll.

SHOT.—Sorting orders are still coming in freely and jobbers report a good season. We quote the following unchanged prices: Ordinary drop shot A.A.A. to dust, \$6.50 per 100 lb.; chilled, Nos. 1 to 10, \$7 per 100 lb.; buck and seal, \$7.60 per 100 lb.; ball, \$8 per 100 lb. Trade discount 17½ per cent. f.o.b. Montreal, Toronto, Hamilton, London, St. John, N.B., and Halifax.

PORTLAND CEMENT

CANADIAN, ENGLISH,
GERMAN and BELGIAN.
FIRE BRICKS, FIRE CLAY,
ENAMELLED BRICKS, all colors.
BUILDING BRICKS.
SEWER PIPES, CULVERT PIPES,
WHEELBARROWS,
FOUNDERS' and CON-
TRACTORS' SUPPLIES.

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Double Strength Culvert Pipe
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THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required: Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond McCall & Co.

MONTREAL, QUE

or to

Canada Iron Furnace Co.

MIDLAND, ONT. Limited

FIREBRICKS. The market is still very dull and "nothing doing" is still the report given to us. English are quoted at \$16 to \$22 per 1,000, and Scotch at \$17 to \$22, but in the absence of transactions on the spot it is difficult to quote exactly.

CEMENT.—Continued improvement in the demand is reported this week. Large quantities are being used for sidewalks, and for bridge building and general building purposes; both the Grand Trunk and Canadian Pacific are buying large quantities. Several carloads are being shipped to Winnipeg every day for the C.P.R. The stocks of German cement held locally are large and no changes are expected just as present in spite of the surtax, which went into effect on Thursday. The local market continues firm, but there are no quotable changes to report. We quote as follows: Canadian cement, \$1.90 to \$2.25; German, \$2.25 to \$2.40; English, \$2.15 to \$2.25; Belgian, \$1.70 to \$1.95 per bbl. ex-store, and American, \$2.20 to \$2.40 ex-cars.

SCREEN WIRE CLOTH.—For 1904 delivery there is some little enquiry but otherwise there is nothing doing. We quote: \$1.50 per 100 square feet.

POULTRY NETTING.—There is some inquiry for 1904 delivery. The discount is 60 per cent.

LANTERNS.—There has been no slackening during the week of the exceedingly active demand which has continued for some weeks. The manufacturers are still finding much difficulty in filling their orders and jobbers therefore are unable to satisfy the demands of the retail trade as quickly as might be desired. Prices are firm, but unchanged. Our quotations are as follows: Lift, hinged or tilt, \$4 to \$4.25 per doz.; cold blast No. 2, \$7 to \$7.50; painted dashboard, \$6.50 to \$6.75; plain dashboard, \$6 to \$6.25; searchlight, \$20 to \$24 doz.; brass cold blast, small, \$9.75 to \$10.

METALS.

English cable advices indicate that the situation in tinplates, as explained last issue, remains unchanged. The market is steady for the present at the slight reduction given last week. Locally orders continue to be booked freely for 1904 delivery and no change in price on the Montreal market is anticipated. Some improvement is reported this week in the demand for bar iron which for some time has been rather slack. The situation in pig iron is unchanged and the volume of business locally continues small. Sheet zinc is a little firmer and a slight advance in prices for cask lots is given below. Solder is easier and a reduction of 1c. will be noticed below. General business during the week has been brisk and the market is firm.

PIG IRON. As noted above, the situation is still unchanged. The volume of business locally continues small. There are no price changes to report. Our quotations are as follows. Summerlee, \$21; Carron, No. 1, \$21; do., No. 3, \$19.75; Middlesboro', No. 3, \$18; Ayersome, No. 1, \$20; do., No. 3, \$19.40.

BAR IRON. Considerable improvement is reported this week in the demand. For some weeks past it has been only fair, but business is now picking up. We quote: Merchants' bar, \$1.95; horseshoe iron, \$2.20; forged iron, \$2.15.

TINPLATES

"DOMINION CROWN"—Best Best Charcoal, tissued.
"ALLWAYS"—Best Charcoal.
"CANADA CROWN"—Charcoal.
"LYDBROOK"—Best Coke.
"TRYM"—

All standard brands. Accept no substitute.

A. C. LESLIE & CO.

509-512 Merchants Bank Building,

MONTREAL.

What Better Pumps

could you handle than ours?

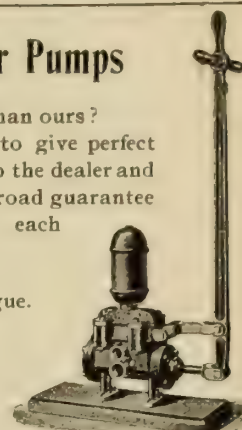
They are made to give perfect satisfaction both to the dealer and the user, and our broad guarantee is at the back of each pump we make.

Send for catalogue.

The R.
McDougall
Co., Limited.

Made in
Canada.

GALT, ONT.

**Pig Tin**

BOUSTEAD & CO.'S PENANG.
INGOT COPPER
LAKE AND CASTING.

PIG LEAD
SPELTER
ANTIMONY
PIG IRON

ADAM HOPE & CO.
Hamilton, Ont.

**NOVA SCOTIA STEEL
& COAL Co., Limited**

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

OPEN HEARTH STEEL

BLACK SHEETS. The demand continues to show considerable improvement and the volume of business for the week is reported to be large. Our quotations are as follows: 28 gauge, \$2.45; 26 gauge, \$2.40; 22 to 24 gauge, \$2.35; 18 to 20 gauge, \$2.30; and 8 to 10 gauge, \$2.40.

GALVANIZED IRON. The demand is still active and business for the week has been very good. Our quotations are as follows: 28 Queen's Head, \$4.30; Apollo, 10 $\frac{1}{2}$ oz., \$4.30; Fleur-de-Lis, \$4.15; Comet, \$4; Bell brand, \$4. In less than case lots 25c. extra.

LEAD PIPE. A fair business has been done this week at unchanged prices. Composition and waste sell at 8c., ordinary at 7c. The discount is 35 per cent.

IRON PIPE.—There are no changes this week. Business continues very good and, as before, our quotations are as follows: Standard pipe, per 100 feet, in lengths under 19 feet—black, $\frac{1}{2}$ -in., \$2.30; $\frac{3}{4}$ -in., \$2.30; 1-in., \$2.55; $1\frac{1}{4}$ -in., \$2.55; 1-in., \$3.65; 1-in., \$5.20; $1\frac{1}{4}$ -in., \$7.35; $1\frac{1}{2}$ -in., \$8.95; 2-in., \$12.55. Galvanized— $\frac{1}{2}$ -in., \$3.20; $\frac{3}{4}$ -in., \$3.45; $1\frac{1}{4}$ -in., \$3.90; 1-in., \$5; 1-in., \$7.20; $1\frac{1}{4}$ -in., \$10.05; $1\frac{1}{2}$ -in., \$12.20; 2-in., \$16.85. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, $\frac{1}{2}$ -in., \$4.20; $\frac{3}{4}$ -in., \$5.25; 1-in., \$7.55; $1\frac{1}{4}$ -in., \$10.55; $1\frac{1}{2}$ -in., \$12.75; 2-in., \$17.60. Galvanized— $\frac{1}{2}$ -in., \$5.20; $\frac{3}{4}$ -in., \$6.65; 1-in., \$9.55; $1\frac{1}{4}$ -in., \$13.25; $1\frac{1}{2}$ -in., \$16; 2-in., \$21.

TIN PLATES.—The situation is unchanged since our last report. Buyers on the local market appear to be satisfied with present prices and orders for 1904 delivery and a few for present delivery continue to be booked. The prices are unchanged, cokes selling at \$4 and charcoals at \$4.25.

INGOT TIN. Business is good. We quote at \$31 for round lots and \$32 for smaller quantities.

TERNE PLATES.—Business continues fair and some slight improvement is reported to us this week. The market is firm and prices are unchanged. We quote at \$6.75 to \$7.

COIL CHAINS.—There is nothing of special interest to report this week. Trade is fair and prices are firm and unchanged. We quote as follows: No. 6, 10c.; No. 5, 9c.; No. 4, 8 $\frac{1}{2}$ c.; No. 3, 7c.; $\frac{1}{2}$ -in., 6 $\frac{1}{2}$ c.; 5-16-in., \$4.90; $\frac{3}{4}$ -in., \$4.20; 7-16-in., \$4; $\frac{1}{2}$ -in., \$3.90; 9-16-in., \$2.75; $\frac{3}{4}$ -in., \$3.60; $\frac{3}{8}$ -in., \$3.50; $\frac{1}{2}$ -in., \$3.45; and 1-in., \$3.40, with 10c. allowance on carlots.

CANADA PLATES.—Inquiries from the furnace trade are coming in freely and business this week shows an improvement which will, no doubt, continue all season. English cable advices indicate that the market is somewhat steadier than at the time of our last report. Local prices are unchanged. We quote as follows: 52s., \$2.45 to \$2.60; 60s., \$2.60 to \$2.70; 75s., \$2.70 to \$2.75; full polished, \$3.65 and galvanized \$4.15 to \$4.25; galvanized, 60s., \$4.35 to \$4.45.

STEEL.—The market continues firm at unchanged prices. Business is very good. Our quotations are as follows: Sleighshoe, \$2 to \$2.05; tire, \$2.10 to \$2.20; spring, \$2.85 to \$3; reeled machinery, \$2.75 to \$3; toe-calk, \$2.55 to \$2.75; machinery (iron finish), \$2.05; square harrow, \$2.05.

TOOL STEEL. There is nothing to add to our last report. Trade still continues good and prices locally are unchanged. Our quotations are as follows: Black Diamond, 8 to 9c.; Sanderson's, 8 to 9c., according to the grade; Jessop's 13c.; Jonas & Colver's, 10 to 20c.; "Air Hardening," 50 to 65c. per lb.; Conqueror, 7 $\frac{1}{2}$ c.

		Large				Medim				Small				Kitts				Fall Beave \$2.40 to \$2.50 per pound.	Spring Beave \$3.00 to \$3.25 per pound.
		\$6.00	\$5.00	\$2.75	\$1-1.50														
BEAVER	Labrador and choice Eastern																		
	Territory Rocky Mountains and Western																		
	Strictly Prime, or, No. 1	6.00	4.00	2.00	.50-.75														
	Partly Prime, or, No. 2	4.00	3.00	2.00	.50														
BEAR	Unprime, or, No. 3	3.00	2.00	.75	.40														
	Flat, weak, or poor, or, No. 4	2.50	.50	.25	.25														
	Large	15.00	10.00	7.50	6.00														
	Brown	12.00	7.00	5.00															
BADGER	Of all sections	.50	.25	.10	.05														
	Dark																		
	Brown																		
	Pale																		
FISHER	Eastern and far North-Eastern	6.50	5.00	5.00	3.00														
	Territory and Western	6.50	5.00	3.50	2.00														
	Large																		
	Small																		
FOX	Red—North-Eastern and similar fine bright red kinds	4.00	2.75	1.40	.50														
	Territory and Western	4.00	2.75	1.40	.50														
	Dark																		
	Fair																		
LYNX	Cross—Value principally as to beauty, also size & richness	10.00	7.00	4.00	2.50														
	Silver—Eastern and far Northern	75.00	50.00	25.00	20.00														
	Pacific Coast, Territory and Western	50.00-60	35.00	20.00	15.00														
	Large																		
MARTEN	Far North-Eastern	4.00-8.00	6.00 4 to 5.00	2 to 4.00	1.00														
	Territory and Western	4.00-8.00	6.00 4 to 5.00	2.00	.50														
	Dark																		
	Brown																		
MINK	British Columbia, Northern Pacific and similar	7.00	5.00	3.50	1.75 to 2.50														
	Territory and Western	7.00	2.25	1.50	1.00														
	Quebec and Ontario	3.00-3.50	2.5-3.00	2 to 2.25	1.00														
	Large																		
MUSKRAT	Halifax, far North-Eastern and choice	4.00	3.25	2.50	2.25														
	Territory and Western	1.50-2.00	1.50	1.00	.75														
	Spring																		
	Winter																		
OTTER	Eastern, best large	25-28c.	10 to 13 8 to 10	2 to 5															
	Territory and Western	20c.	5 to 10	.07 2 to 4															
	Large																		
	Small																		
RACCOON	Labrador and far North-Eastern	8.10	7.00-10	10.00-12	2.50-5														
	Territory and Western	4.00	4.50	3.50 to 5	2.25														
	Large																		
	Small																		
SKUNK	Black—Value according to darkness, size and beauty	75-1.25	.60-75	.35-50	.25														
	Black	2.25	2.00	1.00	.50														
	Shrt St Long St White																		
	Dark																		
WOLVERINE	Value according to darkness, size and beauty	5.00	4.00	2.50	1.50														
	Dark																		
	Brown																		
	Pale																		
CASTOREUM		\$5.00 to \$6.00 per pound.																	

INGOT COPPER.—Contrary to expectations the ingot copper market is weaker than at the time of our last report. We now quote at \$14 to \$14.50.

PIG LEAD.—For some time there has been a scarcity of pig lead but supplies are now coming in more freely. Some shading of prices is hinted at. We quote at \$3.20 to \$3.30.

SHEET ZINC. As noted above, the market for sheet zinc is firmer and an advance in the price of cask lots will be noticed. The demand is active. We quote: Cask lots, \$6; smaller quantities \$6.50.

SOLDER.—Trade is good, but prices have sagged slightly. We quote: wire solder, 19c.; bar, 18c.

SCRAP METALS.

There is nothing of special interest to note this issue. Some slight improvement continues to be manifested in general business. No. 1 wrought iron is weaker but no changes have yet been made on the local market. Our quotations are as follows: Heavy copper and wire, 10 $\frac{1}{2}$ c. per lb.; light copper, 10c.; heavy red brass, 10c.; heavy yellow, 8 $\frac{1}{2}$ c.; light brass, 5 $\frac{1}{2}$ c.; lead, 2 $\frac{1}{4}$ to 2 $\frac{1}{2}$ c.; zinc, 2 $\frac{1}{4}$ to 3c.; iron, No. 1 wrought, \$13 to \$14; machinery scrap, \$13 to \$15; stove plate, \$12; malleable and steel, \$6; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6 to 6 $\frac{1}{2}$ c. per lb.

HIDES.

There is nothing of special interest to add to our report of last week. There is still considerable activity in lambskins but prices are unchanged. Our quotations are as follows: No. 1 beef hides, 9c.;

No. 2, 8c.; No. 3, 7c.; No. 1 buff sheepskins, 77 to 79c.; lambskins, 60 to 65c.; No. 1 calfskins, 11 to 12c.; No. 2, 9 to 9 $\frac{1}{2}$ c.

RAW FURS.

There are still no changes to report although some are expected very soon. The market is still without any special features. We quote:

ONTARIO MARKETS.

Toronto, October 2, 1903.

HARDWARE.

WHILE business is satisfactory from every point of view nothing unusual is noted. The demand for seasonable lines is up to and probably above the average and with the exception of stoves, ranges, etc., manufacturers are filling orders promptly. Some of the stove foundries have already confessed inability to keep up with their orders. Hunting goods of all kinds are in steady request. Building paper, glass and prepared paints have all sold so well this season that the activity of building operations throughout the country is beyond question. The sale of cutlery has also been well up to the mark. Harvest gloves, corn huskers, apple parers, etc., are moving particularly well. The prices for harvest tools for 1903-04 have been fixed at the present discount, 60 per cent., which is slightly higher than was given at the beginning of last season. Advances in snaths, axe-handles, bolts and nuts, shovels and ash fork, hoe, rake and shovel handles are prophesied by some of the jobbers. In the meantime, however, there are no changes except in wooden ware, tubs and pails showing slight reductions.

FENCE WIRE.—Nothing doing. Prices unchanged throughout.

WIRE NAILS.—A fairly steady trade continues at firm prices. We quote the base price for nails at \$2.50 per keg f.o.b. Toronto.

HORSE NAILS. Business is fair. Our quotations are as follows: "C" brand,

oval head, 40 and 10 and 7½ per cent.; on "Monarch," 60 per cent.; "M," "Oval" and "Countersunk" head, 55 per cent.; on "Peerless," 45 and 7½ per cent.

HORSESHOES.—Business keeps satisfactory. We quote f.o.b. Toronto as follows: Iron shoes, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05. Steel, new light shoes, No. 2 and larger, \$3.95; No. 1 and smaller, \$4.20. Snow shoes, No. 2 and larger, \$4.05; No. 1 and lighter, \$4.30. If shipped from factory, 10 to 15c. less.

SCREWS.—An excellent trade continues. Prices continue steady. Our quotations are as follows: Flat head bright, 87½ per cent. discount; round head bright, 82½ per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze, 75 per cent.

RIVETS AND BURRS.—The demand is well up to the average. Prices are as follows: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.

BOLTS AND NUTS.—Business continues in large volume and an advance is anticipated by some jobbers. We quote: Carriage bolts, common (\$1 list), 50 and 10 per cent.; carriage bolts, full square (2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron (\$3 list), 55 and 10 per cent.; machine bolts, all sizes, 50, 5 and 10 per cent.; coach screws, cone points, 66-2-3 and 10 per cent.

CORDAGE.—Some sizes of rope are selling well. Prices are steady as follows: Pure manilla, 14½c.; British pure manilla, 12c.; sisal, 11½c.; double lathyrarn, 11½c.; single lathyrarn, 11c.; double shingleyarn, 11½c.; single shingleyarn, 11c.; sashcord, 25 to 30c.

SPORTING GOODS.—Sales of athletic supplies for both Fall outdoor sports and for indoor Winter exercise are large.

CUTLERY.—A good trade is doing. Prices are steady.

WOODENWARE.—Prices of tubs and pails are slightly lower. The demand keeps up excellently. Our quotations are: Washboards—Victor, \$1.25; Crown, \$1.30; Improved Globe, \$1.45; Standard Globe, \$1.55; Original Solid Globe, \$1.70; Superior solid back, \$1.85; Jubilee, \$1.85; Pony, \$1.05. Tubs—No. 0, \$10.75; No. 1, \$8.50; No. 2, \$7.50; No. 3, \$6.50. Pails—No. 1, 2 hoops, \$1.70; No. 1, 3 hoops, \$1.90.

BUILDING PAPER.—Sales are still large. Prices are steady. Our quotations are as follows: Tarred felt, \$1.85 per 100 lb.; 2-ply ready roofing, 95c. per roll; 3-ply, \$1.20 per roll; carpet felt, \$2.30 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O.K. and I.X.L., 70c. per roll; heavy straw and sheathing, \$35 per ton; slaters' felt, 65c. per roll.

FORK HANDLES.—A fairly good trade is doing. Ash handles are due to rise in price, according to current rumor.

GUNS AND AMMUNITION.—Sales of gunpowder are particularly satisfactory. Guns are still in good demand at steady prices and rifles are moving fairly well. The sale of accessories such as hunting coats, leggings, knives, whistles, etc., is also good.

PLUMBING GOODS.

LEAD PIPE.—An active trade continues at steady prices, the discount being 35 per cent.

SOIL PIPE AND FITTINGS.—A moderate business is doing. Discounts are as follows: Light soil pipe, 45 and 5 per cent.; light soil pipe fittings, 50 and 5 per cent.; medium and extra heavy pipe and fittings, 55 and 5 per cent.; 7 and 8 in. pipe, 40 and 5 per cent.

BRASS GOODS.—A good trade continues in brass goods and all steam fittings.

IRON PIPE.—Prices are 10 to 15c. higher. A good trade is reported. Our quotations are as follows: Per 100 ft.: Black pipe, ½ in., \$3.15; ¾ in., \$2.50; 1 in., \$2.65; 1½ in., \$3; 2 in., \$3.70; 2½ in., \$5.25; 3 in., \$7.35; 3½ in., \$8.95; 4 in., \$12.55; 4½ in., \$20; 5 in., \$23; 5½ in., \$30; 6 in., \$36.

METALS

Price depression is still the order of the day. This week copper has fallen 2c. per lb. and tin 1c. per lb. in New York, while British prices have been lowered in proportion. Spelter, lead, Scotch Warrants and Middlesboro No. 3 Foundry pig iron have also shown material declines in the British market. At the same time word comes to hand that the representatives of the majority of the large United States pig iron producers have, after a consultation over the situation, agreed to bank their pig iron output 20 per cent. during October. In face of the above conditions it seems natural that Canadian buyers should not be disposed to buy ahead; the market is too unsteady for futures. There is no doubt, however, as to the volume of consumption which continues remarkably large.

PIG IRON.—The consumption in Canada continues extremely large but no orders for 1901 delivery are going forward. Prices are not changed, however, Midland and Hamilton No. 1 being quoted at \$20.

BAR IRON.—The demand is absorbing all the Canadian product and a heavy import. The base price is \$2. For extras cut to length while rolling: 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft., by special agreement according to length and size.

STEEL BOILER PLATES.—A good business doing with the base still at \$1.96 f.o.b. Toronto.

TOOL STEEL.—There have been no alterations since last writing. We quote: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 10 to 20c.; ditto, "Air Hardening," 70c. per lb.; Chas. Leonard's, 8 to 9c.; Park's "Silver," 11 to 13c.; Park's "Special," 15 to 18c.

BLACK SHEETS.—A fairly steady trade keeps up at firm prices. Our quotations are as follows: 10 to 16 gauge, \$2.25; 18 to 20 gauge, \$2.70; 22 to 24 gauge, \$2.90; 30 gauge, \$3.

CANADA PLATES.—The activity continues with prices firm. We quote: All dull, \$2.60; half polished, \$2.70; and all bright, \$3.50.

GALVANIZED SHEETS.—A steady demand at unchanged figures continues. We quote: Queen's Head, \$4.50 for 28 gauge; American, \$4.10 for 24 gauge; Bell brand, \$4.30 for 28 gauge; Gordon Crown, \$4.50 for 28 gauge.

OAKEY'S
'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL



COVERT MFG. CO.

West Troy, N.Y.

Auto Screw Jack

Harness Snaps Chain, Rope and Web Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICE

PRIEST'S CLIPPERS



Largest Variety. Toilet, Hand, Electric Power. **ARE THE BEST.** Highest Quality Grooming and Sheep-Shearing Machines. **WE MAKE THEM.**

SEND FOR CATALOGUE TO American Shearer Mfg. Co., Nashua, N.H., U.S.A.

NEWMAN'S PATENT INVINCIBLE FLOOR SPRINGS

Combine all the qualities desirable in a Door Closer. They work silently and effectively, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies. **MADE SOLELY BY**

W. NEWMAN & SONS, Birmingham.

Oncida Community Goods

HALTERS, COW TIES, SNAPS, etc., etc.,

in all sizes and styles. May be had of all jobbers throughout Canada.

Factory—NIAGARA FALLS, ONT



You will be asked for Dundas Axes next fall. Are you preparing to meet the inquiry by being able to show the goods?



Dundas Axe Works, Dundas, Ont

W. L. Haldiman & J. R. Leeson Agent, Montreal.

TIN. In sympathy with the steady decline on outside markets prices have fallen to \$30.50 to \$31.50, a decline of \$1 per wt.

TIN PLATES. Prices are unchanged. There is a fairly good demand. We quote: Coke plates, bright, 14x20, \$3.85; charcoal plates,terne, 20x28, 112 sheets, 8s.

COPPER. Business keeps up fairly well. Prices are 50c. lower, a result of the lower prices at the larger markets. We quote as follows: Ingot copper, \$11.50, and sheet copper \$20.50 per 100 lb.

BRASS. Is unchanged in price. Demand is fair. Discount, 10 per cent.

LEAD. The market is quiet. Prices show no change. We quote: \$3.50 per 100 lb. for pig lead, and \$3.75 for bar lead.

ZINC SPELTER.—Stocks continue light and as there is a good demand prices are firm at 64 to 64c. per lb.

ZINC SHEETS. There is a fairly good business in small quantities. We quote: Cask lots, \$6.75 to \$7, and part casks, \$7 to \$7.25.

SOLDER.—Demand is improving; prices are steady. Guaranteed half and half is quoted at 18 to 19c., and wiping 17 to 18c.

OLD MATERIAL.

No change in prices is noted. There is a good demand. Dealers' ruling prices are as follows: Heavy copper and wire, 10³/₄c. per pound; light copper, 9³/₄c. per lb.; heavy red brass, 9³/₄c. per lb.; heavy yellow brass, 8³/₄c. per lb.; light brass, 5³/₄c.; lead, 2¹/₂c.; scrap zinc, 3¹/₄c.; iron, No. 1 wrought, \$13.50 per net ton; No. 2 wrought, 85; machinery cast scrap, \$15.50; stove plate, \$10; malleable and steel, \$6; old rubbers, 6¹/₂c. per lb., and country mixed rags, 50c. per 100 lb.

PETROLEUM.

Prices on this market remain unchanged. We quote: Canadian prime white, 16¹/₄c.; Canadian water white, 18¹/₄c.; American prime white, 17¹/₄c.; American water white, 19c.

HIDES, SKINS AND WOOL.

There is no very special feature on this market, except that super pulled wool is up 1c. per lb., and lamb skins are firmer by 15c. each. Pelts have given place to sheep skins. We quote:

HIDES.—No. 1 green, per lb., 8c.; No. 2 green, 7c.; No. 1 green steers, 8¹/₂c.; No. 2 green steers, 7¹/₂c.; cured, 8¹/₂c.

CALFSKINS.—Veal skins, No. 1, 6 to 14-lb. inclusive, 9c. per lb.; No. 2, ditto., 7c.; No. 1, 15 to 20 lb. inclusive, 8c. per lb.; No. 2, ditto., 6c.; deacons (dairies), each 60 to 70c.; lamb and sheep skins, 60c.

WOOL.—Unwashed wool, per lb., 9 to 10c.; fleece wool, 16 to 17c.; pulled wools, super, per lb., 17 to 18c.; ditto, extra, 19 to 20¹/₂c.

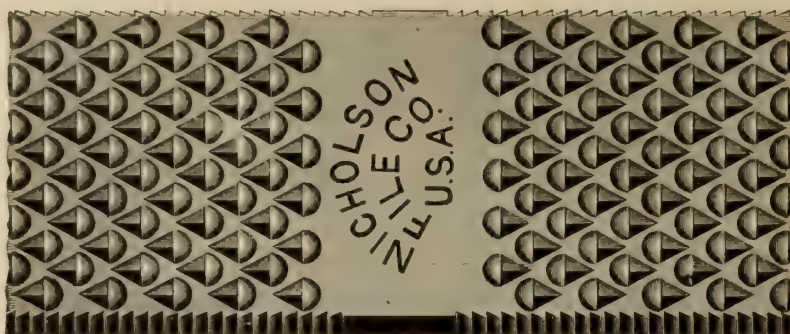
TALLOW.—We quote 4¹/₂ to 5c. per lb.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., Sept. 26, 1903.

THE big excursion party of delegates to the Canadian Manufacturers' Association, who are touring the West, are expected to arrive in Vancouver on Monday, 28th inst. Leaving Calgary yesterday, they were to stop at Banff and Glacier en route west, and then spend two days in Vancouver. To entertain

Standard Horse Rasps



"Kearney & Foot," "Nicholson," "Globe."
Warranted.

The above brands are celebrated for their Sharp, Elastic Teeth and Uniform Temper.
For sale by prominent Hardware dealers.

NICHOLSON FILE CO., DOMINION WORKS, **PORT HOPE, ONT.**



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs,
Etc. Cold Punched Nuts of every variety of finish.
INGERSOLL, ONT.

NEW RAILS

12, 14, 16, 18, 20, 24, 30, 35 and 56 lbs. to
the Yard—carried in **STOCK** for prompt ship-
ment. **TRACK REQUISITES.**

Sessenwein Bros., 103 Shannon St.
.. MONTREAL.

them the local branch of the association, under Mr. Woods, president, and Mr. Stein, secretary, have been working hard to provide something interesting.

To aid in the proper entertainment of this important delegation of Canadian manufacturers the City Council of Vancouver has appropriated a sum of \$350 as their subscription to the fund. The whole party will be taken to see the big sawmills, the machine works and foundries of the city, and also other industries which are established here. Other points of interest will be visited, the excursionists being taken for a drive around Stanley Park, where they can see for themselves a little of the natural forests of British Columbia.

Two days will be spent in Victoria also, and returning the party will proceed east, going back via the Arrow Lakes, Rossland, Nelson, and thence to the Crow's Nest Pass and out to the prairie section again. While here some special steamer trips will be arranged if the weather permits.

* * *

Yesterday the last of the northern shipments of hardware for this season were sent forward by the steamer Princess May. From now on to the opening of navigation next Spring there will be

little hardware go out, as the possibilities of shipment are reduced to a minimum. Nothing except some special articles which may be ordered will be shipped. That department of the wholesale hardware houses here may be considered closed for the season.

The trade in builders' hardware is by no means closed, however. Orders are still being placed every day by local contractors and the number of houses and other buildings under construction is as great as ever. In fact, though the Fall is now on, a time when houses are in greater demand than in the Spring, there are still no houses to obtain. Despite all the residential building which has been carried on all season the demand for houses is as great to-day as ever. The houses are all occupied and those who have been out of town for the Summer who prefer to come in from up-country residences to Winter in the city, are seeking houses to rent. It is one of the marvels of the visitor, who takes a casual survey of the city. Just why there should have been for the last five years a building boom, or what would be called a building boom anywhere else, is hard to discover at first glance. But the extreme activity in building which has marked the past five years has so far

been entirely justified. To-day there is a less percentage of vacant business property than ever. In fact the vacancies are merely from the moving of tenants to newly completed premises, and the old are soon filled up. In residential property it is the same. Hundreds of houses have been built every year for the past five or six seasons, yet there are still no vacant houses, and tenants have no choice. They must take what they can find. So long as this condition exists there will be a continuance of activity in building. And with that the activity in lines of hardware for building purposes continues.

* * *

It might be thought that the enormous amount of building which is going on in Vancouver and vicinity would have been a considerable factor in inducing the very large increase in the number of lumber and shingle mills. But such is not the case. There is not a mill which has not all it can do to supply the big demand from the Northwest, Manitoba and from Eastern Canada. It is difficult to keep stock up and to keep it sorted. The planing mills and factories too are busy all the time. Builders and contractors complain that they cannot get their orders filled with any degree of promptness because of the great pressure of shipping trade. It appears as if the millmen looked on the local trade as a side issue. Their first attention is to the big trade of the eastern portion of the Dominion. It would almost seem as if some of them did not care to have any trouble with local trade at all.

* * *

Importations of mining machinery continue from the United States. There arrived on Thursday from San Francisco by the Pacific Coast Steamship Company's regular Vancouver steamer "City of Pueblo," a very large shipment of heavy machinery, the sixth big consignment arriving from the same direction for the Silver Cup mine, in the Lardeau country, which has been putting in a big compressor plant this season. Other mining machinery continually arrives via the Great Northern Railway, whose cars are brought by ferry from the south bank of the Fraser River where the present terminus of the Canadian portion of the Great Northern now is.

* * *

The first Canadian lead refinery will soon be in operation. It is located at Trail, and will be operated in conjunction with the big Trail smelter, owned by the C.P.R. The Trail smelter is now running two copper furnaces on copper ore, and one lead stack. Another lead stack will be blown in shortly. A plant for treatment of slimes from the smelter, to recover gold and silver values, has been experimented with and found a success.

* * *

Hardware stocks in nearly all staple lines are now better than they have been any time during the season. The inauguration of a regular steamer service direct from the Old Country has, taken together with the receipts of heavy lines by sailing ships, had an effect in bringing up receipts of goods to a par with demand. It has always been a difficulty for merchants here to keep their stocks in shape, owing to the distance from base, so that re-ordering is almost impossible, and re-newing stocks is a matter of one season to the next. Now that there are hardware firms in the trade here who import

Our Metallic Ceilings and Walls

Are an ideal finish for all kinds of buildings, because they combine both beauty and utility.

We make an almost countless assortment of artistic designs—the plates fitting accurately, the joins imperceptible and the pattern continuous in perfect precision throughout.

The sanitary superiority, fireproof protection, handsome effect and moderate cost appeal to all progressive people.

You can scarcely afford not to handle these goods.

The Metallic Roofing Co., Limited

TORONTO

MONTREAL

WINNIPEG

in large quantities from the markets of the Old Country there is little difficulty in future. This season heavy stocks of bar iron, steel, steel and iron plate, tinplate, galvanized iron and chain have been received and in other lines heavier importations than usual have been made. The latest to arrive is the monster steamer "Ning Chow," of the China Mutual line, which is now discharging here. She has 1,200 tons for Vancouver merchants alone. Most of this is in hardware and metals. Some cement is included also.

* * *

The last two steel rail cargoes are being discharged, that of the "Vincent," a British sailing ship, at Port Moody for the C.P.R., and that of the "Alice," a French sailing ship at Moodyville, for the Great Northern. The Alice, which met severe weather and had other accidents on the voyage, is to be repaired here at heavy cost. Tenders will be awarded to-day, it is expected. There are several machine works, and The British Columbia Marine Co., capable of handling extensive ship work in the way of repairs or construction.

MANITOBA MARKETS.

Winnipeg, September 28, 1903.

THE steady trade that has been reported from week to week continues. A western jobber in hardware made the remark this week that he wished some of the eastern men could have spent a day in one of the giant warehouses here and just witnessed by actual experience what one day's business means in the West. In retail lines there have been many sales of stoves, stove pipes and kindred articles and retailers seem as well satisfied as jobbers with the present state of trade. The sale of guns this Fall has been enormous, far in excess of last year. One of the houses doing a very large gun trade reports that there have not been nearly so many complaints of explosion of cheap guns from the use of smokeless powder as occurred last year. The Nimrods are either buying

better guns, which indeed seems to be the case in many instances, or are confining their attention to black powder for the cheaper grade of gun.

There are no changes of price to report in the jobbing list this week. In paints and oils no actual changes have taken place but there is a prospect of an advance in both turpentine and linseed oil. Winnipeg received its first car of flax this week, which graded No. 2. The flax threshing, as well as the wheat, has been delayed by the heavy storm of two weeks ago and it is not yet known whether the crop is really damaged or not. Price list for this week is as follows:

Barbed wire, 100 lb.....	\$3 25
Plain galvanized.....6 to 8	3 39
".....9	2 50
Plain galvanized.....10	3 50
".....12	3 10
".....13	3 20
".....14	3 90
".....15	4 45
".....16	4 60
Barbed wire, 100 lb.....	3 25
Plain twist.....	3 25
Staples.....	3 65
Oiled annealed wire.....10	3 42
".....11	3 48
".....12	3 56
".....13	3 66
".....14	3 76
".....15	3 91

Annealed wires (uncoiled) roc. less.

Horsenails, 40 per cent. discount.

Horseshoes, iron, No. 0 to No 1.....	\$4 75
No. 2 and larger.....	4 45
Snow shoes, No. 0 to No. 1.....	4 60
No. 2 and larger.....	4 45
Steel, No. 0 to No. 1.....	4 45
No. 2 and larger.....	4 20

Cut Nails—

2d 1 in.....	\$4 10
3d Fin. 1½ in..	4 10
3d 1½ in.....	3 75
4d 1½ in.....	3 50
5d 1½ in.....	3 50
6d 2 in.....	3 40
8d 2½ in.....	3 25
10d 3 in.....	3 20
20d 4 in.....	3 15
30d 4½ in.....	3 10
40d 5 in.....	3 10
50d 5½ in.....	3 10
60d 6 in.....	3 10

Wire Nails—

1 in.....	4 00
1½ in.....	4 00
2 in.....	3 80
2½ in.....	3 60
3 in.....	3 50
3½ in.....	3 35
4 in.....	3 30
4½ in.....	3 25
5 in.....	3 20
5½ in.....	3 20
6 in.....	3 20
6½ in.....	3 20

Hardware, \$2.00 per box	
Soft, \$1.75 per box	
Steel, \$2.00 per box	2 85
Medium, \$1.75 per box	3 75
Hard, \$2.00 per box	3 50
Black Diamond, tooth	8 50
Steel, 10 to 16 gauge, 100 lb.	13 00
10 to 12 gauge	3 50
12 to 14 gauge	3 75
14 to 16 gauge	3 90
16 to 18 gauge	4 00
18 to 20 gauge	4 10
20 to 22 gauge	4 25
22 to 24 gauge	4 25
24 to 26 gauge	4 50
26 to 28 gauge	4 50
28 to 30 gauge	4 75
Extra sheets, 30 in. wide, an advance of 25 p.c. per 100 lb.	
Genuine Russian, per lb.	4 25
Imitation	4 50
Tinned, 24 gauge, 100 lb.	4 75
26 gauge	11
Implate, 10 charcoal, 20 x 28, box	07 to 08
IX	8 00
IXX	8 50
Ingot tin	10 00
Canada plate, 18 x 21, 18 x 24 and 20 x 28	12 00
Canada plate, full polished	14 00
Sheet zinc, cask lots, 100 lb.	35
Broken lots	3 25
Pig lead, 100 lb.	4 00
Black iron pipe, 1/4 inch	7 50
1/2 "	8 00
3/4 "	5 50
1 "	3 30
1 1/4 "	3 30
1 1/2 "	3 40
2 "	3 70
Black iron pipe, 1/4 inch	4 35
1 "	6 25
1 1/4 "	8 70
1 1/2 "	10 50
2 "	14 50
Rope, steel, 7-16 and larger, basis	11 75
Mamila, 7-16 and larger, basis	15 25
Tack, iron	11 25
Solder	20
Axes, chopping	\$ 6 75 to 12 00
" double bits	12 00 to 18 00
Bluestone	5 70
Screws, flat head, iron, bright	85 and 10 p.c.
Round	80 p.c.
Flat " brass	75 and 10 p.c.
Round "	70 and 10 p.c.
Coach	65 p.c.
Bolts, carriage	50 p.c.
Machine	50 and 5 p.c.
Tire	60 and 5 p.c.
Boots, Sleigh shoe	65 p.c.
Plough	50 p.c.
Flat head stove	60 and 5 p.c.
Round head	60 and 5 p.c.
Extractor	60 p.c.
Rivets, iron	50 and 10 p.c.
Copper, No. 8	32
No. 12	36
Coil chain, 3-16 inch	10 1/4
1/2 inch	8 1/4
5-16 inch	5 1/4
3/4 inch	5 1/4
7-16 inch	5
1/2 to 3/4 inch	4 3/4
Spades and shovels	40 and 5 p.c.
Harvest tools	60 p.c.
Axe handles, turned, s.g. hickory, doz.	\$3 15
No. 1	1 90
No. 2	1 60
Octagon extra	2 30
No. 1	1 60
Files common	70 and 10 p.c.
Diamond	60 p.c.
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance
Loaded shells:	
Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 20
Chilled	6 50
Powder, F.F., keg	4 75
F.F.G.	5 00

Enware, pressed, retinned	70 and 10 p.c.
plain	75 and 2 1/2 p.c.
pieced	
Japaned ware	37 1/2 p.c.
Enamelled ware, white	45 p.c.
Famous	50 and 10 p.c.
Imperial	50 and 10 p.c.
Green Wire Cloth	1 50

PETROLEUM.	
Water white American	26 1/2 c.
Prime white American	24 1/2 c.
Water white Canadian	24 c.
Prime white Canadian	22 1/2 c.

SCRAP.	
No. 1 cast iron	\$16 per ton
No. 2	8 "
Wrought iron scrap	5 "
Copper (heavy)	7 c. per lb.
Yellow brass (heavy)	7 1/2 c. "
Light brass	5 c. to 6 c. "
Lead pipe, or tea lead	2 c. to 2 1/2 c. "
Zinc scrap	1 c. "

PAINTS, OILS AND GLASS.	
Turpentine, pure in barrels	\$ 0 84
Less than barrel lots	0 89
Linseed oil, raw	0 57
Boiled	0 60
Lubricating oils, Eldorado castor	0 28 1/2
Eldorado engine	0 27 1/2
Atlantic red	0 33 1/2
Renown engine	0 42
Black oil	10 1/4 to 11 1/4
Cylinder oil (according to grade)	55 to 74
Harness oil	0 56
Neatsfoot oil	1 00
Steam refined oil	0 85
Sperm oil	2 00
Pure castor oil, first pressure	0 10
Lubricating oil	0 10

NOTES.

The Brandon Machine Works are erecting a new foundry at that point.

The Vulcan Iron Works Co.'s new foundry is rapidly approaching completion.

Lieut.-Col. Gartshore, vice-president of The McClary Mfg. Co., was a visitor with the manufacturers this week.

Mr. Falls, manager for The George D. Wood Co., is confined to his bed with a very sharp attack of inflammatory rheumatism.

Moody & Sutherland, hardware dealers, Selkirk, Man., have dissolved partnership. Mr. Sutherland will continue the business. This Summer has been Selkirk's growing time and a large number of buildings have been and are being erected. Trade in building hardware has been brisk all Summer.

DEATH OF MRS. HENRY. T. LAMPLOUGH.

Much sympathy is expressed in Montreal for Mr. F. W. Lamplough, whose mother died on September 22 at Norwich, England. She was in her seventieth year. Interment took place at Gifford, Scotland, on the 26th.

BUSINESS NOTES.

The interior of H. Hunter's hardware store, Hartney, Man., has been improved.

The Toronto office of Drummond, McGill & Co., Montreal, has been removed from 93 Bay street to 100 King street west.

The stock of G. M. Robinson, Dundas street, Toronto, has been purchased by The Humphrey Bicycle & Hardware Co., Queen street west, who will continue the Robinson store as a branch.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittance to cover cost **must** accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

SITUATIONS WANTED.

SITUATION wanted as traveller by hardware clerk; best of references. Apply Box 61, HARDWARE AND METAL, Toronto. (46)

SITUATIONS VACANT.

HARNESSMAKER—Good job for steady man. Box 135, HARDWARE AND METAL, Toronto. f

MARBLE and granite letterers and stone-cutters wanted; at once; steady work. Apply Box 131, HARDWARE AND METAL, Toronto. f

MACHINIST—First-class lathe hand—steady work; state wages. Box 132, HARDWARE AND METAL, Toronto. f

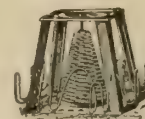
TINSMITH—Steady job—good all-round man; state wages and experience. Box 124, HARDWARE AND METAL, Toronto. f

TINSMITH—For general work—good wages and steady job for good man. Apply, promptly to Box 125, HARDWARE AND METAL, Toronto. f

WANTED—Clerk with thorough knowledge of the stove, unware and shelf hardware business; one who can qualify as assistant buyer; state age, salary, married or single, references. Box 64, HARDWARE AND METAL, Toronto. (41)

FOR SALE.

GENERAL hardware business in good Ontario town. Stock \$10,000. Selling out because of ill health. Box 65, HARDWARE AND METAL, Toronto. (42)



Wire-Cone Incandescent Toaster

Only perfect Bread Toaster for Gas or Gasoline Stoves. No smoky taste to bread toasted on this toaster. Write for prices.

H.O. Edy, Montreal. E.T. Wright & Co., Hamilton. HARKINS & WILLIS, Manufacturers and Inventors, ANN HARBOR, Mich.

To Manufacturers' Agents

HARDWARE AND METAL has inquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of inquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

HARDWARE AND METAL

Montreal and Toronto

PRESIDENT F. O. LEWIS.

FREDERICK O. LEWIS, of Lewis, Bros. & Co., Montreal, the newly elected president of the Canadian Wholesale Hardware Association, is one of the most popular and withal one of the most progressive wholesale merchants in Canada.

President Lewis was born in Kingston in 1858, his father being a hardware merchant there. After a wide experience in

President Lewis into his work, he has ever possessed the most loyal devotion of the firm's entire staff, as a result of his courteous and thoughtful treatment of all. The firm have made it a principle to at once investigate all complaints from customers and to at once rectify all mistakes or misunderstanding, with the result that in all parts of the country are customers fully as loyal to the firm as are its own staff.



Mr. F. O. Lewis, President of the Canadian Wholesale Hardware Association.

different branches of the hardware business he, in partnership with his brother, J. G. Lewis, bought part of the stock of Benny, McPherson & Co., Montreal, and later, the stock of the late Wm. Darling, of that city, into whose premises the firm moved, continuing the business under the style of Lewis Bros. & Co.

In the 15 years since their start this firm have grown to a position of strength and solidity, covering the whole of Canada in its scope.

During these years, notwithstanding the great energy and enterprise thrown by

of the Enz, has been manufacturing an artificial pumice stone out of ground sandstone and clay for some time, and it is interesting to note to what extent this manufacturer has tried to adapt his products to the various purposes for which they are required. There are on the whole ten kinds, differing from each other in regard to hardness and grain, viz: There is (1) a hard and a soft kind with coarse grain, particularly useful in the leather, wax cloth, felt, and wood industries; (2) a hard and a soft kind with medium coarse grain, suited to stucco workers and sculptors and particularly useful for polishing wood before it is painted; (3) a soft, fine grained stone for the white and dry polish of wood and for tin goods; (4) one of medium hardness with fine grain, for giving the wood a surface for an oil polish; (5) a hard, fine grained one for working metals and stones, especially lithographic stones; and, finally, pumice stones with a very fine grain. These artificial stones are used in pretty much the same way as those of volcanic origin. For giving a smooth surface to wood, a dry stone is applied, but to give it a fine polish the stone is dipped in oil. For fine work no coarse-grained and for coarse work no fine grained stones are used.

THE EFFECT OF THE SURTAX.

Straws tell the way the wind blows. Already the tendency of trade is beginning to demonstrate the effect of the surtax on German goods in our trade with that country. A representative of German firms stated in conversation this week that Germany was under double disadvantage in this market now, particularly regarding the heavier lines of iron and steel goods. In the first place the surtax had its effect, then the United States manufacturers of such goods were devoting considerable attention to the Canadian market and making things warm for their European competitors.

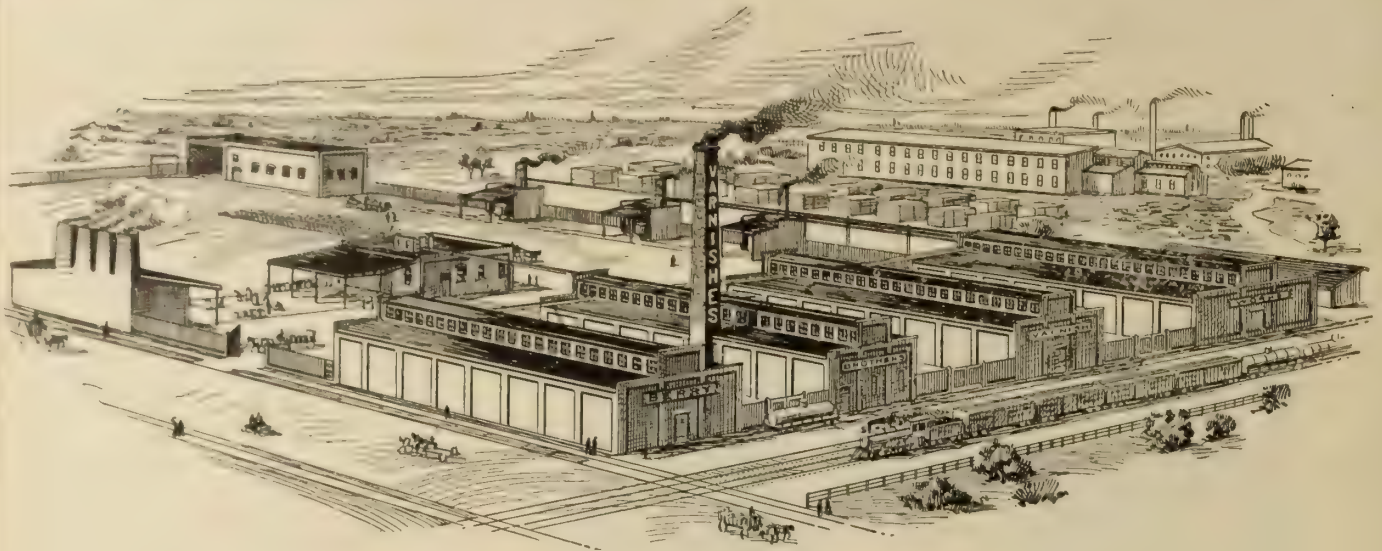
INCREASING BAR IRON OUTPUT.

The London Rolling Mills are now in full swing, and are turning out about 100 tons of manufactured goods daily. About 70 men are employed on the working staff at present, and inside of a few weeks the number will be doubled. It is the intention of the company to put on night shifts owing to the constantly increasing demand for bar iron. It is thought probable that the firm will erect a new plant for the manufacture of iron shoes next Spring. Should the firm carry out this project they will gain the distinction of being the only people in Ontario who turn out this class of goods.

ARTIFICIAL PUMICE.

WHILE emery is used for sharpening tools, sand for polishing stones and glass, oxide of iron for fine glass, and chalk and felt for metal ware, pumice is most frequently used for sharpening soft materials. Pumice stone is unreliable, both in grain and hardness. Variations have been noted even in the same piece. This has suggested the idea of replacing it with artificial pumice, says The American Inventor.

A factory at Bietzheim, in the valley



IT IS NEARLY
HALF A CENTURY

since we commenced to make Varnish. During this period we have acquired a knowledge not only of Varnish, but of the varied needs of varnish consumers that nothing but time can impart, and have also learned how to cater successfully to every varnish want.

Our experience belongs to those who use and sell Berry Brothers' Varnishes.

Safest goods to handle, surest and most reliable goods to use.

WRITE FOR CATALOGUE.

Berry Brothers
LIMITED

WALKERVILLE, ONT.



PAINT, OIL AND BRUSH TRADES

CENTRALIZATION IN THE PAINT BUSINESS.

CENTRALIZATION is the key note of business to-day. It is as dominant in the retail trade of the rural village as in the big commercial organizations of the country. In most instances it is the solution of the problem of diminishing trade and profits.

To compete successfully in the market the merchant of the village, of the town, or of the city, must carry as few lines as possible. He must cut down his stock to the products of as few manufacturers in the same line as possible. He must centralize his selling force. In this way only can he put the necessary energy and life into the sale of the goods.

This centralization is not effected by cutting down the number of classes of goods carried by the merchant, but in cutting down the number of lines of each class of goods. Instead of handling a half dozen or more half lines, he carries one full line.

The merchant with one full line of each class of goods, with the products of but one manufacturer, always providing, of course, that the products will give his customers satisfaction, is in a much stronger position than the merchant loaded down with the goods of various makers.

He can much easier and much better advertise one full line than several short lines. Every effort he makes to sell one article, every sale he makes, advertises all the other products of the line in his stock. And, conversely, the very fact that he carries the full line shows that he has confidence in the goods, and is an argument to the prospective buyer of every article in the line.

One full line requires less investment and minimizes the likelihood of carrying over stock. The merchant who confines his stock to one full line avoids delays in shipping, shortage, errors in filling orders, etc. He finds it easier to keep up his stock and take care of his trade.

The manufacturer can deal much more liberally with the merchant who carries his products only in stock. Much closer co-operation is possible in going after trade. The manufacturer is assured of the dealer's loyalty—their interests are common and can advertise thoroughly in the dealer's territory without the risk of promoting the sales of competitors' goods.

The paint trade affords a very good in-

stance of the tendency towards centralization of interests and of the benefits derived.

Several of the largest paint concerns have been carrying on for some years a campaign for the full line and endeavoring to have their agents confine their paint stock to it. The plan has been generally successful, the paint dealers recognizing the material advantage it affords.

VALUE OF RED LEAD FOR METAL

BENDER & ALLDRED, of Pittsburg, write as follows: Allow us to add a word on Mr. Frank Rathbone's article, Pigments for Painting Metal—Red Lead Declared Best Pigment Under Trying Conditions. We were manufacturing red lead as workmen in the works of The Farnestock White Lead Co. up to October, 1888, when we lost our situations through the formation of The National Lead Co. We started making litharge and red lead ourselves, putting up an iron-clad building, buying our sheet iron (not steel) direct from manufacturer, it being clean when received. Our Mr. A., being a son of a painter and having but little to do, we did our own painting, and used red lead, which we

had manufactured ourselves at the Farnestock plant, as we knew it was pure pigment. We used about one third of this red lead and about two thirds of Prince's metallic iron paint, mixed with raw linseed oil, giving two good coats with paint brushes (not whitewash brushes). Now at the closing of fifteen years of time since October, 1888, the sheet iron is as good to day as the day we put it on.

One side of our building had, for a short time, to stand the sulphur fumes from our coal gas producer while running—it shows no difference. What sheet iron we had to buy in a hurry in adding additions from parties furnishing it already painted has had to be renewed three times. We would further add that all corroder's red lead is far from being pure. Some little time ago a Government officer in Boston applied to us for red lead and stated that an article they bought contained 15 per cent dirt. As we are not catering for trade from painters we could not get it. Our goods are perfectly pure and made for glass, rubber, varnish and color manufacturers, etc. Red lead and white lead when properly put on with pure raw linseed oil form a chemical compound as it were an enamel. Water and dampness never affect it. Take a drop of red lead or white lead and put it on a window glass,

LINSEED OIL

Raw and Boiled

“GUARANTEED PURE”

MANUFACTURED BY

Canada Linseed Oil Mills, Limited
MONTREAL.



BARRELS WANTED!!

WE are open to buy good sound, oak Linseed Oil, Turpentine, Varnish, and Machine Oil Barrels.

let it dry (the oil being unable to get away). A perfect chemical action takes place, and you never hear of it being taken off except by force.

TURPENTINE OPERATORS MEET.

THE Turpentine Operators' Association, which met in annual convention at Jacksonville, Fla., last week, denounced the actions of the factors in Savannah, who are selling on private terms and independent of Savannah quotations.

The convention provided for the establishment of a tank and warehouse company with tanks and warehouses at Fernandina, Jacksonville, Pensacola, Mobile and New Orleans. The recent acts known as the pure spirits bills passed by the last sessions of the Florida and Georgia legislatures, were commended and the States of Alabama, Mississippi and Louisiana asked to take similar action.

There were seven hundred delegates present from North and South Carolina, Louisiana, Alabama, Georgia and Florida.

One of the most important matters of the convention was the question of avoiding overproduction for the coming year. P. L. Sutherland led the discussion in this matter. He referred to the fact that the operators had a much better chance of a profitable business if they limited the box cut and demonstrated to the meeting that this could be done if the operators would stand by a solemn agreement. Mr. Sutherland was followed by others who were of the same opinion. The following resolution was introduced and passed unanimously:

"Resolved,—That the output for 1904 be no more than for 1903, and further,

"Resolved,—That the operators of each section act together and so adjust the matter that the purpose of this resolution shall be effective."—Paint, Oil and Drug Review.

PAINT AND OIL MARKETS.

MONTREAL.

THERE are no quotable changes to record this week. Business has been steady but without any marked improvement in volume. The orders received, however, have called for a greater variety of supplies, showing that stocks in dealers' hands are getting low and, if we are favored with open weather for the rest of the Fall, business is expected to be quite active. Linseed oil is firm and turpentine strong at present quotations. Attention is called to the fact that the standard gallon of turpentine on the Montreal market is 8.60 pounds. The standard is not so high in all centres, and at the present high prices a slight difference will affect the dealer considerably. We quote:

GROUND WHITE LEAD.—Best brands, Government standard, \$1.90 to \$5.15; No. 1, \$1.50 to \$4.77½; No. 2, \$1.30 to \$4.40; No. 3, \$3.92½ to \$4.02½; No. 4,

PAINT, OIL AND BRUSH TRADES

\$3.55 to \$3.65, all f.o.b. Montreal. Terms, four months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—\$1.50 in casks, and in kegs \$1.75.

DRY WHITE ZINC.—Pure dry, in casks, 6¼c.; in 100-lb. kegs, 6¾c.; No. 1, zinc, in casks, 5¼c.; in 100-lb. kegs, 5¾c.

WHITE ZINC (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No. 2, 6c.

PUTTY.—We quote: Bulk, in barrels, \$1.50; in 25-lb. tins and irons, \$1.85; bladder putty in barrels, \$1.75.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, 7¼c.; smaller quantities, 8¼c.

RED LEADS.—Genuine red lead, in casks, \$4.25; in 100-lb. kegs, \$4.50; in less quantities, \$5.50 per 100 lb. No. 1 red lead, casks, \$1; kegs, \$1.25, and smaller quantities, \$5.25.

LITHARGE.—Ground, casks, 5c.; in less quantities, 5¼c.; flake litharge, casks, \$5; smalls, \$5.50 per 100 lb.

LINSEED OIL.—Raw, 1 to 4 bbls., 48c.; boiled, 51. Raw, 5 to 9 bbls., 47c.; boiled, 50c. Terms, net cash in 30 days. Delivered in Ontario between Montreal and Oshawa at 2c. per gallon advance.

TURPENTINE.—Single barrels, 80c.; 2 to 4 barrels, 79c. Standard gallon of 8.60 pounds. Terms, net cash in 30 days.

BENZINE.—25 to 26c.

SHELLAC VARNISH.—Pure white, \$2.35; orange, \$2.25.

MIXED PAINTS.—\$1.20 to \$1.40 per gallon.

CASTOR OIL.—8¾ to 9¼c. in wholesale lots, and ¼c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37¼c.

PURE ENGLISH PARIS GREEN.—Petroleum barrels, 11¼c.; arsenic kegs, 14¼c.; 50 and 100-lb. drums, 15c.; 25-lb. drums, 15¼c.; 1-lb. paper boxes, 16c.; 1-lb. tins, 17c.

TORONTO.

Change has been the order of the day in the paint and oil market this week. While lead has, owing to cutting, been reduced 20c. throughout and a heavy trade is being done at prevailing prices. Paris green is practically out of the market. Shellac has advanced 25c. per gal., as a consequence of a shortage of the crop of shellac gum in India. Pure putty has advanced 15c., and seems to be in good demand despite the offerings of cheaper, inferior stuff. Linseed oil is steady. Turpentine is firm, as reports from Savannah indicate a concerted movement there to keep the output down to the total of 1903. There has been an unusually heavy demand for prepared paints throughout August and September and the activity seems to be still manifest. We quote:

WHITE LEAD.—Ex-Toronto, pure white lead, \$1.90 to \$5.05; No. 1, \$1.15 to \$1.65; No. 2, \$4 to \$1.25; No. 3, \$3.75 to \$4; No. 4, \$3.50 to \$3.75 in packages of 25 lb. and upwards; ¼c. per lb. extra will be charged for 12½-lb. packages; genuine dry white lead, in casks, \$5.02½.

RED LEAD.—Genuine, in casks of 560 lb., \$4.75 to \$5; ditto, in kegs of 100 lb., \$5.25 to \$5.50; No. 1, in casks of 560 lb., \$4 to \$4.25; ditto, in kegs of 100 lb., \$1.25 to \$1.50.

LITHARGE.—Genuine, 6 to 6¼c.

WHITE ZINC.—Genuine, French V.M., in casks, \$6 to \$6.25; Lehigh, in casks, \$6 to \$6.25.

SHINGLE STAIN.—In 5-gallon lots, 60 to 85c. per gallon.

PARIS WHITE.—90c. to \$1 per 100 lb.

WHITING.—60 to 65. per 100 lb.; Gilders' whiting, 75 to 80c.

SHELLAC.—Pure orange, in bbls., \$2.35; white, \$2.50 per gallon; No. 1, 15c. less; in less quantities 30c. extra, including price of can.

GLUES.—Broken sheet, in 200-lb. bbls., 8 to 8¼c. per lb.; cabinet glue, in bbls.,

Have you got the Agency of

a first-class paint to supply your customers with for their Fall painting? The Fall and Spring are the best seasons of the year for painting. It is the time when the dealer should push hardest for business. Secure the customer, then clinch his trade by giving him a paint that gives the greatest satisfaction.

ANCHOR LIQUID PAINT

is the paint you want. It never fails to give a good account of itself. The fact that the best white lead in the world — **BRANDRAM'S B.B. GENUINE** — is the only one used in its manufacture speaks for itself.



HENDERSON & POTTS

ESTABLISHED
1874,

Halifax and
Montreal.



11 to 12c.; emery glue, in bbls., 17c.; bookbinders', ground, 10c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

PUTTY. Bladders, in bbls., \$2.25; bladders, in 100 lb. kegs, \$2.40; bulk, in bbls., \$2.05; bulk, less than bbls. and up to 100 lb., \$2.20; bladders, bulk or tins, less than 100 lb., \$2.95.

PLASTER PARIS.—New Brunswick, \$2 per bbl.

PUMICE STONE.—Powdered, \$2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots and 8c. in bbls.

LIQUID PAINTS.—Pure, \$1.20 to \$1.40 per gallon; No. 1, \$1.10 per gallon.

BARN PAINTS.—65 to 70c. per gallon.

CASTOR OIL.—English, in cases, 8 to 9c. per lb.; and 9 to 10c. for single tins.

LINSEED OIL.—Raw, 1 to 2 bbls., 51c.; boiled, 54c.; 3 to 5 bbls., raw, 50c.; boiled, 53c., delivered. To Toronto, Hamilton and London, 2c. less.

TURPENTINE.—Single bbls., 83c.; 2 to 3 bbls., 82c., delivered. Toronto, Hamilton and London, 2c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

WINDOW GLASS.

MONTREAL.

Business locally is reported very good. Prices are unchanged. We quote: First

break, 50 ft., \$1.85; second break, \$1.95 for 50 ft. First break, 100 ft., \$3.50; second break, \$3.70; third break, \$4.20; fourth break, \$4.45.

TORONTO

Prices show no change. We quote: Star, under 26 in., \$3.80; 26 to 40 in., \$4; 41 to 50 in., \$4.50; 51 to 60 in., \$4.75; 61 to 70 in., \$5; 71 to 80 in., \$5.50, Toronto, Hamilton and London.

FIRE CAUSES DAMAGE.

At an early hour on Tuesday, September 22, a few hundred dollars damage was done to the premises occupied by The Sheffield Cutlery Co., of 1,951 St. Catherine street, Montreal, by a fire which broke out in the roof. The brigade had not much difficulty in extinguishing the blaze, but considerable damage was done, which is, we understand, covered by insurance.

DIVIDEND DECLARED.

The Montreal Steel Works, Limited, of Montreal, have declared a quarterly dividend of 1 $\frac{1}{2}$ per cent. on the preferred stock for the quarter ending September 30, 1903, and a quarterly dividend of 1 $\frac{3}{4}$ per cent. on the common stock for the same period, payable on October 8.

Genuine Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

SAMUEL ROGERS, President.

THE CONSOLIDATED PLATE GLASS CO.

TORONTO - MONTREAL
LONDON - OTTAWA - WINNIPEG.

A complete stock in each of our five warehouses.
Send your next order for Plate or Sheet Glass to
the one nearest you—or write for prices.



Manufacturers of FINE READY-MIXED PAINTS, FLOOR PAINTS and VARNISHES, and WHITE LEAD. Full line of best DRY COLORS, OILS, and all PAINTER REQUISITES always in stock. Send for prices.

The Globe Paint Co.,

Limited

422-424 Adelaide St. W., Toronto.

THE
CANADA
PAINT
COMPANY
LIMITED

PAY PARTICULAR ATTENTION
TO LETTER ORDERS.

THE WALL PAPER TRADE

SPECIAL RULES

SOME special rules applying to the hanging of different grades of goods are given here, taken from the "Wall Paper Chart" of Staunton's Limited.

BROWN BLANKS.

A stiff paste should be used and the paper not allowed to soak for any length of time before hanging.

WHITE BLANKS, BRONZE AND EMBOSSED PAPERS.

The medium and better class of papers are made on good quality of stock, and

they should not be hung on stained or damp walls without first using lining paper.

PRESSED AND EMBOSSED PAPERS.

The walls should be prepared as for any paper of good quality, and best results are obtained by using lining paper. Use a stiff paste composed of equal parts of Sphinx gum and ordinary flour paste. Paste each strip separately and hang at once. To smooth down use a stiff brush. Do not use a roller. Trim with a knife and straight edge.

FABRIC EFFECTS.

These goods are comparatively new to the wall paper trade, and are plain treatments made to represent denims, burlaps and other canvas and woven effects, which have become popular for wall decoration. Like the materials which they represent, they are not supposed to hang without shading at the seams. This shading is not pronounced, but merely carries the effect which would be shown by two pieces of any plain fabric placed edge to edge.



Pattern 1484. An effective wall paper manufactured by Staunton's, Limited, Toronto.



Tapestry Panel Treatment of Pattern No. 1535. Staunton's Limited, Toronto.

hang easily. Both edges need to be trimmed. Use medium thick paste. Two or three strips can be pasted and laid aside and then hung in the order in which they were pasted.

SILKS, DAMASKS, GLIMMERS.

In all these finishes the use of paste containing alum must be avoided, and

Trim in about three quarters of an inch from the edge. The cut should be clean and straight, so that the seams can be fitted perfectly. Owing to the plain surface of the goods, a seam slightly lapped or not brought closely together will show very plainly and spoil the effect.

INGRAINS.

Trim off a margin of about one inch with a sharp knife and straight edge. Do not allow the seams to lap. When hanging dark colors stain the edges before hanging. This is done by moistening the color on the margin trimmed off and with the finger or small brush, rubbing it along the edge of the paper.



**WALL PAPER
MANUFACTURERS**

YOU DON'T HAVE TO HUNT

for the good things in our new
Samples. They're everywhere—all
through the line.
Just look at our Samples when our
Salesman calls—then if you think
there's money in handling
"STAUNTON WALL PAPERS,"
we'll be glad to book your order.

STAUNTON'S LIMITED

FORMERLY M. STAUNTON & CO.

TORONTO

944 YONGE ST. CANADA

If You Buy

Varnishes

Paints

Japans

Colors

Lacquers

Glues

Stains

Bronzes

Fillers

Chamois

Sponges

WRITE TO

R. C. JAMIESON & CO.

LIMITED

MONTREAL.

AGENTS FOR ASPINALL'S ENAMEL.



Don't be
buncoed
and don't
bunco your
customers
by handling
inferior
paints.

The most attractive line of paints in Canada and the line which offers the greatest inducements to you as a dealer and to your customer as a consumer is our line of

"ARK BRAND" PAINTS

Write for our attractive proposition on money-making, customer-satisfying specialties which include "Ark Brand" inside gloss paints, white, aluminum paint, carriage gloss, wagon paints and Ark-e-lite varnish stains, bath enamel, bicycle enamel, stovepipe enamel, stains, "Rustic" creosote shingle stains and other exclusive products.



The **Francis-Frost Co.,** Limited
TORONTO, ONT.



HEATING AND PLUMBING

AN INQUIRY FROM A SUBSCRIBER

A

SUBSCRIBER writes us as follows: "Kindly inform me through your valuable paper what is the best method of attaching a marble wash

basin to the slab.

(1) Should you use white lead or plaster paris?

(2) Is there anything that will remove oil stains made by using lead or any other oily substance from marble?"

The best plumbers are agreed that the proper material to use is Portland cement. The surfaces should, of course, be rough and if the work is properly done the cement will make the work as if it were one piece. Many plumbers use plaster paris, as it is handy, but it does not stand water very well and hence is unsatisfactory. The oil stains may be removed by the use of pumice stone.

THE "ACME" WATER HEATER.

THE Canadian plumbing trade might, to their own advantage, devote more attention to the use of instantaneous hot-water heaters for bathrooms. Any plumbing fixture which adds to the pleasure or comfort of bathing is bound to receive recognition and ready demand from Canadian householders. The advantage of these rapid-action heaters lies in that when hot water is wanted in a hurry it can be provided almost instantly by merely lighting the gas.

In the construction of the "Acme" heaters copper and brass only are used, copper being used for the body of the heater as it is recognized the best of all known metals for quickly taking and retaining heat and for its lasting qualities. The simplicity of the arrangements of all parts of the heater, both of the exterior and interior, ensures durability. The predominant features that give efficiency are the large smooth heating surfaces over which the water flows in thin layers, there being no corrugations or projecting edges in any of the cylinders nor numerous small tubes through which the water flows, it being a well known fact that nearly all water contains lime, and when flowing over corrugated surfaces or through any considerable number of small tubes that come in contact with heat, the lime will be deposited on such surfaces and in the tubes, and gradually accumulate to such

an extent, as to prevent the heat from penetrating and heating the water. Economy is attained by so forming the cylinders, that the gas will impinge upon and cover the entire large heating surface, thereby utilizing all the heat of the gas. Furthermore the gas only burns while the water is passing through the heater. From 20 to 25 gallons is sufficient for a bath and as the heaters furnish from 2 to 3 gallons a minute, according to size, it is easily com-

that quantity passing through heater is not greater than the heating capacity. The lever handle of duplex water valve is used to turn water on and off only. The regulator is arranged on line with the lever handle and reduces the pressure of water against seating of valve, so that the washers will last for an indefinite period.

The illustration accompanying shows an "Acme" water heater with spray attachment. The simplicity of the heater will be easily recognized by the trade. The James Morrison Co., Limited, Toronto, Canadian agents for the "Acme" heaters, are ready to send more detailed information regarding them to any readers of this paper.



TINSMITH'S GAS SADDING STOVE.

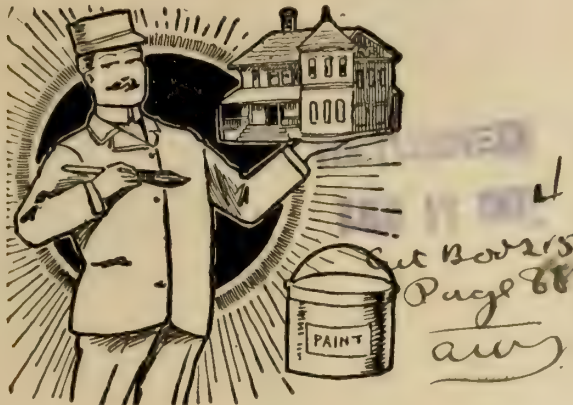
"Subscriber" writes: "Could you tell me where I might get a tinsmith's gas sadding stove made to use acetylene gas from carbide?"

Note. An answer to this enquiry by any of our readers would be appreciated. Ed. "Hardware and Metal."

ALLEGED MANTLE COMBINE.

Rumors are again going round to the effect that an international combination of incandescence mantle manufacturers is being engineered, the headquarters of the negotiations being Berlin. It is alleged that at the present time mantles are being sold at a price which hardly covers the cost of manufacture, and that something must be done and done promptly if disaster is to be averted. There can be no question, I think, that prices in some quarters have been cut down to an absurdly low figure, but concurrently with this sharp drop in prices the quality of the mantles seems to have deteriorated to a degree which is even more marked. I have had the curiosity to sample some of these very low priced articles, and the conclusion I have arrived at is that they are dear at any price—so bad, indeed, as not to be worth the trouble of placing on a burner, for the simple reason that they will not stand the strain of being fired. The few that emerge from the ordeal split open or break away at the neck after a few minutes' use, and thus become an eyesore and a cause of damage to chimneys and globes. Ironmonger.

"OUTSIDE" HOUSE PAINTS.



It's our business to manufacture house paints, both for outside and inside finish. We have been doing this for a great many years now, in fact have gotten this branch of our business down to a science. Only the best material used—skilled labor. Complete satisfaction to your customers if you sell

RAMSAY'S PAINTS

Prices right. Paint right.

A. RAMSAY & SON
MONTREAL

EST'D
1842

PAINT
MAKERS

The Auer Gas Lamp.

"TURNS NIGHT-TIME
INTO DAY-TIME."

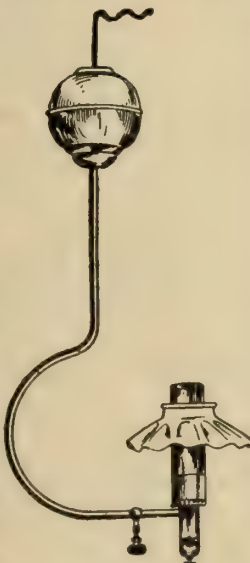
New Styles. Lower Prices.

Are you interested in a lamp
which gives 100 candle
power?

Are you interested in light-
ing your store brilliantly?
You know it draws trade?

Are you interested in saving
half of your bill for coal oil?

Are you interested in having
the agency for a lamp
which does this?



No. 28
100 Candle Power.

Then write for our Catalogue and Discounts.

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

We sell

Pig Iron.
Ingot Tin.
Ingot Copper.
Zinc Spelter.
Pig Lead.
Babbit Metals.
Solder.
Cotton Waste.

We buy

Scrap Rubber of all kinds.

—Rubber Boots and Shoes.
—Rubber Bicycle Tires.
—Rubber Carriage Tires.
—Rubber Hose.
—Rubber Springs.

We buy

Drosses of all kinds.

—Tin,
—Lead,
—Type Metal,
—Zinc

Brass Ashes.
Metal Residues.

We buy

Scrap Metal

—Iron,
—Copper,
—Brass,
—Zinc,
—Lead.

FRANKEL BROTHERS,

MONTREAL,

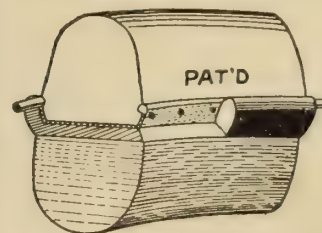
92-98 Wellington St.

TORONTO,

116-120 George St.

The Tire Modern

A big improvement has been introduced into the solid rubber carriage tire—by the using of side wires and cross bars. The new



Dunlop
SIDE-WIRE
Tire

is constructed with cross bars every three quarters of an inch. Vulcanized in rubber and an actual part of it. Retained in channels by wires resting on the shoulder formed by these cross bars. Positively rigid, cannot wear.

Write for particulars and price list.



THE DUNLOP TIRE CO., Limited,
TORONTO, CANADA.

Agencies: Montreal, St. John, Winnipeg, Vancouver.

BUILDING NOTES

The St. John's lumber dealers reports an exceptionally strong demand for hard wood lumber at the present time.

A dispatch from St. John, N.B., says: "There is not a fresh supply of logs in the near future. St. John's chief industry, the manufacture of lumber, will receive a severe setback. There is now an actual famine of logs and operations at the mills are not for the season next week. There are four or five big mills giving employment to over a thousand men ready to shut down."

The plans for the series of steel freight sheds to be built on the various wharves at Toronto have been submitted by Engineer Kennedy to the Harbor Board of the City Council. The plans as presented included the location of the various sheds on the different piers, and showed how access might be secured to them by various ramp ways. It was indicated that the sheds would be approximately 500 feet long by 96 feet wide. The entire cost of the series of sheds, including the necessary construction of conveyers from the new elevator, would total \$2,132,000. The cost of each of the big sheds, 500 feet long by 96 feet wide, would be \$41,000.

PLUMBING AND HEATING NOTES.

Pelletier & Daniel, plumbers, etc., Montreal, have dissolved partnership.

Guelph, Ont., has passed a plumbing by-law, similar in effect to the Toronto by-law.

C. J. Harper, Goderich, Ont., has opened up a plumbing and tinsmithing business on West street. Mr. Harper has had a long experience in this business and is a first class plumber.

The business of The McEachren Heating & Ventilating Co., Galt, Ont., has been purchased by C. S. Sheldon. Mr. Sheldon has been business manager of the company for a number of years and thoroughly understands its workings, and under his direction this successful industry will no doubt continue to expand.

The town of Levis, Que., is on the eve of having an up-to-date water works. The Council has authorized Mayor Lamontagne to sign a contract with Messrs. Dussault and Paradis. The cost will be \$287,000. The water will be taken from the River St. Lawrence at a depth of 60 feet and pumped into a reservoir to be constructed near one of the forts on the heights of Levis.

The town of Berlin a few months ago took over the gas and electric light and power plant, paying \$100,000. It is in poor condition, and not adequate to the requirements of the town, so the Council have voted \$7,000 to the Light Commis-

sioners to put the plant on a proper basis. Instead of steam, coal gas engines will be installed, the second to be used in Canada. Incandescent lights will be supplied at 1c. a night per light, and the price of gas reduced to \$1 per thousand.

An interesting test was made in Hamilton last week, under orders of City Engineer Barrow, who desired to find out how much water would pass through an automatic closet left open for an hour. The test showed that where a one inch service is used 3,000 gallons would pass through the closet every hour, and where a half-inch service is used 613 gallons per hour. Thus at 10c. per thousand gallons, the man who used a one inch service pipe would consume \$7.20 worth of water a day, and the man using a half inch service close to \$5 worth, at the basis of Hamilton water works rate.

PLUMBING AND HEATING CONTRACTS.

W. Emery, Toronto, has secured a contract for plumbing in six houses in the west end, Toronto.

W. Mashinter, Toronto, has the contract for plumbing and heating a house on Poplar Plains for R. Wightman, Toronto.

Joseph Harrison, Toronto, has contracts for hot water heating a block of stores and two houses on Roncesvalles avenue, Toronto, for The York County Loan & Savings Co., and in the Duke House and The Semi Ready Co.'s store at St. Thomas.

Purdy, Mansell & Co., Toronto, have contracts for plumbing and heating in four houses on Delaware avenue for C. W. Chadwick, in two houses on Sorauren avenue for W. O. McTaggart, in eight houses near Dupont on Wells street for C. A. Dinnick, Toronto; and in Hall & Sons' premises, Peterboro.

BUILDING PERMITS ISSUED.

TORONTO.

H. Appleton, a two storey brick dwelling on Delaware avenue, to cost \$2,200; T. Selp, builder.

Wm. L. Marshall, a two storey brick dwelling on University avenue, to cost \$3,500; D. Richards, architect.

E. Shuttleworth, two storey and attic stone, brick and lumber dwelling on Yonge street, to cost \$2,500.

John Foley, two storey pair semi-detached brick veneered dwellings on Brooklyn avenue, to cost \$2,500.

Public School Board, a two storey brick school, on Kippendavie avenue, to cost \$11,200; Jas. Craig, builder.

Dominion Transport Co., two storey brick and stone stable on John street, to cost \$6,000; W. H. Hughes, builder.

W. E. Wellington, pair of attached two storey brick residences on Ann street, to cost \$2,800; Symons & Rae, architects.

The Park, Blackwell Co., one storey brick boiler and engine-room near Front street on Bathurst, to cost \$7,500; Wickett Bros., builders.

W. H. Hewitt, two storey pair of semi-detached brick dwellings, 1138 and 1140 Queen street east, to cost \$3,600; W. H. Hewitt, builder.

H. M. Deeth, two and a half storey pair semi-detached brick and stone dwellings, on Concord avenue, near College street, to cost \$4,200.

S. Ferrier, a two and a half storey brick private dwelling on Metcalfe street, to cost \$2,900; Herbert Paul, architect; Chas. A. Grant & Co., builders.

White & Co., two storey pair semi-detached brick dwellings, on Ossington avenue, to cost \$4,000. Mr. Machlin, architect; White & Co., builders.

C. Wood, 1,092 College street, to erect semi detached two-storey and-half brick and stone dwelling on Havelock street, to cost \$1,300; C. W. Wood, architect and builder.

J. H. Lumbers, two storey and attic brick and stone dwelling near Cluney avenue on Crescent Road, to cost \$8,000. J. A. Harvey, architect; R. Chalkley & Son, builders.

MAY MANUFACTURE HARROWS.

A proposition for the establishment in Goderich, Ont., of a factory for the manufacture of a new patent harrow has been before the Town Council. Geo. E. Blaine and J. Buchanan, representing The Blaine Harrow Mfg. Co., which have been manufacturing the harrow temporarily at New Toronto, were in Goderich for a few days. They propose to erect a building 200 by 40 feet, of one storey; to employ 50 hands from the start, and to instal in the factory machinery, tools, etc., to the value of from \$15,000 to \$20,000. They ask a loan of \$15,000 without interest for ten years, repayment to commence after the second year. They claim to have a harrow which will revolutionize the trade in this implement, and count upon making sales not only throughout Canada but in many other parts of the world. The Council have decided to make a counter offer, which is, a free site and exemption from taxation for ten years, instead of the loan requested. It remains to be seen whether the counter proposition will be accepted.

...THE...

Bennett Manufacturing Co.

(Successors to J. S. Bennett)

Bennett's Patent Shelf Box and Cabinets, for

Hardware,
Grocery,
Seed and
Drug Trades**556 Dundas Street, Toronto.**

SEND FOR PRICE LISTS.

**The Grey and Bruce Portland
Cement Company of Shallow
Lake, Limited,**

Manufacturers of

**"Hercules" and "Lion" Brands
of****PORTLAND CEMENT**Unsurpassed for Sidewalks, Floors, and all
work requiring the Highest Grade
of Portland Cement.

HEAD OFFICE : OWEN SOUND.

**BUILDERS' SUPPLIES****Fire Bricks, Fire Clay, etc.****ALEX. BREMNER,** 50, Bleury Street, Montreal, Que.**STEVENS**

THIS NAME WHEN FOUND BRANDED ON

FIREARMS

STANDS FOR EXCELLENCE IN QUALITY.

LEADING JOBBERS CARRY THEM.

SEND FOR OUR CATALOGUES.

J. STEVENS ARMS & TOOL CO., Chicopee Falls, Mass., U.S.A.**H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.**12, 16 and 20 Gauge.
Steel and Twist Barrels
Superior in Design, Workmanship
and Finish, and the most popular
Gun on the Market.Simplest
"Take Down"
Gun Made

HARRINGTON & RICHARDSON ARMS CO.

Also makers of H. & R. Revolvers.

Catalog on request. Worcester, Mass., U.S.A.

EMPIRE MFG. CO.

MANUFACTURERS OF

HIGH-CLASS, UP-TO-DATE

Plumbers' and Steamfitters' Supplies

Estimates on Special Castings and Work.

Dealers in Soil Pipe & Fittings, Lead Pipe, etc.Sole manufacturers of the STEVENS EMPIRE LOW-DOWN COMBIN-
ATION CLOSET, the only up-to-date low-down Closet on the market.We make the best genuine JENKINS DISC VALVE.This valve is made of the very best selected Steam Metal.
Every valve guaranteed. Send for sample and prices.

ORDERS SOLICITED.

EMPIRE MFG. CO., - 443 Talbot St., LONDON

STEVENS IMPROVED



MUNICIPAL FREE GAS COOKING

REFERENCE has been made in recent issues of "Hardware and Metals" to the disposition of British corporations to indulge in trading of one kind or another. The following from The Birmingham shows the state of affairs in Birmingham.

Really, something ought to be done to curb the trading propensities of the Birmingham Corporation. Not content with selling gasstoves by retail at less than cost price, and fixing them, with underpaid labor, at prices below those usually charged in the trade, the Gas Committee of that enterprising corporation now proposes to supply those of its customers who happen to possess penny-in-the-slot meters with gas cooking-stoves absolutely free of charge. This, of course, is not to be done in any spirit of philanthropy; the committee hopes to recoup itself on the additional profits accruing from the increased consumption of gas. We presume that, since a similar increase in consumption may be expected to result from the provision of similar stoves in the residences of other than penny-in-the-slot consumers, the committee will dispense its favors on a much larger scale in the near future, and supply free gas cooking stoves to the whole of its customers. Indeed, we may go further, and presume that since a yet greater increase would result from the larger use of gas-engines in the city, the committee will shortly undertake also to supply plant of this description gratuitously. But, so far, the committee has given no indication of its intention of doing these things. In the meantime, apart from the hardship which the free distribution of cookers entails upon those ratepayers who happen to be in the hardware trade, and who, in consequence, hold stocks of gas-stoves for disposal on the usual terms of barter, viz., cash for goods, the dispensation of these free gifts to those consumers only who happen to possess a particular type of gas meter is a grave injustice to the unfortunates who chance to be provided with other patterns. The profits from municipal gas, assuming that they do not exceed 3 per cent. on the capital outlay on which they should be dissipated by a suitable uniform reduction in the price of gas, belong properly to the ratepayers, and should be utilized in their entirety for the reduction of rates. But to use them for furnishing the houses of one favored section of the community, the so-called working-classes, is neither good business nor equity. Having started on this course, it is a small matter perhaps that the committee should carry its invidious distinctions to further lengths. However, it is interesting to observe that it proposes not only to discriminate between one class of consumer

and another; but also, for the purposes of distribution, to sub-classify the penny-in-the-slot people themselves, and that according to the number of their progeny. To the Joneses who have a family of ten will be given a £5 stove; while to the Robinsons, over the way, who have an only child, a miserable 30s. cooker will be allotted. "The more children the better free gas cookers" is the motto. It looks like a subtle device for stimulating the birth rate.

SEPTIC TANKS AT VANCOUVER.

VANCOUVER is one of the few western communities too modest to let the world know wherein it leads the world. Take the septic tank method of sewage disposal. How many Vancouverites are aware that this is one of the very first cities to thoroughly test this system and to demonstrate in practice its marked superiorities? How many know that the eyes of all America's engineers have been turned hitherward to see how the septic tank works in the accomplishment of what has been claimed for it by its inventors?

In connection with the sewage disposal system of their city Vancouverites have really to go abroad to learn. Scarcely one among the engineering magazines of continental prominence is there found which does not pay tribute to Vancouver's enterprise in showing the way of progress in this municipal institution.

Many are there among the great medical journals that are equally appreciative in their expressions as to Vancouver's enterprise.

And yet Vancouverites scarce give the septic tanks a thought. It never strikes their various reception committees when such a body as the Imperial Chamber of Commerce delegates visits the city that the new and modern plan of disposing of sewage may be even more interesting to some of them, as students of municipal problems, than the picturesque park.

The septic tank system, it may be said for the benefit of many citizens as well as visitors, has in this city proven a conspicuous success. It has indeed proved so satisfactory that the authorities have decided to erect three additional tanks next Summer; the plant as thus enlarged being able to handle all the sewage of the city.

Not a single one of the hundred threatened complaints has been received with respect to the working of the system. Its first cost is comparatively small, its maintenance is inexpensive, and it does its work perfectly, promoting the public health and benefitting the city financially at the same time.—Vancouver World.

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Our Mr. Cameron will be in the East about Sept. 25th, and will be pleased to meet and confer with any requiring warehousing of any kind.

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Our line of gas and electric light fixtures is a little the best trade producer in Canada.

We have an inducing proposition to make to dealers who are looking for trade getting and keeping lines.

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\$1 and upwards received
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Uncalled Capital 1,250,000

TOTAL **\$7,829,324**

Amount Due Depositors and Debenture
Holders \$4,651,549

SURPLUS SECURITY **\$3,177,775**

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\$2,850,000.00

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FRANCE

Credit Lyonnais, Paris; Messrs. Lazard Freres & Co, Paris.

GERMANY—

Deutsche Bank.

HOLLAND—

Disconto Maatschappij, Rotterdam.

BELGIUM—

Messrs. J. Mathieu & Fils, Brussels; Banque d'Anvers, Antwerp.

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CAPITAL PAID UP, - - \$1,000,000.
RESERVE FUND, - - 1,000,000

DIRECTORS:

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FINANCE AND INSURANCE

WITH an authorized capital of over a hundred million dollars, The Consolidated Lake Superior Co. has collapsed because unable to meet a debt of five million, and now, papers that have printed columns of laudation on Mr. Clergue and his enterprises are going to the opposite extreme. We were never enthusiastic admirers of Mr. Clergue, but we hardly think him deserving of much that is now said about him. He is undoubtedly a great promoter; but no organizer. His conception of developing the resources of New Ontario were worthy of all commendation, and the fact that the people associated in the United States Steel Corporation have thought it good to invest large sums in the neighborhood of Mr. Clergue's enterprises, proves that he was working along the right lines.

The trouble with the Soo industries has been in mismanagement, not in misconception. Industry after industry have been begun, and without waiting to put the first on a paying basis. The scheme of a great system of coordinated industries was good, providing that each was made to pay, but instead of looking to this important question and despite the foreknowledge of the capital available, these various industries were left in a chaotic state of incompleteness.

We are of the opinion that in the end most of the projects begun by Mr. Clergue will pay, and pay well, and he is deserving of no little gratitude for having directed attention to the resources of our northern lands, for otherwise that section would probably be still unknown.

It is regrettable that he did not combine a saving modicum of caution with brilliant promoting genius.

To whom ever the Soo works fall in the reorganization which must now follow, Canada is chiefly interested in seeing that they are made to pay. The collapse, due to no fault of the natural resources of the country or advantages of location, will, nevertheless, reflect seriously on the prospects of other Canadian industries seeking outside capital. The most effective remedy for the wrong done our reputation would be such a reorganization and management of these allied industries, either as a whole or separately, as would yield good hard money in dividends.

INSURANCE AS A BASIS OF CREDIT.

THE convention of the National Association of Credit Men, held recently at St. Louis, paid some attention to fire insurance as it affects the credit of retail merchants. The following resolution appears to have been generally approved:

"Whereas, A great many country merchants do not appreciate the importance of carrying insurance on their stock;

"And Whereas, It is likely to cause ill feeling towards any individual concern that takes it upon itself to call attention to such failure;

"Therefore, Be It Resolved, That the secretary of the National Association be directed to prepare a letter to be distributed to the various local associations, which letter shall be sent by the secretaries of such local associations to merchants who carry no insurance and such letter to be

accompanied by any literature which shall be published by the association bearing upon insurance as a necessary requisite to the securing of credit upon wholesale or manufacturing trade, such names to be furnished the local secretaries by members who desire such letters sent."

It came out during the discussion that there was considerable loss inflicted on manufacturers and wholesale dealers, by retail stocks being inadequately insured. This arose, first, from the indifference of merchants; second, from injudicious economy in trying to save the cost of insurance; third, from inability to secure insurance. The proper system was admitted to be, the refusal of credit to any retailer who keeps his stock uninsured. The fact that a retailer is unable to secure insurance on his stock was recognized as a caution against his being granted credit, as, in these days of competition, if insurance companies decline a risk, they must have some special reason for this course. Fire insurance as a basis of credit is also shown by the uniform practice of mortgage loan companies who insist upon the properties covered by any loan they grant being covered by a fire policy. Banks also are equally strict in protecting themselves when making loans that are secured, more or less, by such property as is liable to damage by fire. The banks also take assignments of life insurance policies as collateral security, though only in the last resort, as this is an undesirable practice. The business which is rendered possible by the security of insurance, amounts to hundreds of millions. Insurance to-day is one of the bulwarks of credit.—Insurance and Finance Chronicle.

RATE OF INTEREST ON SAVINGS DEPOSITS.

ONE of the events of the month in Canadian financial circles was the decision of the Canadian Bankers' Association against the proposal of the Bank of Nova Scotia to raise the rate of interest allowed depositors in chartered banks from 3 to 3½ per cent.

Although the proposal was turned down, other leading financial institutions besides the Bank of Nova Scotia were prepared to make the change because of the pressure being brought to bear by depositors through the country, the increasing demand for loans and the scarcity of money at their disposal.

Canadian banks have experienced no difficulty in finding employment for all their funds during the past two or three years, and they have actually no money to spare now except for investment in choice collaterals promising good returns. One cannot help noticing the handsome dividends they are able to declare and the respectable rest accounts they are building up. Depositors are beginning to feel that they too ought to enjoy the fruits of this harvest, especially as their money is largely responsible for the good times Canadian banks are enjoying. They think that they are entitled to receive more than the nominal rate of 3 per cent. on deposits when the demand for funds is so great. Indeed, in order to secure the supply of money required for loans, the banks may yet have to agree to the proposed increase.

Some bankers say that if the rate of interest is raised the charge for accommodation to clients will have to be correspondingly increased. It is interesting to note that

the Bank of Nova Scotia threatens to compete for funds at a higher rate, and it must see a clear road ahead for the investment of the extra funds that would undoubtedly be attracted by the higher rate. The present commercial rate for loans cannot easily be raised higher than it is at present. If any readjustment has to be made it looks as if the banks may be the ones who will have to be satisfied with less profits.

Others argue that a high rate of interest will act as a damper on business, and this is undoubtedly the case. Cheap money is as important for the growing industries of a country as cheap fuel, cheap raw material and cheap labor.

With the extra amount of business, however, the banks would probably be able to make up whatever deficiency might result from the advanced rate. The prosperity of the banks should cause no jealousy. Were they otherwise than prosperous the business world would have more reason for concern.

THE final consummation of the separation of The Dominion Coal and The Dominion Steel companies should have a good effect on both. The Steel Co. should now be provided with sufficient funds to complete the plant and develop what is undoubtedly a good proposition in spite of the excessive first cost. Coal will now be relieved of the steel incubus and in a position to be developed along profitable lines. The unsatisfactory showing of these eastern enterprises after having been launched with such promise, has been most unfortunate for Canadian industries in general, as tending to discourage the investment of the European capital we so much need at the present, and will so much more need in the future, if our dreams are to be realized. It is the more unfortunate in that in both cases mismanagement rather than lack of natural resources and facilities has been the source of the difficulty. Every Canadian will hail with acclaim the day on which the Sydney interests come to their own in the industrial and financial world.

TOO much American silver coin in Canada, was a complaint heard at the Manufacturers' Association meeting, and a resolution was passed asking the banks and the Government to take measures to secure its exodus and prevent the recurrence of the nuisance, for such it has become. There is reason in the resolution. The profit in the coinage of silver is about 60 per cent., and that profit should be the perquisite of our own rather than of a foreign government. Patriotism was also appealed to and Canadian pride was enlisted against the dimes, quarters, half-dollars and "cart wheels" that load down our pockets and irritate our tempers.

If there was reciprocity in the matter and our coins passed current across the border, we might submit to the indignity of accepting Yankee money, which is being poured into our country in greater abundance every year by the tourist route. But there isn't. On crossing the border you must pay tribute to the money changer, and we might just as well do likewise. The act of revealing to the American tourist the fact that the almighty dollar isn't almighty over here unless in the form of a Dominion note, while perhaps ruffling his temper for the moment, may just possibly have the effect of increasing his respect for the Johnny Canucks.

CURRENT BANK NOTES.

THE success of the branch of the Royal Bank of Canada, opened at Havana, Cuba, has warranted the opening of an additional new branch at Santiago.

The Imperial Bank of Canada has opened a branch at Trout Lake, B.C.

The Sovereign Bank is opening a branch in the Jobbitt building, Uxbridge, Ont.

A branch of the Traders Bank has been established at Embro, Ont.

The Sovereign Bank has opened a branch at Belmont, Ont.

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WESTERN Incorporated 1851
... **ASSURANCE
COMPANY.**

**FIRE
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MARINE**

Head Office	Capital	-	\$2,000,000.00
Toronto,	Assets, over	-	3,333,000.00
Ont.	Annual Income	-	3,536,000.00

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No private executor fulfils these conditions in the same degree as the Corporation.

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PAID UP CAPITAL - - \$1,000,000.
RESERVE FUND - - - 290,000.

Correspondence and personal interviews are invited.

BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, \$1,000,000.00.

TOTAL ASSETS, \$1,864,730.13.

LOSSES PAID SINCE ORGANIZATION, \$22,527,817.57.

**HEAD OFFICE, - BRITISH AMERICA BUILDING,
Cor. Front and Scott Sts., Toronto.**

GEO. A. COX, President. **J. J. KENNY, Vice-President.**
P. H. SIMS, Secretary.

Acetylene Gas For Commercial Purposes

IT is a popular error to suppose that acetylene gas, of which so much has been seen and heard during the last ten years, is a new discovery.

It is true that not until 1892 was its generation for illuminating purposes made a commercial possibility, but long before that year acetylene gas had attracted considerable attention in the world of science. Because of the prevalence of so many mistaken ideas concerning this illuminant, "Hardware and Metal" offers no apology for the following sketch of its history and properties.

DISCOVERY OF ACETYLENE.

In 1836 the gas was discovered by Edmund Davy, a professor of chemistry to the Royal Dublin Society. At a meeting of this body in March, 1836, Davy first described some of the more important properties of the new gas. The discovery had been made accidentally. While attempting to procure potassium by strongly heating a mixture of calcined tartar and charcoal in a large iron bottle, he obtained a black substance which readily decomposed in water and yielded a gas which, on examination, he found to be a new compound of carbon and hydrogen. Davy was strongly impressed with the merits of his discovery as an illuminant, but until a better and cheaper method of preparing it was discovered, the gas remained a commercial impossibility. Yet Davy's method of preparing the gas by acting upon potassium carbide with water is only a step removed from the reaction which has to-day rendered acetylene available for the purpose foreshadowed by its discoverer.

LATER DEVELOPMENTS.

Shortly afterwards, in 1840, a scientist named Hare discovered that on heating mercuric cyanide with lime, a black residue containing carbon was produced, and on heating this in the electric arc, a black mass formed which, when water was poured on it, developed a gas possessing an unpleasant odor. Evidently Hare had made calcic carbide and had decomposed it by the action of water, thus producing acetylene gas, but he had no idea of the compound with which he was dealing, or of the reaction taking place. He barely missed making an important discovery.

For nearly 50 years more there is little of importance to be noted. In 1860 it was given by Berthelot the name Acetylene, and the chemical formula C_2H_2 . Not until the year 1892 did acetylene become known to the general public and, had it not been for the invention of the electric furnace, the new illuminant would

never have been a commercial possibility. The most formidable rival with which electric lighting has to compete is acetylene gas, and it is to electricity that acetylene owes its existence.

THE ELECTRIC FURNACE.

The heat and light of the electric arc were first demonstrated by Sir Humphrey Davy, but it was late in the seventies when Sir William Siemens inaugurated a new era in experimental and metallurgical work by patenting his electric furnace, in which electrical energy could be converted into heat. He was thus enabled to attain a temperature never before available, estimated as approximating to 3,500 degrees Centigrade. The uses of the electric furnace gradually came to be recognized, and, in 1855, Cowles took out a patent for his improved furnace. The following year he patented a lining of lime and carbon, which was superior to the linings then in use, as being more refractory.

Now the constituents of calcium carbide (CaC_2) from which acetylene is evolved by the action of water, are calcium and carbon, with which the electric furnace was lined. They were now chemically united by accident. The furnace, with its lining of lime and carbon, was used for making aluminum, but large quantities of calcium carbide were accidentally made at the same time by the action of the intense heat upon the furnace lining. What had hitherto been thought impossible was accomplished by the action of the intense heat upon the furnace lining. During 1886 and 1887 the lads employed in the works often amused themselves during the dinner hour by pouring water on the old crucible linings and igniting the gas which was thus set free. Thus as early as 1886 calcium carbide was made in the electric furnace, but as yet no one recognized its commercial importance.

Such a discovery could not long remain unnoticed, and in 1892 two men were making calcic carbide by the direct fusion of lime and carbon. These men were Thomas L. Wilson, an electrical engineer, at Spray, North Carolina, and a scientist, named Moissan. Working independently, they arrived at practically the same results, but the latter admits Wilson's priority as regards commercial acetylene.

THE CHEMICAL PROCESSES.

The chemical processes involved in the manufacture of carbide are two. The calcium oxide, or lime, must first be reduced to calcium, and then the calcium must be combined with the carbon to form the carbide. It is for the first part

of the operation that the intense temperature is necessary.

Lime is commercially produced by heating calcium carbonate (limestone) in a kiln, when carbon dioxide is expelled from the compound and lime remains as the residue— $CaCO_3 = CaO + CO_2$. But the ordinary form of kiln burning to produce lime is inadmissible, when it is required for carbide making, as the presence of the ash from the fuel used adds so largely to the impurities derived from the calcium carbonate, that a bad carbide is sure to result. Hence, in all good carbide works the lime employed is burnt in gas kilns in which the heat is derived from the combustion of water gas. The lime must be more thoroughly burnt than for ordinary use.

CARBON.

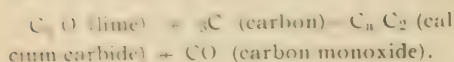
The carbon used is either coke, anthracite coal or wood charcoal. Bituminous coal is never used, as the tarry matter distilling out would cause a caking of the mass and prevent the flow of material to the electrodes, while the carbon monoxide evolved by the interaction taking place in the arc, would be so augmented by the gas evolved from the coal as to cause serious "blows" in the mixed material, and, probably, dangerous explosions in the upper part of the furnace. Wood charcoal is used in many carbide works. In an article published in our issue of August 1, the process of manufacturing wood charcoal was explained. Firms manufacturing charcoal for their carbide works reap a substantial profit from the series of by-products mentioned in the article referred to. Of these, the principal are wood alcohol and acetate of lime.

CALCIUM CARBIDE.

There are many forms of electric furnaces, but in all cases the crude material is lime and carbon in the densest and purest form obtainable in the locality where the carbide works are situated. In the early days of carbide manufacture little importance was attached to the purity of the ingredients, but it was soon discovered that the combustion of acetylene evolved from carbide thus carelessly prepared, caused a distinct haze in the air, and that occasionally a bad carbide would give a spontaneously inflammable gas. Then was realized the necessity of using the purest lime and carbon obtainable. All reputable carbide manufacturers are now very careful as to the purity of the raw material used, and hence the acetylene made in 1903 rarely contains one-tenth of the amount of phosphuretted hydrogen that was found in the acetylene

able from carbide manufactured in 1896 and early in 1897.

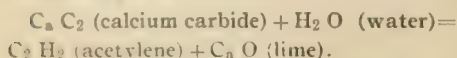
The chemical reactions involved in the manufacture of carbide are expressed by the following equation:



Theoretically, therefore, the proportion by weight should be 56 parts of lime and 36 parts of carbon, but in practice the proportion varies owing to slight impurities in the ingredients.

ACETYLENE.

Having now secured our calcium carbide, we have still to describe the process of generating acetylene gas. It might be as well to give the chemical equation at once. Water being added to the carbide acetylene gas is evolved:



The chemical reaction is very simple, and at first glance it would seem that there could be few difficulties and little difference of method. But simple as the operation seems, there have been many practical difficulties to overcome, and, while the fundamental principle is always the same, many different methods have been patented, having as their object to ensure control in working and to avoid the dangers and inconveniences which are inseparable from a too rapid generation.

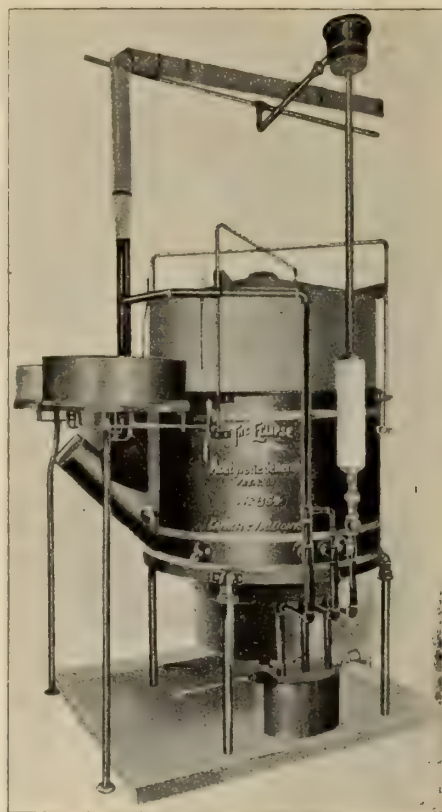
There are innumerable generators in use, but all divide readily into two main classes. In the first class, water is brought into contact with carbide, the latter being in excess during the first part of the operation; in the second, the carbide is thrown into the water, the amount of water present being always in excess. Some generators are constructed with the object of making the gas only so fast as it is consumed at the burner in order to save the expense and room involved by a storage holder. Generators with devices for regulating and stopping at will the action going on are generally termed automatic, while another set of generators, termed non-automatic, merely aim at developing the gas from the carbide and putting it into a storage holder with as little loss as possible.

Simple as the operation seems in theory, in practice, great difficulty has been found in devising a satisfactory generator. The first plan was to drop small quantities of water upon bodies of carbide, but it was found that the carbide acted like a sponge and soon absorbed enough water to go on generating without further supply, thus causing considerable waste and inconvenience. Moreover, the complexity of parts rendered the apparatus cumbersome and inconvenient

to use, and highly dangerous on account of liability to leakage.

This method proving unsatisfactory, the process was reversed, and the plan was tried of dropping carbide into the water in lumps. This also was unsatisfactory at first because the lumps form a soft mud at the bottom of the tank, into which the new lumps fall, as dropped. Finally a modification of this method was hit upon which has proved very satisfactory. The carbide is broken into small particles and is dropped into the water as gas is required. In some systems the regulation is direct from the burner.

The accompanying cut shows a generator which is representative of the better



The Eclipse Generator.

class now on the market. It is the "Eclipse" generator, sold by The Continental Light and Heat Co., of Montreal, and will illustrate very well the modern method of acetylene generation. The process is very simple. Sufficient carbide is automatically released to make the exact quantity of gas required to fill the bell, which is shown at the top of the generator. As it fills, the bell rises, and as the gas is used up, it sinks. When empty, the fall of the bell releases another supply of carbide sufficient to refill it. The process is entirely automatic and has proved very satisfactory. The carbide is so thoroughly disintegrated that the residue of lime runs out of a small hole in the bottom of the generator about the consistency of cream.

Within the limits of this article it would be impossible to discuss the properties and excellences of acetylene gas. Perhaps it is unnecessary to do so, as acetylene is widely and favorably known. One point might, however, be mentioned: The danger from toxic action is very slight. Much less gas passes through an acetylene burner than through an ordinary coal gas burner. Assuming that the two gases are of an equally poisonous character, which is not the case, it takes ten times as long to get a troublesome dose of acetylene as of coal gas. But, although acetylene is odorless when burning, it soon makes its presence known when escaping by a peculiar and persistent garlicky odor, which in most cases is a sufficient safeguard. It is scarcely probable that anyone would continue to inhale acetylene for a sufficient length of time to do much injury.

If any readers of "Hardware and Metal" are interested in the subject, they may find it entertaining and instructively discussed in a recent book by Professor Vivian B. Lewes. The title of the book is "Acetylene, a handbook for the Student and the Manufacturer." McMillan & Co., New York, are the publishers.

SUBSTITUTE FOR COAL.

A DESPATCH from Montclair, N.J., says: A new substance possessing many of the properties of radium has just been discovered by a New York expert living here. It differs from radium in that it is as plentiful as dirt, and can be obtained at a trifling expense. It possesses the heat energy of radium, and promises to work a revolution in the coal trade. For the new substance is so powerful and prolific of heat that it actually rekindles and infuses into cinders their previous energy and makes them live coals again with a thousandfold units of activity. With its use you can feed your ashes to the flames as fuel.

The name of the new substance is called brillium by its discoverer. It has been tested in a dozen different ways, and it seems to be allied to radium and uranium in its tremendous energy. It is an absolute fact, and has already been harnessed in a great manufacturing establishment near New York for some time past, doing the work of a race of giants, and driving great machines and immense travelling cranes with a power equal to that furnished by hundreds of tons of coal.

Already some companies have heard of it, and are offering the discoverer fabulous sums for the secret.

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,
Cables— Emlyn Engineering Works,
Machinery, "Newport." NEWPORT, MON., ENGLAND.



Steward & Romaine Mfg. Co.

EXPANSION and TOGGLE BOLTS

For fastening all kinds of material to Brick,
Stone or Cement,

124 North Sixth St., Philadelphia, Pa.

**ONTARIO WIND ENGINE
& PUMP CO.,**
Limited.
CALVANIZING.
Phone
Park 822
Atlantic Ave., Toronto

COLDSTREAM GUARD BAND endorse

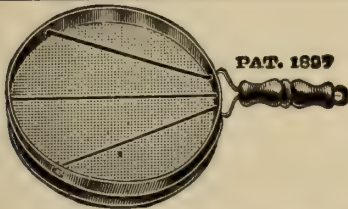
"SOLARINE"

Sept. 21, 1903.

H. F. Falkner, Toronto, Canada.

Dear Sir, I have much pleasure in stating that our men have tested your liquid "Solarine" and we think it is one of the quickest and best polishes we have ever used.—T. Bedford, Librarian Coldstream Guards.

Address, "Solarine" Depot, 60 George St., Toronto



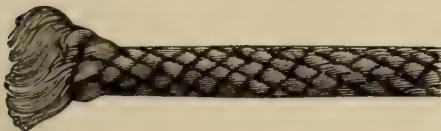
The FAIRGRIEVE GAS TOASTER

Retails at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.

THE FAIRGRIEVE MAN'FG. CO.,
295 COLLEGE ST., TORONTO.

U. S. Branch: 289 Jefferson Ave., DETROIT.

Buy the Best.



HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

YOU CAN TRUST

your parcels to be delivered in good condition when our brown or manilla wrapping papers are used. Durability and strength make these papers very satisfactory.

MADE IN CANADA.

CANADA PAPER CO., Limited

TORONTO and MONTREAL



G. A. Crosby & Co. of Ontario, SARNIA, ONT. LIMITED

Manufacturers of

**Patent Automatic Can Making Machinery, Presses,
Dies and Special Machinery for Working Sheet Metal**

H. W. Petrie, 141-145 Front Street West, TORONTO—Selling Agent.

CARRIAGE WHIPS.

Malacca and Holly Carriage Whips—a gentleman's whip. Style and quality the best we can make, and we know the business.

THE MORGAN CO., Limited, TORONTO.



THE
MOP
THAT
THE
SUN
NEVER
SETS
ON.

Self-wringing Mops and Mop Cloths

Much, very much, depends upon the cloth with which the S W Mop is fitted, as to whether it attains its highest value, or, for that matter is, of any value. One of our regular standard Cloths would redeem, in a large measure, a very poor imitation of our Mop; but 't would be better business acumen to insist upon getting the regular, true

"Tarbox" Self-wringing Mop

with its full value and completeness and thereby give your customers value received in the start.

It means better results in the line and greater confidence between buyer and seller. A very large percentage of the better class of jobbers of kindred articles handle our goods.

TARBOX BROS., Toronto, Canada.

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices Throughout the Civilized World.

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THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

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MONTREAL, QUE.
TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

INDUSTRIAL GOSSIP

Hardware and Metal would be pleased to receive from any authoritative source industrial news of any sort: the announcement of incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, new machinery, etc. All such correspondence will be treated as confidential when desired.

A DVANCES from Rossland state that an important strike has been made at the White Bear Mine. The whole of one side of the shaft, considerably below the 840 foot level, is in solid ore, and the discovery of it is of very great importance, as a demonstration of the manner in which the ore bodies are expanding as depth is secured. The indications are that before the 1,000 foot level is reached, this entire shaft will be in ore.

The Woodstock Sentinel Review says that the proposed T., H. & B. railway will be built between Brantford and Drumbo, instead of between Brantford and Woodstock, as was expected. New York Central trains would run, it was said, from Suspension Bridge via Brantford and Drumbo and through Woodstock to Detroit.

The Berlin Robe and Clothing Co., Limited, Berlin, Ont., have been incorporated with a share capital of \$100,000 to manufacture and sell imitation fur robes, knitted goods, and clothing. The provisional directors are John McMurtry, Galt, Ont.; Geo. Moore, R. B. Moore, Waterloo; G. R. Barrie, Waterloo County; and W. G. Barrie, Milwaukee, U.S.

The long talked of Canadian Pacific Railway from Guelph to Goderich is, according to reports, to be built at last. Engineer Peterson, of Montreal, representing the C.P.R., accompanied by Lieut. Col. A. H. MacDonald and Wm. Bell, of Guelph, were in Goderich last week in connection with the project. It is said that the construction of the line is to be commenced at once.

The Cummings Mfg. Co., Clarksburg, Ont., are going to move to Renfrew, which town has voted them a loan of \$18,000. The company claims that Renfrew is a better point for them as it is near a supply of the raw product which they require. The firm manufacture wooden novelties, including enamelled pull handles and knobs for lids for which they have a large demand.

The new grain elevator at Point Edward, Ont., has commenced operations. The structure takes the place of the Grand Trunk elevator on the same site, which was burned down a year ago. The elevator has a capacity of half a million bushels, which will probably be largely increased later. It is owned by a company in which the Grand Trunk Railway, Northern Navigation Co., and local interests are represented.

Work on the electric railway between Paris, Ont., and Blue Lake, is being pushed ahead vigorously. A despatch from Paris says that the line will be finished in a few weeks to the works of The Ontario Portland Cement Co., whose plant is just being completed, and is expected to be in operation this month. The electric railway will run on to St. George and Galt, connecting those two places with Blue Lake, Paris and Brantford.

There is a probability of a new industry being established in Toronto. Mr. J. Bissett Stewart, a partner in the firm of Andrew Mitchem & Co., jute manufacturers, Dundee, Scotland, who was in Toronto recently, said that so large has been the demand for jute in Ontario that he contemplates recommending to his firm the erection of a jute factory in Toronto. As is known, the jute of the world is grown in India. It would be Mr. Stewart's purpose to have that commodity first shipped to Dundee, to be manufactured there in the rough, and thereafter brought to Toronto, where it would be finished off.

NOTES.

The capital of The Hamilton Oak Tanning Co., Ltd., has been increased from \$65,000 to \$125,000.

The corporate name of The Sovereign Mitt, Glove & Robe Co., of Delhi, Ont.,

has been changed to The Sovereign Mitt, Glove & Robe Co., Ltd.

Negotiations are in progress between the Galt Board of Trade and a manufacturer of door mats, brushes, etc. to establish the industry in that town.

The saw mill plant of Redwell & Co., Lion's Head, Ont., has been completely destroyed by fire. The loss is \$7,000, \$2,000 of which is covered by insurance.

It is reported that The Farmers' Co-operative Harvesters' Co. are considering the establishment of a large factory at Niagara Falls. The city may offer inducements.

The Canadian Cordage Co., Limited, Peterborough, Ont., after only 15 months' operation, find their business has outgrown the capacity of their extensive plant, and tenders are being invited for large additional buildings.

The Acetylene Construction Co., Limited, incorporated under the Dominion Government, have been granted a license to manufacture and deal in machinery, plant and other apparatus for the generation and supply of heat, light and power in Ontario.

The Metropolitan Soap Co., Limited, Toronto, have been incorporated with a share capital of \$40,000, to manufacture and deal in soaps, oils and greases. The provisional directors are F. T. Weir, James Watt, jr., Abraham Cheeseman, F. W. Little, all of Toronto; and R. R. Hall, Peterborough.

Engineer Russell, of Port Arthur, Ont., says that 10,000 horse power can easily be developed on Current River near that town. It is suggested that the municipality develop the power and offer it for sale to manufacturers, to induce them to locate in Port Arthur.

APOLLO

galvanized iron pays in proportion to work expended on it.

Good metal is cheaper than labor.

Quick service.

Return a whole sheet for an inch of fault.

American Sheet Steel Company, New York
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B. & S. H. Thompson & Company
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H. BOKER & CO.'S

TREE



BRAND

Razors, Pocket Knives ^{AND} Scissors

ARE WELL KNOWN FOR THEIR RELIABLE QUALITY.

CURRENT MARKET QUOTATIONS.

Oct. 2, 1903.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. \$30 50 \$31 50

TINPLATES.

Charcoal Plates—Bright.

M.L.S., equal to Bradley— Per box.
I C, usual sizes..... \$6 75
I X..... 8 25
I X X..... 9 75

Famous, equal to Bradley—

I C..... 6 75
I X..... 8 25
I X X..... 9 75

Raven and Vulture Grades—

I C, usual sizes..... 5 00
I X..... 6 00
I X X..... 7 00
I X X X..... 8 00
D C, 12½x17..... 4 50
D X..... 5 25
D X X..... 6 00

Coke Plates—Bright.

Bessemer Steel—
I C, usual size, 14x20..... 3 85
I C, special sizes, base..... 4 25
20x28..... 3 50

Charcoal Plates—Terne.

Dean or J. G. Grade—
I C, 20x28, 112 sheets..... 8 00
I X, Terne Tin..... 10 00

Charcoal Tin Boiler Plates.

Cookley Grade—
X X, 14x56, 50 sheet bxs. }
" 14x60, " }
" 14x65, " } 7 00

Tinned Sheets.

72x30 up to 24 gauge..... 7 50
" 26..... 8 00

IRON AND STEEL.

Common bar, per 100 lb..... 2 00
Refined..... 2 40
Horseshoe Iron..... 2 40
Hoop steel, 1½ to 3-in. base..... 2 30
Sleigh shoe steel..... 2 30
Tire steel..... 2 30
Reeled machinery..... 3 00
Toe calk steel..... 2 85
T. Firth & Co.'s tool steel, per lb..... 0 12½
Jessop's tool steel..... 0 14
Morton's tool steel..... 0 12½
Black Diamond and "B.C." tool steel..... 0 10
Chas. Leonard's tool steel..... 0 08
Park's "Silver" tool steel..... 0 12
" "Special"..... 0 15
Jonas & Colver's tool steel..... 0 10
" "Air Hardening"..... 0 70
Drill steel, per lb..... 0 08

BOILER TUBES.

Per foot.
½ in..... 0 09
¾ in..... 0 10½
1 in..... 0 13
1½ in..... 0 13½
2 in..... 0 14½
2½ in..... 0 17
3 in..... 0 17½
3½ in..... 0 34

STEEL BOILER PLATE.

½ in..... 2 50
¾ in..... 2 60
1 in. and thicker..... 2 50

BLACK SHEETS.

10 and 16 gauge..... 2 55
18 gauge..... 2 70
20..... 2 70
22 to 24 gauge..... 2 80
26..... 2 90
28..... 3 00

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

All dull, 52 sheets..... 2 75
Half-polished..... 2 85
All bright..... 3 60

IRON PIPE.

Black pipe— Per 100 feet.
1 inch..... 3 00
1½..... 2 50
2..... 2 65
2½..... 3 00
3..... 3 70
3½..... 5 20
4..... 7 35
4½..... 8 95
5..... 12 55
5½..... 21 00
6..... 25 00
6½..... 32 00
7..... 38 50
8..... 45 00
9..... 48 00
10..... 63 00

Galvanized pipe—

1 inch..... 3 20
1½..... 3 45
2..... 3 90
2½..... 5 00
3..... 7 20
3½..... 10 05
4..... 12 20
5..... 16 85

Malleable Fittings—Discount 15 p.c.

Cast Iron Fittings—

On unions, 55 per cent.; on nipples, 60 per cent.; on all others, 50 per cent.

GALVANIZED SHEETS.

Queen's
G.C. Comet Bell. Head
16 gauge..... 4 05
18 to 24 gauge..... 3 75
26..... 4 25
28..... 4 50
American brands, \$4.40 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN.

oof coil, 3-16 in., per 100 lb.....
" 5-16.....
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JOSEPH RODGERS & SONS

SHEFFIELD, ENGLAND.

Limited

Each blade of our Goods bears the exact mark here represented.

JAMES HUTTON & CO., MONTREAL

SOLE AGENTS
IN CANADA.



PUTTY	
Best quality	1 70
Best quality	1 95
Best quality	2 00
Best quality	2 25
Best quality	2 50
Best quality	2 75
Best quality	3 00

VARNISHES.	
In 5 gal. lots.	Per gal. Net.
Crown No. 1	1 50 1 60
Red lead body	4 10 4 25
Gold size, rubbing	2 85 3 20
Gold size, japan	1 50 1 60
No. 1 brown japan	0 85 0 90
Primer	1 50
Emulsion, extra	1 10 1 25
No. 1	0 90 1 00
Hand oil finish	1 35 1 50
Light oil finish	1 60 1 70
Paint	1 75 2 00
Shellac, white	2 40 2 50
Orange	2 30 2 40
Emulsion, brown japan	1 10 1 20
Black japan	1 10 1 20
No. 1	0 85 0 90
Elastite varnish, 1 gal. can, each	2 00
Guarantee floor finish, per gal.	2 75
Maple Leaf enamel, size 1, \$1.20	
size 2, 70c	
size 3, 40c	
Sherrin Williams kopal varnish, assorted	
case, from 1 gal., \$2.50.	

CASTOR OIL.	
British, 1st quality, in cases, per lb.	0 08½
small lots	0 10

COD OIL, ETC.	
Cod oil, per gal.	0 50
Pure olive	1 40
Neat-foot	0 90

GLUE.	
Common	0 08
French, media	0 10
White, extra	0 18
Guarantee	0 18
Strong	0 18
Guarantee	0 19
Guarantee	0 12
Guarantee	0 16

HARDWARE.

AMMUNITION

Cartridges

B. B. Caps Dominion 50 and 5 per cent.	
Rex Fire Cap, 40 and 10 p.c., American.	
Rex Fire Cap, 125, Dominion 50 and 5 p.c.	
Central Fire Pistol and Rifle, 10 p.c., Amer.	
Central Fire Cartridges, pistol sizes, Dominion 50 and 5 per cent.	
Central Fire Cartridges, Sporting and Military, Dominion 50 and 5 per cent.	
Central Fire, Military and Sporting, American, each, 10 p.c. and 10 p.c. B. B. Caps, discount 40 per cent. American.	
London and Amoy Shot, "Trap and" Dominion 20 and 20 per cent. Rival and Nitro 10 per cent. discount on list.	
Brass Shot Shells, 7 p.c. and 10 p.c.	
Primers, Dom., 50 per cent. American, \$1 90	

Wads	
Best thick white felt wadding, in 4 lb. bags	\$1 90
Best thick brown or grey felt wad in 4 lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 25
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	...

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8	0 90
5 and 6	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8	1 65
5 and 6	1 90

ADZES.	
Discount 20 per cent.	
ANVILS.	
Wright's, 80-lb. and over	0 103
Hay Budden, 80-lb. and over	0 094
Brook's, 80-lb. and over	0 114

AUGERS.	
Gilmour's, discount 65 and 5 per cent. off list.	

AXES.	
Chopping Axes	
Single bit, per doz.	7 00 10 00
Double bit, " "	10 00 18 00
Bench Axes, 40 per cent.	
Broad Axes, 25 per cent.	
Hunters Axes	5 50 6 00
Boys Axes	6 25 7 00
Splitting Axes	7 00 12 00
Handled Axes	7 50 10 00

AXLE GREASE.	
Ordinary, per gross	5 75 6 00
Best quality	13 00 15 00

BATH TUBS.	
Zinc	6 00
Copper, discount 15 per cent. off revised list.	

BATHS.	
Standard Enameled.	
5½-inch rolled rim, 1st quality.	24 00
5½ " " " 2nd	20 00

BARBIT METAL.	
"Tandem," A	0 27
" " B	0 21
" " C	0 11½
Frictionless Metal	0 23

Syracuse Smelting Works:	
Aluminum, genuine	0 45
Government, " "	0 44
Tough, " "	0 40
Hard, " "	0 40
Dynamo	0 30
Special	0 25
Harmony	0 22
Car Box	0 20
Extra	0 15

The Canada Metal Co.:	
Imperial, genuine	0 40
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 06
No. 4	0 05

BELL.	
Hand.	
Brass, 60 per cent.	
Nickel, 55 per cent.	

Cow.	
American make, discount 63½ per cent.	
Canadian, discount 45 and 50 per cent.	

Door.	
Gongs, Sargent's	5 50 8 00
Peterboro', discount 46 per cent.	
Farm.	
American, each	1 25 3 00

House.	
American, per lb.	0 35 0 40
BELLGLOVES.	
Hand, per doz	3 35 4 75
Moulders, per doz	7 50 10 00
Blacksmiths, discount 10 per cent.	

BELTING.	
Extra, 60 per cent.	
Standard, 60 and 10 per cent.	
No. 1, not wider than 6 in., 60, 10 and 10 per cent.	
Agricultural, not wider than 4 in., 75 per cent.	

BITS.	
Auger.	
Gilmour's, discount 60 and 5 per cent.	
Rockford, discount 50 and 10 per cent.	
Jennings' Gen., net list.	

Car.	
Gilmour's, 47½ to 50 per cent.	
Expansive.	
Clark's, 40 per cent.	

Gimlet.	
Clark's, per doz	0 65 0 90
Diamond, Shell, per doz	1 00 1 50
Nail and Spike, per gross	2 25 5 20

BLIND AND RED STAPLES.	
All sizes, per lb.	0 07½ 0 12

BOLTS AND NUTS.	
Carriage Bolts, common (\$1 list)	50 and 10
" " full sq. (\$2.40 list)	55 and 10
" " Norway Iron (\$3 list)	55 and 10
Machine Bolts, all sizes	50, 5 and 10
Plough Bolts	50, 5 and 10
Blank Bolts	50, 5 and 10
Bolt Ends	50, 5 and 10
Sleigh Shoe Bolts	65, 5 and 10
Coach Screws, cone point	66½ and 10
Nuts, square, all sizes, 3¢. per lb. off.	
Nuts, hexagon, all sizes, 4¢. per lb. off.	
Stove Rods, per lb., 5¢ to 6¢.	

BOOT CALKS.	
Small and medium, ball	per M. 4 25
Small heel	" 4 50

BRIGHT WIRE GOODS.	
Discount 62½ per cent.	

BROILERS.	
Light, discount 65 to 67½ per cent.	
Reversible, discount 65 to 67½ per cent.	
Vegetable, per doz, discount 37½ per cent.	
Henis, No. 8	per doz. 6 00
Henis, No. 9	" 7 00
Queen City	" 7 50

BUTCHERS' CLEAVERS.	
German	per doz. 6 00 11 00
American	" 12 00 20 00

BUTCHER KNIVES.	
Bailey's	per doz. 0 60 6 30

BUILDING PAPER, ETC.	
Tarred Felt, per 100 lb.	1 85
Ready roofing, 2-ply, not under 45 lb.	
per roll	0 90
Ready roofing, 3-ply, not under 65 lb.	
per roll	1 15
Carpet Felt	per ton 45 00
Heavy Straw Sheathing	per ton 35 00
Dry Sheathing	per roll, 400 sq. ft. 0 40
Tar	" 400 " 0 50
Dry Fibre	" 400 " 0 55
Tarred Fibre	" 400 " 0 65
O. K. & I. X. L.	" 400 " 0 70
Resin-sized	" 400 " 0 45
Oiled Sheathing	" 400 " 1 00
Oiled	" 400 " 0 70
Roof Coating, in barrels	per gal. 0 17
Roof " small packages	" 0 25
Refined Tar	per barrel 5 00
Coal Tar	" 4 00
Coal Tar, less than barrels	per gal. 0 15
Roofing Pitch	per 100 lb. 1 10

BULL RINGS.	
Copper, \$2.00 for 2½-inch, and \$1.90 for 2-inch.	
BUTTS.	
Wrought Brass, net revised list.	
Cast Iron.	
Loose Pin, discount 60 per cent.	

Wrought Steel.	
Fast Joint, discount 65, 10 and 21 per cent.	
Loose Pin, discount 65, 10 and 21 per cent.	
Berlin Bronzed, discount 70, 70 and 5 per cent.	
Gen. B ronzed	per pair 0 40 0 65

CARPET STRETCHERS.	
American	per doz. 1 00 1 50
Bullard's	" 6 50

CASTORS.	
Bed, new list, discount 55 to 57½ per cent.	
Plate, discount 52½ to 57½ per cent.	

CATTLE LEADERS.	
Nos. 31 and 32	per gross 8 50 9 50

CHALK.	
Carpenters' Colored, per gross	0 45 0 75
White lump	per cwt. 0 60 0 65
Red	" 0 05 0 06
Crayon	per gross 0 14 0 18

CHISELS.	
Socket, Framing and Firmer.	
Broad's, discount 60 and 10 per cent.	
Warnock's, discount 50 and 10 per cent.	
P. S. & W. Extra, discount 60 and 10 per cent.	

CHURN.	
Revolving Churns, metal frames—No. 0, \$8	
No. 1, \$8.50; No. 2, \$9.00; No. 3, \$10.00	
No. 4, \$12.00; No. 5, \$16.00 each. Ditto	
wood frames, 20c. each less than the above	
Discounts: Factories, 30 and 30 per cent.	
f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. Terms 1 month or 3 per cent. cash in 30 days.	
Churn frames, including bearings, levers, etc.	
Nos. 0, 1, 2 and 3, wood, \$2.40; and 4 and 5, \$2.65. Metal frames, 25c. extra. Discount 15 per cent., net 30 days.	

CLIPS.	
Axle, discount 65 per cent.	

CLOSETS.	
Plain York or Ontario Syphon Jet	per pair \$9 60
Emb.	" 10 20
Fittings	" 1 00
Plain Elgin or Teu. Syphon Washout	6 00
Emb.	" 6 60
Fittings	" 1 25
Low Down Elgin or Teutonic, plain	6 00
Low	" 6 50
Plain Richelieu	4 25
Emb.	" 4 50
Connections	" 1 25
Low Down Ontario Syphon Jet, plain	11 70
Low	" 12 30
Closet connection	" 1 25
Basins, P.O., 14-in.	0 70
Basins, oval, 17 x 14-in.	1 50
Basins, " 19 x 15-in.	2 25

COMPASSES, DIVIDERS, ETC.	
American, discount 62½ to 65 per cent.	

CONDUCTOR PIPE.	
Plain or Corrugated.	
2-inch	per 100 feet 3 00
3 "	" 4 00
4 "	" 5 25
5 "	" 6 75
6 "	" 9 00

CRADLES, GRATIN.	
Canadian, discount 20 to 25 per cent.	

CROSSCUT SAW HANDLES.	
S. & D., No. 3	per pair 0 17½
S. & D., " 5	" 0 22½
S. & D., " 6	" 0 15
Boynton pattern	" 0 20

DOOR SPRINGS.	
Torrey's Rod (15 p.c.), per doz.	2 00
Coil	" 0 88 1 00
English	" 2 00 4 00

DRAW KNIVES.	
Coach and Wagon, discount 50 and 10 per cent.	
Carpenters' discount 60 and 10 per cent.	

We Wear The Smile-That-Won't-Come-Off

because we make the Roofing that won't wear off, and our customers don't forget to tell us so.

Our Wire Edged Ready Roofing is the only popular substitute for Shingles because it is Durable, Fireproof and Reasonable Priced.

Hardware Merchants will make no mistake by handling our Ready Roofing.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

DRILLS.			Fork.			KETTLES.			NAIL PULLERS.		
Hand and Breast.			C. & B., discount 40 per cent., revised list.			Brass spun 7½ per cent. discount off new list.			German and American 1 75 3 50		
Miller's Falls, per doz., net list.			Hoe.			Copper per lb. 0 30 0 50					
DRILL BITS.			C. & B., discount 40 per cent., revised list.			American, 60 and 10 to 65 and 5 per cent.			NAIL SETS.		
Morse, discount 37½ to 40 per cent.			Saw.			Lock, Canadian dis. 40 to 40 and 10 per cent.			Square, round and octagon,		
Standard, discount 50 and 5 to 55 per cent.			American per doz. 1 00 1 25			Cabinet, trunk and padlock,			per gross 3 38 4		
FAUCETS.			Plane.			American per gross 0 60			Diamond 1 00 2 0		
Common, cork-lined, discount 35 per cent.			American per gross 3 15 3 75			KNOBS.			POULTRY NETTING.		
EAVETROUGHES.			Hammer and Hatchet.			Door, japanned and N.P., per			2-in. Mesh, 19 w.g., dis. 60 per cent.		
10-inch per 100 ft. 3 10			Canadian, discount 40 per cent.			doz. 1 50 2 50			2-in. Mesh, 16 w.g. and heavier, 50 per cent.		
ELBOWS (stovepipe.)			Cross-Cut Saws.			Bronze, Berlin per doz. 2 75 3 25			OAKUM.		
and 6-inch, common per doz. 1 20			Canadian 0 13½			Bronze, Genuine 6 00 9 00			U. S. Navy per 100 lb. 6 75		
7-inch 1 35			HANGERS.			Shutter, porcelain, F. & L.			Plumbers 3 00		
ESCUTCHEONS.			Steel barn door 5 85 6 00			screw per gross 1 30 4 00			OILERS.		
Discount 40 per cent.			Stearns, 4-inch 5 00			White door knobs per doz. 1 00			McClary Model galvanized		
ESCUTCHEON PINS.			Lane's covered 8 40			HAY KNIVES.			oil can, with pump, 5 gallon,		
Iron, discount 40 per cent.			No. 11, 5-foot run 10 80			Net prices.			per dozen 10 00		
FACTORY MILK CANS.			No. 12, 10-foot run 12 60			LAMP WICKS.			Zinc and tin, discount 50, 50 and 10 per cent.		
Discount off revised list, 40 per cent.			No. 14, 15-foot run 21 00			Discount, 60 per cent.			Copper per doz. 1 25 3 50		
FILES AND RASPS.			Lane's O.N.T. track, per foot 0 04½			LANTERNS.			Brass 1 50 3 50		
Great Western 70 and 10 per cent.			HARVEST TOOLS.			Cold Blast per doz. 7 00			Malleable, discount 25 per cent.		
Arcade 70 " 10 "			Discount 60 per cent.			Ordinary, with O burner 4 00			GALVANIZED PAIRS.		
Kearney & Foot 70 " 10 "			HATCHETS.			Dashboard, cold blast 9 00			Dufferin pattern pails, discount 45 per cent.		
Disston's 70 " 10 "			Canadian, discount 40 to 42½ per cent.			No. 0 5 75			Flaring pattern, discount 45 per cent.		
American 70 " 10 "			HAT ENAMEL.			Japanning, 50c. per doz. extra.			Galvanized washtubs, discount 45 per cent.		
J. Barton Smith 70 " 10 "			Hen derson & Potts "Anchor Brand"			LEMON SQUEEZERS.			PIECED WARE.		
McClanahan 70 " 10 "			HINGES.			Porcelain lined per doz. 2 20 5 60			Discount 40 per cent off list, June, 1899.		
Eagle 70 " 10 "			Blind, Parker's, discount 16½ per cent.			Galvanized 1 87 3 85			10-qt. flaring sap buckets, discount 40 per cent.		
Nicholson, 60 and 10 to 60, 10 and 5			Heavy T and strap, 4-in., per lb. 0 06½			King, wood 2 75 2 90			6, 10 and 14-qt. flaring pails, dis. 40 per cent.		
Royal 80			" " 5-in. 0 06½			King, glass 4 00 4 50			Creamer cans, discount 40 per cent.		
Globe 70 to 75			" " 6-in. 0 06			All glass 0 50 0 90			PICKS.		
Black Diamond, 60 and 10 to 60, 10 and 5 per cent.			" " 8-in. 0 05½			LINES.			Per dozen 6 00 9 00		
Jowitt's, English list, 25 to 27½ per cent.			" " 10-in. 0 05½			Fish per gross 1 05 2 50			PICTURE NAILS.		
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to \$1.50			Light T and strap, discount 65 and 5 per cent.			Chalk 1 90 7 40			Porcelain head per gross 1 35 1 50		
GLASS.			Screw hook and hinge—			LAWN MOWERS.			Brass head 0 40 1 00		
Window. Box Price.			6 to 10 in. per 100 lb. 4 50			Woodyatt, 12-in. wheel 7 50			PICTURE WIRE.		
Star			12 in. up 3 25			Star 5 50			Tin and gilt, discount 75 per cent.		
D. Diamond			Spring per gro. pairs 10 50			Daisy 4 90			PINE TAR.		
Size United			HOES.			Philadelphia, 12-in. wheel 6 50			½ pint in tins per gross 7 80		
Inches.			Garden, Mortar, etc., discount 60 per cent.			Ontario, 14 25			1 pint in tins 9 60		
Under 26 2 0 3 80 6 75			Planter per doz. 4 00 4 50			Maxwell & Sons:			PLANES.		
26 to 40 2 10 4 00 7 25			HOLLOW WARE.			10½-in. high wheel 7 50 10 00			Wood bench, Canadian discount 40 per cent.,		
41 to 50 4 50 8 75			Discount 45 and 5 per cent.			9-in. 5 50 6 25			American discount 50 per cent.		
51 to 60 4 75 10 00			HOOKS.			8-in. 49 0 5 50			Wood, fancy Canadian or American, 37½ to 40 per cent.		
61 to 70 5 00 11 5½			Cast Iron.			Discount 50 per cent.			PLANE IRONS.		
71 to 80 5 50 12 50			Bird cage per doz. 0 50 1 10			LOCKS.			English per doz. 2 00 5 00		
81 to 85 5 50 14 00			Clothes line " 0 27 0 63			Canadian, 40 to 40 and 10 per cent.			PILTERS AND NIPPERS.		
86 to 90 5 50 16 50			Harness " 0 72 0 88			Russell & Erwin per doz. 3 00 3 25			Button's genuine, per doz. pairs, discount		
91 to 95 5 15 18 00			Hat and coat per gro. 1 00 3 00			Eagle, discount 30 per cent.			37½ to 40 per cent.		
96 to 100 20 00			Chandelier per doz. 0 50 1 00			Eagle, discount 20 to 25 per cent.			Button's imitation per doz. 5 00 9 00		
A discount of 25 per cent. is offered on "Double Diamond."			Wrought Iron.			MACHINE SCREWS.			German 0 60 2 60		
GAUGES.			Wrought hooks and staples, Canadian discount 47½ per cent.			Iron and Brass.			PLUMBERS' BRASS GOODS.		
Marking, Mortise, Etc.			Wire.			Flat head, discount 25 per cent.			Standard Compression work, dis. 60 per cent.		
Stanley's, discount 50 to 55 per cent.			Hat and coat, discount 45 per cent.			Round head, discount 20 per cent.			"J.M.T." Cushion work, discount 50 per cent.		
Wire Gauges.			Belt per 1,000 0 60			MALLETS.			Fuller work, discount 65 per cent.		
Winn's, Nos. 26 to 33 each 1 65 2 40			Screw, bright, discount 55 per cent.			Tinsmiths' per doz. 1 25 1 50			6 dozen lots and over of the above, extra discount 10 per cent.		
HALTERS.			HORSE NAILS.			Carpenters' hickory, " 1 25 3 75			Lever handle Stops and Waste, discount 60 per cent. With, in lots of 2 dozen and over an extra discount of 10 per cent.		
Rope, ¾-inch per gross 9 00			"C" brand, 40, 10 and 7½ per cent. off list			Lignum Vitae 3 85 5 00			"J.M.T." Globe, Angle and Check Valves, discount 55 per cent.		
Rope, ¾ to 1-inch 14 00			"M" brand, 50, 10 and 5 per cent. { head			Caulking, each 0 60 2 00			Standard Globe, Angle and Check Valves, discount 60 per cent.		
Rope, 1 to 1½-inch per doz. 3 87½ 4 00			Countersunk, 57½ per cent.			MATTOCKS.			"J.M.T." Radiator Valves, discount 55 per cent.		
Leather, 1-inch per doz. 5 15 5 20			"Monarch," 60 per cent.			Canadian per doz. 5 50 6 50			Standard Radiator Valves, discount 60 per cent.		
Leather, 1½ " 5 15 5 20			"Peerless" 50 per cent. dis.			MEAT CUTTERS.			Patent Quick-Opening Valves, discount 50 per cent.		
Web 1 87 2 45			HORSESHOES.			American, discount 33½ per cent.			No. 1 compression bath cock 15 00		
HAMMERS.			F.O.B. Montreal			German, 15 per cent.			No. 4 2 50		
Nail.			No. 2 No. 1 and larger smaller.			Gem each 1 15			No. 7 Fuller's 2 50		
Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.			Iron Shoes.			MILK CAN TRIMMINGS.			No. 4½ 2 50		
Tack.			Light, medium and heavy 3 35 3 60			Discount 25 per cent.			Patent Compression Gasoline, kettles, hot and cold per doz. 15 00		
Magnetic per doz. 1 10 1 20			Snow shoes 3 60 3 85			NAILS.			Patent Compression Radiator, kettles, hot and cold per doz. 2 25		
SI gc.			Steel Shoes.			2d and 3d 3 45 3 45			Competition Globe, Angle and Check Valve discount 70 per cent.		
Canadian per lb. 0 07½ 0 08½			Light 3 45 3 70			3d 3 10 3 12			Square head brass per gross 50 per cent.		
Ball Pean.			Featherweight (all sizes) 4 85 4 85			4 and 5d 2 85 2 95			Thompson Smokeless Machine \$25.00		
English and Canadian, per lb. 0 22 0 25			F.O.B. Toronto, Hamilton, London and			6 and 7d 2 75 2 80					
HANDLES.			Guelph, 10c. per keg additional.			8 and 9d 2 60 2 60					
Axe, 2nd growth, per doz. net 3 00 4 00			Toe weight steelshoes. 6 70			10 and 12d 2 55 2 55					
Tore door per doz. 1 00 1 50			JAPANNED WARE.			16 and 20d 2 50 2 50					
			Discount and 5 per cent. off list, June 1899			30, 40, 50 and 60d (base) 2 45 2 45					
			ICE PICKS.			Cut nails in carlots 5c. less					
			Star per doz. 00 3 25			Wire nails in carlots are \$2.40.					
						Steel cut nails 10c. extra.					
						Miscellaneous wire nails, discount 75 per cent.					
						Coopers' nails, discount 30 per cent.					

U. M. C. AMMUNITION

for big game shooting is half sold before it is offered by the retailer. This is due to the long-standing reputation and the thorough advertising behind it.

U. M. C. IS EASY TO SELL.

NEW CATALOGUE.

The Union Metallic Cartridge Co.

AGENCY, 313 BROADWAY, N.Y.

FACTORY, BRIDGEPORT, CONN.

DEPOT, SAN FRANCISCO, CAL.

PRESSED SPIKES.

Discount 20 per cent.

PULLEYS.
Hutchinson, per doz. 0 55 1 00
Ayle, " " 0 22 0 33
Sawyer, " " 0 27 1 00
Awmey, " " 0 35 2 50

PUMPS.
Canadian eastern, 1 80 3 60
Canadian pitcher spout, 1 40 2 10

PUNCHES.
Saddler's, per doz. 1 00 1 85
Conductor's, " " 9 00 15 00
Tinner's, solid, per set 0 72
" hollow, " " 1 00

RANGE BOILERS.
Dominion, 30 gallon, net 6 00
" 35 " " 7 00
" 40 " " 8 00
Remond's Galvanized, 30 gallon, " 7 40
" 35 " " 8 40
" 40 " " 9 60
Copper, 30 gallon, " 22 00
" 35 " " 24 00
" 40 " " 28 00
Discount off copper boilers 15 per cent.

BAKES.
Wood, per doz. net 1 20 up.

RAZORS.
Elliot's, per doz. 4 00 18 00
Geo. Butlers & Co's, " " 4 00 18 00
Baker's, " " 7 50 11 00
" King Cutter, " " 12 50 15 00
Wade & Butler's, " " 3 00 10 00
Thorne & Quack's, " " 7 00 12 00
Barley's, " " 6 00 12 00
Barley's Brantford, " " 10 00 11 00
Cable's Magnetic, " " 15 00
Griffin Barber's Favorite, " " 10 75
Griffin No. 65, " " 13 00
Griffin Safety Razors, " " 13 50
Griffin Shaving Machines, " " 13 50
Lewis Bros. " Klean Kutter, " 8 50 10 50

REGISTER.
Discount 40 per cent.

RIVETS AND BURS.
Iron Rivets, black and tinned, discount 60 and 10 per cent.
Iron Burs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, 1c. per lb.
Extras on Iron Rivets in 1/2-lb. cartons, 1c. per lb.
Copper Rivets, with usual proportion burs, 45 per cent. discount. Cartons, 1c. per lb. extra, net.
Copper Burs only, discount 30 and 10 per cent.
Extras on Tinned or Coppered Rivets, 1/2-lb. cartons, 1c. per lb.

RIVET SETS.
Canadian, discount 35 to 37 1/2 per cent.

ROPE, ETC.
Sisal, 0 11 1/2
Pine Manilla, 0 14 1/2
British Manilla, 0 12
Cotton, 3 1/2 inch and larger, 0 16
" 3 1/2 inch, 0 21
" 2 inch, 0 22
Russia Deep Sea, 0 08
Jute, 0 11
Bath Yarn, single, 0 11 1/2
" double, 0 11
Sisal bed cord, 48 feet, per doz. 0 65
" 60 feet, " " 0 80
" 72 feet, " " 0 95

RULES.
Boxwood, discount 35 per cent.
Ivory, discount 37 1/2 to 40 per cent.

SAD IRONS.
Mrs. Potts, No. 55, polished, per set 0 70
" No. 50, nickel-plated, " 0 90

SAND AND EMERY PAPER.
B & A sand, discount, 40 and 5 per cent.
Emery, discount 40 per cent.
Garrett (Rarton's), 5 to 10 per cent. advance on list

SAP SPOUTS.

Bronzed iron with hooks, per 1,000 9 50

SAWS.
Hand, Diaston's, discount 12 1/2 per cent.
S. & D., discount 40 per cent.
Crosscut, Diaston's, per foot 0 35 0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.
Hack, complete, each 0 75 2 75
" frame only, " 0

SASH WEIGHTS.
Sectional, per 100 lb. 2 25
Solid, " 1 75

SASH CORD.
Per lb. 0 22 0 22

SAW SETS.
Lincoln and Whiting, 4 75
Hand Sets, No. 1 Woodyatt (Morrill) 4 25
X-Cut Sets, No. 3 Woodyatt (Morrill) 9 50

SCALES.
Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne -
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent.
" Richelieu, discount 55 per cent.
Warren's new Standard, discount 40 per cent.
" Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREEN DRIVERS.
Sargent's, per doz. 0 65 1 00

SCREEN DOORS.
Common doors, 2 or 3 panel, walnut stained, 4-in. style, per doz. 6 80
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style, per doz. 7 00
Common doors, 2 or 3 panel, in natural colors, oil finish, per doz. 8 15
3-in. style 20c. per dozen less.

SCREWS.
Wood, F. H., bright and steel, discount 87 1/2 per cent.
Wood, R. H., bright, dis. 82 1/2 per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87 1/2 per cent.
Bench, wood, per doz. 3 25 4 00
" iron, " 4 25 5 00
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.
Per doz. net 6 00 9 00

SCYTHE SNATHS.
Canadian, discount 40 per cent.

SHEATS.
Bailey Cutlery Co., full nickeled, discount 2 1/2 per cent.
Bailey Cutlery, Japan Handles, discount 67 1/2 per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.
Canadian, discount 45 per cent.

SINKS.
Cast iron, 16 x 24, 0 85
" 18 x 30, 1 00
" 18 x 36, 1 40

SNAPS.
Harness, German, discount 25 per cent.
Lock, Andrews, 4 50 11 50

SOLDERING IRONS.
1, 1 1/2-lb., per lb. 37
2-lb. or over, " 0 34

SQUARES.
Iron, No. 493, per doz. 2 40 2 55
" No. 494, " 3 25 3 40
Steel, discount 60 to 60 and 5 per cent.
Try and Bevel, discount 50 to 52 1/2 per cent.

STAMPED WARE.
Plain, discount 75 and 12 1/2 per cent. off revised list.
Retinned, discount 75 per cent. off revised list.

STAPLES.

Galvanized, 3 25 3 50
Plain, 2 90 3 15
Coopers, discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita, per lb. 0 28 0 60
Hindostan, " 0 06 0 07
" slip, " 0 09 0 09
Labrador, " 0 13
" Axe, " 0 15
Turkey, " 0 50
Arkansas, " 1 50
Water-of-Ayr, " 0 10
Scythe, per gross 3 50 5 00
Grind, 2-in., 40 to 200 lb., per ton 25 00
" under 40 lb., " 28 00
" under 2 in. thick, " 29 00

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 00
7 inch, " 7 50

ENAMELINE STOVE POLISH.

No. 4, 3 doz. in case, net cash 4 80
No. 6, 3 doz. in case, " 8 40

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 15
" tinned, 80 and 20
" (in kegs), 80
Cut tacks, blued, in dozens only 80
" 1 weights, 60
Swedes cut tacks, blued and tinned -
In bulk, 80 and 10
In dozens, 75
Swedes, upholsterers', bulk, 85, 12 1/2 and 12 1/2
" brush, blued and tinned -
bulk, 70
Swedes, gimp, blued, tinned and
Japanned, 75 and 12 1/2
Zinc tacks, 35
Leather carpet tacks, 55
Copper tacks, 50
Copper nails, 52 1/2
Trunk nails, black, 65 and 5
Trunk nails, tinned, 65 and 10
Clout nails, blued, 65 and 5
Chair nails, 35
Patent brads, 40
Fine finishing, 40
Lining tacks, in bulk, 10
" solid heads, in bulk 75
Saddle nails, in papers, 10
" in bulk, 15
Tufting buttons, 22 line, in dozens only 60
Zinc glaziers' points, 5
Double pointed tacks, papers, 90 and 10
" bulk, 40
Clinch and duck rivets, 45

TAPE LINES.

English, ass skin, per doz. 2 75 5 00
English, Patent Leather, " 5 00 9 75
Chesterman's, " 0 90 2 85
" steel, each 0 80 8 00

TINNERS' SNIPS.

Bailey's, discount 25 per cent.

THERMOMETERS.

Tin case and dairy, discount 75 to 75 and 10 per cent.

TRAPS (steel).

Game, Newhouse, discount 25 per cent.
Game, H. & N., P. S. & W., 65 per cent.
Game, steel, 72 1/2, 75 per cent.

TROWELS.

Diaston's, discount 10 per cent.
German, per doz. 4 75 6 00
S. & D., discount 35 per cent.

TWINES.

Bag, Russian, per lb. 0 27
Wrapping, cotton, 3-ply, " 0 19
" 4-ply, " 0 23
Mattress, " per lb. 0 33 0 45
Staging, " 0 27 0 35

VISES.

Wright's, " 0 13 1/2
Brooks, " 0 12 1/2
Pipe Vise, Hinge, No. 1, 3 50
" No. 2, 5 50
Saw Vise, " 4 50 9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White
Plain, discount 50 per cent.
Diamond, Famous, Premier, discount 50 and 10 per cent.
Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.

WIRE.

Smooth Steel Wire.
No. 0-9 gauge, " \$2 50
" 10 " 6c. extra.
" 11 " 12c. "
" 12 " 20c. "
" 13 " 30c. "
" 14 " 40c. "
" 15 " 55c. "
" 16 " 70c. "

Add 60c. for coppering and \$2 for tinning.

Extra net per 100 lb. - Oiled wire 10c., spring wire \$1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) \$1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in 1/2-lb. hanks 75c., in 1/4-lb. hanks \$1.

Fine Steel Wire, discount 25 per cent.
List of extras: In 100-lb. lots: No. 17, \$5-No. 18, \$5.50-No. 19, \$6-No. 20, \$6.65-No. 21, \$7-No. 22, \$7.30-No. 23, \$7.65-No. 24, \$8-No. 25, \$9-No. 26, \$9.50-No. 27, \$10-No. 28, \$11-No. 29, \$12-No. 30, \$13-No. 31, \$14-No. 32, \$15-No. 33, \$16-No. 34, \$17. Extras net-tinned wire, Nos. 17-25, \$2-No. 26-31, \$4-No. 32-34, \$6. Coppered, 5c. oiled, 10c. in 25-lb. bundles, 15c. in 5 and 10-lb. bundles, 25c. in 1-lb. hanks, 50c. in 1/2-lb. hanks, 38c. in 1/4-lb. hanks, 50c. -packed in casks or cases, 15c. -bagging or papering, 10c.

Brass wire, discount 62 1/2 per cent. off the list.
Copper wire, discount 62 1/2 per cent. net cash 30 days, f.o.b. factory.

Galvanized wire, per 100 lb. - Nos. 4 and 5, \$3.70 to \$3.90 Nos. 6, 7, 8, \$3.15 to \$3.35 -No. 9, \$2.50 -No. 10, \$3.20 to \$3.40 -No. 11, \$3.25 to \$3.45 -No. 12, \$2.65 -No. 13, \$2.75 -No. 14, \$3.75 to \$3.95 -No. 15, \$4.30 -No. 16, \$4.30. Base sizes, Nos. 6 to 9, \$2.27 1/2 f.o.b. Cleveland. In carlots 12 1/2c. less.

Clothes Line Wire, regular 7 strand, No. 17, \$4.65; No. 18, \$2.90; No. 19, \$2.60. Hollow 6 strand, No. 17, \$4.30; No. 18, \$2.70; No. 19, \$2.35; No. 20, \$2.30, f.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barbed, " 2 80
Galvanized, plain twist, " 2 90
Galvanized barbed, f.o.b. Cleveland, \$2 55 1/2 in less than carlots, and \$2 45 in carlots.

COILED SPRING WIRE.

High Carbon, No. 9, " \$2 75
" No. 11, " 3 40
" No. 12, " 2 85

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net, 1 50
Terms, 3 per cent. off 30 days.

WASTE COTTON.

Colored, " per lb. 0
White, " " 0 08

WRENCHES.

Acme, discount 35 to 37 1/2 per cent.
Agricultural, discount 60 per cent.
Coe's Genuine, discount 20 to 25 per cent.
Towers' Engineer, each 2 00 7 00
" S, per doz. 5 80 6 00
G. & K.'s Pipe, " 3 40
Burrell's Pipe, each 3 00
Pocket, " per doz. 0 25 2 90

WRINGERS.

Leader, " per doz. 30 00 33 00
Royal Canadian, " 24 00
Royal American, " 24 00
Sampson, " 24 00
Lightning, " 27 00
Terms, 4 months, or 3 per cent. 30 days.

WROUGHT IRON WASHERS.

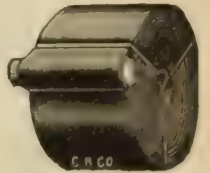
Canadian make, discount 40 per cent.

THRASHER BELTS

The thrashing season will soon be here.
It pays at this time of year to stock

OUR

Endless Rubber Belts
Narrow Belting
Suction Hose
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Our Extra Star Rubber Thrasher Belt is the standard thrashing belt of Canada.
Our Thrasher King Stitched Rubber Belt is a good belt for the money.

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NO HONING
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The
CARBO MAGNETIC

No Hard Blades **Razor.**
No Soft Blades
No Temper Streaks
No Returned Blades to the dealer—
Shave for Years Without Requiring Honing

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Firm of **A. L. SILBERSTEIN**
Mfrs. of "Griffon" Cutlery
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Other Tools are very
good Tools, but

"YANKEE TOOLS" ARE BETTER



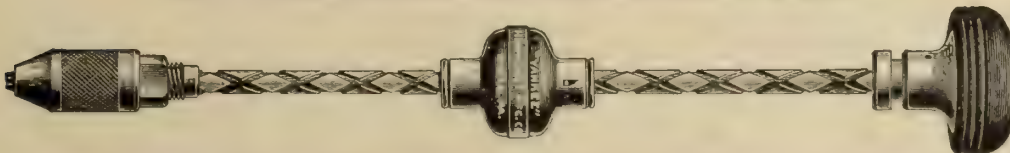
No. 15. "Yankee" Ratchet Screw Driver, with Finger Turn on Blade.



No. 30. "Yankee" Spiral-Ratchet Screw Driver, Right and Left Hand.



No. 41. "Yankee" Automatic Drill, Eight Drill Points in Handle.



No. 50. "Yankee" Reciprocating Drill for Iron, Steel, Brass, Wood, etc.



No. 60.
Pocket Magazine
Screw Driver.

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Manufacturers also of

LIGHTNING,
GEM and
BLIZZARD
Ice Cream Freezers.

Toy Freezers,
Ice Shaves and
Ice Chippers.

Fluting Machines,
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Sold by Leading Jobbers
in Canada.

NORTH BROS. MFG. CO.,

Philadelphia, Pa., U.S.A.

The New Century Ball-Bearing Washing Machine.



Not the cheapest but decidedly the best Washing Machine made.

Five to seven minutes only required for a tubful.

The operator need not stand when using it, and there is practically no wear on garments.

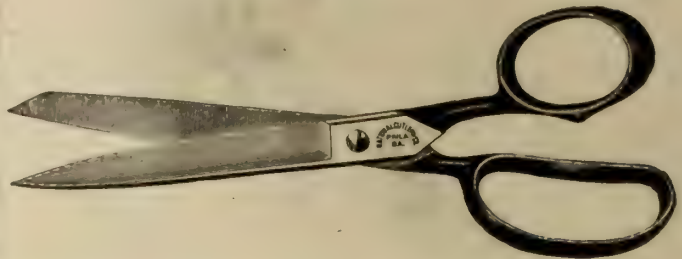
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are acknowledged the best,
" all fully warranted.



No. 70 N. P. Blades and enamelled bows.

No 80 N. P. " " N. P. "

Straight and Bent Shears.

Ladies' "

Tailors' "

Tinmen's Snips.

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Montreal, Que.,

DIRECT REPRESENTATIVES.

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DEAD FLAT

IMITATION RUSSIA

GENUINE RUSSIA

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*See cut book 2
Page 1
m.c. 7*



MICHIGAN PTTRN, CHARCOAL FINISH, 3 to 5 LBS.

AN INCREASE

IN THE SALES OF HURD'S AXES IS FOLLOWED BY

A DECREASE

IN THE SALES OF AXE STONES.
THE REASON IS NOT FAR TO SEEK.

HURD'S AXES

QUALITY THE
FIRST ESSENTIAL

SUPPLIED
IN
ALL
POPULAR
PATTERNS,
FINISHES
AND
WEIGHTS.

INCLUDE
HURD'S
WITH THAT NEXT
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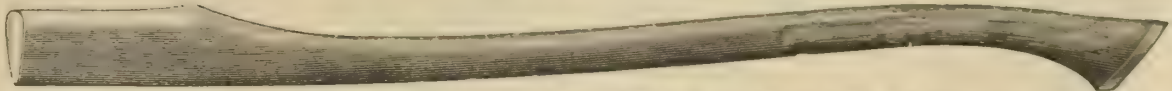
MICHIGAN PTTRN, D.B., BRONZED,
3 1/2 to 4 1/2 LBS.

SCARCITY IN AXE HANDLES

WE HAVE ANTICIPATED IT AND LAID IN A GOOD SIZED STOCK
ACCORDINGLY; BOUGHT THEM LOW AND SELL THEM SO.



SINGLE BIT OCTAGON. X, XX and XXX grades, 32, 34 and 36 inch.



SINGLE BIT OVAL. "Second Growth," "Extra," No. 1, No. 2 and No. 3 grades, 28 to 36 inch.
DOUBLE BIT OVAL. "Second Growth," and "Extra" grades, 36 inches.

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LOW.

LEWIS BROS. & CO.

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QUICK.

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OTTAWA, 54 QUEEN ST.
VANCOUVER, P.O. BOX 656.

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ALL KINDS AND FOR ALL PURPOSES.

Manila Rope
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Clotheslines
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Bolt Rope
Hide Rope
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Deep Sealine
Ratline
Plow Lines

Lathyrn
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Bale Rope
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Hay Rope
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"RED THREAD" Transmission Rope from the finest quality Manila hemp obtainable, laid in tallow.

CONSUMERS CORDAGE COMPANY,

Western Ontario Representative—

WM. B. STEWART,

Tel. 94. 27 Front St., West, Toronto.

MONTREAL, QUE.

CANADIAN CORDAGE & MFG. CO., Limited CORDAGE

OF EVERY DESCRIPTION.

MANILA ROPE,
SISAL ROPE,
LATHYARN.

BINDER TWINE:

SISAL,
STANDARD,
MANILA.

All qualities and lengths, 500 ft., 550 ft., 600 ft., 650 ft. to the pound.

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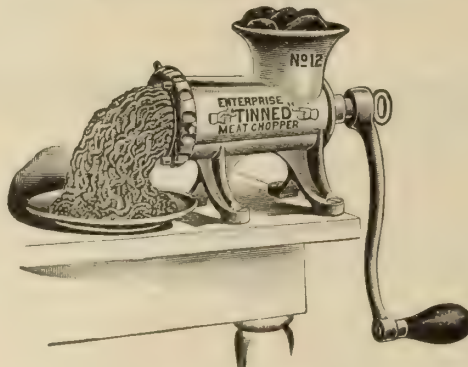
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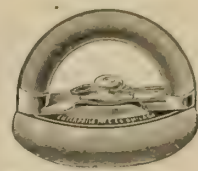
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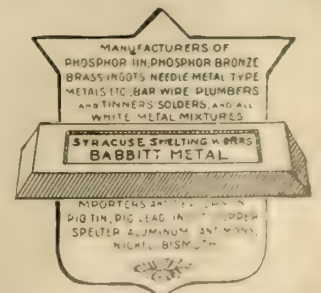
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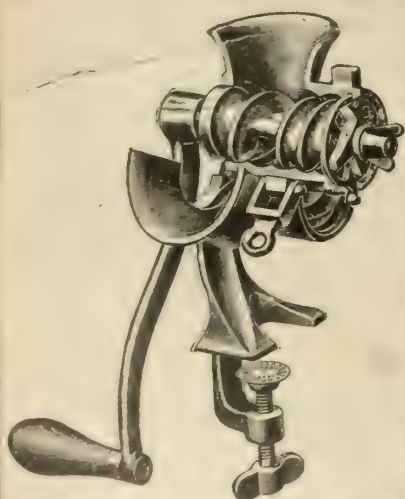
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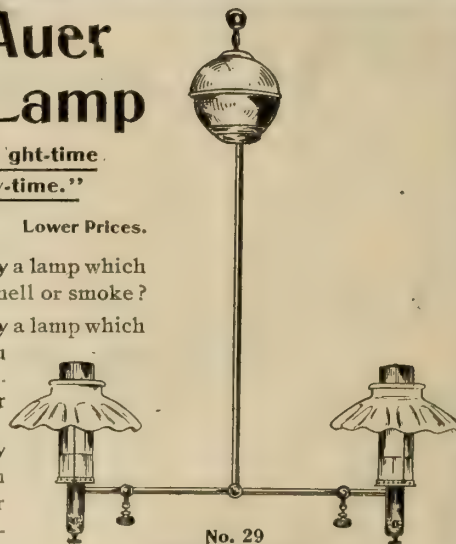
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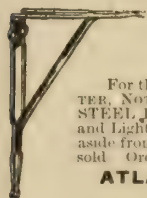
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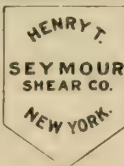
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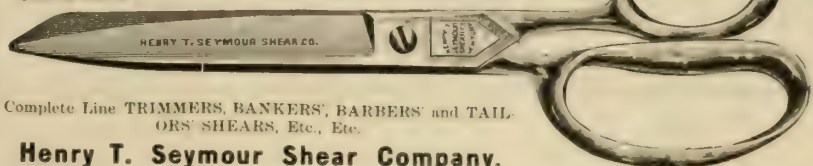
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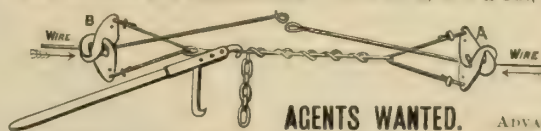
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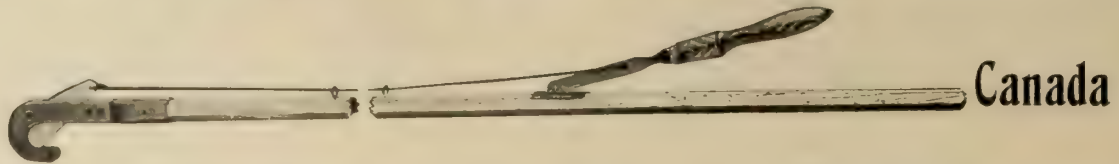
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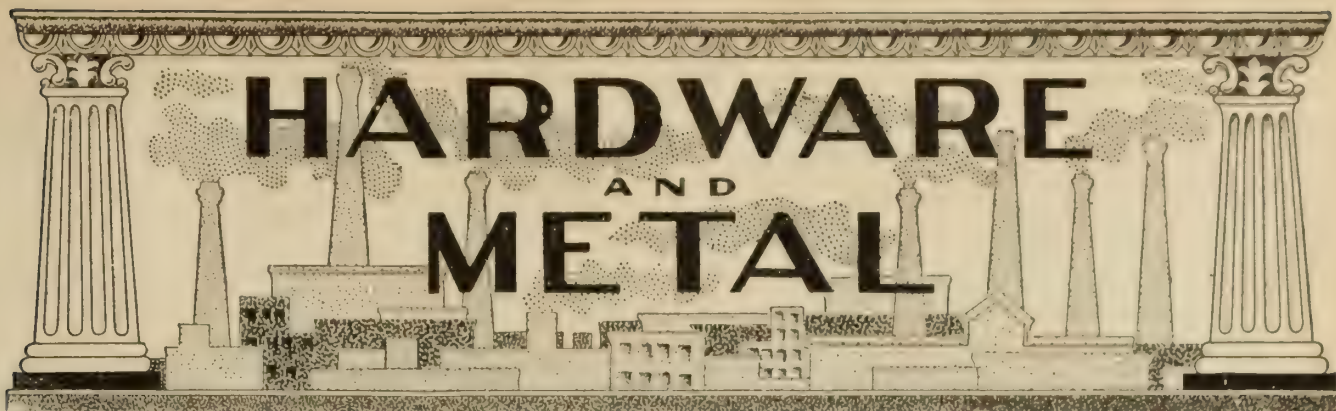
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Subjects Being Discussed at Ottawa

Written for Hardware and Metal by a Member of Parliament.

ON three occasions during this long session now drawing to a close has the Angel of Death brought his summons to members of the House of Commons, calling them to leave consideration of the affairs of that country which they loved so well and to cross forever the Great Divide, beyond which lies infinity. The Hon. Donald Farquharson passed away at his home in Prince Edward Island, Pierre Raymond Leonard Martineau at a hospital in the City of Ottawa, whither he had been removed for the purpose of an operation, and Henry Cargill within the very Parliament Buildings themselves, distant but a few yards from the Commons Chamber in which he had just been participating in debate.

* * *

However strenuous may be the attack in political warfare at Ottawa, the fact remains that but few animosities are carried past the Commons' doors, and that the best of good feeling obtains among the members, regardless of politics. An Englishman once described the Home Parliament as "the best club in the United Kingdom," and, so far as esprit de corps is concerned, the greatest of the Canadian legislatures would, we fancy, take no second place in a similar comparison. Hence it is that when some member is stricken down, the sorrow is not confined to his political colleagues, but is felt by all, irrespective of party.

* * *

Of Mr. Farquharson the Federal members of Parliament had but little opportunity to judge. Elected at a bye-election in 1901, he came to Ottawa with a certain amount of glamor attaching to his title of ex-premier. What's in a name? asks Shakespeare. Much, we venture to assert. A man comes up from a small province where he has held a posi-

tion to which attaches some high sounding title, and most certainly performances are expected from him in proportion to the name of the office he has borne. This was exactly the case with Mr. Farquharson. Members did not stop to consider that the whole province of Prince Edward Island has a population not much more than half that of Toronto. The Mayor of Toronto may come to Ottawa, and his presence does not create a ripple, but the Premier of Prince Edward Island why, that's a different thing. And so it was that perhaps a little too much was expected of Mr. Farquharson. In his own province he had enjoyed a long and honorable career. Elected to the legislature in 1876 he had sat without a single defeat until 1901, when, as we have seen, he entered the Federal arena. Arriving here when that session was well under way, he showed his good sense by silently observing the new surroundings in which he found himself. As what proved to be his last illness detained him at his home during the present session, it is evident that he only participated actively in Dominion affairs for the session of 1902. During that time, owing to ill health, he was unable to take a prominent part, though his work in committees, and where anything pertaining to his own province came up, demonstrated his sound sense, and was a pledge of future usefulness, had he been spared longer to serve his country.

* * *

Mr. Martineau, like Mr. Farquharson, made his debut at a bye-election, entering the House in 1898, and being re-elected thereto by a substantial majority in 1900. Mr. Martineau was a man of fine education, having studied at the Quebec Seminary and Laval University, obtaining from the latter the degree of LL.D. While he was well versed in English, he had not acquired that intimate

acquaintance with it which makes speaking in that tongue easy, and, as a consequence, he did not often take part in the debates. He was, however, a very constant attendant, and was possessed of a common sense on which his Quebec colleagues were often glad to draw. As a man Mr. Martineau was an example to all. For years he was a constant sufferer from a disease of the foot (it was the amputation of a part of that member which resulted in his death), and yet he was never heard to complain. He stuck to his post with a fortitude which was little less than heroic, and when other men would have remained in more comfortable surroundings, he limped to his desk and sat there through his pain, doing the duty for which his electors had singled him out. The reward of such men is not in medals and military decorations, it is in the respect and sympathy of their fellows, to whom their self-sacrifice is known, and both sympathy and respect Mr. Martineau had in overflowing measure.

* * *

And lastly we come to Mr. Cargill, whose taking off was so sudden as to lend an air of tragedy to the occurrence. With 16 years service in the Commons to his credit, he sustained but one defeat, that of the general election of 1891. Though a Conservative in politics, he was one of those men whose personality won for him many Liberal votes, and he was a living example of the fact that given a thoroughly good candidate the previous political complexion of the nation in which he stands is not of so much importance after all, for he won his seat from the enemy, and, having won it, held it, as we have seen. Mr. Cargill was a typical Canadian. His parents were both of County Antrim, but he himself was born and educated in Canada, and there he lived and died. A man of business

stewardship he scored a financial success in life, and Bruce will miss him in this as in many other ways. Unlike so many successful money makers, Mr. Cargill's character never seemed to harden, and on both sides of the House he was looked upon as one of the most genial of its members. In debate he was ever practical and sound; not eloquent, but always listened to, and never anxious to speak unless he had something to say that was really worthy of attention. In all the times he addressed the House he was never known to utter an unkind or cutting word. His politics were entirely dissociated from personalities. In "Les Misérables," Victor Hugo describes the interchange of remarks between the dear old country priest and the Emperor Napoleon. In Paris on a visit, the former very naturally regarded the Emperor keenly in passing him on the street. Napoleon, ever observant, turned upon the cure and said: "Sir, you behold a great man," to which the priest replied, "And you, Sire, a good one." There is indeed a difference. Mr. Cargill could not be called one of the world's great ones, but he was something better, he belonged to that choice minority, the good.

* * *

The sixth annual meeting of Charities and Correction, which has been held in Ottawa during three days of last week, has not excited so much interest in members of Parliament as could be wished. The object of this society—the care, particularly for children, fallen women, drunkards, and generally for all not incorrigible criminals—is such as should enlist the best efforts of all, and, inasmuch as its members will sooner or later apply to Parliament for legislation to put their views in force, some study even at this stage would not be thrown away. While all the members of both Houses were cordially invited to be present, less than a score availed themselves of the opportunity, but, perhaps the fact that public business has been rushed at last, with a view to ending the session before the next one begins, is a reason for the slim attendance of our public men.

In every large city particularly—and the cities of Canada are fast becoming thickly peopled—we have a number of children born into the world under conditions so fearful that from the moment of their birth their future prosperity is almost an impossibility. Illegitimates, disowned by parents who seek to avoid the shame of their immorality, and the children of drunken parents, constitute the large majority of this class. What shall be done with these? The question is not easily answered. To establish homes commodious enough for all the unfortunate children would tax the resources of any government, and might be an encour-

agement to illegitimacy, as the old Bastardy Laws of England were found to be. A better course would seem to be the working of some such society as this, with branches everywhere, through the agency of which children might be found homes, where amid healthy and moral surroundings they would have a chance to grow up to something better than the lives to which their parents had fallen.

* * *

A yet more difficult question, and one quite as pressing, concerns the treatment which should be accorded to habitual drunkards. England is seeking to grapple with this question, and no doubt Canada will profit by her experience, but, in the meantime, there seems no way of restraining these unfortunates, except by imprisonment in the common gaol, and even this cannot be resorted to unless the drunkard is so violent as to break the laws of order. We have asylums for the deaf, the blind, the insane, and we have hospitals for the sick, but there is, as yet, no place for the dyspomanic. True, there are private asylums, operated for gain, to which those who are in the dread clutches of alcoholism may be sent, but to these a man must go of his own free will. The law allows no forcing. As a matter of fact drunkenness begets stubbornness even in the weakest natures, and it is next to impossible to get one of these afflicted ones to submit to what might prove to be a cure.

* * *

In this regard the Criminal Code certainly needs amendment. Personal liberty is the great heritage of our people, but even personal liberty must be curtailed for the good of the many. Machinery should be provided by which relatives could force unwilling drunkards to go to some place of confinement. In many cases there are those who would willingly put up the necessary money, but the refusal of the delinquent to allow his freedom for self-indulgence to be interfered with, frustrates all plans made for his betterment. The gaol is no place for a man who is disorderly through drink; that is when his disorder is no more than a minor offence. Fancy a man under a fit of temporary insanity who breaks property or who comports himself in a disorderly manner, subjected to the disgrace, disgrace not to himself alone, but disgrace to all his respectable kinsfolk, of being confined in the common gaol. We would cry out against such harshness. And yet scientists have pretty well demonstrated to us that intemperance is an inherited tendency, and that the victim of it is not so culpable as we once believed.

* * *

During the last two or three weeks a number of petitions have been presented to Parliament from many different parts of Canada praying for delay in the mat-

ter of the National Transcontinental Railway. The Liberals have openly avowed that these petitions were not spontaneous, but were inspired from Ottawa by the Opposition, who furnished petition blanks to trusted partisans in the constituencies, for the purpose of political effect. A very unpleasant incident to all good Canadians, who have the credit of Canada at heart, was the point of order raised by Mr. Marcell, of Bagot, with regard to these same petitions. It seems that a number of petitions from his county had been presented to the House by Mr. Morin, member for Dorchester. Mr. Marcell took occasion to examine the signatures, and was much surprised to find the names of a number of electors whom he had thought favorable to the project. He noticed, however, that these signatures were in the same hand-writing, and thinking that the matter required further investigation, he wrote to a friend in that part of Quebec, who thereupon interviewed a few of those whose signatures were suspected of being unreal. Mr. Marcell asserted that his friend had had time to see but a small number, but from these he obtained a statutory declaration that they had not signed the petition, or authorized the signing of it, and that far from opposing the immediate action of the Government in connection with this matter, they heartily endorsed the same. In other words the names were proved to have been forgeries, and quite naturally suspicion is now cast upon the other petitions and signatures, many of which are undoubtedly genuine.

The incident created a most unpleasant sensation. Mr. Morin honorably acquitted himself of all complicity by asserting that he had handed in the petitions because asked to do so, and that he had absolutely no personal knowledge of their contents, except, of course, of their tenor. Other members of Parliament have since examined petitions from their ridings, and several claim to have discovered similar irregularities. The incident is probably not yet closed. It will be a lesson, if a severe one, to members not to lend the credit of their names to any document which they present to Parliament, unless first convinced of its bona fides. If the House is not to be protected against such dastardly deeds, what faith will it put in future in widely-signed petitions? This matter should be taken up, and the perpetrators of the outrage should receive the punishment awarded to forgers under our criminal law.

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THE LAURIE ENGINE CO.

The Laurie Engine Co., of Montreal, are now issuing to the machinery trade some advance sheets of the large engine catalogue which they are now preparing. No. A10, advance sheets—a handsome booklet—has just been received at our office. Its excellence gives promise of a high-class catalogue which will be a valuable work of reference for engineers throughout Canada. It is printed on the best and most expensive paper, and the illustrations, which are full-page throughout, are as clear as could be desired. Among the illustrations are the 500-h.p. Laurie vertical cross-compound engine, which is intended for direct connection to electric generators; the Laurie Standard Corliss engine (single eccentric), and the 1,200 and 4,500-h.p. Laurie cross-compound condensing engines. We understand that it will be some little time before the full catalogue will be completed, but in the meantime readers of *HARDWARE AND METAL* who are interested in machinery would do well to write The Laurie Engine Co., Montreal, for a copy of these advance sheets, which will give them some idea of the excellence of the book now in course of preparation.

THE AMERICAN AXE AND TOOL CO.

We have recently received from the above firm a copy of their catalogue of scythes, grass-hooks, hay-knives, etc., which they are now issuing to the trade. A unique and commendable feature of this catalogue is the fulness of the description of the goods mentioned. With this catalogue before him, a dealer can judge of the quality of the scythe almost as well as if he had a sample to inspect. It is no mere price list, but is profusely illustrated, every make of scythe manufactured by this company being shown. The descriptions are full, but concise. For example, the Western Dutchman scythe is described as having "wide heel, both backs polished, polished web." From a cut alone it would be impossible for the reader to learn whether the scythe is polished or natural-finish. Another commendable feature is a series of sectional views of full set, half set and beaded scythes. From these the dealer will learn, if he does not already know, just what is meant by the terms "edge of back," "back of back," etc., and he will be better able than ever before to judge a scythe either from a description in a catalogue or from actual inspection. Readers of *HARDWARE AND METAL* may procure a copy of this catalogue by communicating with J. Hofmann, the Canadian sales agent of this company, whose office is in the Coristine Building, Montreal.

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"NEVER DRIP A DROP."

LAST week, in the course of a few minutes' conversation with a Montreal business man, a representative of *HARDWARE AND METAL* was shown a little novelty which is soon to be introduced to the Canadian public through the hardware trade, and which, because of its utility and cheapness, should soon be very popular. This little invention is a tea and coffee strainer, of quite a different type from those to which we are accustomed. In naming it the promoters were divided between two names, each of which tell of a peculiar merit. These names were, "Never Drip a Drop" and "Out of Sight." The strainer is invisible, as it is inserted in the spout of the tea or coffee pot. It is so constructed that it will fit any spout. Like most useful inventions, it is very simple, and the wonder is that it was never thought of before. It consists of an annealed rust proof wire, to which are attached bristles of special quality. As the wire is quite pliable it can be made to fit any spout. The bristles scarcely interfere with the flow of the

liquid, but, from experiments made, we can testify that they will not allow any tea leaves or coffee grounds to escape. A good feature—expressed by the name—is that the strainer does not cause any dripping on the table cloth.

We understand that it is the intention of the promoters to commence an energetic advertising campaign, which should make their strainer familiar to the whole country. It sells for 10c. and allows a good percentage of profit to the retailer. It will be easily handled and will represent only a small investment. *HARDWARE AND METAL* readers who are interested and want to be first in the field should communicate with The Imperial Tea Strainer Co., 212 Board of Trade Building, Montreal.

THE "CEMENT AGE" PREDICTED.

A Buffalo contractor, W. I. Slater, makes the following prophecies as to the use of cement in the future:

"I predict that when we abandon lumber we shall take its place with concrete composed of cement and gravel. It is about ten

to about ten per cent more expensive, but will last very much longer and will prove cheaper in the end. We already have some concrete buildings in Buffalo and they are giving satisfaction. Contractors are agreed that a new material must be found in a very few years. In some western towns they have given up frame and are using either concrete or a sort of tile to take its place. Steel is not quite cheap enough yet to supplant timber for the skeleton of a dwelling, but may be practicable in time. We are using steel now in cellar beams where wood was always used. Michigan forests are pretty nearly exhausted and although there is probably a great supply in Northern Canada it will be many years before it will come to us. In the early days we wasted millions of feet of lumber in the United States because there was no ample means to get it to market. I remember when I was a boy in this state the farmers burned beautiful maple and beech just to get the land clear. There was no help for it, although if they had been able to look ahead much of the timber would have been saved."

THE "REAL" SAFETY RAZOR.

A DEPARTURE in safety razors has been introduced to the public in the shape of the "Real" safety razor, offered to the trade by Rice Lewis & Son, Ltd., Toronto. This is a full concaved razor, ground on a $1\frac{1}{2}$ stone. It has a stationary handle in proper position for stropping, honing and shaving. This razor cuts with a draw cut the same as any fine razor does. It is easily and quickly cleaned and stropped. It can be used with either the right or left hand

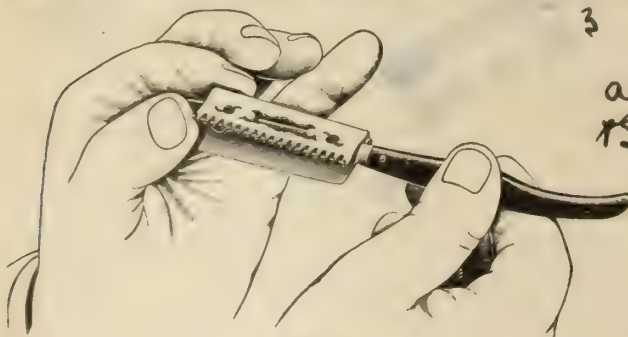


Fig. 1.

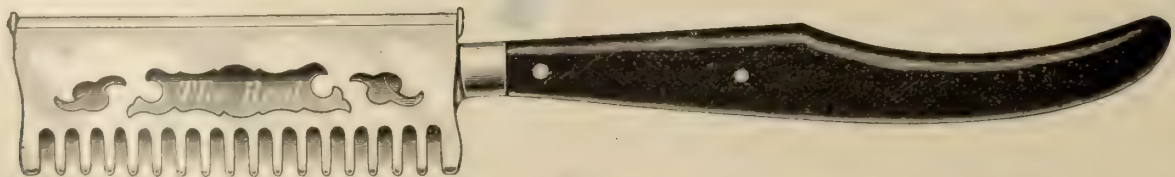


Fig. 2.

and changed in a moment as shown below. When the user desires to reverse the guard from right to left he need only turn the guard up as shown in Fig. 1. The point should not be pressed down on

the other side until the pivot is turned. After it is turned clearly around it may be pressed down on the other side as shown in Fig. 3. The quality of steel used in this razor is of the highest grade obtainable. Each blade is guaranteed. Rice Lewis & Son, Ltd., are handling this razor in Ontario and Western Canada and are finding them a popular line with retailers for Christmas trade.

A NEW WRENCH.

A caller at our Montreal office showed us recently a new wrench which has just been patented in England and which he

taneous Grip," and the name declares its merits. The slow turning of the screw of the ordinary monkey wrench, requiring so much time and patience, is no longer required, for this new wrench can be made to fit any size of nut, while one turn of the screw is sufficient to lock it securely and obtain for the workman an "instantaneous grip." The action is eccentric. Quality has been the first consideration of the makers and the material and workmanship are of the highest order. The wrench is the property of The C. F. E. Swinden Co., of London, England. We understand that Mr. F. M. Tebbutt, their

A SATISFIED CUSTOMER WHO RECOMMENDS

IVER JOHNSON SINGLE BARREL SHOT GUNS



Mr. Don McCown, of Des Moines, Iowa, says: "I have one of your top snap ejector guns, and a finer finish on a single gun I never saw. I killed doves flying high and fast to-day. Killed them dead, too, a thing I have not done with double guns of high grade. For anyone wishing a high-grade gun I recommend an IVER JOHNSON."

Mr. McCown is only one of many thousands of users of Iver Johnson guns, who can all testify that it is the best single gun in existence.

SEND FOR CATALOGUE, MAILED FREE UPON APPLICATION.

IVER JOHNSON'S ARMS & CYCLE WORKS,
New York Office, No. 99 Chambers St. **FITCHBURG, MASS.**

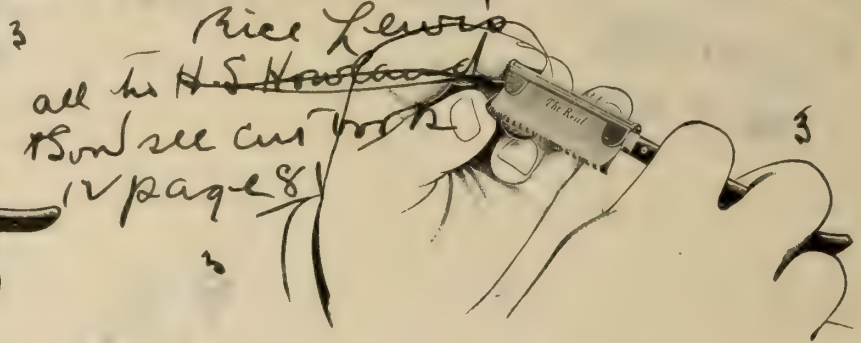


Fig. 3.

is now endeavoring to introduce to the hardware trade in Canada. The invention is so ingenious that "Hardware and Metal" takes pleasure in explaining its good features. It is called the "Instan-

Canadian representative, intends approaching the hardware dealers direct. Any readers of "Hardware and Metal" who are interested might address Mr. Tebbutt at 13 Metcalfe street, Montreal.

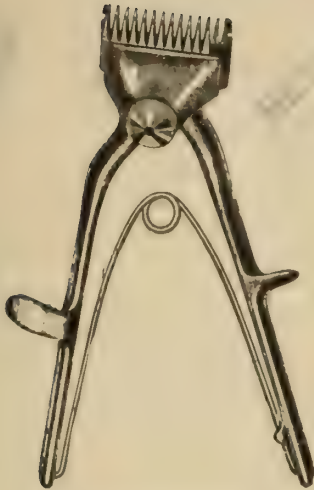
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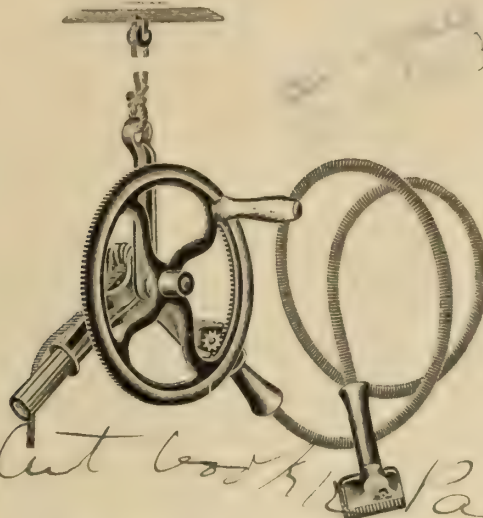
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WHOLESALE

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Fetlock Clippers.



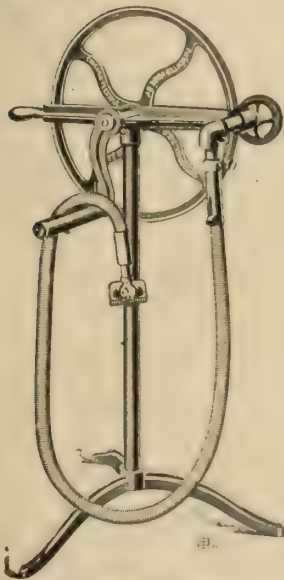
The "20th Century" Horse Clipper.



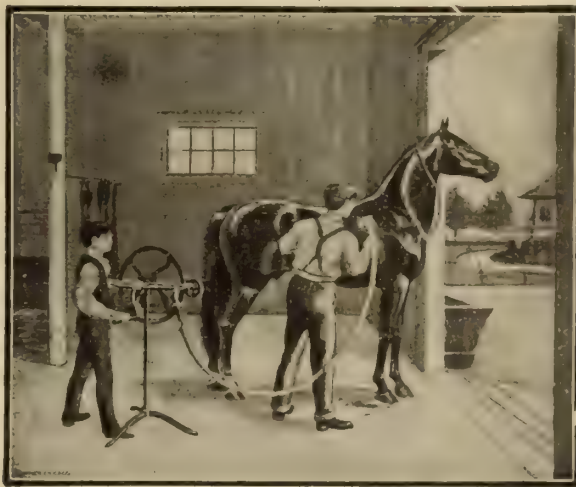
Horse Singers.

See Cut book 1/2 Page 5-12

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-1902-



All Gearing cut from Solid Metal
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No belts to slip. Positive power. It has a rigid base, tubular upright and a fine strong crank handle.



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MACHINERY

SCHWAB AS AN ADVOCATE OF INDUSTRIAL SCHOOLS.

THE New York World quotes Charles M. Schwab as follows: "Whenever I have money to spend in charity I shall spend it in establishing industrial schools throughout the country. I do not believe an education is complete until the boy has been taught a trade and the girl has been taught the domestic arts."

While Mr. Schwab has not formulated any plan, it is known in a general way that if he finds his means ample enough he will establish a chain of industrial schools throughout the country. Mr. Schwab believes that the prosperity of the community depends largely upon the practical capabilities of the people.

His idea is to encourage coming generations to acquire practical ideas in the industrial world. He believes that the present times have changed so much in the last fifteen years that what was formerly considered an ideal education is now out of date, and the trend of a successful education must naturally be toward the practical. No man is better qualified than he to say as he does that corporations and business men find that the best results are obtained from men whose education has been along these lines.

While Mr. Schwab said he had formed no plan in regard to his pet project, a friend of his who can speak with authority for him gave the following outline of what he hopes to do provided his means will permit:

"Tentatively, Mr. Schwab wishes to establish, wherever they are needed, schools to be a part of the public school course. There is a class of people whose children must go manual labor. They get their education and after they pass through school they take up some trade. So much time is absolutely lost. Mr. Schwab's idea is to teach the child his trade as he learns his letters, so that when he comes out of school he will be fully equipped for the battle of life.

"Broadly speaking, one school that Mr. Schwab may establish will be modelled after his Homestead school. This is regarded as a model. Its entire cost was about \$125,000, and it was turned over to the local Public School Board and is

run by it. Any schools that may be established will be fully equipped and turned over to the public school authorities, to be run by them as a part of the educational course.

"What first attracted Mr. Schwab's attention to the great benefit of these schools was his establishment of a manual training school at Homestead, in 1896. It produced such good results that he became convinced that no young man's education was complete until not only his head but his hands had been educated.

"The manual training school consisted simply of several rooms, where boys and girls in the higher classes were taught to handle tools and lathes and to sew and cook. Then he built the Homestead building. There will be machine and blacksmith shops, chemical and electric laboratories, mechanical drawing, wood turning and pattern-making, carpentering, wood carving and modelling, art rooms, large sewing rooms equipped with sewing machines, large kitchens for the cooking classes, and in fact everything that may be necessary to equip a boy or girl with a trade.

"The Pascal schools are now teaching girls dressmaking, but they are a separate institution, not a part of the public schools. The meat of the whole idea is to make the industrial schools a part of the regular school course."

"Every boy and girl in the public schools could learn a trade by the time he or she was graduated from the high school, and all boys and girls attending the public schools would be eligible to a course in the industrial schools."

Mr. Schwab was asked if he had any intention of establishing a new school in the near future. He laughed and said he had not, but that was the way he thought he could best spend his surplus money.

Mr. Schwab's health is much improved. He is working in his new offices from 10 to 4 every day he is in the city. The nervousness which marked his movements before he went into a regular course of treatment in Philadelphia had almost entirely disappeared. He transacts his business in the quiet and easy manner which marked his organization of the

Steel Corporation, and his friends are much encouraged by the belief that he is now on the road to complete recovery.

STEAM TURBINE FOR OCEAN LINERS.

IT is persistently rumored that The Cunard Steamship Co. has under serious consideration the question of installing turbines in place of the customary reciprocating engines on the two great steamships which it is about to build for the Atlantic service, says Scientific American. Our readers will remember that when the question of the construction of these two vessels, which will greatly exceed all existing steamships in size, power, and speed, was finally determined upon, we expressed the conviction that the time was ripe for the introduction of the steam turbine into the Atlantic service, and that there was every reason why this new type of motor should be adopted for these ships. Naturally, before venturing upon so momentous a change, the company will wish that they had for their guidance more extended records of the behavior of the marine turbine, particularly on vessels of some intermediate size between the existing turbine channel steamers and the giant vessels which they are themselves about to build. If the Cunard company should determine to use the turbine, they will have acted with a great deal of courage and much commendable enterprise; but for our own part, we feel satisfied that the time is ripe for such a venture. The success of the turbine from its first installation in the little "Turbina" up to the large and fast channel steamer "Queen," has been so pronounced and uninterrupted, that one fails to conceive of any complications which might develop, were the turbine employed on ocean liners, that would prevent the same excellent results from being secured. Indeed, the presumption is rather the other way, for the larger the ship, the better has been the performance; and, indeed, we have the oft-reiterated statement of Mr. Parsons that the greater size of the turbines that would have to be installed in ocean liners would tend toward better results in speed, power, and economy. A strong presumption as to the practicability of using turbine units of great horse power successfully on steamships is found in the fact that the units of 2,000



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**BALL BEARING
SEWING
MACHINES.**
HIGHEST GRADE MADE
SIMPLE,
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BOOK GOES WITH
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THEY WILL
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NEW IMPROVED DROP HEAD
FANCY DARK OAK WOODWORK,
CURVED FRONT,
5 DRAWERS, BALL BEARING.

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5 YEARS.

WOODWORK
HAS
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METAL WORK
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ATTACHMENTS ARE
SOLID STEEL,
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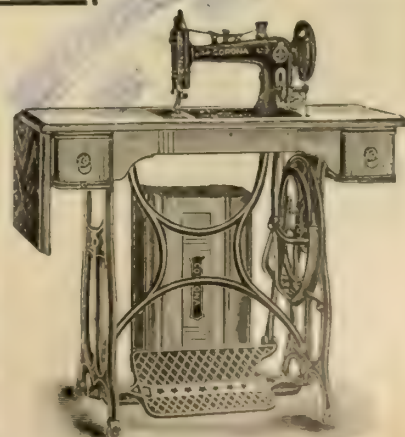
ALL PARTS SUBJECT
TO WEAR ARE MADE
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CAREFULLY
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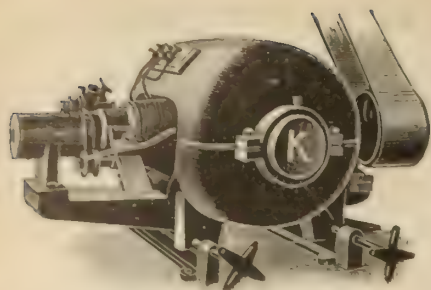
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Makers of dynamos and motors for all purposes. Light current and alternating currents. Special attention given to repairs.

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A CONTINUOUS Metal Strap with a series of raised bosses along the edges, to strengthen same and protect nail heads. Put up in coils of 300 feet each, and packed 20 coils in a case. On each coil we put our patent metal reel frame, making it a complete reel.

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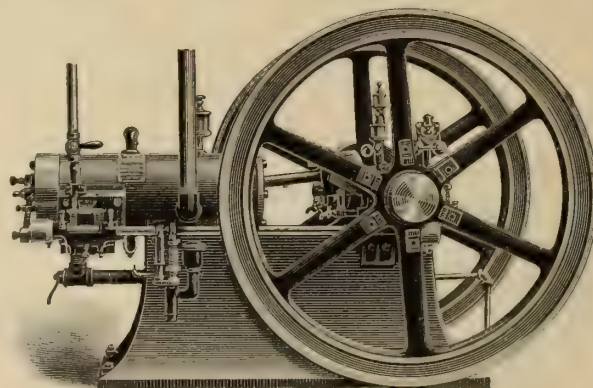
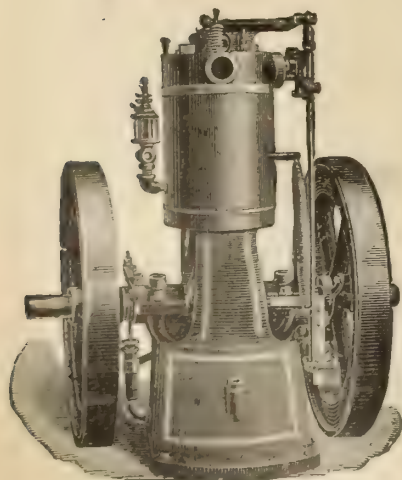
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THE FAIRBANKS COMPANY

MONTREAL WINNIPEG VANCOUVER

horse power or more that have been built for electric lighting and power plants have given such excellent service, and the electrical companies are so well satisfied with the results, that they are not hesitating to build units of as high as 10,000 maximum horse power. Now there is no reason why the engine room of a transatlantic liner should present any obstacles to the successful employment of the high powered turbine any more than it has to the use of the high powered reciprocating engine. Indeed, the presumption is the other way: for the racing of the propellers, which is liable to have serious results in the reciprocating engine, could, in the nature of things, do but little harm to the perfectly balanced parts of a large turbine.

AMERICAN GOODS IN GERMANY.

WRITING from Coburg, Germany. United States Consul-General Hughes says: Small automobiles or runabouts of American make, of from six to ten horsepower, would, I think, have a good sale in this district. So far, only one American company has even asked for information as to the real class of goods wanted though some 50 have sent English catalogues, which are worse than useless, as the people will not even look at them. What is wanted is a light machine, easily worked—not a complicated piece of machinery—with good brake power, as it is very hilly here, and above all a machine that is not too expensive. I should advise the opening of a small depot either here or in some neighboring city where the goods can be shown and explained and where duplicate parts can be quickly and easily had. This latter is a very important matter, as German makers do not care to repair foreign (especially American) machines if they can possibly help it.

RUBBER BOOTS AND SHOES.

For rubber boots and shoes I know no better market than this, yet it seems to be totally neglected by our manufacturers. We now have to send to Berlin for everything of that kind, which causes extra expense and no chance to pick out the kind of rubber wanted.

GAS COOKING STOVES.

I think there is no place in the world where so primitive a gas stove sells for so much money as in Coburg. It would pay any of our well-known makers to send a few samples to the Coburg City Gas Works on commission and thus introduce something to the local market worth having.

HARDWARE AND AGRICULTURAL IMPLEMENTS.

This is a branch that has been somewhat pushed in a business-like manner, with the result that it has paid well.

While on every hand one can see evidences of the work accomplished, I think that very much more could be done if proper catalogues, diagrams, and explanations, in the German language, were sent around into the towns and villages.

COAL.

Since my last year's report (1902) nothing seems to have been done to promote the sale of this article. The samples that have been tried here have given most satisfactory results, but the business has been allowed to drop without a single effort to keep even the ground won by the favorable trials at different porcelain factories. The British seem to see the business that is to be done in coal in Germany, as the following statement shows: Imports into Germany of British coal during the first six months of 1901, 1902, and 1903 were 2,356,980, 2,289,259, and 2,444,688 tons, respectively.

SMALL CHEMICAL FIRE ENGINES.

A good agent for an inexpensive but reliable class of these goods, if sent through the smaller towns, etc., giving practical exhibitions of his apparatus, would, I know, do a good business.

NEW TYPE OF HYDRO-OIL ENGINE.

A new type of oil motor is being introduced in England for small craft. This is the Griffin marine type hydro oil engine, which, as its name expresses, uses a mixture of oil and water, instead of oil only. Equal quantities of oil and water are thoroughly mixed and atomized by a jet of air issuing under a pressure of fifteen pounds per square inch. The emulsified mixture passes thence into the vaporizer, which is heated—when the engines are running—by the unabridged heat remaining in the gases escaping from the exhaust. With the charge of vaporized oil and water there is drawn into the cylinder the air necessary to complete combustion. This air is drawn through a jacket surrounding the exhaust pipe, and it is thus heated to a certain degree before being introduced into the cylinder. The explosion is effected by "tube ignition." The first vessel fitted with the Griffin engine has two propellers, one for the "ahead" and the other for the "astern" motion. These propellers are fixed on two separate shafts—one of which rotates within the other; and connection is made with the engine by means of split-friction disks, which can be expanded at will, bringing the required shaft and propeller into use. The regulation of speed is effected by adjusting the "governor," which is of the usual hit-and-miss pattern; and when once adjusted, it is found that the revolutions do not vary two per cent. Such regularity of speed in marine engines is almost phenomenal.

and one cannot help thinking how great a boon such a "governor" would be in the navy, where ships have to keep a station or maintain a certain fixed rate of speed.—London Globe

MACHINERY AND ELECTRICAL NOTES.

J. Messner, Berlin, Ont., intend turning the skating rink there into a trunk factory.

The G.T.R. are to erect a larger round house at Alexandria, Ont., than the one now there.

The Phillipsburg Milling Co., Limited, Phillipsburg, Que., recently incorporated, will erect grist and cider mills at that place.

The United Shoe Machinery Co., Montreal, will build a \$50,000 extension to their building at 837 LaGauchetiere street, Montreal.

The factory of The Eclipse Office Furniture Co., Ottawa, which was recently destroyed by fire, was insured for \$40,000, and will be rebuilt at once.

Frederic Nichols, vice president of The Dominion Iron & Steel Co., says that as soon as the management are in a position they will start the completion of the steel plant at Sydney.

A single electric light, said to be the most powerful in the world, which exhibits a flash every five seconds, has been substituted for the double fixed light at Lizard Point, off England.

Stratford City Council have given a 50 year franchise, including exemption from taxation, to Chicago capitalists for an electric railway for that city and to connect with St. Mary's and Mitchell.

An important improvement to the G.T.R. system is now under contemplation in the double tracking of the Northern Division, from Toronto to Gravenhurst, a distance of 112 miles, at \$3,000 per mile.

MacGregor, Gourlay & Co., Galt, Ont., are to instal a plant for The Morden Pump & Novelty Co., Morden, Man. The machinery is to be ready by next Spring and will be operated by a powerful gasoline engine.

The Illinois Central Railway has put in service several passenger coaches with 12 sliding steel doors at the side of each car. These, it is believed, will facilitate the discharge or entry of passengers at the stations or in case of accidents.

"Engineering is today a more exact science than is any other among the professions or vocations of our modern world," writes an authority. "Its practice involves larger and more exact know-

...of entire laws than do the so-called "artificial" professions.

John F. McGill, who for the past ten years has been the chief in-charge of the Hamilton plant of The General Electric Co., has been appointed as the assistant superintendent of the plant under General Superintendent E. B. Raymond, whose appointment to that position was recently announced.

The Wire and Cable Co., Montreal, will add a two-story building on St. James street in which to manufacture telephone and electric power cables. The company are also building a bare wire and insulated wire mill. When the new buildings are completed the present one will be used as a power house, machine shop and rubber insulated wire mill.

The Modern Steam Laundry Co., Winnipeg, have installed in their new laundry on Hargrave street, a Kennebec water softening machine. The machine was made by The Manitoba Iron Works, Limited, Winnipeg, and took almost a car load of steel plates in its construction. It is most ingenious, consisting of three large tanks, one inside the other, with an arrangement of screens and soda tanks, and absolutely removes the lime and other impurities from the water.

TO CURTAIL PIG IRON OUTPUT.

FOR the first time in the history of the iron trade in this district the merchant and steel works furnace operators met on common ground yesterday afternoon in this city, for the purpose of discussing ways and means of steadying the present sagging market. The meeting was held in the offices of The Carnegie Steel Co., Carnegie Building, and F. G. Butler, Jr., president of the Bessemer Pig Iron Association of Youngstown, O., presided. More than 100 furnaces were represented by those in attendance, thus insuring the success of any proposition looking toward the curtailment of the production. After considerable discussion a committee of five was appointed for the purpose of drawing up a plan by which the present over production can be curtailed. It consists of J. G. Butler, Jr.; D. B. Meacham, of The Cleveland Furnace Co.; W. P. Snyder, of The Shenango Furnace Co.; D. G. Kerr, of the United States Steel Corporation; and A. W. Thompson, president of The Republic Iron & Steel Co. This committee will make its report within a few days, either to the furnace operators individually, or to another meeting. Merchant and steel works furnace interests in the Pittsburgh, Cleveland and Columbus districts, Ma-

honing and Shenango Valleys and the Hanging Rock region in Ohio were represented, and furnaces in the northwestern section of this State will also abide by the decision of the committee. Whether the plan to bank each stack in the next three months for a period of 30 days will be adopted, or whether each furnace will be asked to curtail output by a certain percentage of its annual production during this period is for the committee of five to decide. It is estimated that if the 30-day shut-down proposition is agreed to the production of the districts represented will be curtailed about 800,000 tons between October 1 and the first of the year. A meeting of the eastern furnace operators will be held this week in New York to hear the report of their committee, and it is probable that a plan looking toward curtailment of production in that section of the country will be adopted. It is expected that furnaces in the Birmingham, Ala., district will also follow. Some of them are now out for repairs.—Iron Trade Review's Pittsburgh Report, Sept. 30.

David Stewart, general merchant, Yellow Grass, has sold his business to Frank Stewart.

A MOST USEFUL FIRM.

We cut to your order, any size, on short notice

BRASS and COPPER

- SHEETS
- TUBES
- RODS

The waste is ours, not much waste, though.

The Booth Copper Co.

LIMITED,

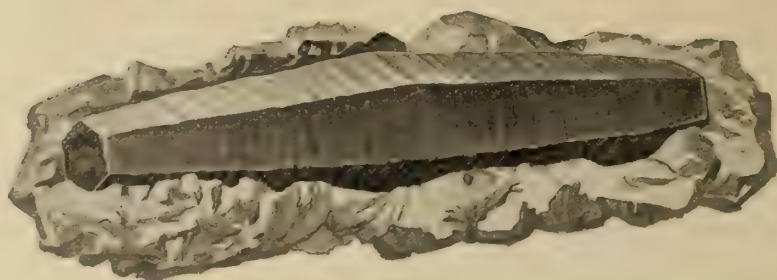
119-123 Queen St. East,
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Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures, such as \$1,000, may pass as one word. Cash remittance to cover cost must in all cases accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged at small expenditure.

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Crystallization intensifies hardness. The corundum from Craig Mine is all crystal corundum. It has an effective hardness of 94. This exceeds that of any other commercial corundum. Because of its greater hardness Craig Mine Crystal Corundum cuts faster than any other abrasive.

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Our Brands are all first-class, and prices are low.

Hamilton Stamp & Stencil Works,
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Headquarters for everything in our line.

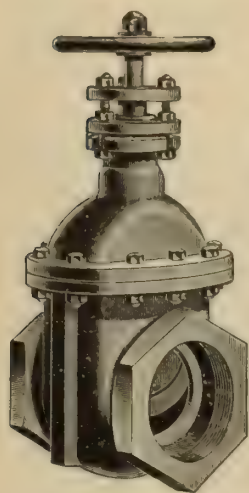
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Manufacturers of the celebrated "Ros-
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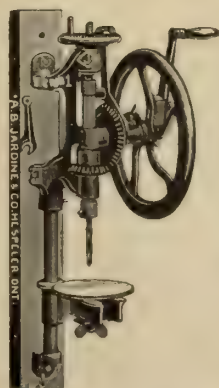
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The very
best.

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your aim should be to start up for yourself.

Why Work

from morn till night for somebody else instead of
pushing a business for yourself and thus reap the full
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start men of ability and good character in every
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- TORONTO,

SOLDER that SOLDERS

Half and Half, Wiping, Refined, Strictly,
Wire, Oval, Angle.

THE CANADA METAL CO., WILLIAM STREET, TORONTO.



CAP SCREWS.

SET SCREWS.

Square and Hexagon

COLD PRESSED NUTS

FINISHED.

SEMI-FINISHED.

Canada Foundry Company,

LIMITED.

Head Office, TORONTO, ONT.

District Offices — Montreal, Halifax, Ottawa, Winnipeg,
Vancouver, Victoria, Rossland.



CELEBRATED HEINISCH SHEARS

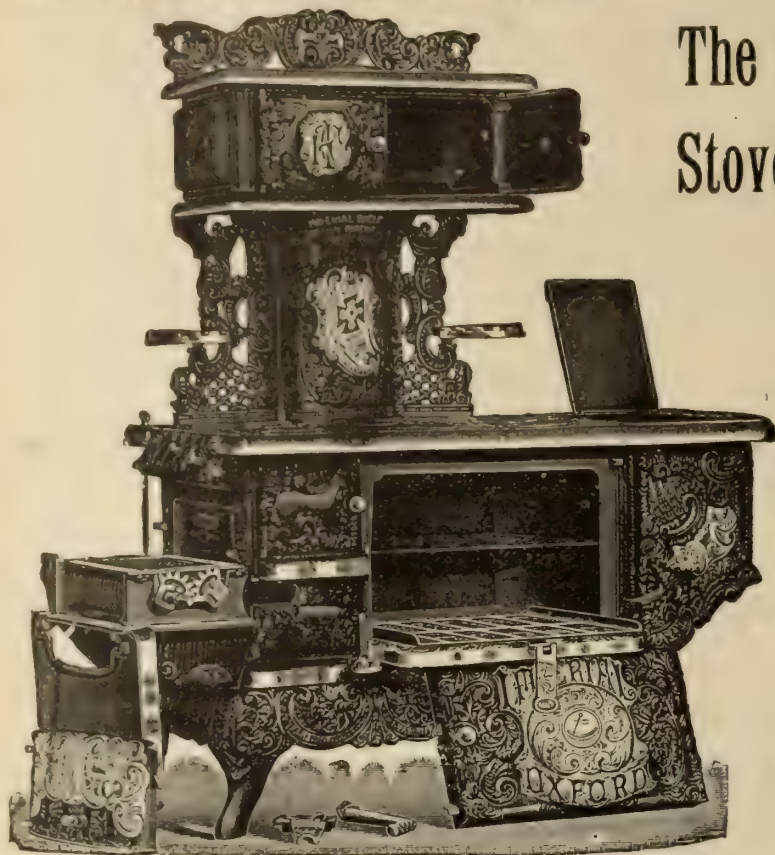
Tailors' Shears,
Trimmers' Shears,
Tinnners' Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 155 Chambers St.
NEWARK, N.J., U.S.A.



The Public are Gathering Stove Knowledge.

The public buy stoves intelligently now. They are learning the features of a stove that make it a good cooker. They are getting these points from the advertising we are doing for the

Imperial Oxford Range

They know this stove embodies improvements no other stove has. Their friends are telling them how well it meets their requirements. In fact, they have pretty well settled that the Imperial Oxford is the range they want. Can you supply them?

The GURNEY FOUNDRY CO., Limited

TORONTO, WINNIPEG, VANCOUVER.

THE GURNEY-MASSEY CO., Limited, Montreal.

How to Increase Your Furnace Sales, Likewise Your Profits...

By using **JONES side-wall REGISTERS** but one-half the number of basement pipes are necessary, because 113 square inches, necessary for heating a room on the first floor and one on the second floor, instead of being conveyed through a 10-inch and an 8-inch basement pipe with other registers, is conveyed through a 12-inch pipe connected with a No. 15 JONES REGISTER, and 78 square inches is turned into the first-floor room and the full capacity of the wall pipe to the second-floor room.

We positively guarantee this system when JONES REGISTERS are used, as they have about 50 per cent. more capacity than others.

Consumers will pay more for furnaces when JONES REGISTERS are specified, therefore more furnaces are sold at better prices.

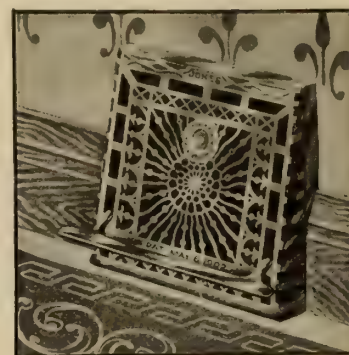
Get our complete catalogue. Infringements will be prosecuted.

OUR CANADIAN REPRESENTATIVE:

CHARLES D. CHOWN, Kingston, Ont.

MANUFACTURED BY

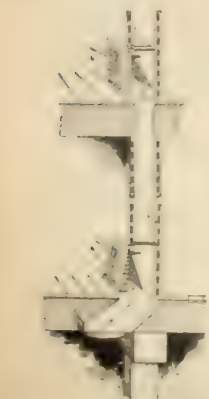
The UNITED STATES REGISTER CO., Limited
66 East State Street, - BATTLE CREEK, MICH.



Showing a
Jones Register placed.



A No. 15
Jones Register.



THIS CUT shows the JONES Register with deflector set, allowing 78 square inches (the area of a ten-inch pipe), to be delivered into the first floor room and the full capacity of the wall pipe to the second floor room.

STOVES AND TINWARE

GOOD SEASON FOR REASONABLE PROFITS.

THE retailer who fails to get a reasonable profit out of his stove sales or on the repair work done this season will have himself alone to blame. He may be able to implicate others in the fault, but he cannot clear himself.

It is clear from the statements of stove manufacturers that there will not be any over production of stoves and consequently prices will be maintained by the makers and their representatives.

The only possible reason the retailer may have for not getting a fair profit would be the old one, that his rival down the street started cutting prices and he did not intend to lose a sale by such tactics on the part of the other fellow. But it has been proven time and again, in city and in village, that any one retailer in a district can do all the business he can handle by simply adopting a fair profit and sticking to it regardless of the prices charged by his rivals. It has been found practicable in many towns for the retailers to meet early in the season and come to some understanding by which all of them would get a better margin of profit.

Under the conditions existing to day the retailer should get a fair profit on every pound of iron in the stoves he sells and on every hour which he or his staff spend in repair work. The high price of labor and the high cost of materials make it imperative that the dealer should be firm in insisting on proper charges for the time of his men and himself. In some country towns it is particularly difficult to get fair prices for the work but if the best tanners and stove dealers are firm for a season or two the public will soon understand the situation and will be willing to pay the fair prices to have the work done right. In any case do not do scamp work.

CANADA RADIATOR CO. TO MOVE

The Port Hope Times says: A meeting of the directors of The Canada Radiator Co. was held last Saturday evening. At the meeting it was announced that a new building being constructed for the company in Montreal is rapidly nearing completion. The foundations are already completed and about half the brickwork is finished. The company will occupy the building next Spring. This means that the Radiator company has definitely

decided to move its works from Port Hope to Montreal. F. J. Travers, manager of the company, is at present in Montreal. It is reported on good authority that another company is anxious to procure the Radiator building in order to establish extensive works in Port Hope. The new company is willing to pledge itself to employ twenty five men at high wages to commence with and anticipates large extensions as their business develops.

STERNE'S RADIANT ASBESTOS.

G. F. Sterne, 191 Darling street, Brantford, Ont., are manufacturing a fire and acid proof cement for use in setting up furnaces, retorts, stoves, etc. It is composed of pure asbestos fibre and a cementing matter which has a peculiar affinity for asbestos. It is claimed that this cement will stand a heat that would melt iron. It adheres readily to castings, tin, etc., and sets in a few hours. When subjected to heat it vitrifies without shrinking or becoming porous or shaking loose, and effectually prevents the escape of smoke, gases, dust, etc., thus ensuring a good draught. It is, in short, air tight, gas tight and smoke tight. Further particulars will be sent on inquiry to any reader of "Hardware and Metal."

METAL WORK IN RESIDENCES.

Sheet metal work in its various branches has grown into a large industry here in New York, says a writer in a recent issue of The Record and Guide, and metal-covered wood work is highly appreciated. In general it is a pleasure to note that, however habituated to sordid commercialism the community may be, the claims of beauty are yearly commanding more and more recognition from builders and owners as they learn that beauty pays a large interest on the investment. One fashion which has become pronounced among the owners of private residences seems to be the taste for beautiful iron, bronze and brass work. Somewhere about the modern mansion there must be something ornamental that has been wrought out of metal. Metal grilles are taking the place of wooden ones wherever the extra expense can be met. These never get out of order, and they endure as long as the house itself. The beauty and harmony of metals as now fashioned by artistic smiths is consistent with their enlarged use of exterior doors and for windows, as well as for choice interior decoration, the

latter particularly in business offices. In the form of metal ceilings architects are specifying metal more and more, especially in public edifices, where plaster, paper or plain boards were long the limitations of choice. Such ceilings not only have fire proof qualities, but are susceptible of receiving and expressing elegant forms and designs.

C.A.S.A. ANNUAL MEETING.

THE annual meeting of the Chartered Accountants' Students' Association was held on Monday evening, October 5, at the rooms of the Institute of Chartered Accountants of Ontario, 27 Wellington street east, Toronto, at which the reports of the retiring officers revealed a very satisfactory condition of affairs. The membership of the past year exceeded any previous year by 40 per cent.

The officers elected for the coming season are:

Hon. President—Geo. Edwards, F.C.A.

Hon. Vice-President—W. B. Tindall, F.C.A.

President—A. G. Ross.

Vice-President—A. F. Clarke.

Secretary-Treasurer—Howard R. Wellington.

Executive Committee—W. A. Clarke, G. A. Peters.

Librarian—R. Williamson.

The object of this association is to prepare office men for higher and more responsible positions and assist in preparation for the examinations of the institute each year.

Lectures and talks are given throughout the season on accountancy subjects, papers are read by the students and important subjects along this line discussed.

An excellent opportunity is afforded at a nominal fee to hear some of the leading accountants speak on important subjects.

HOWARD R. WELLINGTON,

Sec. Treasurer.

Toronto, Oct. 6, 1903.

HAVE BECOME BENEDICTS.

Within a fortnight two of Lewis, Bros. & Co.'s staff have joined the benedicts, and rumor has it that one or two more are soon to follow. On September 18 Mr. William Lambert was married to Miss Brooke, the firm and employees presenting him with a well filled room. On October 1 Mr. Fred A. Searson, manager of the sample room, married Miss Kate M. Coughlan, and was presented with a cabinet of silver. Both couples received addresses, and "Hardware and Metal" joins in good wishes.

Business Changes

ONTARIO.

Wm. C. May, harness maker, Wood stock, has assigned to James Brady.

Failing & Lawrence, general merchants, Pinewood, have dissolved partnership.

Stephen Lamb, lumber merchant, Seaforth, has sold his business to N. Cluff & Sons.

A meeting of the creditors of Cameron & Co., general merchants, Finch, was held on October 5.

Woodside Bros., foundrymen, Port Arthur, were burnt out; partially covered with insurance.

Henry Cargill, M.P., of Henry Cargill & Son, sawmill and lumber merchant, Cargill, is deceased.

J. A. Wright & Co., general merchants, Kingsville, have sold their stock to H. Rotz at 53c. on the \$.

Peter Hay, manufacturer of machine knives, Galt, is succeeded by The Peter Hay Mfg. Co., Limited.

The hotel and general store business conducted at Haileybury by Wm. O'Brien & Co. will be continued by A. Yerland.

QUEBEC.

Morin & Guillet, painters, Montreal, have dissolved.

Michaud & Fils, general merchants, Plessisville, have registered.

Joseph Martineau, hardware merchant, Maisonneuve, has assigned.

Allaire & Ahern, lumber and grain, Grand Mere, have registered.

A. Beauvais & Cie., manufacturers of ploughs, Laprairie, have registered.

Bradford Bros., general merchants, Granby, have dissolved partnership.

The assets of Delfosse & Co., window fixtures, etc., Montreal, have been sold.

Ludger Lacombe, general merchant, St. Victor de Tring, offers 50c. on the \$.

J. E. Laramee & Cie., general merchants, Shawenegan Falls, have registered.

J. O. Massicotte, general merchant, Chicoutimi, is offering 40c. on the \$ cash.

The assets of the general store business of J. A. Lacerte, St. Severe, have been sold.

Armitage & Caldwell, blacksmiths, etc., Shawville, have been succeeded by A. Smiley.

A. MacPherson & Son, wholesale hardware merchants, Montreal, are offering to compromise.

Collyer & Brock, electrical engineers and contractors, have dissolved. A new registration was made.

Lussier & Durocher, carriage makers, etc., Valleyfield, were burnt out; partially covered with insurance.

NOVA SCOTIA.

Lewis W. McGillivray, general merchant, Gabarous, has assigned.

MANITOBA AND NORTHWEST TERRITORIES

A. Goyette, painter, Frank, is adding a furniture stock to his business.

The Manitoba Lumber Co., Limited, Carman, has been incorporated.

The estate of N. D. McDonald, harness, Rosthern, is advertised for sale.

Levi Beck, general merchant, Yorkton, is opening a branch store at Saltcoats.

J. R. Hogg, general merchant, Manor, has sold his business to J. R. Dalgleish.

C. Hiebert, lumber merchant, Carstairs, has sold his business to Hunter & DeFehr.

C. Hiebert, lumber merchant, Didsbury, has sold his business to Kirkpatrick & Co.

Sutherland & DeFehr, hardware and lumber merchants, Crossfield, have dissolved partnership.

J. Didsbury, of the firm of Didsbury & Beaupre, agricultural implement dealers, gleichen, is deceased.

Notice has been given to The Hamilton Hardware Co., Limited, Tantallon, to dissolve the company.

Kidd & Highet, agricultural implements, Oak River, have dissolved partnership. Thomas Kidd will continue the business.

PERSONAL MENTION.

Mr. J. Ernest Millen, of John Millen & Sons, St. Catherine street, Montreal, returned on Monday from a week's business trip to New York.

Mr. T. Esmond Peck, of The Peck Rolling Mills Co., Limited, Montreal, is on a business trip to Winnipeg. He will return to business about the 14th of the month.

Mr. F. M. Tebbutt, of C. F. E. Swinden & Co., London, Eng., was a caller at the Montreal office of "Hardware and Metal" this week. Mr. Tebbutt is introducing a new wrench on the Canadian market, which is referred to elsewhere in this issue.

Mr. S. A. Crawford, Tilbury, Ont., who recently purchased the hardware stock of James Acheson, St. Thomas, Ont., is overhauling and increasing it materially.

Mr. Joseph McMillan, Hillsburg, Ont., has sold out his hardware stock and business to McConnell & Faulkner.

Mr. Fred Johnson, secretary of the Canadian Commercial Travellers' Association, Hamilton section, reports that he has issued already this year nearly 100 new certificates for men going out of Hamilton. This is striking evidence as to the commercial expansion of the country.



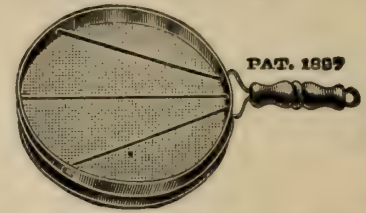
Wire-Cone Incandescent Toaster

Only perfect Bread Toaster for Gas or Gasoline Stoves. No smoky taste to bread toasted on this toaster. Write for prices.

H.O. Eddy, Montreal. E.T. Wright & Co., Hamilton.

HARKINS & WILLIS,

Manufacturers and Inventors, ANN HARBOR, Mich.



The FAIRGRIEVE GAS TOASTER

Retails at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.

THE FAIRGRIEVE MAN'FG. CO.,
295 COLLEGE ST., TORONTO.

U. S. Branch: 289 Jefferson Ave., DETROIT.

ASBESTOS FURNACE CEMENT.

25-lb. Can, - \$ 85
50 lb. " - 1.62
100-lb. Tub, - 2.85

Quality guaranteed. Samples for the asking. Your money back if you want it.

Special prices to jobbers and large consumers.

Manufactured by **G. F. STERNE**, Brantford

For sale by J. H. HANSON, Montreal.

Batty Stove and Hardware Co., Toronto.

ONTARIO SILVER CO.,

Limited,

NIAGARA FALLS, CANADA.

Manufacturers of **FLATWARE, CUTLERY and ELECTRO PLATE.**

Ask for our Catalogue and Quotations.



1,000 Letterheads, \$1.00
(1/2 or Note Size)

Good, Heavy Paper, Regular \$2.00

"All kinds of ideas for all kinds of printing."

G. A. WEESE & SON,
44 Yonge Street.
TORONTO. Send for Samples

TRUCKS

for Warehouse and Factory.



Save You Money
Do Men's Work
Draw no Salary

Our Trucks are guaranteed satisfactory. Turn in their own length.

MADE IN CANADA.

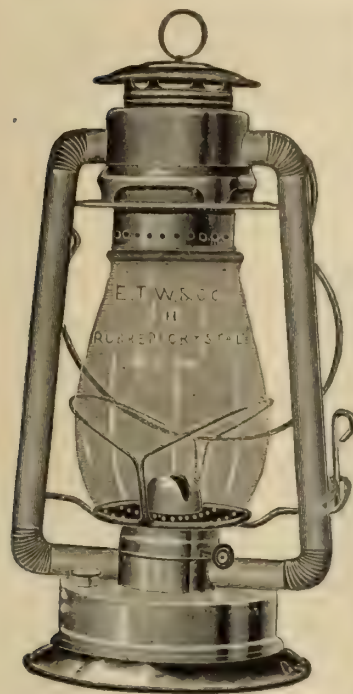
H. C. Slingsby for Canada.

Factory, Temple Building,
Ontario Street, MONTREAL.

JONES BROS.

MANUFACTURERS OF
STOVE BRICKS, OPEN GRATE BACKS,
FURNACE BRICKS and RANGE BRICKS.

FIRE CLAY FOR SALE in Large or Small Quantities
Phone Park 1287. **BRACONDAL P.O., ONTARIO.**



WRIGHT'S No. 4 COLD BLAST LANTERN is THE Lantern
see it and be convinced.

E. T. Wright & Co., Manufacturers, Hamilton and Montreal.

Have you
tried it?
Tried what?
**SELLING
MANTELS.**



This is in your line of business, and it will
pay you.

The Batty Stove & Hardware Co.
76 YORK ST., TORONTO.



**J. M. MAST MFG. CO.'S
RAT and MOUSE TRAPS**

Strongest Traps Made.

Prices Exactly Right.

CANADIAN AGENTS

Edwin H. Grenfell & Co., London, Ont.

THE ADAMS STOVE PIPE REGISTER.



Design Patented
June 29, 1897.

Design Patented
August 31, 1897.

Made by

**The Adams
Company**

Dubuque,
Iowa, U.S.A.



NEW PROCESS

Smokeless Oil Heaters

Produce Intense Heat Without Smoke.

They are self-extinguishing.

The flame cannot climb up and smoke after the burner becomes heated, as on the old styles of oil heaters.

They are safe and simple as a lamp in construction.

Are provided with a bail with which they can be carried to any part of the house.

MADE OF SHEET METAL—and are light and durable.

The founts are removable for cleaning and filling.

THEY ARE THE MOST POWERFUL HEATERS.

For Beauty, Simplicity, Convenience and Heating Power, none excel.

THE NEW PROCESS

THE IMPROVED STANDARD HEATER.

Same principle as "New Process" but a cheaper grade.



The Thos. Davidson Mfg. Co., Limited, Montreal.

Manufacturing is on the Boom

and that means that additions are continually being made to power transmission plants. New pulleys are in daily demand.

If you carry the **Dodge Wood Split Pulleys** you can get the trade in your vicinity. Write for our special proposition to dealers.

The Dodge Mfg. Co., of Toronto, Limited,
TORONTO, ONT.

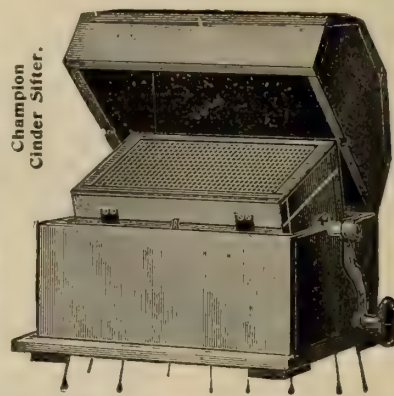


The Champion Furnace Brush.

Seasonable Goods

Furnace Brushes and Cinder Sifters

Wanted **now** for Fall trade. Our Champion Sifter the best on the market, dust proof and easy to run. Write for particulars.



Champion Cinder Sifter.

Meakins & Sons

59 St. Henry St.,
MONTREAL.

King St. East,
HAMILTON.

103 Church St.,
TORONTO.

Chilly Weather Coming

Have you any "**FAMOUS**" Oil Heaters in stock?
If not you are losing some good business.

These heaters sell readily when the chilly weather sets in and a great many of them can be sold if they are pushed a little.

They are a profitable and satisfactory line to handle.

We have a large stock and can ship promptly.
Advertising matter free.



The McClary Manufacturing Co.

London, Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B.
"EVERYTHING FOR THE TINSHOP."

HARDWARE AND METAL

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co. Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES,

MONTREAL	- - -	232 McGill Street. Telephone 1255.
TORONTO	- - -	10 Front Street East. Telephones 2701 and 2702.
LONDON, ENG.	- - -	109 Fleet Street, E.C.
MANCHESTER, ENG.	- - -	92 Market Street. H. S. Ashburner.
LONDON, ONT.	- - -	Hiscox Building. Walter H. Lindsay.
ST. JOHN, N.B.	- - -	No. 3 Market Wharf. J. Hunter White.
NEW YORK	-	Room 1241 New York Life Bldg. W. T. Robson.
WINNIPEG, MAN.	-	13 Olafson Block, James St. E. C. Hind.
VANCOUVER, B.C.	-	Geo. S. B. Perry.

Subscription, Canada and United States, \$2.00.
Great Britain and elsewhere - - - 12s

Published every Saturday,

Cable Address { Adscript, London.
 { Adscript, Canada.

THE COMPETITION AWARDS.

AFTER close consideration of the pictures submitted in the window-dressing competition the judges have decided upon the following prize winners:

1st prize, \$10—Cutlery display, entered by Alan M. Cameron, with McLennan & Co., Lindsay, Ont.

2nd prize, \$7—Kitchen display, D. Millar, Toronto.

3rd prize, \$5—Harvesting display, entered by A. Karges, with Gardner & Co., Woodstock, Ont.

The average merit of the pictures sent in was of a quite high order, and there was much indecision as to the placing of the first half-dozen or more, and the difference in points awarded the first and last was remarkably small.

In the awarding of prizes the judges were forced to first of all consider the qualities of reproduction, and any picture not admitting this had to be at once discarded. A few were affected by this. After this qualification, others considered were, originality, power to attract the eye and power to hold it, centralization of the attention on one line or object, careful working out of the plan, artistic taste, these all combining to successfully advertise, not the firm only, but the goods displayed.

The principal fault observed was the tendency to overcrowd, and the result was that no one thing attracted attention. Except in some half-dozen pictures this was noticeable, and the standing of the display lowered. Another prominent fault was the inattention to detail when the central idea had been carried out.

The awards will be forwarded to the successful competitors as soon as possible.

NEW LINES IN HARDWARE STORES.

FOR some time we have been urging upon retail hardware merchants the advisability of handling new lines of goods. People who have not looked into the matter would be surprised to find how many merchants are handling goods which have not always been considered as belonging to the hardware trade. In every town and city it is the case that the most progressive hardware merchants, the merchants who are making money, who are adding to their capital and increasing their income, are those who, not content with handling staples and novelties of the ordinary kind—if that be not an Hibernianism—have added many profitable side lines to their stock-in-trade. Their reasons for making these additions are obvious. As every hardware merchant knows, the price of staples is cut so low that there is little profit to be made in many lines even when the turnover is very large. Every hardware merchant must handle nails, just as the grocer must handle sugar, but although large quantities of both commodities are sold every year, neither the retail hardwareman nor the retail grocer derives much profit from their sale. In most localities these goods are handled almost at cost. In a less degree is this also the case with all or nearly all staple lines of hardware. Clearly, if good profits are to be made, it must be by the addition of more profitable lines. Unprofitable staples must be handled, of course, and must not be in any way neglected if business is to be retained, but for a good proportion of his profits the hardware merchant must look to his so-called side lines.

Inquiries among retail merchants show that the more progressive and prosperous

are taking hold of this idea. Any number of hardware dealers have made specialties of their stocks of sporting goods, games, etc., and have found them to be very profitable. A new line which many hardware merchants are pushing is electrical goods and supplies. In the cities and large towns there is an active and constantly growing demand for such goods, and the hardware merchant who undertakes to supply them finds that he is able to reap a good profit. There are many lines of electrical goods which are now almost as staple as wire nails, but for the retailer who handles them the profit is much larger. Moreover, to the hardware store it would seem that such goods, being for the most part made of metal, should naturally belong. If properly displayed, well advertised and judiciously, tactfully and persistently pushed, the hardware merchant should have no trouble in building up a good trade in electrical goods and in teaching the general public to look to the hardware store on all occasions for such supplies.

Hardware merchants in the large towns and cities which are manufacturing centres have perhaps the best opportunity to develop this kind of trade. Dealers who sell mill and shop supplies should find, or be able to create, a demand for much in the electrical line. Numbers of mills are adopting electric motor power and employing electric transmission in place of belting. Many hardwaremen, too, find belting an exceedingly profitable line to carry. In addition to such contracts, which are necessarily limited in number, there are calls for electric bells and similar small goods, on all of which there is a fair profit.

But the sale of such goods need not be confined to the city hardware trade. In all fair sized towns there is a good demand for electrical goods, and the hardware merchant who undertakes to sell such goods should be able to create a considerable demand which does not now exist. Bells, fans, small motors and novelties of various kinds can be, and are successfully pushed by the hardware merchant in the country town.

As was remarked in another connection

in our last issue, the infusion of new life into a store by the addition of a new line often means an increased vigilance and vigor of administration in other lines. The merchant who is enterprising enough to get out of the rut of staples is the merchant who thinks. The thinking merchant transfers his alertness to other departments of his store, and the stimulating effect of a new activity is felt throughout his entire business. Moreover, in order to introduce a new line of goods it is necessary to advertise and hustle. New advertising and increased hustling attract the attention of the public to the store and customers who come to buy electrical goods, or any new line which the merchant has added, and to which he is paying particular attention, may very often be secured as regular customers. To the enterprising and up-to-date merchant the public will look for their general supplies. To the retail hardwareman we would say: Branch out, add new lines, and you will be surprised to find not only how much profit the additional lines will bring you, but also how much new life and energy will be infused in all departments of your store.

OUR ATTITUDE TOWARD U. S. TRADE.

SEVERAL United States manufacturers, visiting Montreal and Toronto recently, remarked upon the growing anxiety across the line as to the alarming proportions Mr. Chamberlain's protective tariff issue threatens to assume throughout the British Empire. "A new day must have dawned for Canada," said one of these Americans, "when she no longer cares to consider seriously the question of trade reciprocity with the States."

With the great probability of a preferential trade policy being adopted all over the Empire in the near future, which is undeniably bound to be in the best interests of Canada, our American friends have no just cause for experiencing more than disappointment. It is no less than the spirit taught by their own practical theology "Every man for himself." There is an additional clause, however, which reads as follows: "And all for the great Empire of which we form a part."

MR. CHAMBERLAIN'S GLASGOW SPEECH.

THE word has been spoken. Since Mr. Chamberlain unreservedly declared himself for a radical revision of the fiscal policy of the United Kingdom the public have snatched with avidity at every item of news which has purported to throw light on the vexed question of ways and means. The situation has been one of tremendous dramatic interest. The proposal to subvert a policy which has been an unquestioned article of political faith for over half a century is a momentous thing, and doubly so in a country such as the United Kingdom, where men neither adopt nor abandon their political views lightly, where politics is a pursuit, a career, an end in itself, and where it is gratifyingly common to see men retire

Chamberlain would have quailed before the storm he had raised, but not so the redoubtable man from Birmingham. He revels in a contest, and his indomitable courage will sustain him in what promises to be one of the most notable campaigns in the annals of British politics.

Heretofore Mr. Chamberlain's proposals have been of that general nature which admit equally of acceptance or rejection according as sympathy or aversion biases the mind to which they are addressed. At Glasgow Tuesday night he unmasked his batteries, and henceforth the fight will be in the open. Details are what his opponents have been demanding. To outline a definite policy they have been challenging him. He has outlined his policy, he has furnished his details.

And how have they been received?

Says The St. James Gazette: "It is impossible to imagine anything better conceived than the whole speech, which was sober and restrained, yet instinct with fire, fervor and faith."

Says The Liverpool Daily Post: "Mr. Chamberlain's programme is positively fantastic in its impracticability. There is not a self-governing colony that will listen to his proposals."

A remarkable speech indeed, of which two such contradictory statements can be made!

But what is his policy?

Shortly, he proposes to put a low tax, not exceeding two shillings per quarter (six cents per bushel), on foreign corn, but none on corn from British possessions. Maize is to be free. A corresponding tax is to be placed on flour. A small tax of 5 per cent. is to be imposed on foreign meat and dairy products with the exception of bacon, the food of the poor, which is to be free. Lastly, a substantial preference is to be given to the colonies on fruits and wines. Against these increases he proposes to remit three quarters of the duty on tea, half the duty on sugar, with corresponding remissions upon cocoa and coffee. The net result of these re-arrangements he estimates will be to reduce the cost of living of the laborer from four to

NOTICE TO ADVERTISERS

Thursday next being Thanksgiving Day the forms of **HARDWARE AND METAL** will go to press one day earlier than usual for the issue of October 17.

Will advertisers please note that all new copy and changes must be in our hands on Monday, 12th inst. We cannot guarantee to change advertisements after that date.

THE PUBLISHERS.

from offices of the highest position and emolument in deference to principle.

The task undertaken by Mr. Chamberlain is Herculean in its magnitude, as no one knew better than did the late Colonial Secretary when he launched his policy on the stormy waters of practical politics. This is indeed "the parting of the ways." The retirement from the Cabinet, rather than countenance even Mr. Balfour's modest endorsement of fiscal change, of such men as Mr. Ritchie, Lord George Hamilton, Lord Balfour of Burleigh, and, lastly, of the Duke of Devonshire, together with the unbroken front opposed by the for once united Liberal party, is eloquent of the deep-rooted hold the doctrines of free trade have upon the British people, Liberal and Conservative alike.

A less dauntless statesman than Mr.

five cents per week. The loss to the exchequer he estimates at £2,600,000. A moderate duty of 10 per cent. on manufactured goods, on the other hand, will yield £9,000,000, which should be used in further remission of taxes. This is the ingenious arrangement by which the great imperialist statesman hopes to be able to tax food and at the same time lessen the cost of living to the workman, bind the colonies closer to the Empire, protect the United Kingdom from the unfair competition of the high protectionist countries of Europe and America, and place the United Kingdom in a position to treat for reciprocal treatment in the matter of tariffs with her great rivals for the trade of the world.

The speech, judging from the incomplete reports at hand, was a remarkably powerful one. Whether his proposals as to the taxation of food will meet with the approval of the British workman, time alone will tell. His data and logic will be relentlessly scrutinized, and upon this point will turn the tide in the battle now on.

The practical stagnation of the British export trade during the last thirty years in the face of 30 per cent. increase in population, its gradual falling off with the protected countries of Europe and America, the great increase in exports of the latter to Britain, were effectively presented as proof of the necessity for a reconsideration of fiscal arrangements.

To anticipate a similar evolution in the trade of the United Kingdom with the colonies, which, says Mr. Chamberlain, is now "more valuable than our trade with the whole of Europe and the United States together," he is bending his energies. But here arises the great difficulty from the colonial and, more particularly at the present, the Canadian point of view. What Mr. Chamberlain wants to prevent is the growth of colonial industries which will compete with those of the Motherland. What we as Canadians want to encourage is the development of our industries to the greatest possible extent, to supply our own markets and to take our place in supplying

the markets of the world at large. Mr. Chamberlain says :

"We can say to our colonies : 'We understand your views and aspirations, and do not desire to dictate or think ourselves superior to you; we recognize your right to develop your industries so as not to be dependent on foreign supplies ; but there are many things you do not know how to make, for which we have a great capacity of production ; leave them to us ; do not increase the tariff walls against us ; let us exchange with you for your productions ; do it because we are kinsmen, because it is good for the Empire as a whole, and because we have taken the first step and set you the example ; we offer you a preference ; we rely upon your patriotism and your affection that we shall not be losers thereby.' "

And with this we can very largely agree. We have every wish to buy from the Motherland, in preference to a stranger, those things which we cannot ourselves produce, and in earnest of this witness our preferential tariff.

But Mr. Chamberlain is out of harmony with Canadian sentiment, at least, when he says he believes that the colonies "would reserve to us the trade we already enjoy ; also arrange their tariffs in the future in order not to start industries in competition with those already in existence in the Mother Country ; and not only would they enable us to retain our trade with them, but they would give us preference on all trade done with them by our foreign competitors."

With every regard for the Motherland our first duty is to Canada. We are a young country, with, we know, magnificent natural resources, which it is our duty and will be our privilege to develop. We cannot barter away our birthright and pledge ourselves to leave undeveloped industries simply because they might compete with those of the United Kingdom, nor would such a compact tend toward strengthening that bond of empire Mr. Chamberlain holds so dear. Canada and the United Kingdom must regulate their fiscal arrangements with a view to their several necessities. Any other basis must prove disastrous both to industry and sentiment.

Such a view, we hold with the Hon.

Thomas A. Brassey, is not irreconcilable with the principle of imperial preferential trade, a satisfactory plan for which we hope to see yet evolved from the present discussion.

MADE IN CANADA

THE vogue which has been attained by the phrase "Made in Canada" is matter for pride and satisfaction to every Canadian who has a proper regard for his native land. It should do much to bring to the notice, not alone of the foreigner, but of our own citizens the goods which are being produced by our own manufacturers, and should soon make a thing of the past that lingering prejudice in favor of imported goods which prevails in some quarters.

But in undertaking this "Made in Canada" campaign the manufacturers are assuming a responsibility which is no light one, and which is exactly equivalent to the advantage accruing from the use of that now popular motto. "Made in Canada" is a trade mark, a tacit guarantee of quality, or it is a piece of arrant hypocrisy. It must be a finger mark directing attention to merit—not a plaster to hide deficiency.

A self-respecting manufacturer has every right to ask his fellow-citizens to buy his goods in preference to those of foreign manufacture when the qualities are equal, and he will find a generous response to his appeal ; but he has no right to attempt to palm off inferior stuff under cover of the "Made in Canada" cry. No such attempt will prove successful, nor is it in the interest of our manufactures that it should prove successful.

Our permanent success as a factor in the industrial world depends upon the inherent merit of our products. In that and in nothing else.

It is well that this thought should be kept well in the foreground. "Made in Canada" should be our boast, and he deserves ill of his country who through negligence or design brings that boast into reproach. We have the natural resources ; we have intelligent labor ; we have clear-headed resourceful manufacturers. We should yield to no country under the sun in the quality of our products.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, Oct. 9, 1903.

HARDWARE.

THIS week's general business eclipses anything in the history of our firm. I never before knew business to be so good. It is almost impossible to keep up with the rush of orders. These remarks were made to "Hardware and Metal" by one of the largest houses in Montreal, and the same story is told by every firm. Fall and Winter lines of hardware are moving in large quantities. The only thing of which jobbers complain is the inability of some manufacturers to supply their orders promptly. For instance, it is very hard to get horseshoes from certain makers, and the same complaint is heard with regard to several kinds of goods. This is scarcely to be wondered at as manufacturers generally had not the usual quiet season during the Summer months. The bolt manufacturers met last week, but decided to make no changes in price. There are few quotable changes this week, about the only item of interest being a reduction of about 5 per cent. in wire hat and coat hooks. Canadian manufacturers have met the American prices on lawn mowers. Hay baling wire continues in splendid demand, but, although there is an upward tendency, no changes in local quotations have been made. Good sorting orders are still coming in for ammunition. The season has been very good, and jobbers tell us that the American manufacturers have been scarcely able to fill all the orders which they have sent them. The cement trade continues very active, but in the bricks there is nothing doing at present.

BARB WIRE.—The volume of business during the week has been very fair. A few orders are coming in for supplies for Fall fencing, but there is no special activity. Prices remain unchanged. We quote: \$2.80 per 100 lb. f.o.b. Montreal, and \$2.55 f.o.b. Cleveland. Carlots of 15 tons \$2.45 f.o.b. Cleveland.

GALVANIZED WIRE. Jobbers report the receipt of several good orders during the week. Prices on the local market continue firm in this. Quotations are as follows: No. 5, \$3.70; No. 6, 7 and 8, \$3.15; No. 9, \$2.55; No. 10, \$2.20; No. 11, \$2.25; No. 12, \$2.65; No. 13, \$2.75; No. 14, \$3.75. In carlots f.o.b. Cleveland: No. 5, \$2.20; Nos. 6, 7, 8 and 9, \$2.15; No. 10, \$2.20; No. 11, \$2.25; No. 12, \$2.30; No. 13, \$2.40; No. 14, \$2.50. In less than carlots, 12½c. per 100 lb. extra charged.

SMOOTH STEEL WIRE.—For hay baling wire the demand continues very active and the market is firmer than at the time of our last report. No changes have been made locally. In general there is a very good business being done. Prices throughout are firm and unchanged. We quote: Bright and annealed, \$2.50 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John.

Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, \$2; oiling, 10c.; spring wire, \$1.25; best steel wire, 75c.; bright soft-drawn, 15c.; hay-baling wire, 20 to 25c.

FINE STEEL WIRE.—Trade is more active this week, but there are no changes to notice. The discount is still 25 per cent., with net extras as follows: 1 and 2-lb. hanks, 25c. per 100 lb.; ½ lb. hanks, 37½c. and ¼ lb. hanks, 50c.

BRASS WIRE.—Business is fair at unchanged discount, viz., 60 per cent.

COPPER WIRE.—Business fair; discount 60 per cent.

PRESSED SPIKES.—There has been no slackening in the exceedingly active demand which has prevailed for weeks back. Some manufacturers are finding much difficulty in supplying the demand. The market is very firm and the discount still 20 per cent.

FENCE STAPLES.—There is a good trade at present, as orders for supplies for Fall fencing are coming in freely. A further improvement is confidently expected by the wholesale trade. Prices are firm and unchanged. We quote: \$3 per 100-lb. keg for galvanized, and \$2.80 for bright. 25 and 50-lb. packages 25c. extra.

CUT NAILS.—The approaching close of navigation has had a stimulating effect on a demand which was already exceptionally active, and orders are coming in faster than they can be filled. Prices are unchanged. We quote: \$2.45 f.o.b. Montreal, carlots \$2.40.

WIRE NAILS.—The above remarks apply also to wire nails. The demand has been exceptionally active for the last six weeks, but orders are now coming in faster than ever before in order to be filled before the close of navigation. Our quotations are as follows: \$2.40 per keg in carlots, and \$2.45 per keg in small lots f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

HORSENAILES.—These are also in excellent demand, and orders for some makes are hard to fill with promptitude. No slackening is expected until the close of navigation. The market is firm and discounts are unchanged. We quote as follows: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Countersunk" heads, 55 per cent.; "C" brand, 40, 10 and 7½ per cent. off; "Monarch," 50 and 7½ per cent. and "Peerless," 50 per cent.

HORSESHOES.—These also are in splendid demand, and, as was noted above, jobbers are complaining of the inability of some manufacturers to fill orders promptly. Orders are coming in freely to be filled before the close of navigation. We quote: Iron shoes, light and medium pattern, No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; X.L. steel shoes, new light pattern, sizes 1 to 5, \$5.35; light steel shoes, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05; featherweight, all sizes, 0 to 4, \$5.35; toe weight, all sizes, 1 to 4, \$6.60. Shoes more than one size

in a keg, 10c. per keg extra f.o.b. Montreal only.

RIVETS AND BURRS.—Trade is good. Jobbers tell us of the receipts of considerable orders. Prices locally are firm and unchanged. We quote as follows: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swede rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS AND NUTS.—The meeting to which reference was made in these columns last week took place a week ago but it was decided to make no changes. Trade is very active and the manufacturers thought it best to do nothing to disturb existing conditions. Some difficulty is still experienced in filling orders for some sizes of bolts. Our quotations are: Common carriage bolts, 50 per cent.; full square carriage, 55; machine, 50 and 5; coach screws, 66 2-3; sleighshoe bolts, 65 and 5; blank bolts, 50 and 5; bolt ends, 50 and 5; plough bolts, 50 and 5; tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3½c. per lb. off list; hexagon nuts, 3½c. per lb. off list.

SCREWS.—Trade is active and orders are coming in freely. The discounts are unchanged. We quote as follows: Round head bright, 82½ per cent.; flat head bright, 87½ per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

CORDAGE.—This is the quiet season of the year, but considering the month the volume of business being transacted is very fair. Prices are unchanged and we still quote, as follows: Pure manila, 14½c.; British pure manila, 12c.; sisal, 11½c.; double lath yarn, 11c.; single lath yarn, 10½c.; Russian tarred spun yarn 13½c.; jute rope, ¾-in. in diam. and upwards, 9c.; cotton rope, 16½c.; cotton twine, 17 and 20c. for 3 and 4 ply. Cotton bedcord, 90c. to \$1.35, according to length.

BUILDING PAPER.—A continued improvement is reported. The local labor disturbances have not amounted to much and at no time did they seriously interfere with the demand for building material. Prices are steady at the quotations given last week. We quote: Tarred felt, \$1.85 per 100 lb.; 2-ply ready roofing, 90c. per roll; 3-ply, \$1.15 per roll; carpet felt, \$2.25 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O.K. and I.X.L., 70c. per roll; heavy straw and sheathing, \$35 per ton; slaters' felt, 65c. per roll.

SHOT.—Good orders continue to be received and the aggregate of business done in a sorting way continues to be very considerable. We quote the following unchanged prices: Ordinary drop shot, A. A. A. to dust, \$6.50 per 100 lb.; chilled, Nos. 1 to 10, \$7 per 100 lb.; buck and seal, \$7.60

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CANADIAN, ENGLISH,
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FIRE BRICKS, FIRE CLAY,
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BUILDING BRICKS.
SEWER PIPES, CULVERT PIPES,
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Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

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Foundry Pig Iron.

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Canada Iron Furnace Co.

MIDLAND, ONT. Limited

per 100 lb.; ball, \$8 per 100 lb. Trade discount 17½ per cent. f.o.b. Montreal, Toronto, Hamilton, London, St. John, N.B., and Halifax.

FIREBRICKS.—There has been no change since our last report. There is absolutely nothing doing just at present, and in the absence of transactions on the spot it is difficult to quote with exactitude. Nominally prices are unchanged. English being quoted at \$16 to \$22 per 1,000, and Scotch at \$17 to \$22.

CEMENT. The demand still continues very active and large quantities are being shipped to the Northwest every day in the week. The C.P.R. and G.T.R. are large buyers, and considerable quantities of the former are being shipped to Winnipeg. The local stocks of German cements are large, several big shipments being received just before the surtax went into effect. On the local market there will, therefore, be no changes just at present and it is confidently expected that the German manufacturers will reduce their prices sufficiently to meet the surtax. Their home demand will take only a part of their output, and the surplus must be sold abroad, even at a loss. We quote: Canadian cement, \$1.90 to \$2.25; German, \$2.25 to \$2.40; English, \$2.15 to \$2.25; Belgian, \$1.70 to \$1.95 per bbl. ex store, and American, \$2.20 to \$2.40 ex-cars.

LANTERNS.—The demand is still very active, large shipments being made to the Northwest. There is still considerable difficulty in filling orders for some lines, although the factories are working at their full capacity. We quote as follows: 15 ft. hinged or tilt, \$1 to \$1.25 per doz.; cold blast No. 2, \$7 to \$7.50; painted dashboard, \$6.50 to \$6.75; plain dashboard, \$6 to \$6.25; searchlight, \$20 to \$21 doz.; brass cold blast, small, \$9.75 to \$10.

METALS.

For heavy metals of all kinds jobbers report an increased demand. Orders are now coming in very freely to be filled before the close of navigation. There are few changes to report. Copper was weaker for a few days since our last report, but it has steadied somewhat and no changes are made in our quotations this week. English advices have been received to the effect that tinplates and Canada plates are slightly weaker on the British markets, but the weakness is not sufficiently pronounced to have any effect here. Local prices are firm and unchanged. There is not very much doing at present in tinplates but makers have had to refuse some orders received to be filled before the close of navigation. There has been a very brisk demand for black sheets during the last fortnight showing that dealers are stocking up for their Fall requirements.

PIG IRON. The situation is unchanged and there is little to add to last week's report. The volume of business is still rather light. We quote: Summerlee, \$21; Carron, No. 1, \$21; do., No. 3, \$19.75; Middlesboro', No. 3, \$18; Ayersome, No. 1, \$20; do., No. 3, \$19.40.

BAR IRON. A continued improvement is reported this week as orders are now coming in to be filled before the close of navigation. We quote: Merchants' bar, \$1.95; horseshoe iron, \$2.20; forged iron, \$2.15.

BLACK SHEETS.—Orders for Fall requirements have been coming in very freely during the last fortnight. A con-

TINPLATES

"DOMINION CROWN"—Best Best Charcoal, issued.

"ALLWAYS"—Best Charcoal

"CANADA CROWN"—Charcoal.

"LYDBROOK"—Best Coke.

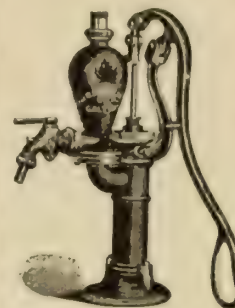
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PIG LEAD

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PIG IRON

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**NOVA SCOTIA STEEL
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NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

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OPEN HEARTH STEEL

thrust improvement is expected for some time to come. Prices are unchanged and, as before, our quotations are as follows: 28 gauge, \$2.15; 26 gauge, \$2.40; 22 to 24 gauge, \$2.35; 18 to 20 gauge, \$2.30; and 8 to 10 gauge, \$2.10.

GALVANIZED IRON. In galvanized iron also, trade shows a continued improvement, and the volume of business during the last week has been very large. We quote: 28 Queen's Head, \$4.30; Apollo, 100 oz., \$4.30; Fleur de Lis, \$4.15; Comet, \$4; Bell brand, \$4. In less than case lots 25c. extra.

LEAD PIPE. Business is picking up, only showing that plumbers are stockpiling for their Fall requirements. Composition and waste sell at 8c; ordinary at 7c. The discount is 35 per cent.

IRON PIPE. For iron pipe also there is a good demand. Prices are unchanged and, as before, our quotations are as follows: Standard pipe, per 100 feet, in lengths under 19 feet—black, $\frac{1}{4}$ -in., \$2.30; $\frac{1}{2}$ -in., \$2.30; 1-in., \$2.55; $\frac{3}{4}$ -in., \$2.55; 1-in., \$2.55; 1-in., \$2.55; 2-in., \$2.55. Galvanized— $\frac{1}{4}$ -in., \$3.20; $\frac{1}{2}$ -in., \$3.45; $\frac{3}{4}$ -in., \$3.90; 1-in., \$5; 1-in., \$7.20; $\frac{1}{4}$ -in., \$10.05; $\frac{1}{2}$ -in., \$12.20; 2-in., \$16.85. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, $\frac{1}{4}$ -in., \$4.20; $\frac{1}{2}$ -in., \$5.25; 1-in., \$7.55; $\frac{1}{4}$ -in., \$10.55; $\frac{1}{2}$ -in., \$12.75; 2-in., \$17.60. Galvanized— $\frac{1}{4}$ -in., \$15.20; $\frac{1}{2}$ -in., \$16.65; 1-in., \$19.55; $\frac{1}{4}$ -in., \$13.25; $\frac{1}{2}$ -in., \$16; 2-in., \$21.

TIN PLATES. English advices to hand tell of a slightly weaker market, but the weakness is not so pronounced as to cause any change on the local market. A slackening in the demand is reported this week for forward deliveries. Some orders for delivery before the close of navigation have had to be refused. The prices are unchanged, cokes selling at \$1, and charcoal at \$4.25.

INGOT TIN. Business is very good. Prices are unchanged, our quotations being still \$31 for round lots and \$32 for smaller quantities.

TERNE PLATES.—Business is still very good and prices are unchanged. We quote at \$6.75 to \$7.

COIL CHAINS.—Trade is still very good and prices are firm and unchanged. Our quotations are as follows: No. 6, 10c; No. 5, 9c; No. 4, 8 $\frac{1}{2}$ c; No. 3, 7c; $\frac{1}{4}$ -in., 6 $\frac{1}{2}$ c; 5-16 in., \$1.90; $\frac{3}{8}$ -in., \$1.20; 7-16 in., \$1; $\frac{1}{2}$ -in., \$3.90; 9-16 in., \$3.75; $\frac{1}{2}$ -in., \$3.60; $\frac{3}{4}$ -in., \$3.50; $\frac{7}{8}$ -in., \$3.45; and 1-in., \$3.40, with 10c. allowance on carlots.

CANADA PLATES.—Local jobbers report a good business and their prices are still firm and unchanged. English advices report a weaker market, but there are not likely to be any changes here. Our quotations are as follows: 52s., \$2.45 to \$2.60; 60s., \$2.60 to \$2.70; 75s., \$2.70 to \$2.75; full polished, \$3.65 and galvanized \$4.15 to \$4.25; galvanized, 60s., \$4.35 to \$4.45.

STEEL.—Market firm and trade good. No changes. Our quotations are: Sleigh shoe, \$2 to \$2.05; slip, \$2.10 to \$2.20; spring, \$2.85 to \$3; reeled machinery, \$2.75 to \$3; tool rolls, \$2.55 to \$2.75; machinery (iron finish), \$2.05; square harrow, \$2.05.

TOOL STEEL. Business is good and prices are firm and unchanged. We quote: Black Diamond, \$ to 9c; Sanderson's, \$ to 9c., according to the grade; Jessop's would not be surprising if the trade were

13c.; Jonas & Colver's, 10 to 20c.; "Air Hardening," 50 to 65c. per lb.; Conqueror, 7 $\frac{1}{2}$ c.

INGOT COPPER. Since our last report the market weakened considerably, but there has been a rally and prices are unchanged. We quote at \$11 to \$11.50.

PIG LEAD. Supplies are now coming in freely and no difficulty is now experienced in filling orders. We quote at \$3.20 to \$3.30.

SHEET ZINC.—The market is still firm but prices are unchanged. We quote: Cask lots, \$6; smaller quantities, \$6.50.

SOLDER. Prices are firm at reduction given in last issue. We quote: Wire solder, 19c.; bar, 18c.

SCRAP METALS.

There is little to add to our report in last issue. General business shows a continued slight improvement and, with the exception of No. 1 wrought iron, prices continue firm. The local rolling mills have announced a reduction in price of No. 1 scrap and although buyers have, as yet, made no changes in their prices to dealers a reduction may be expected very shortly. In the meantime prices throughout remain unchanged and we still quote as follows: Heavy copper and wire, 10 $\frac{1}{2}$ c. per lb.; light copper, 10c.; heavy red brass, 10c.; heavy yellow, 8 $\frac{1}{2}$ c.; light brass, 5 $\frac{1}{2}$ c.; lead, 2 $\frac{1}{2}$ to 2 $\frac{3}{4}$ c.; zinc, 2 $\frac{1}{2}$ to 3c.; iron, No. 1 wrought, \$13 to \$14; machinery scrap, \$13 to \$15; stove plate, \$12; malleable and steel, \$6; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6 to 6 $\frac{1}{2}$ c. per lb.

HIDES.

The hide market during the week has been quiet. In nothing except lambskins has there been any special activity. The association has fixed the price for the month at 65c. but it is said that opposition buyers are offering better figures. We quote as follows: No. 1 beef hides, 9c.; No. 2, 8c.; No. 3, 7c.; No. 1 buff sheepskins, 77 to 79c.; lambskins, 60 to 65c.; No. 1 calfskins, 11 to 12c.; No. 2, 9 to 9 $\frac{1}{2}$ c.

NOTES.

The Canada Hardware Co., Ltd., of Montreal, are in receipt of a large quantity of window glass, hoop and bend iron, also a few carlots of haybaling wire. They are in a position to supply orders for same promptly.

Mr. Alexander Gibb, of 13 St. John street, Montreal, has been appointed representative in Canada for J. Devos & Baugniet Freres, of Antwerp, Belgium, who are in a position to supply structural material to good advantage, as also plates, angles, tees and similar goods. Owing to the surtax on German material there should be a good opening for this material coming from Belgium. Mr. Gibb will be pleased to receive inquiries for the above.

ONTARIO MARKETS.

Toronto, October 9, 1903.

HARDWARE

BUSINESS is satisfactory in every line, the volume being well up to expectations and payments being promptly made. A feeling has been manifest for some time that in view of the depression on the stock market and the general expression of the opinion that the boom in the United States is over it

more cautious in buying than has been necessary for some years. The wholesale men agree that while there is no reason for expecting any collapse or any material reduction in business, the present is no time for over buying. It would be better to buy short and send in sorting orders if necessary than to buy too much and have heavy stocks left over. This reasoning does not, however, apply to certain lines. In axe-handles, scoops, shovels and some sizes of game traps there is still a scarcity and orders should be sent in well in advance of requirements. In stoves the demand is so urgent that later buyers may not be able to do business at all with some of the leading foundries. Ash goods of all kinds have advanced 10 per cent., the discount being reduced to 45 per cent. It is believed that further advances may be necessary. Handles are particularly firm owing to the difficulty of getting proper material for first qualities. Such lines as axes, cross cut saws, files, building paper, window glass, putty, stoves, guns and ammunition, athletic goods, and other reasonable lines are selling especially well.

FENCE WIRE.—Nothing doing. Prices unchanged throughout.

WIRE NAILS.—Trade is nominal. Prices are steady. We quote the base price for nails at \$2.50 per keg f.o.b. Toronto.

HORSE NAILS.—Business is fair. Our quotations are as follows: "C" brand, oval head, 40 and 10 and 7 $\frac{1}{2}$ per cent.; on "Monarch," 60 per cent.; "M," "Oval" and "Countersunk" head, 55 per cent.; on "Peerless," 45 and 7 $\frac{1}{2}$ per cent.

HORSESHOES.—There is a fair business. Prices are firm. Our quotations are f. o. b. Toronto as follows: Iron shoes, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05. Steel, new light shoes, No. 2 and larger, \$3.95; No. 1 and smaller, \$4.20. Snow shoes, No. 2 and larger, \$4.05; No. 1 and lighter, \$4.30. If shipped from factory, 10 to 15c. less.

SCREWS.—The active demand proves the continuance of activity among Canadian manufacturers. Prices are steady. Our quotations are: Flat head bright, 87 $\frac{1}{2}$ per cent. discount; round head bright, 82 $\frac{1}{2}$ per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze, 75 per cent.

RIVETS AND BURRS.—Business in all sizes is well up to the high average of last year. Prices are steady. We quote as follows: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.

BOLTS AND NUTS. The activity continues and some lines are now too active. Our quotations are as follows: Carriage bolts, common (\$1 list), 50 and 10 per cent.; carriage bolts, full square (2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron (\$3 list), 55 and 10 per cent.; machine bolts, all sizes, 50, 5 and 10 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.

CORDAGE.—Some sizes of rope are selling well. Prices are steady as follows: Pure manilla, 14 $\frac{1}{2}$ c.; British pure manilla, 12c.; sisal, 11 $\frac{1}{2}$ c.; double lathvorn, 11 $\frac{1}{2}$ c.; single lathvorn, 11c.; double shingle yarn, 11 $\frac{1}{2}$ c.; single shingle yarn, 11c.; sashcord, 25 to 30c.

SPORTING GOODS. Sales of athletic supplies for both Fall outdoor sports and for indoor Winter exercise continue large.

CUTLERY.—A good trade is doing. Prices are steady.

WOODENWARE. A good business is doing in all lines. Our quotations are: Washboards—Victor, \$1.25; Crown, \$1.30. Improved Globe, \$1.45; Standard Globe, \$1.55; Original Solid Globe, \$1.70; Superior solid back, \$1.85; Jubilee, \$1.85; Pony, \$1.05. Tubs—No. 0, \$10.75; No. 1, \$8.50; No. 2, \$7.50; No. 3, \$6.50. Pails—No. 1, 2 hoops, \$1.70; No. 1, 3 hoops, \$1.90.

BUILDING PAPER. This line has for some weeks been one of the most active on the list, an indication that building operations are active in all parts of the country. Prices are firm. Our quotations are as follows: Tarred felt, \$1.85 per 100 lb.; 2-ply ready roofing, 95c. per roll; 3-ply, \$1.20 per roll; carpet felt, \$2.30 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O.K. and I.X.L., 70c. per roll; heavy straw and sheathing, \$35 per ton; slaters' felt, 65c. per roll.

FORK HANDLES. Manufacturers of ash handles and other ash goods such as whiffletrees, neck yokes, etc., are up against a serious difficulty. It is yearly becoming more difficult to get suitable ash timber for manufacture and consequently there is prophesied a shortage of all ash goods both in Canada and throughout the United States.

GUNS AND AMMUNITION.—Sales of gunpowder are particularly satisfactory. Guns are still in good demand at steady prices and rifles are moving fairly well. The sale of accessories such as hunting coats, leggings, knives, whistles, etc., is also good.

PLUMBING GOODS.

The past Summer season has been an active one for Ontario plumbing supply men, though the strikes in the larger cities interfered with business there. The great hope of the supply men this year has been the towns of Ontario, Manitoba and the Northwest and results have been in every way satisfactory. At the moment there is a satisfactory business doing and prices are firm.

LEAD PIPE.—An active trade continues at steady prices, the discount being 35 per cent.

SOIL PIPE AND FITTINGS. Business is even better than last week. Prices are as follows: Light soil pipe, 45 and 5 per cent.; light soil pipe fittings, 50 and 5 per cent.; medium and extra heavy pipe and fittings, 55 and 5 per cent.; 7 and 8 in. pipe, 40 and 5 per cent.

BRASS GOODS.—A good trade continues in brass goods and all steam fittings.

IRON PIPE. An active trade is reported. Prices are steady since the advance. Our quotations are as follows: Per 100 ft. Black pipe, $\frac{1}{4}$ in., \$3.15; $\frac{1}{2}$ in., \$2.50; $\frac{3}{4}$ in., \$2.65; 1 in., \$3; 1 $\frac{1}{4}$ in., \$3.70; 1 in., \$5.25; 1 $\frac{1}{4}$ in., \$7.35; 1 $\frac{1}{2}$ in., \$8.95; 2 in., \$12.55; 2 $\frac{1}{2}$ in., \$20; 3 in., \$23; 3 $\frac{1}{2}$ in., \$30; 4 in., \$36.

METALS

Business in metals has been of considerably larger volume than last year. Buyers have not, during the last month or two, been so ready to buy ahead as they were a year ago, but the volume has been

larger, every metal being asked for in greater quantity. Prices of ingot metals have had a sagging tendency, but there has not been much change in finished materials. The curtailment of the production of pig iron should have a reassuring effect as the heavy increase of pig iron output and the consequent decline in prices had been depressing to a large degree. Tin has continued to decline, this week witnessing another drop of 1c per lb. Copper is steadier though the outside markets show fractional reductions. Otherwise there is no change.

PIG IRON. The agreement to curtail pig iron production in the United States has gone into effect and is expected to steady the market generally. There has been some talk of United States pig iron coming into this market in large quantities, but it is not likely as freight charges and duty would rob that business of its profit. Canadian makers are holding their prices steadily. Midland and Hamilton No. 1 being quoted at \$20.

BAR IRON. Business keeps up well. Prices are steady. The base price is \$2. For extras cut to length while rolling 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft., 20c. over 20 ft., by special agreement according to length and size.

TOOL STEEL. A steady business continues at unchanged prices. We quote: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 11c.; Jonas & Colver's, 10 to 15c.; ditto, "Air Hardening," 70c. per lb.; Chas. Leonard's, 8 to 9c.; Park's "Silver," 11 to 13c.; Park's "Special," 15 to 17c.

BLACK SHEETS.—There is a good demand. Prices are steady in Great Britain and unchanged here. Our quotations are as follows: 10 to 16 gauge, \$2.25; 18 to 20 gauge, \$2.70; 22 to 24 gauge, \$2.90; 30 gauge, \$3.

CANADA PLATES.—An excellent trade is reported. Prices are steady. We quote: All dull, \$2.60; half polished, \$2.70; and all bright, \$3.50.

GALVANIZED SHEETS.—Unchanged both as to price and demand. Our quotations are: Queen's Head, \$4.50 for 28 gauge; American, \$4.10 for 24 gauge; Bell brand, \$4.30 for 28 gauge; Gordon Crown, \$4.50 for 28 gauge.

TIN. In sympathy with the continued decline in outside markets prices here have fallen another 1c. per lb., the quotations being \$29.50 to \$30.50 per cwt.

TIN PLATES.—Prices are unchanged throughout. The demand is light. We quote: Coke plates, bright, 14x20, \$3.85; charcoal plates,terne, 20x28, 112 sheets, \$8.

COPPER. A fair amount of business is being done in ingot. Sheets have also been more active. Prices are steadier than they have been. Our quotations are: Ingot copper, \$11.50, and sheet copper \$29.50 per 100 lb.

BRASS.—Is unchanged in price. Demand is fair. Discount, 10 per cent.

LEAD. More activity is shown. Prices show no change. We quote \$3.50 per 100 lb. for pig lead, and \$3.75 for bar lead.

ZINC SPelter. Stocks continue light and as there is a good demand prices are firm at 61 to 61c. per lb.

ZINC SHEETS.—There is a fairly good business in small quantities. We quote: Cask lots, \$6.75 to \$7, and part casks, \$7 to \$7.25.

OAKEY'S 'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and
Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

**JOHN FORMAN, 644 Craig Street
MONTREAL.**



COVERT MFG. CO.

West Troy, N.Y.

Auto Screw Jack

Harness Snaps, Chain, Rope and Web
Goods, etc.

FOR SALE BY JOBBERS AT WHOLESALE



PRIEST'S CLIPPERS

BALL
BEARINGS

Largest Variety.

Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and

Sheep-Shearing Machines

WE MAKE THEM.

SEND FOR CATALOGUE TO

American Shearer Mfg. Co., Nashua, N.H., U.S.A.

The Best Door Closer is . . .

NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS,

Hospital St.

BIRMINGHAM

Oneida Community Goods

HALTERS, COW TIES, SNAPS, etc., etc.,

In all sizes and styles. May be had of all
jobbers throughout Canada.

Factory—NIAGARA FALLS, ONT



You will be asked
for Dundas Axes
next fall. Are you
preparing to meet
the inquiry by be-
ing able to show
the goods?



Dundas Axe Works, Dundas, Ont

W. L. Hahlmann, Jr., District Agent, Montreal

SOLDER—In and is improving; prices are steady. Guaranteed half and half quoted at 18 to 19c, and wiping 17 to 18.

OLD MATERIAL.

A general decline of 1c is noted, copper, brass and wrought iron being affected. Higher selling prices are as follows: Heavy scrap and wire 10c per pound; light scrap, 9c per lb.; heavy red brass, 10c per lb.; heavy yellow brass, 8c per lb.; light brass, 5½c; lead, 2½c; scrap zinc, 3½c; iron, No. 1 scrap, \$12.50 per net ton; No. 2 scrap, 85c; machinery cast scrap, \$12.50; stove plate, \$10; malleable and steel, 8c; old rubbers, 6c per lb.; and country mixed rags, 50c per 100 lb.

HIDES, SKINS AND WOOL.

Trade is reported as fair with no accumulation of stocks. Hides and skins are at unchanged prices, but pulled wools are stronger. We quote:

HIDES.

No. 1 steer, per lb.	0 08
" " " " " "	0 08
" " " " " "	0 08
" " " " " "	0 08
" " " " " "	0 08

CALFSKINS.

Value, No. 1, 10 to 14 lb. inclusive	0 09
" " " " " "	0 07
" " " " " "	0 08
" " " " " "	0 06
" " " " " "	0 06
" " " " " "	0 60
" " " " " "	0 70
" " " " " "	0 60

WOOL.

Unwashed wool, per lb.	0 09	0 10
Washed wool, per lb.	0 16	0 17
Pulled wools, super, per lb.	0 17	0 18
" " " " " "	0 20	0 21
Tallow, per lb.	0 04	0 05

MANITOBA MARKETS.

Winnipeg, Oct. 5, 1903.

So far as changes in the market are concerned, western hardware business may be said to be at a standstill for the moment, but there is prospect of some considerable revision of lists for next week. The volume of business continues large and remarkably steady. Jobbing houses report that goods are coming forward more freely, and they are getting abreast of their orders. There has been an advance of 2½c. on "Jubilee" and "Anchor" building paper, making present quotations 80c. for "Jubilee," 65c. for "Anchor," untarred, and 70c. for "Anchor," tarred. The decline in linseed oil and the advance in turpentine that were looked for have not so far been announced. Coal oils have declined ¼c. for the best grades, making American water white 26c. and Canadian water white 24½c. per gallon. Price list for this week is as follows:

Barbed wire, 100 lb.	\$3 25
Plain galvanized, 6 to 8	3 39
" " " " " "	2 50
Plain galvanized, 10	3 50
" " " " " "	3 10
" " " " " "	3 20
" " " " " "	3 90
" " " " " "	4 45
" " " " " "	4 60
Barbed wire, 100 lb.	3 25
Plain twist	3 25
Staples	3 65
Oiled annealed wire, 10	3 42
" " " " " "	3 48
" " " " " "	3 56
" " " " " "	3 66
" " " " " "	3 76
" " " " " "	3 91
Annealed wires (uncoiled) 10c. less.	
Horseshoes, 40 per cent. discount.	
Horseshoes, iron, No. 0 to No. 1	\$4 75
" " " " " "	4 45
Snow shoes, No. 0 to No. 1	4 60
" " " " " "	4 45
Steel, No. 0 to No. 1	4 45
" " " " " "	4 20

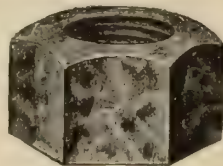
Standard Horse Rasps



"Kearney & Foot," "Nicholson," "Globe."
Warranted.

The above brands are celebrated for their Sharp, Elastic Teeth and Uniform Temper. For sale by prominent Hardware dealers.

NICHOLSON FILE CO., DOMINION WORKS, **PORT HOPE, ONT.**



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish. **INGERSOLL, ONT.**

NEW RAILS

12, 14, 16, 18, 20, 24, 30, 35 and 56 lbs. to the Yard—carried in STOCK for prompt shipment. **TRACK REQUISITES.**

Sessenwein Bros., 103 Shannon St. **.. MONTREAL.**

Was There Ever a Freight Company

that could live up to its promises? Never—at the busy season. And when the freight happens to be the

ARCTIC Buffalo Robes

you wanted for particular customers just at the height of the cold wave, it wouldn't make you any happier to hear that they're "on the way."

No need to send out a tracer if you order now.

ARCTIC ROBES are made of rich dark brown fur, lined with red or dark green Astrachan cloth, and interlined with rubber. Are made in 3 sizes, viz., 52 x 54, 62 x 54, and 72 x 54, being nicely trimmed, and are rain, wind and moth proof.

MANUFACTURED BY

Berlin Robe & Clothing Co., Limited
BERLIN, ONT.

Cut Nails—

2d 1 in.	\$4 10
3d Fin. 1½ in.	4 10
3d 1½ in.	3 75
4d 1½ in.	3 50
5d 1½ in.	3 50
6d 2 in.	3 40
8d 2½ in.	3 25
rod 3 in.	3 20
20d 4 in.	3 15
30d 4½ in.	3 10
40d 5 in.	3 10
50d 5½ in.	3 10
60d 6 in.	3 10

Wire Nails—

1 in.	4 25
1½ in.	4 20
1½ "	3 80
1½ "	3 60
1½ "	3 90
2 "	3 50
2½ "	3 35
3 "	3 30
3½ "	3 45
4 "	3 20
4½ "	3 20
5 "	3 20
5½ "	3 20
6 "	3 20

Bar iron, \$2.60 basis.

Swedish iron, \$4.75 basis.

Sleigh shoe steel 2 85

Spring steel 3 25

Machinery steel 3 50

Tool steel, Black Diamond, 100 lb. 8 50

Sheet iron, black, 10 to 16 gauge, 100 lb. 13 00

18 to 22 gauge 3 75

24 gauge 3 90

26 gauge 4 00

28 gauge 4 10

Galvanized iron, Apollo, 16 gauge 4 00

18 and 20 gauge 4 00

22 and 24 gauge 4 25

26 gauge 4 25

28 gauge 4 50

30 gauge or 10½ oz 4 75

Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.

Queen's Head, 24 gauge 4 25

26 gauge 4 50

28 " 4 75

Extra sheets, 36-in. wide, an advance of 25 p.c. per 100 lb.

Genuine Russian, per lb. 11

Imitation " 07 to 08

Tinned, 24 gauge, 100 lb 8 00

26 gauge 8 50

Tinplate, 1C charcoal, 20 x 28, box 10 00

IX 12 00

" IXX " 14 00

Ingot tin 35

Canada plate, 18 x 21, 18 x 24 and 20 x 28. 3 25

Canada plate, full polished 4 00

Sheet zinc, cask lots, 100 lb 7 50

Broken lots 8 00

Pig lead, 100 lb. 5 50

Black iron pipe, ¼ inch 3 30

" ½ " 3 30

" ¾ " 3 40

Black iron pipe, ¾ inch 3 70

" 1 " 4 35

" 1½ " 6 25

" 2 " 8 70

Rope, sisal, 7-16 and larger, basis. 10 50

Manila, 7-16 and larger, basis. 11 75

Lathyrn 15 25

Soldier 11 25

Axes, chopping 20

" double bits \$ 6 75 to 12 00

Bluestone 12 00 to 18 00

Screws, flat head, iron, bright. 5 70

Round " 85 and 10 p.c.

Flat " brass 80 p.c.

Round " " 75 and 10 p.c.

Coach 70 and 10 p.c.

Bolts, carriage 65 p.c.

Machine 50 p.c.

Tire 50 and 5 p.c.

Bolts, Sleigh shoe 60 and 5 p.c.

Plough 65 p.c.

Flat head stove 50 p.c.

Round head 60 and 5 p.c.

Elevator 60 p.c.

Rivets, iron 50 and 10 p.c.

Copper, No. 8 32

No. 12 36

Coil chain, 3-16 inch 10½

" ¼ inch 8½

" 5-16 inch 5½

" ¾ inch 5½

" 7-16 inch 5

" ½ to ¾ inch 4½

Spades and shovels 40 and 5 p.c.

Harvest tools 60 p.c.

Axe handles, turned, s. g. hickory, doz. \$3 15

No. 1 1 90

No. 2 1 60

Octagon extra 2 30

No. 1 1 60

Files common 70 and 10 p.c.

Diamond 60 p.c.

Shingles that Stand Every Test

That's what you're SURE of, when
you order

EASTLAKES

The practical, durable Steel Shingles
of Canada.They prevent fire, are lightning proof,
can't rust or leak, and give perfect
satisfaction. Any handy man can put
them on.Secure the trade of your locality in
these quick-selling goods.

The Metallic Roofing Co., Limited

TORONTO

MONTREAL

WINNIPEG

NOTES.

One of the signs of industrial progress in Winnipeg is the calling for tenders by The Western Implement Co. for a new factory to be erected in Fort Rouge. It is only a little over a year since this concern started and already they have three times secured additional premises. Now a 100-foot front on the banks of the Red River in Fort Rouge has been secured and a large factory will be erected this Fall three storeys high, and other buildings to the number of five or six. The company have orders far ahead of their present capacity and the work will be pushed with the utmost vigor.

NOVA SCOTIA MARKETS.

Halifax, Oct. 6, 1903.

THE volume of trade with the majority of wholesale houses in this section is about the same as last year. The travellers will be out steadily from now until Christmas. They are now assorting and selling some lines for Winter, and, so far as can be learned, they are doing a good business. The bad condition of the fisheries will probably lessen orders from the South Shore points this year. It is a bad day for the hardware trade when the fish fail, as this is really the backbone of business in some very important sections of the province.

The gun and ammunition trade has been very brisk this season with three firms which pay especial attention to this department. A large amount of the business is now done by catalogue and it seems to be a profitable trade for the dealer.

A feature that has lately become noticeable is the disposition of hardware firms to deal in lines which at one time were the exclusive property of the jewellery stores. A traveller who is well informed

Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance

Loaded shells:

Eley's soft, 12 gauge black	16 50
chilled, 10 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 20
Chilled	6 60
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned	70 and 10 p.c.
" plain	75 and 2½ p.c.
" pieced	
Japanned ware	37½ p.c.
Enamelled ware, white	45 p.c.
" Famous	50 and 10 p.c.
" Imperial	50 and 10 p.c.
Green Wire Cloth	1 50

PETROLEUM.

Water white American	26½ c.
Prime white American	24½ c.
Water white Canadian	24 c.
Prime white Canadian	22½ c.

SCRAP.

No. 1 cast iron	\$16 per ton
No. 2	8 "
Wrought iron scrap	5 "
Copper (heavy)	7 c. per lb.
Yellow brass (heavy)	7½ c. "
Light brass	5 c. to 6 c. "
Lead pipe, or tea lead	2 c. to 2½ c. "
Zinc scrap	1 c. "

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	\$ 0 84
Less than barrel lots	0 89
Linseed oil, raw	0 57
Boiled	0 60
Lubricating oils, Eldorado castor	0 28½
Eldorado engine	0 27½
Atlantic red	0 33½
Renown engine	0 42
Black oil	19½ to 21½
Cylinder oil (according to grade)	55 to 74
Harness oil	0 56
Neatsfoot oil	1 00
Steam refined oil	0 85
Sperm oil	2 00
Pure castor oil, first pressure	0 10
Lubricating oil	0 10



"Island City" Paint and Varnish Works.

**FINE VARNISH
A SPECIALTY.**

MAKERS

**AGRICULTURAL REDS,
CHROME GREENS, CHROME YELLOWS.**

P. D. DODS & CO., Proprietors, Montreal, Toronto, Vancouver.

regarding hardware conditions in this province states that silverware and cut glass are two lines now to be found in a great many hardware stocks.

Stocks of linseed oil have not been heavy on this market, and no one was hurt by the recent decline. Most of the dealers had been expecting something of this kind, as linseed has been dropping in Europe, and this at a time when the market is far from active. This article has had a remarkable decline in value. It is not so very long ago it was sold here at 80 to 85c. per gallon, whereas, at present, it jobs at 55c. for raw and 58c. for boiled by the cask.

At a meeting of the Halifax School Commissioners last week, there was a mild sensation when it was discovered that the contractor for the necessary hardware supplies was sending in invoices in which the prices were largely in excess of those named in his tender. It is said that some articles were charged double the amount at which it had been agreed to supply them. The matter is to be investigated by the Board.

Halifax met with quite a loss in the death of Mr. William C. Brine, of the firm of H. H. Fuller & Co. For several years Mr. Brine had not been in robust health, but in the end his death came suddenly. He was 53 years of age, and spent 27 years in one capacity or another in the above firm. Two years ago he became a partner, and on the death of Mr. Fuller, took over the business, afterwards associating with Messrs. William Sterns and George Robinson, the former of whom survives him. Mr. Brine knew the hardware business thoroughly, and was successful in all his undertakings.

W. B. Arthur, of W. B. Arthur & Co., is enjoying a well-earned vacation, having accompanied the Masonic mission to Boston. Mr. Arthur spends a good deal of his time on the road and has the reputation of selling larger quantities of goods than many other travellers.

FAIRBANKS' TORONTO OFFICE.

THE FAIRBANKS CO., Montreal, have taken the premises at 41 Front street west, Toronto, next to H. S. Howland, Sons & Co., and will be in position to make shipments from that point on and after November 1. Henry J. Fuller, general manager for Canada of The Fairbanks Co., has appointed C. J. Brittain, who is well known to the friends of the company, as local manager. M. C. Mullarkey, of the Montreal house, will have charge of the "Counting Room," and D. T. White, of the headquarters' staff, will have charge of the floor sales. S. J. Sanson will continue to cover the territory of the northern part of Ontario, and T. G. Hubbard, the western portion. The staff will be further increased shortly.

The Fairbanks Co. will carry a full stock of Fairbanks' Standard Scales, a line with which they are most closely identified. The valve department will handle a full line of Fairbanks asbestos disc valves, Pratt & Cady gate and check valves, asbestos packed cocks, W. I. pipe, valves and fittings, as well as a line of steam specialties manufactured by The American Steam Gauge & Valve Mfg. Co., of Boston, for whom they are sole Canadian agents. In the transmission department they will handle a full line of shafting, hangers, belting, pulleys and supplies. In the machine tool department they will make a specialty of the product of The Siles-Bement-Pond-Pratt & Whitney Co., for whom they are also sole Canadian agents. Besides this, they will have a line of The American Tool Works Co.'s tools, Yankee twist drill grinders, Green and Arbor presses, and all kinds of machine shop supplies. The gas and gasoline engine department will be in position to supply Fairbanks' vertical and horizontal gas and gasoline engines from 1 to 150 h. p. The asbestos department will confine itself to the product of The H. W. Johns Manville Co., of New York, for whom they are sales agents for Canada. The Fairbanks Co. have had a very large business in Toronto and Western Ontario, but the necessarily longer deliveries from Montreal have made it imperative that, with the increased volume of business, a stock should be kept at a more central point for distribution in Ontario.

CONDENSED OR "WANI" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

SITUATIONS WANTED.

SITUATION wanted as traveller by hardware clerk; best of references. Apply Box 61, HARDWARE AND METAL, Toronto. (46)

SITUATIONS VACANT.

WANTED—A traveler, on commission, from Toronto east; one that thoroughly understands the glue business. Address, Box 66, HARDWARE AND METAL, Toronto. (43)

WANTED—Immediately; first-class general tinmith; one with knowledge of plumbing preferred; steady work and good wages; state experience, etc. E Rolston, Ladysmith, B.C. (44)

FOR SALE

GENERAL hardware business in good Ontario town. Stock \$10,000. Selling out because of ill health. Box 65, HARDWARE AND METAL, Toronto. (42)

To Manufacturers' Agents

HARDWARE AND METAL has inquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of inquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

HARDWARE AND METAL
Montreal and Toronto

HARDWARE AND METAL

The Hobbs Manufacturing Co.,

LONDON, CANADA

Limited

Our Specialty

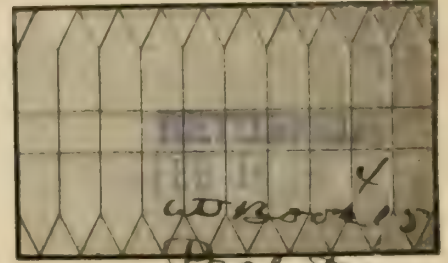
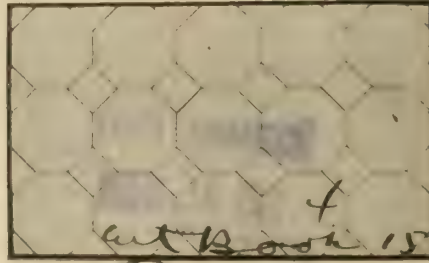
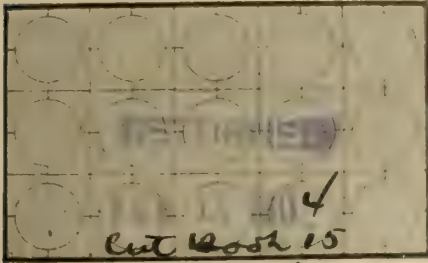
WINDOW GLASS

Quality the Best. Special Packing in Heavy Cases. Contents Sound.

ORNAMENTAL PRISMATIC GLASS.

bronze or nickel finish; very strong and durable. Also of lead electro-glazed.

We manufacture this for all purposes, in many designs, at different prices —
In sheets or made in squares, glazed in hard metal bars, of brass, copper.
Also, SHEET PRISMS



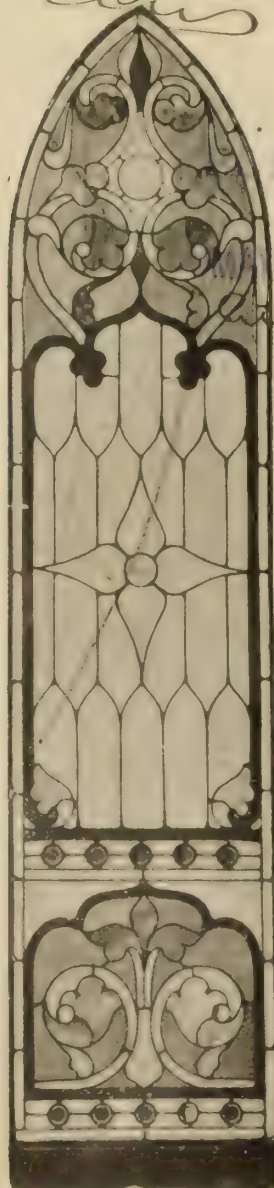
Church

Windows



No. 52

We
Manufacture
and
Import
GLASS
of
Every
Description



No. 16

Write for
Our
Catalogue
and
PRICES
They will
Interest
You



No. 57

PAINT, OIL AND BRUSH TRADES

CONSOLIDATION OF LINSEED OIL FIRMS.

THE Dominion Linseed Oil Co., Limited, Toronto, has been incorporated under Dominion charter with share capital of \$500,000. The directors of the new company are James Livingston, of Baden, Ont.; John McGowan, Sr., of Elora; John McGowan, Jr., of Elora; Stephen Johnson Parker, of Owen Sound; Frederick George Sanderson, of St. Mary's; John P. Livingston, of Baden, and Peter Livingston, of Baden. These gentlemen represent the Baden, Elora and Owen Sound linseed oil mills, the new company thus being practically a consolidation of the three concerns.

The plants of the companies have been valued by an expert and it is intended that the capital of the company shall be fully paid up, either in stock allowed for actual value of plant or in cash.

The new company have under the charter the following powers:—(a) To manufacture, sell and otherwise deal in linseed oil, oil cake and linseed meal and any other articles or materials made therefrom and the by-products thereof and all manner of packages for containing the same; (b) To acquire the business and assets of any individual or company dealing in the same materials; (c) To acquire, hold and dispose of the stocks, bonds, debentures and securities of such other companies; (d) To acquire, lease or own railway cars and own and operate steamships, barges and other vessels for the purposes of the company; (e) To acquire any invention capable of being used for the purposes of the company and to acquire letters patent, trade marks, privileges and concessions of any character granted in respect of any such invention or concession and dispose of the same.

It seems to be an attempt to control the Canadian linseed oil trade. It is pointed out that the production of flax seed has greatly increased in Manitoba and the Northwest Territories, and that in a very short time Canada will produce sufficient flax to supply the Canadian oil mills. The capacity of the mills now in the country would be sufficient to more than provide for its needs, so it is argued that it will be possible to reduce importations to a minimum. No export business in linseed oil is counted on for some time, but more

attention will be paid to the export of linseed cake.

THE PRIZE WINNERS.

The prize competition which Henderson & Potts, Montreal and Halifax, conducted at the Toronto Exhibition interested many thousand people. Owing to the immense number of replies received there has been a little delay in awarding the prizes. The list of those who had the lucky numbers is as follows:

Lucky No.	Prize No.	Won by	Address
6,364	1	A. J. Laughton	Carlton West, Ont.
9,691	2	Harry Hallman	Mannheim, Ont.
6,619	3	W. E. McCredie	Niagara Falls South, Ont.
17,239	4	John R. Scott	Clifford, Ont.
739	5	Mrs. L. Pemberton	21 Howland ave., Toronto.
16,232	6	P. J. Dykes	598 Bathurst, Toronto.
2,136	7	J. A. Green	Cedar Springs, Ont.
729	8	G. H. Caughill	Aylmer, Ont.
2,298	9	M. Skelton	52 Brock Ave., Toronto.
524	10	Fred Burt	Collingwood, Ont.
16,058	11	Arthur Peppiatt	123 Peter street, Toronto.
2,194	12	Ida M. Wilkinson	24 Grange ave., Toronto.
17,125	13	Miss J. C. Gibson	10 Bleecker street, Toronto.
996	14	George Lawson	Brampton, Ont.
6,335	15	C. W. Ramsay	Port Hope, Ont.
16,556	16	J. F. Browncomb	Uxbridge, Ont.
2,321	17	Mrs. A. Cross	604 Gerard east, Toronto.
9,875	18	W. W. Kinsey	Bracebridge, Ont.
17,162	19	J. V. Interbaugh	Edgely, Ont.
2,443	20	Jennie L. Murray	Strathroy, Ont.

ALMOST A RIOT.

FOR some time past a leading Canadian paint firm in the west part of Montreal have been so pressed with orders that they have continually been on the lookout for additional help in the labelling department of their liquid paint branch. To this end they have had a sign hanging outside of their works bearing the inviting words:

"GIRLS WANTED."

A few days ago some evil-disposed person, or persons, took down this sign in the dead o' night and hung it outside of Yow Yow's Chinese laundry in the close-by suburb of St. Henri. Now it came to pass that the buxom, dark-eyed French-Canadian matrons came to their front doors in the morning in pursuance of their various domestic duties and to discuss "ze grand funerale" the previous day given Monsieur Le Wax, the cordwainer, "who kept the moccasin shop," and to remark what a lovely marriage fell to the lot of Manzelle Camille La Tulippe. "She had Joe Labonte's grand voiture with two horses, 'wan wid dock tail' and with

rouge rosettes on le bridle and ze rubbaire tire on two wheel!"

Presently their luminous eyes fell upon the sign on Yow Yow's wall and their righteous indignation was aroused. An impromptu vigilance committee was immediately formed, consisting of such names, redolent of the old French regime, as Mesdames La Fille, La Flamme, La Rose and Laforce. Each of these upholders of propriety would tip the scales at 200 lb., and when armed with brush and bucket they presented a formidable appearance. Poor Yow Yow capitulated immediately, vowed upon his pig tail and soapy honor he had nothing to do with the offending sign, and it was removed, while the laundryman jabbered: "No wantee girlee; washee, cookee, selfee. Wiffee, 'Shoo Shoo,' in San Francisco. Nicee girlee all a samee. Cheri, Cheri!—Savee?"

THE BRITISH LINSEED OIL MARKET.

IN the market for linseed oil the fall has not been checked to any extent, but it has assumed a more gradual character, says The Ironmonger. The lowest price touched during the month—viz., 18l. 15s. per ton in London, casks free, and 17l. 15s. in Hull, naked—is slightly less than the current quotation as we write, but it is lower than anything that has been known since the Spring of 1899, previous to the great "boom." After the experiences of the last four years it will not be difficult for sellers of linseed oil to persuade consumers and those dealers who stock with the idea of improving their oil by maturing it in their own tanks that it is a perfectly safe thing to purchase the article at current rates. It certainly looks very cheap; but we are far from being confident that it is cheap, or that it is a safe thing to buy for future requirements. Taking everything into consideration, it is difficult to see that large purchases at present prices can be justified as a safe investment. The forward price of linseed oil, say, for delivery from January to March, 1903, is now the same as for spot delivery, so that it would appear that speculators do not anticipate an immediate rise, nor are they expecting a rapid fall. It is, however, natural that they do not care to commit themselves for forward at anything under the present quotation.

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES.

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors,
Prepared Paints, Window
Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO.,
PHILADELPHIA.

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON,
LONDON.

Please mention **HARDWARE AND METAL** when writing.

LINSEED OIL

Raw and Boiled

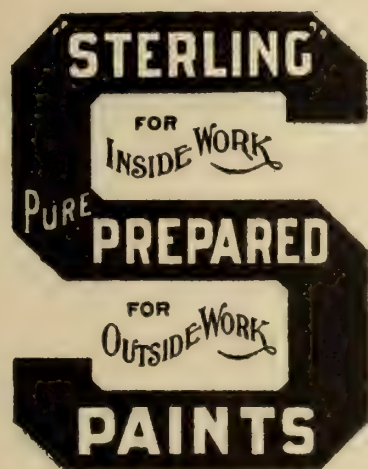
"GUARANTEED PURE"

MANUFACTURED BY

Canada Linseed Oil Mills,
MONTREAL. LIMITED

 **BARRELS WANTED!!**

We are open to buy good sound, oak
Linseed Oil, Turpentine, Varnish, and
Machine Oil Barrels.



"STERLING"

on a tin of ready-mixed paint means the same as it does
when on silverware, or anything else. It means

"BEST QUALITY"

The retailer who sells "best quality," or "Sterling" paints,
is sure to do the biggest paint business in his locality, and
we do a few new advertising stunts that help things along
wonderfully.

If you're not selling all the paint that's used within a
few miles of your store, ask us to put our schemes to work
in your interests. Write

The STERLING PAINT PEOPLE

(GRANT-HAMILTON OIL COMPANY)

TORONTO. MONTREAL. WINNIPEG.

PAINT AND OIL MARKETS.

MONTREAL.

The most pronounced change during the past week has been in the price of shellac varnishes. Within a few months the price of gum shellac has almost doubled and the leading varnish manufacturers in Montreal have been forced to advance prices for shellac in bulk from fully 25c. per gallon. Even with this advance the present revised quotations are very close, and it would not be surprising if an additional 10c. per gallon were added within a week or two. Importation continues to advance gradually and an increase of 2c. over prices of last week will be noticed. It is expected that a still further advance is in contemplation at time of writing, and it is probable that by the time this issue of "Hardware and Metal" is in our readers' hands, the price on the local market will be on an 85c. basis. There is an excellent turn-over in linseed oil owing to the prevailing low prices. White lead also continues to be shipped in large quantities. General goods are only in fair demand with the exception of putty, which is meeting with a particularly brisk inquiry. We quote:

GROUND WHITE LEAD.—Best brands, Government standard, \$1.90 to \$5.15; No. 1, \$4.50 to \$1.77½; No. 2, \$4.30 to \$1.10; No. 3, \$3.92½ to \$1.02½; No. 4, \$3.55 to \$3.65, all f.o.b. Montreal. Terms, four months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—\$4.50 in casks, and in kegs \$4.75.

DRY WHITE ZINC.—Pure dry, in casks, 6c.; in 100 lb. kegs, 6½c.; No. 1, zinc, in casks, 5½c.; in 100 lb. kegs, 5¾c.

WHITE ZINC (ground in oil)—Pure, 25 lb. irons, 8c.; No. 1, 7c.; No. 2, 6c.

PUTTY. We quote: Bulk, in barrels, \$1.50; in 25 lb. tins and irons, \$1.85; bladder putty in barrels, \$1.75.

ORANGE MINERAL.—Casks, 7c.; 100 lb. kegs, 7½c.; smaller quantities, 8½c.

RED LEADS.—Genuine red lead, in casks, \$4.25; in 100 lb. kegs, \$4.50; in less quantities, \$5.50 per 100 lb. No. 1 red lead, casks, \$4.10; kegs, \$4.20, and smaller quantities, \$5.25.

LITHARGE.—Ground, casks, 5c.; in less quantities, 6c.; cake litharge, casks, \$5; smaller, \$5.50 per 100 lb.

LINSEED OIL.—Raw, 1 to 1 bbls., 48c.; boiled, 51c. Raw, 5 to 9 bbls., 47c.; boiled, 50c. Terms, net cash in 30 days. Delivered in Ontario between Montreal and Ottawa at 2c. per gallon advance.

TURPENTINE.—Single barrels, \$2c.; 2 to 4 barrels, \$1c. Standard gallon of 8 1/2 pounds. Terms, net cash in 30 days.

BENZINE.—25 to 26c.

SHELLAC VARNISH.—Pure white, \$2.60 to \$2.80; pure orange, \$2.15 to \$2.65; No. 1—fine shellac, \$2.30 to \$2.50.

MIXED PAINTS.—\$1.20 to \$1.40 per gallon.

CASTOR OIL.—7 to 9c. in wholesale lots, and 4c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PURE ENGLISH PARIS GREEN.—Petroleum barrels, 14c.; in kegs, 14½c.; 50 and 100 lb. drums, 15c. 25 lb.

drums, 15½c.; 1 lb. paper boxes, 16c.; 1 lb. tins, 17c.

TORONTO.

The heavy sale of prepared paints, dry colors and supplies continues. The price feature is the advance of 1c. in turpentine, owing to higher prices at Savannah. Linseed oil is easy in Great Britain, and the local market exhibits no great strength, though no change in quotations has yet taken place. We quote:

WHITE LEAD.—Ex Toronto, pure white lead, \$1.90 to \$5.50; No. 1, \$4.45 to \$4.65; No. 2, \$4 to \$4.25; No. 3, \$3.75 to \$4; No. 4, \$3.50 to \$3.75 in packages of 25 lb. and upwards; ½c. per lb. extra will be charged for 12½ lb. packages; genuine dry white lead, in casks, \$4.25.

RED LEAD.—Genuine, in casks of 500 lb., \$4.75 to \$5; ditto, in kegs of 100 lb., \$5.25 to \$5.50; No. 1, in casks of 500 lb., \$4 to \$4.25; ditto, in kegs of 100 lb., \$4.25 to \$4.50.

LITHARGE.—Genuine, 6 to 6½c.

WHITE ZINC.—Genuine, French V.M., in casks, \$6 to \$6.25; Lehigh, in casks, \$6 to \$6.25.

SHINGLE STAIN.—In 5-gallon lots, 60 to 85c. per gallon.

PARIS WHITE.—90c. to \$1 per 100 lb.

WHITING.—60 to 65c. per 100 lb.; Gilders' whiting, 75 to 80c.

SHELLAC.—Pure orange, in bbls., \$2.35; white, \$2.50 per gallon; No. 1, 15c. less; in less quantities 30c. extra, including price of can.

GLUES.—Broken sheet, in 200-lb. bbls., 8 to 8½c. per lb.; cabinet glue, in bbls., 11 to 12c.; emery glue, in bbls., 17c.; bookbinders', ground, 10½c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

PUTTY.—Bladders, in bbls., \$2.25; bladders, in 100-lb. kegs, \$2.40; bulk, in bbls., \$2.05; bulk, less than bbls. and up

to 100 lb., \$2.20; bladders, bulk or tins, less than 100 lb., \$2.95.

PLASTER PARIS.—New Brunswick, \$2 per bbl.

PUMICE STONE.—Powdered, \$2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots and 8c. in bbls.

LIQUID PAINTS.—Pure, \$1.20 to \$1.40 per gallon; No. 1, \$1.10 per gallon.

BARN PAINTS.—65 to 70c. per gallon.

CASTOR OIL.—English, in cases, 8 to 9c. per lb.; and 9 to 10c. for single tins.

LINSEED OIL.—Raw, 1 to 2 bbls., 51c.; boiled, 54c.; 3 to 5 bbls., raw, 50c.; boiled, 53c., delivered. To Toronto, Hamilton and London, 2c. less.

TURPENTINE.—Single bbls., 84c.; 2 to 3 bbls., 83c., delivered. Toronto, Hamilton and London, 2c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

WINDOW GLASS.

MONTREAL.

Business on the local market continues very good. The usual rush of Fall orders is now in progress and jobbers report an exceptionally good season. Prices are firm and unchanged. We quote: First break, 50 ft., \$1.85; second break, \$1.95 for 50 ft. First break, 100 ft., \$3.50; second break, \$3.70; third break, \$4.20; fourth break, \$4.45.

TORONTO.

An excellent business is reported for both window and ornamental. We quote: Star, under 26 in., \$3.80; 26 to 40 in., \$4; 41 to 50 in., \$4.50; 51 to 60 in., \$4.75; 61 to 70 in., \$5; 71 to 80 in., \$5.50, Toronto, Hamilton and London.

Have you got the Agency of

a first-class paint to supply your customers with for their Fall painting? The Fall and Spring are the best seasons of the year for painting. It is the time when the dealer should push hardest for business. Secure the customer, then clinch his trade by giving him a paint that gives the greatest satisfaction.

ANCHOR LIQUID PAINT

is the paint you want. It never fails to give a good account of itself. The fact that the best white lead in the world — **BRANDRAM'S B.B. GENUINE** — is the only one used in its manufacture speaks for itself.



HENDERSON & POTTS

ESTABLISHED
1874,

Halifax and
Montreal.



Department of Advertising Suggestion and Criticism.

Edited by
W. ARTHUR
LYDIATT,
Toronto.

The Time to Advertise is All the Time.

IN a recent issue of The Chicago Sunday Tribune appears an interesting article on the psychology of advertising by Prof. Walter D. Scott, of the Northwestern University, who for years has been studying the leading advertising mediums, both periodical and daily newspapers, for Mahin's Magazine, a Chicago advertising journal.

He has conducted any number of experiments in order to determine the effect of various styles of ad. on the human mind, and his deductions as they have appeared in Mahin's Magazine have been particularly interesting, instructive and valuable.

Summing up his opinions, formed during his exhaustive study of the subject, he says:

Successful advertising is a form of hypnotism.

All men are naturally obedient.

Use the form of great command.

Make the ad. contrast with its environment.

Place the ad. near what will give it a pleasant impression.

Place the characteristic feature first.

Repeat the essential mark at every re-appearance of the ad.

Have the illustration—or headline—

represent what the ad. is, and not what it is not.

"It is assumed," Prof. Scott says, "that advertising efforts have a relation to psychology because psychology is the study of the minds of the people whom the advertiser seeks to influence. The advertiser's entire effort is to influence the minds of customers, and psychology teaches him how to do it.

"Advertising is a serious thing with the business men of to-day. It is estimated that the business men of the United States are spending \$6,000,000,000 a year on advertising. What the advertiser is after is to learn the customer's wants, what will catch the attention, what will impress itself upon his mind and lead him to buy.

"He wants to know the minds of his customers.

"The theory of advertising is nothing but a stubborn and systematic attempt to understand and explain the workings of the minds of these very persons.

"Among the first requirements for the successful advertisement is that it make the least possible demand upon the intelligence of the reader. It must be simple, clear, direct, and therefore easily understood. It must at once attract attention

Nobles & Hoare.

CORNWALL ROAD STAMFORD STREET.

LONDON, ENG.

Manufacturers of

HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works
or from the principal Color Dealers in Canada.

TRADE



MARK



Manufacturers of FINE READY-MIXED PAINTS
FLOOR PAINTS and VARNISHES, and WHITE
LEAD. Full line of best DRY COLORS, OILS,
and all PAINTER REQUISITES always in stock
Send for prices.

The Globe Paint Co.,

Limited

422-424 Adelaide St. W., Toronto.

**STOVE
PIPE
VAR-
NISH**



BRILLIANT BLACK

STOVE PIPE VARNISH IN STONE BOTTLES.

Small—Under one gross	per doz....
Small—One gross and over	per gross...
Large—Under one gross	per gross...
Large—One gross and over	per gross...

STOVE PIPE VARNISH

In Lever-Lid Tins.

No. 1 Size (Large)

No. 2 Size (Medium)

No. 3 Size (Small)

STOVE PIPE VARNISH

CRYSTAL BLACK,

In Lever-Lid Tins, Brush Attached.

Packed in boxes of three dozen.

STOVE PIPE VARNISH

In Bulk.

For particulars see Catalogue, page 48

PROMPT SHIPMENT FROM

MONTREAL and TORONTO.

**THE
CANADA
PAINT
COMPANY
LTD**

"To do this it must be either a new thing attractively presented or an old thing presented in a novel manner.

"Direct command is the most effective form of advertising.

"Try Ford's Pepsin' is a much better form of advertising than 'Ford's Pepsin is Excellent,' or 'Nothing better than Ford's Pepsin.'

"This is because people are naturally obedient. They are influenced unconsciously by suggestion. Unless their attention is called to the fact that they are following the will of another, they will, without realizing it, do as they are told because it saves them the trouble of thinking for themselves."

Another psychological principle which lies at the foundation of successful advertising is this: We think in terms of things. That is, men are for the most part not given to abstract thinking. Concrete forms, images of taste, smell, sight, hearing or touch form the coin of thought. The more concrete an advertisement is, therefore, the better advertisement it is.

It is here that the illustration is of importance. The function of illustration in advertising is two-fold it must attract attention; it must aid perception.

Text and illustration must combine to emphasize by concrete symbols the important features of the thing advertised. If a piano is being advertised, pleasant sounds should be suggested. If it's candy, the mouth should be made to water. A pair of shoes should be made to impress one not only with their style, durability and cheapness, but also with their comfort.

As an example of the importance of suiting the character of the image suggested to the thing advertised, take the recent advertisement of a piano firm. There is nothing in the advertisement which points directly and peculiarly to pianos. Substitute the word "incubator" for the word "piano" in the advertisement and it is quite as intelligible, and reads as follows:

"Ticknor Incubators.

"If any one offers you a 'just as good' incubator at a lower price than he Ticknor costs, buy it, but be sure that it is 'just as good.' A reputation for reliable goods is better than a reputation for low prices. Our prices must be right, however, or there would not be to-day more than 76,000 Ticknor incubators in use."

There is nothing about sound in the whole advertisement, nothing suggestive of pianos or of this piano in particular.

Hardly second in importance is the position, or environment, in which the

advertisement is placed. To make an impression the advertiser makes the generalization that it is necessary to look well to the make-up of the page upon which his advertisement is to appear.

Don't let the health food advertisement impinge upon the death column.

Don't let the advertisement of some "get rich quick" concern, that will arouse suspicion in the mind, appear next to the "ad" of the old reliable firm, or the latter will suffer.

Colors are important. Red is better than violet. Black letters on white are better than white letters on black.

In spite of the enormous increase in the amount of money spent in advertising during the past five years it is safe to say that every month sees a large increase in the intelligence shown in the expenditure of the money and a proportionate increase in the value of the returns.

In his investigations Prof. Scott studied 4,000 magazines and periodicals, examined 25,000 newspapers, read 75,000 letters, collated all the advertisements ever published by the leading magazines. He spent 500 hours on a single line of ads. and thousands of dollars for investigation and correspondence.

These figures give some idea of the amount of work done, and add strength to the arguments and conclusions he sets forth. Lots of people have thought that advertising was too practical a thing to be aided by psychological study and academic theorizing. When, however, Prof. Scott comes forward with some hard-headed sensible conclusions as to the form and contents ads. should have in order to be most effective — when these conclusions are based on such a vast amount of study and experimenting, the psychological side of advertising becomes important to those of us who spend any considerable amount of money and effort in influencing the minds of the people.

It is interesting to note, for instance, that a suggestion by direct command, as "Use or Try Smith's Soap" has been found to be more effective than a simple passive statement, such as "Smith's Soap is Best." Since Prof. Scott started his experiments several large advertisers have adopted his suggestion in this connection and proven his conclusion a correct one. To know that this direct command form of advertising is best, is of practical value to all of us, as one of the troubles we have had to contend with in doing effective advertising is the uncertainty of it. Anything then that will inform us so that we may be more certain of the possible results from our advertising, helps to make advertising a better investment. We have

had no sure way of knowing what would best attain our end — this conclusion ought to help us considerably.

Prof. Scott hasn't solved the problem of human nature yet, but he has found out a good many things which if we knew we could apply to our business with advantage. Medical science is more or less uncertain, too, but enough is known to render the guesses which medicine men make of practical value in a large proportion of cases.

It is instructive to learn that all men are lazy. If we are to interest them we must make our ads. simple and plain so that no effort will be needed on their part to comprehend and become interested in what we say.

It is encouraging likewise to learn that it is the nature of men to obey. If we can convey our wishes to them without arousing their suspicions or combativeness we can lead them to do what we wish. Prof. Scott does not point it out, but this is a great argument for calm, common-sense, reasonable style of advertising, against the circus style, the exaggerating, impossible statements which must necessarily arouse suspicion and show the reader at once that he is being experimented with or that an endeavor is being made to fool him or lead him.

A fine, common-sense lesson which Prof. Scott learns from his studies is that men are attracted more readily by concrete statements than by abstract ones. This is an argument, therefore, for illustrations in ads. when they can be afforded, and also for specific incidents and examples, rather than generalizing about our great bargains, the wonderful growth of our business, our desires to do business on the square, our great solicitude for our customers' welfare, our "finest in town" arguments, and so on. Think of the hundreds of merchants who sin against this rule every day.

Better read again this brief summary of what Prof. Scott has learned about advertising and its effects from actual investigation and test. Think it over a few times, practice his precepts, and get value out of his exhaustive study in the art of advertising.

The Lasalle, Carey Co., Limited, general merchants, St. Pierre, have been incorporated.

H. M. Shaw, general merchant, Nanton, is admitting J. M. Glendinning to his business on the 1st prox.

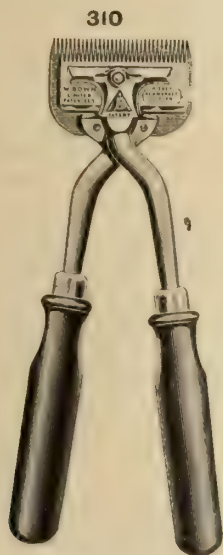
Pierre Morin, general merchant, St. Honore, is deceased.

BURMAN'S CELEBRATED CLIPPERS

Contractors to the War and India Offices

PATENTEES AND MANUFACTURERS OF

Horse Clippers, Barbers' Clippers, Dog Clippers, Leg Clippers,
Fetlock Clippers, Body Clippers, Mane Clippers,
and Clippers of all descriptions.



Bown's "Newmarket" Clipper

The Improved B PATTERN "NEWMARKET"

Detachable Plates.
Improved Cap with Long
Bearing.
Rigidity and Easy Running.
Accurately Machined and
Perfectly Fitted.

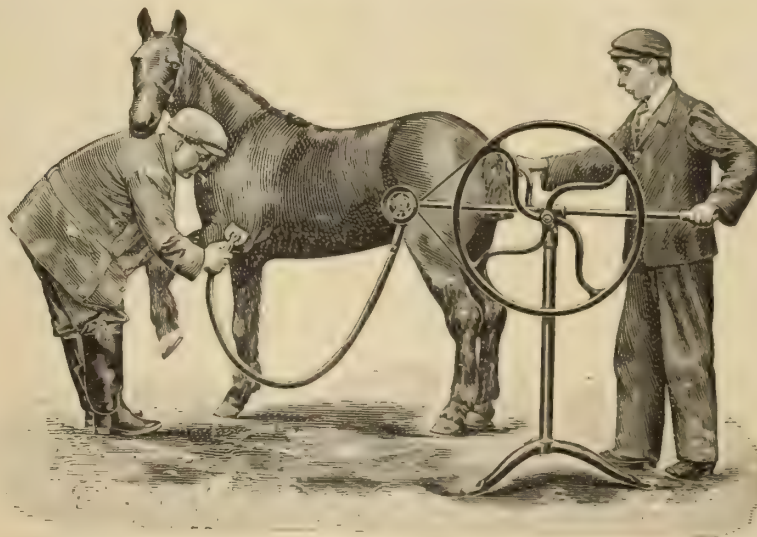
ALL PARTS INTERCHANGEABLE.



The "Handicap" Clipper
The cheapest centre-adjustment clipper made.

Our goods are stocked by all the leading Jobbers throughout the Dominion.

For Beauty of
Design
and
Superiority
of
Workmanship



The "NEWMARKET"
POWER CLIPPER
stands
Supreme
and
Unassailable.

The "Newmarket" Power Clipper

Strong and Reliable.

Speedy and Durable.

Simple and Effective.

BURMAN & SONS, Limited, LEE BANK WORKS, BIRMINGHAM

ENGLAND

HEATING AND PLUMBING

AN IDEAL SOIL AND VENT-PIPE SYSTEM.

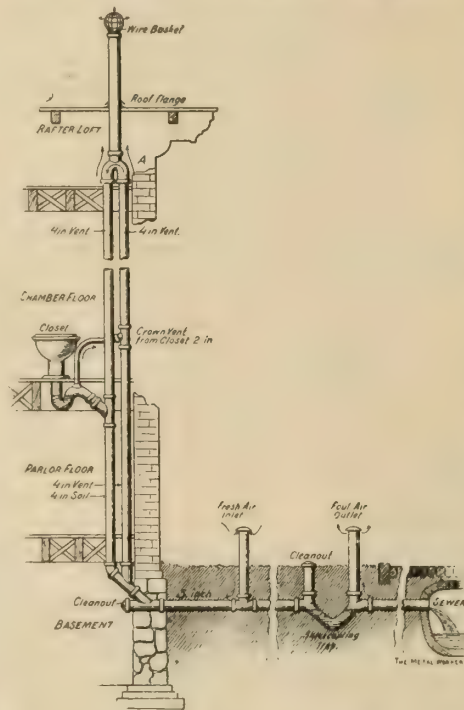
COMPLAINT is heard at times on the score of the alleged inefficiency of fresh air inlets, foul air outlets, etc. This is due to walled or ignorant omissions of features necessary to secure perfect operation, writes Helmas, in *The Metal Worker*. In almost every instance a foul air outlet is necessary, not because its own efforts will free the general sewer of foul air; not because we are afraid the sewer air will penetrate the seal of the intercepting trap quickly in its absence; not because a stream of foul air will help our lawns or improve the atmosphere, but, primarily, because an intercepting trap is necessary and the foul air outlet is an essential adjunct to it.

Foul air outlets improve sewer air to some extent. They act as crown vents and thus prevent siphonage of the intercepting traps. They prevent the seals from "waving out" under the influence of pressure on the sewer side of the traps, due to a rising water line in a gorged sewer during rain storms, and prevent the siphonage which would follow the vacuum of subsidence after a rain storm. The intercepting trap is to the soil and vent system what a trap is to an individual fixture; the latter protects the air of the building directly and is, with some exceptions, merely an extra precaution against the lesser foulness of the house system only; the intercepting trap protects the soil system directly, and thus the air of the house indirectly.

The value of the intercepting trap is obvious when we consider that the plumber bases his importance on his ability to protect his patrons from the dangers of sewer air. Is it, then, better to keep sewer air out of the house; or is it better to ventilate the sewer through the house pipes and thus expose the house to all the nuisance of sewer air that may enter through traps, fractures and defective joints?

Dr. Billings found by analysis in more than one instance that the air of house pipe systems protected by intercepting traps was as free from bacteria as the air of the rooms through which the pipe passed. If this was true of the air of the general sewer the plumber's claims are fraudulent and he has fooled his patrons, made many useless restrictions and exacted much that is not due him. If not the intercepting trap is necessary.

The fresh air inlet keeps the house system filled with fresh air, so that in case of leakage, breakage, siphonage or penetration the danger is minimized. It also prevents pressure in the house system, which would, in some instances, unseat the intercepting or other traps between it and the fixture discharging. When the piping is arranged as shown in the illustration herewith puffs of foul air issuing from the fresh air inlet are unknown; the unsealing of traps by vacuum above the fixture discharging does not occur; the loss of trap seals by "waving out" from pressure preceding the water discharged from a fixture is impossible; the entire



An Ideal Soil and Vent Pipe System.

house system is always full of fresh air and the current of air in the vent stack above the loop is never reversed, although it is stagnated by the air in the loop circulating while a closet is discharging.

With the exception of the loop, the function of every pipe shown in the sketch is marked, or obvious. The loop provides for as nearly continuous ventilation as it is possible to obtain with a simple arrangement. When no fixture is discharging into the stack the air currents are as indicated by the arrows beside the pipes. When a closet discharges the water in the stack tends to leave a void behind and is pushing air in front

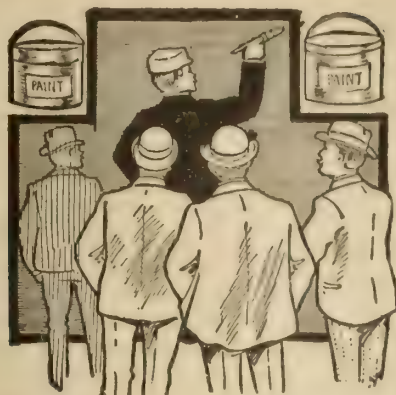
of it, in proportion to the vacuum it would form were it not for the loop. The water first overcomes the upward air current in the soil stack, and, as the vent stack of the loop is of equal diameter and the air already travelling up it, the air in front of the water turns up the vent stack. This increases the velocity in the vent stack and, as the air in the stack above the loop is travelling upward and would have to be pulled downward, the air in the vent side of the loop turns down the soil stack at A, as indicated by the arrow on the fitting, supplying the air needed behind the water.

The house sewer should be, and usually is, larger than the stack. The difference in size and the position of the pipe accommodates the water without more than checking the current in the sewer line. In passing from the loop to the sewer line a small volume of air may be driven back in the line; but compression all along to the fresh air inlet would have to take place before any could be puffed out, and then fresh air would be expelled until the whole inlet pipe was emptied before any air could be driven out that was over in the sewer at all.

The following suggestions are worth heeding when putting in such work: Tap the sewer high to avoid water locking the house line during rain storms. Put a vent on the sewer side at the trap and extend it, straight up, above the level of Winter ice and snow. If necessary, on account of lack of yard space, extend this vent to above the roof level, but not near the end of the main vent stack. Place a clean-out at the trap.

Observe the same rule in fitting the fresh air outlet. If it is carried to the roof, as is done in rare cases, do not extend it as high as the end of the regular vent stack; leave the whole line exposed but shaded and end it some distance from any other line. Use the most direct line of the loop for the vent stack; the water will then wash clean any turn which the soil line makes at the bottom of the loop. A return bend with back outlet is better at the upper end of the loop, but other fittings will answer. Any number of closets may be put on a loop of this kind. Both pipes of the loop should be at least 1 inches diameter. If possible, all crown vents should be vertical as high as the top of the fixture. If the intercepting trap is within the basement the connections shown may be

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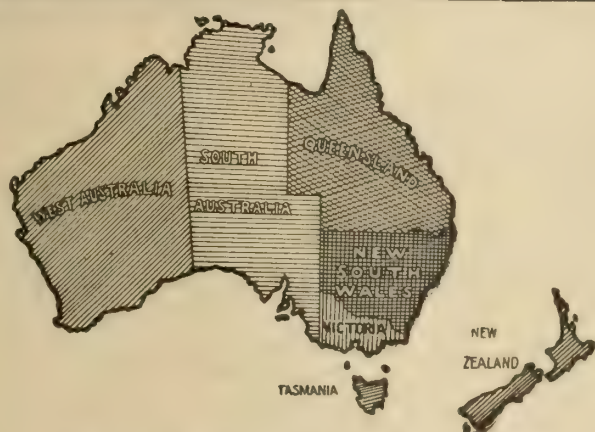
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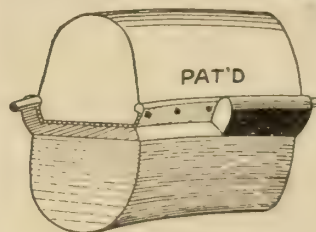
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all to set conditions, maintaining the joints as described throughout, if possible.

SOLDERING ALUMINUM

Another method of soldering aluminum is given by a United States firm, who say that it gives a strong and durable joint between two pieces of aluminum or alloys of that metal. The solder is made up as follows:

	By Weight
	Per cent.
Spelter.....	90
Aluminum.....	5
Antimony.....	5

The solder is even stronger than the above if 8 per cent. of antimony and 87 per cent. of zinc is used. The aluminum is first melted in a crucible and the zinc added gradually; when the latter is melted the antimony is put in and the alloy mixed intimately with sal ammoniac. When the surface of the molten metal is clear and white the slag is removed and the solder cast in bars. The surfaces to be soldered are first cleaned with acid and then coated with solder, care being taken that the latter penetrates the surface of the metal under the action of the fire without its being burnt. The pieces are then brought into contact and heated; the excess of solder is removed while still liquid, and the whole is allowed to cool.

NEW C.P.R. HOTEL AT LONDON.

Plans are being prepared for the erection of a new hotel in London, Ont. The site has not been decided upon fully, but it will be on Richmond street, between the C.P.R. and G.T.R. stations. The cost, it is estimated, will be \$250,000. The stock has already been very largely subscribed, commercial men taking large shares of it. Shares are valued at \$100, and twenty-five hundred have been issued.

A FITTER'S RESOURCEFULNESS.

A subscriber sends us information of a little dodge resorted to by one of his gas-fitters. The man was on his way to the shop when he was accosted by a lady and asked if he was not Mr. So-and-So's workman. On replying that such was the case, the lady exclaimed that owing to a mishap one of the gas-fittings had received a blow and was leaking badly at the joint. The situation was annoying, because cooking was in progress in the gas-oven, and therefore it was not convenient to cut off the supply at the meter. "My man," writes our subscriber, "on looking into his kit, found that he was without any red and white lead, but he had a partially exhausted tube of 'Seccotine.' Accordingly, he called for a little whiting, which he crushed to a powder

and mixed with the liquid glue to form a stiff paste. On calling a day or two after he found that the joint thus made was so firmly set that he did not deem it necessary to break it." The Ironmonger.

FIRST HEATING PLANT IN MEXICO.

PEOPLE who are accustomed to think of Mexico as a land of perpetual summer would be apt to regard the installation of a steam heating system in the City of Mexico as very much like "carrying coals to Newcastle." Yet a firm of Chicago contractors—the Hanley-Casey Company—have recently completed a rather extensive system of direct-indirect heating in the American hospital there which is said to be a source of great comfort to the inmates—mostly Americans—who are not accustomed to the chilly mornings and evenings which begin and end the hottest days of midsummer, says The Plumbers' Trade Journal. The great majority of the houses have no provision for warming, fire-places and chimneys being comparatively rare.

But the directors of the American hospital in the City of Mexico have other notions of comfort, and as the hospital is well endowed and liberally supported, felt that they could afford for their patients a little luxury in the way of a comfortable degree of heat to take off the chill of the night air. Accordingly, they contracted with the Hanley-Casey Company to install a low-pressure steam-heating system in the several buildings composing the hospital.

There is little in the system itself to distinguish it from thousands of other successful installations in this country, but it is decidedly unique in Mexico, being in all probability the first and only heating system in the whole country. Wealthy natives flocked to see it in operation, and the probability is that a good many of them will now arrange to have their homes heated in a similar manner, as they expressed great admiration at the successful working of the system. One great drawback is the cost of fuel, mesquite wood being the principal fuel, and scarce and high priced at that.

The work of installing the hospital heating plant was intrusted by The Hanley-Casey Co. to John W. Johnson, a Racine, Wis., steamfitter of many years' experience. Most of the work was done by Peon labor, American artisans being very scarce in Mexico.

PLUMBING AND HEATING NOTES.

Springfield, Nova Scotia, has projected a new water supply to cost about \$85,000.

St. John's, Nfld., is considering the construction of a new water works system to cost \$150,000, to be followed later by a new sewerage system and other improvements. John Galt, C.E., is preparing plans for these various enterprises.

BUILDING NOTES.

The Columbia Loan & Savings Co., Vancouver, will erect seven large one-storey stores with plate glass fronts, cast-iron columns and galvanized iron cornice.

Martin & Robertson will add another storey to their warehouse at Vancouver.

The construction of the new works for The Westinghouse Electric Co., Hamilton, will start in a few weeks.

John Quinlan, contractor, and Finley & Spence, Montreal, are building for Wm. St. Pierre, St. Catherine street, Montreal, a four-storey store, the lower storey of which will be constructed entirely of bronze and plate glass.

BUILDING PERMITS ISSUED.

TORONTO.

A. Dale, to erect two two-storey dwelling houses on Delaware avenue, to cost \$5,000.

P. C. Larkin, to erect a one-storey and loft brick stable on Elm avenue, to cost \$4,000.

McColl & Co., to erect a three-storey brick factory on Don Esplanade, to cost \$12,000.

Davis & Co., to erect a two-storey brick dwelling on Macdonnell avenue, to cost \$3,200.

W. M. Douglas, to erect a two-storey and attic brick dwelling on Madison avenue, to cost \$7,000.

H. Kendale, to erect a two-storey brick dwelling on Simpson avenue, near Howland avenue, to cost \$2,200.

F. C. Burroughes, a two-storey stone and brick dwelling on Spadina Road, near Bernard avenue, to cost \$5,000.

R. Lewis, to erect a two-storey and attic brick dwelling on corner of Bedford and Davenport Road, to cost \$3,000.

F. Howarth, to erect a pair of two-storey and attic brick semi-detached residences on Alexander street, to cost \$5,000.

H. S. Mara, to erect three pair semi-detached brick dwellings on corner of Cottingham and Rathnally avenue, to cost \$9,000.

Ontario Government, to erect a one-storey stone and brick milling building on Queen's Park Road near College street, to cost \$17,000.

Arthur Hewett, for the erection of two and a half storey brick and cut stone dwelling on South Drive, opposite Dunbar Road, to cost \$4,000.

Mr. Strathy, to erect a two-storey brick and cut stone coach house and stable on Crescent Road, to cost \$5,000; also two and a half storey brick and cut stone dwelling, to cost \$2,000.

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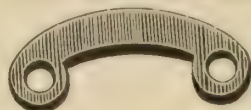
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DOMINION SUPPLEMENTARY ESTIMATES.

THE supplementary estimates for 1903-4, presented by Hon. W. S. Fielding, Minister of Finance, to the Dominion House of Commons, on Thursday, last week, call for an expenditure of \$10,590,863, a large proportion of which will go for improvements on the Intercolonial, erection of public buildings, etc. Among the items included in the estimates were:

INTERCOLONIAL RAILWAY.

Additional sidings along line	\$ 63,500 00
Double tracking parts of line (Revote \$18,000)	118,000 00
Increased accommodation at St. John	5,000 00
To increase accommodation at Halifax	125,000 00
Increased accommodation and facilities along line	88,000 00
Increased accommodation at Pictou	61,700 00
Improvements at North Sydney	20,000 00
Increased accommodation at Moncton	14,000 00
Towards improving ferry service, Strait of Canso	66,400 00
Improvements at St. Alexis	3,500 00
Protection of Grand Narrows bridge	10,000 00
New Glasgow, extension to freight shed and crane for loading platform	5,000 00
Metapedia—New station and other improvements	8,000 00
New station at Windsor, N. S.	10,000 00
Steel rails and fastenings (Revote)	580,000 00
Rolling stock (Revote)	590,000 00
Engine house, &c., Chaudiere Junction (Revote)	33,500 00
New machinery for locomotive and car shops	9,000 00

PRINCE EDWARD ISLAND RAILWAY.

Murray Harbor Branch and Hillsboro' Bridge	480,000 00
To increase accommodation at Charlottetown (Revote \$24,800)	87,000 00
New station at Alberton	3,000 00

VARIOUS CANALS.

To complete electrical equipment for operating lock-gates and workshops on Cornwall canal	56,000 00
Enlargement of Galops canal	125,000 00
To complete the North Channel (Revote \$9,000)	20,000 00
Towards installing electrical appliances for operating gates, weirs and bridges at Lachine canal (Revote)	10,000 00
Lock-gate protection at Lachine	11,000 00
Construction and equipment of Soulanges canal	15,000 00
To deepen portions of long level of Welland canal (or summit level)	50,000 00
To complete rock cut, Port Colborne to Humberstone	20,000 00
To provide an electric lighting plant, Welland canal	45,000 00
To lower mitre sills of guard gate, Welland canal	11,000 00
To provide elevator foundations at Port Colborne	40,000 00
To provide a gate lifter at Williamsburg canals	10,000 00
To build overseer's house at Williamsburg canals	3,000 00
Enlargement of Farran's Point canal (Revote)	6,700 00
To provide for swing bridge over Rideau canal, on line of Concession street, Ottawa	8,500 00
To provide for a wire fencing and land plan at Murray canal	3,000 00
To repair breach in bank between locks 1 and 2, Soulanges canal	15,000 00
To build a working scow for Williamsburg canals	2,000 00
To complete landing wharfs, St. Ours	4,400 00
To repair foundations of Port Maitland lock, Welland canal	5,000 00
Port Colborne Harbor improvements—South-eastern breakwater	25,000 00

PUBLIC BUILDINGS.

Sydney Mines—Public building	8,000 00
Halifax Quarantine Station, Lawlor's Island—Improvements, renewals, repairs, etc.	4,500 00
Halifax—New public building	20,000 00
Halifax—Immigration Building—Additional storey over the one storey portion, etc.	11,000 00
Sydney—Addition to public building (Revote \$5,000)	10,000 00
North Sydney Public Building—Alterations to post office	1,100 00
Charlottetown Armoury—Additional accommodation for orderly rooms, etc.	2,550 00
Charlottetown Dominion Building—Improvements, additions, etc. (Revote \$8,000)	12,000 00
Campbellton—Public Building	5,000 00
Moncton Public Building—Improvements	1,200 00
Tracadie Lazaretto—Improvements, etc.	1,500 00
Woodstock—Armoury and gun shed	5,000 00
St. John Immigrant Building	10,000 00
Woodstock Public Building—Improvements	3,900 00
Fredericton Military Buildings—New officers' stables (Revote \$1,500)	2,400 00
Fredericton Military Buildings—Sergeant-Major's quarters (Revote \$1,000)	2,300 00
St. John Quarantine Station—Water service, etc., (Additional revote)	7,000 00
St. John Drill Hall	10,000 00
Levis—Public Building	5,000 00
Quebec Marine and Fishery stores building on King's wharf—Wiring for electric light and fixtures, etc.	1,200 00
Quebec Citadel—Drill Shed for School of Gunnery	10,000 00
Quebec Military Buildings—Main store building at Dominion Arsenal	11,000 00
Montreal Examining Warehouse—Additions and alterations, including fittings, furniture, etc.	20,000 00
Terrebonne—Public Building	5,000 00

Acton Vale Public Building	6,000 00
St. Johns Public Building	6,000 00
Montmagny—Public Building	6,000 00
Montreal Post Office—Improvements	13,000 00
Montreal Custom House—New sidewalk and repairing and painting building	5,500 00
St. Hyacinthe Drill Hall (Revote \$5,000)	15,000 00
St. Johns Examining Warehouse (Revote)	3,500 00
Three Rivers Custom House—New heating apparatus, etc.	1,600 00
Longueuil Public Building	5,000 00
Montreal—Barracks for permanent corps	20,000 00
Quebec Drill Hall—Addition to building	20,000 00
Sherbrooke Drill Hall	10,000 00
Three Rivers Custom House—Retaining wall (Revote \$1,000)	2,500 00
St. Louis de Mile End—Public Building	10,000 00
Montreal New Postal Station—Fittings and furniture	5,000 00
Magog—Public Building	5,000 00
Kingston Custom House Repairs, etc.	2,300 00
Almonte Public Building—Improvements	1,000 00
Cornwall Public Building—Repairs, renewals, etc.	1,500 00
Belleville—Armoury	10,000 00
Peterborough—Armoury	10,000 00
Quebec—Armoury	10,000 00
Chatham—Armoury	10,000 00
Toronto Drill Hall—Additional accommodation for new corps	20,000 00
Toronto Military Buildings—Building for storage of wagons, etc.	3,000 00
Ottawa Departmental Buildings—Western block—Overhauling heating apparatus, etc.	6,000 00
Rideau Hall and Grounds—Repairs and improvements	4,500 00
Ottawa Departmental Buildings—Steel drawers and rollers, shelves, etc.	63,000 00
Kingston Royal Military College—Drill hall	6,000 00
St. Catharines Drill Hall (Revote \$10,000)	20,000 00
Sault Ste. Marie Public Building (Revote \$10,000)	25,000 00
Woodstock Public Building	5,500 00
Brantford Drill Hall—Additions and alterations	15,000 00
St. Mary's Public Building	8,000 00
Oshawa Public Building	8,000 00
Toronto—Additional postal station	25,000 00
Bridgeburg Public Building	5,000 00
Hamilton Public Building—Alterations and improvements for inland Revenue purposes	5,000 00
Windsor Public Building—Repairs, improvements, etc.	1,300 00
Kingston Royal Military College—Addition to building	5,000 00
Pictou Public Building—To complete	1,000 00
Ottawa Departmental Buildings—New elevator for west block	6,000 00
Toronto Military Buildings—Magazine	3,000 00
London Military Buildings—Magazine	3,000 00
Port Hope Public Buildings—Improvements, repairs, etc.	1,500 00
Ottawa Public Buildings—New coal shed	10,000 00
Ottawa Post Office and Custom House—Improvements	16,000 00
Kingston Royal Military College—Stable	5,000 00
Berlin Public Building—Improvements (Revote \$5,000)	9,000 00
Hamilton Public Building—Improvements (Revote \$2,000)	3,400 00
Sarnia Public Building (Revote)	13,800 00
Toronto Examining Warehouse—Addition to	25,000 00
Dundas Drill Hall (Revote \$5,600)	6,600 00
Cobourg—Improvements (Revote \$1,800)	5,000 00
Kingston—Barracks for Royal Canadian Field Artillery	25,000 00
Hawkesbury Public Building	5,000 00
Ottawa Public Buildings—Paving in front of Parliament Building, at macadam	6,900 00
Wingham—Public Building	8,000 00
Stratford—Armoury	10,000 00
Woodstock—Armoury	10,000 00
Toronto Assistant Receiver General's Office—Burglar proof safe	2,200 00
Ottawa Printing Bureau—Fire proof addition for storage	7,000 00
Winnipeg—District Military stores building	10,000 00
Winnipeg—New Immigration Building and Postal Station	60,000 00
Winnipeg—Addition to public building	40,000 00
East Selkirk Immigration Building—Repairs, etc.	2,600 00
Winnipeg Military Buildings—Quarters for non-commissioned officers, including guard room, etc.	6,000 00
Winnipeg Military Buildings—Magazine	3,000 00
Prince Albert Land and Registry Office—New vault, alterations, etc.	2,000 00
Regina Immigrant Building (Revote of \$3,000 lapsed)	4,500 00
Edmonton Jail (Revote \$5,000)	35,000 00
Calgary—Addition to examining warehouse, changes and additions to Post Office fittings, etc.	8,000 00
Prince Albert Court House and Post Office	10,000 00
Moosejaw—Public Building	5,000 00
Barracks for Permanent Corps (Strathcona Horse)	1,000 00
Victoria—Old Post Office Building—Improvements, etc.	1,700 00
Nanaimo—Addition to public building	14,600 00
Vancouver Public Building—Improvements	1,500 00
Kamloops Public Building—Improvements	1,700 00
Nelson Public Building—To complete	18,200 00
Rossland Public Building—To complete	8,000 00
Vancouver—Public building	6,000 00
Williams Head Quarantine Station	6,000 00
Rosland Armoury	10,000 00
White Horse Public Building—Post Office, Customs fittings, etc.	5,000 00

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Yukon Public Buildings—Repairs, fuel, lighting, water service and caretakers' salaries	37,500 00

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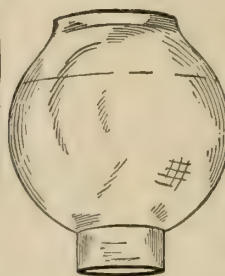
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AUER LIGHT CO., MONTREAL.

THE OFFICE

DEVOTED TO THE
OFFICE STAFFS OF
BUSINESS
ESTABLISHMENTS

CREDIT IS CAPITAL.

By A. M. B.

A GOOD name is rather to be chosen than great riches." A good reputation is an important factor in business to ensure success. A merchant should do all in his power to establish a reputation as a person whose word can ever be relied upon. A temporary advantage may be gained by a false or misleading statement, but upon no such foundation can a merchant hope to erect a successful business. A business whose foundation rests upon the treacherous sands of falsehood cannot withstand the ravages of time and weather. Truth is the foundation upon which every business should be based.

Merchants should look well after their credit. Credit is capital—it is a fortune. If a merchant abuses his credit he might as well throw away so much stock. How may a merchant impair his credit? By not discharging his obligations promptly; by waiting until the last moment, or, perhaps, longer than the last moment; by neglecting their accounts so long that creditors have to send in dunnies.

Nothing should give more pleasure to a high-minded merchant than to discharge his obligations cheerfully and with promptitude; and in so doing he is giving his creditors the best evidence possible that their confidence in him has not been misplaced.

It is not always the man with the most prosperous looking business and the largest banking account who has the best credit, although, of course, that goes a long way. The man who is ever in time—who always meets his accounts with a smiling face and an open hand—who pays up as if it were a pleasure, as it should be, and never dishonors a creditor's draft because it happens to be a few cents out—he is the man whose credit, although he may not have so much money out at interest as the other fellow, is better than the "other fellow."

At the time of a crisis a merchant may transfer his money; he cannot change his character. When considering the worth of debtors the question with the creditor is not so much what a man has, but what he is; not what his means, but what his character. Is he truthful? Will he equivocate? Will his assets in case of financial difficulty be found in the possession of some trumped-up creditor? or, will he prove loyal to his creditors, even if he has to suffer himself?

Substantial credit, which may be drawn upon in pressing need, may bridge over many an abyss, into which the merchant would otherwise plunge to destruction; it ever gives the merchant a lift towards success. So let not business men abuse their credit; let them guard it well.

THE HOBBY FOR ROUND NUMBERS.

HERE is a little lecture for retailers who are fond of round numbers in the invoices of the wholesale merchants they get their merchandise from. Writers on this subject, who are connected with prominent wholesale establishments, say that there are retailers who have a regular hobby for cutting down their wholesalers' accounts

to round numbers, and in remitting, send only that amount. If the retailers' account with the wholesale merchant amounts to \$83.17 or \$83.29, and he receives a statement to that effect, he will drop off the 17c. or the 29c. for good luck and remit the \$83.

Of course that 17 or 29 cents is nothing in an eighty-three dollar account, but is it business? Leaving out of consideration all other sides of the question, is not that dropping off of the cents in an account a rather loose method of doing business? The retailers who practice it may consider it "sharpness," but if those retailers found themselves in the wholesaler's shoes, in all probability they would not look at it in that light. The only true business way of paying that account is to remit the exact \$83.17 or the \$83.29.

It is to be noticed, too, that if the account should be \$82.87, the retailer never thinks of remitting the round \$83. Rather it would be that he would cut it down to the even \$82.75.

The retailer cannot claim that it is for convenience that he does business so, since it is quite as convenient to remit \$83.29 as \$83. Then in entering the item in his books, allowance must be made for the 29 cents as discount or some such thing, and therefore it would in reality be more convenient to remit the \$83.29. If it be not for convenience it must be for the 29 cents in itself. Now the retailer has received value for \$83.29 and not only \$83, and it is only right that the wholesaler should receive to the cent the value of his goods. The 29 cents is of as much value to the wholesaler as to the retailer; it rightly belongs to the wholesaler and he should receive it. If the retailer would look at it from the wholesaler's standpoint he would at once see the justice of the argument.

In all probability the retailer has the same trouble with his customers as the wholesaler has with his. If a customer's purchases amount to \$1.95 in some cases that customer would be quite indignant should he put up a two dollar bill and not get one dollar back. Not only is that 5 cents a clear loss to the retail merchant, which loss on a bill of \$1.05 means nearly 5 per cent., but there is the trouble of dealing with it in the books, since if the merchant wishes to keep an accurate account of his business it would not do to write across that bill "Paid in full."

This system of doing business is altogether wrong and should not be. The sooner it is discontinued the better will be for the mercantile world. The retailer can do more than the wholesaler can to remedy this evil. The retailer has his customer right before him and can show him directly the reasonableness of his request that the account be paid to the cent. Should the retailer remit to his wholesaler 17 to 29 cents less than the account calls for, it is not so easy for him to reason with the retailer. So the retailer, for the good of his own business, should do his best to wean his customers from the habit, and for the good of business in general he should do unto the wholesale merchants he deals with as he would wish his own customers to do unto him. The chief thing at stake is not the mere monetary value of these "discounts," if such a name might be applied to them, but it is the violation of true business principles.

THE NEED OF EXPERT AUDITING.

HOW imperative is the need of an expert audit is well illustrated by the failure of a large Chicago business house which not long since went into liquidation. This business, according to an exchange, was conducted by three partners, the nominal head of the house being a gentleman too advanced in years to give more than a "consulting" service to the business. Another partner was a man of middle age who had been trained in the selling end of the house and had practically no experience in the management of finances. The third partner was a young man who had inherited his interest in the business and was supposed to be the controlling factor in the finances of the house. Suddenly, and very unexpectedly, this old and well-known business went to the wall. When it was too late, an auditor was called in and quickly found the cause of the trouble:

The business had been sapped by the outside investments and speculations of the youngest partner. "For several years," said the oldest partner, "I have been, on

account of age, practically retired from business and have only been consulted occasionally by the men entrusted with the active management. I did not know anything about this drain upon the resources of the concern and supposed that we were in good condition."

"I have been busy," explained the second partner, "promoting sales and handing out goods. Of course I knew we were doing a very good business and felt that any important matter connected with the finances of the house would be called to my attention by the partner in charge of that department."

In other words, if within the last two or three years this house had subjected its accounting records to examination by an audit company, both of the elder partners would have been at once informed of the outside investments of the youngest partner and the latter would have been speedily called to account and his outside investments and operations stopped and the failure of the business averted.

This list is for the purpose of placing retailers, manufacturers, jobbers and other readers in touch with reliable and competent accountants and auditors whose services are so frequently required for such purposes as opening books,

Leading Canadian Accountants and Auditors

adjusting and auditing accounts, arranging partnerships or organizing joint stock companies, devising special office systems, making collections and investigations, handling estates, making valuations, etc.

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Estate and Fire Insurance Agents.
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465 Temple Building, Montreal.
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Accountants and Assignees.
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WILLIAM FAHEY,
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462 McKinnon Building, Toronto.

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Trustee, Assignee, Liquidator,
Auditor, Etc.
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Phone Main 4744. Toronto.

This list is for the purpose of placing manufacturers, wholesale and retail merchants and other readers throughout Canada, and firms abroad doing business in Canada, in touch with the legal profession throughout the Dominion, for the collection of accounts, legal representation,

LEGAL CARDS.

organization of companies, the arrangement or dissolution of partnerships, or assignments, as well as all other matters of a legal nature.
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This space \$30 a year.

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Educational Department.

The following institutions for the education of business men's sons and daughters are recommended by this paper:

C. C. C.

Courses by mail in

BOOKKEEPING LAW (Commercial)
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Thorough courses in Bookkeeping, Stenography, Typewriting and Penmanship; individual instruction.

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A Boarding and Day School for Girls.
Thorough courses in every department.
Only teachers of the highest academical and professional standing employed.

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Largest MAKERS OF
**BEST SIEMENS STAMPING ENAMELING
BLACK PLATES,**

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MAKERS of all descriptions of **STEEL SHEETS.**

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CHARLES D. PHILLIPS,

Cables—Emlyn Engineering Works,
Machinery," Newport. NEWPORT, MON., ENGLAND.



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**EXPANSION and
TOGGLE BOLTS**

For fastening all kinds of material to Brick,
Stone or Cement,

124 North Sixth St., Philadelphia, Pa.



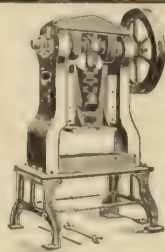
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Sept. 21, 1903.

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Dear Sir,—I have much pleasure in stating that our men have tested your liquid "Solarine" and we think it is one of the quickest and best polishes we have ever used. T. Bedford, Librarian Coldstream Guards.

Address "Solarine" Depot, 60 George St., Toronto



G. A. Crosby & Co. of Ontario,
SARNIA, ONT. LIMITED

Manufacturers of

**Patent Automatic Can Making Machinery, Presses,
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H. W. Petrie, 141-145 Front Street West, TORONTO—Selling Agent.

CARRIAGE WHIPS.

Malacca and Holly Carriage Whips—a gentleman's whip. Style and quality the best we can make, and we know the business.

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CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

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THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

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WINNIPEG WAREHOUSING

COLTART & CAMERON

Will be prepared about Nov. 1st, to receive consignments (large or small) of all kinds of hardware, etc., for unloading, warehousing, reloading and distributing to all points in Manitoba and the West.

Our new warehouse on transfer track, (in centre of wholesale district) will be equipped with every facility for handling goods promptly. We are also prepared to act as representatives for manufacturers and others. Correspondence solicited.

COLTART & CAMERON,

Manufacturers' Agents and Warehousemen, 141 and 143 Bannatyne St. East, WINNIPEG.

Our Mr. Cameron will be in the East about Sept. 25th, and will be pleased to meet and confer with any requiring warehousing of any kind.

Dependable Wrapping Paper

is what you need. Our brown and manilla wrapping papers protect your parcels. They wear well. Every order is full weight and full count.

MADE IN CANADA.

Canada Paper Co., Limited

TORONTO MONTREAL.

CANADA AS AN IRON PRODUCER.

A CORRESPONDENT of The London Times writes to that paper as follows:—"Less than four years ago Sydney, Cape Breton, was a village with a population of about 3,000, and was chiefly known as a Summer resort for American tourists. To-day it claims to have 15,000 inhabitants, of whom 2,500 are employed by The Dominion Iron and Steel Co. In the immediate neighborhood is the enormous coal deposit owned by The Dominion Coal Co., covering 160 square miles, and estimated to contain some 1,500 million tons of coal. A year or so ago the coal company was leased by the iron and steel company, but arrangements are now being made to operate the two as separate concerns. It is understood that the latter company will be reimbursed all the money expended in improving the property of the coal company, a matter of about two million dollars, and will be given in addition a substantial bonus. If the iron and steel company actually receive the sums named they will be able to complete their rod, structural material, and plate mills without raising additional funds. The cancellation of the lease puts an end to the very favorable arrangement whereby the iron and steel company procured cheap fuel. The new proposition is that they shall get their supplies of mine coal for four years at current prices, and thereafter shall have the option of obtaining all the slack they want at the same price. The operations of this company have been hampered a good deal by difficulties which are always more or less in evidence when establishing a new manufacturing undertaking. Constructional difficulties being overcome, trouble was experienced in producing good blast-furnace coke from the coal, and in the provision of the most suitable ores for mining purposes. These having been surmounted more or less satisfactorily, the works got into running order, though on a less elaborate scale than at first seemed likely, and have been furnishing regular supplies to the home trade and for shipment. In their earlier days the company exported large quantities of foundry metal to the Clyde, where it found its way to manufacturers of various kinds of cast-iron goods, including pipes—some of which, by the way, were sent back to Canada—but within a more recent period the development of activity in the United States stimulated the demand there to such an extent that the world was swept for metal, with the natural result that the Canadian exportable surplus was wholly secured and the D.I.S.C. brand of iron disappeared temporarily, at any rate, from the European markets.

The works, as planned, are up-to-date, extensive, and capable of becoming an important factor in Canadian industrial development, sheltered and fostered too, as they are, by a system of bonuses or bounties. Four years ago the site now covered

by the works consisted of half-cleared farm lands. To-day the visitor sees there four blast-furnaces, each 85 feet high and 18 feet in diameter, and having a capacity of 250 tons of pig iron in twenty-four hours. There is also an installation of 450 by-product coke-ovens, all the gas-tar and ammonia being saved and utilized. The steel department has ten 50-ton open-hearth tilting-furnaces, charged by cranes, and the works are fully equipped with foundries, soaking-pits, and the other usual appurtenances to a large iron and steel plant. It is intended to manufacture steel rails, to roll plates, and to produce a wide range of finished products, but much of this lies in the future, the energies of the officials and workmen having been concentrated so far mainly upon the output of pig iron and steel billets. The latest mail advices announce that work has been commenced on the foundations for the machinery for the new rod mill.

If owning all their raw materials, and having them, so to say, on the premises, ensures success, then The Dominion Iron and Steel Co. should go far towards attaining it. The manufacture of pig iron calls for the employment of iron ore, coal, coke, and limestone, to which may also be added dolomite for furnace-lining. The coal deposits and the coke plant have already been referred to. The iron ore is obtained chiefly from Wabana, an island in Conception Bay, Newfoundland, and about 400 miles off, conveyance to Sydney being made by the company's own vessels. Limestone deposits of great extent are mined at Marble Mountain, only fifty miles off, and the dolomite has to be brought barely one third of that distance.

In the matter of site there can be few

plants more favorably situated than this, for The Dominion Iron and Steel Co. have one of the best harbors in America at their very door, from whence direct ocean access is obtainable both to Europe and the United States, and this must prove a factor of importance when once the market conditions are ripe for a renewal of iron and steel exports eastwards from North America.

Smaller works than those of The Dominion Co., but still enterprises which mark the steady growth of Canada as a manufacturing country, and reveal the recognition by local capitalists of industrial possibilities arising from her natural riches are those of the Nova Scotia and New Glasgow Steel Companies. The Nova Scotia Steel Co. broke ground in June, 1902, at Sydney Mines (about three miles from North Sydney) for a new furnace, in addition to the one already owned at Ferrona. The Londonderry Iron and Milling Co., of Londonderry, Nova Scotia, is another new concern in the eastern portion of the Dominion. At Sault Ste. Marie, large works have been put up for The Consolidated Lake Superior Co.

So far Canada has little reason to be discouraged with the progress made in building up an industry which may, and that before long, render a good account of itself in the international market. In 1900 she produced 86,000 tons of pig iron, in 1901 245,000 tons, and in 1902 319,000 tons. In the last named year her output of steel ingots and castings was 182,000 tons, against only 26,000 tons in 1901, an increase of 156,000 tons.

Given time Canada may advance far as a manufacturing nation, and she can congratulate herself upon her progress as an iron and steel producer during the last three years.

APOLLO GALVANIZED IRON

A better job is done with Apollo.

Done in less time, the costs for labor are less.

What else do you want?

Quick service.

Return a whole sheet for an inch of fault.

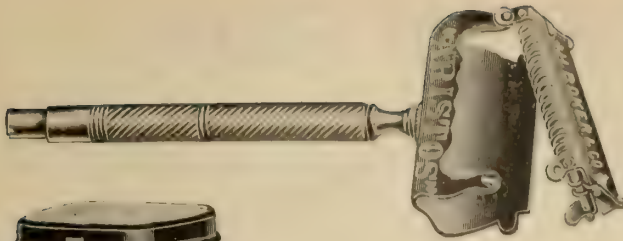
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Representatives for Canada

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BRAND

ARISTOS

H. Boker & Co.'s Roller-Guard Safety Razor

with finest hollow-ground blades.

Best Combination of Handiness and Quality.

CURRENT MARKET QUOTATIONS.

Oct. 9, 1903.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. \$30.50 \$31.50

TIN PLATES.

Charcoal Plates Bright.

M.L.S., equal to Bradley— Per box.
I C, usual sizes. \$6.75
I X " 8.25
I X X " 9.75

Famous, equal to Bradley—

I C " 6.75
I X " 8.25
I X X " 9.75

Raven and Vulture Grades—

I C, usual sizes 5.00
I X " 6.00
I X X " 7.00
I X X X " 8.00
D C, 12x17 4.50
D X " 5.25
D X X " 6.00

Coke Plates—Bright.

Bessemer Steel—
I C, usual size, 14x20 3.85
I C, special sizes, base 4.25
20x28 8.50

Charcoal Plates Terne.

Dean or J. G. Grade
I C, 20x28, 112 sheets 8.00
I X, Terne Tin 10.00

Charcoal Tin Boiler Plates.

Cookley Grade
X X, 14x56, 50 sheet bxs. }
" 14x60, " }
" 14x65, " } 7.00

Tinned Sheets.

72x30 up to 24 gauge 7.50
" 26 8.00

IRON AND STEEL.

Common bar, per 100 lb. 2.00
Refined " 2.40
Horseshoe Iron " 2.40
Hoop steel, 13 to 3-in. base 2.90
Sleigh shoe steel, " 2.10
Tie steel " 2.30
Reeled machinery " 2.00
Tie rail steel " 2.85
T. Firth & Co.'s tool steel, per lb. 0.12
Jessop's tool steel " 0.14
Morton's tool steel " 0.12
Black Diamond and "B.C." tool steel " 0.10
Chas. Leonard's tool steel " 0.08
Park's "Silver" tool steel " 0.12
" "Special" " 0.15
Jonas & Colver's tool steel " 0.10
" "Air Hardening" " 0.20
Drill steel, per lb. 0.08

BOILER TUBES.

Per foot
1 in. 0.09
2 in. 0.10
3 in. 0.13
4 in. 0.14
5 in. 0.17
6 in. 0.34

STEEL BOILER PLATE.

1 in. 2.50
3-16 in. 2.60
1/2 in. and thicker 2.50

BLACK SHEETS.

10 and 16 gauge 2.55
18 gauge 2.70
20 " 2.80
22 to 24 gauge 2.90
26 " 3.00
28 " 3.00

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

All dull, 52 sheets 2.75
Half-polished 2.85
All bright 3.60

IRON PIPE.

Black pipe Per 100 feet.
1 inch 3.00
1 1/2 " 3.50
2 " 4.00
2 1/2 " 4.50
3 " 5.00
3 1/2 " 5.50
4 " 6.00
4 1/2 " 6.50
5 " 7.00
6 " 7.50
Galvanized pipe—
1 inch 3.20
1 1/2 " 3.45
2 " 3.90
2 1/2 " 4.40
3 " 4.90
3 1/2 " 5.40
4 " 5.90
4 1/2 " 6.40
5 " 6.90
6 " 7.40
Malleable Fittings—Discount 15 p.c.
Cast Iron Fittings—
On unions, 55 per cent.; on nipples, 60 per cent.; on all others, 50 per cent.

GALVANIZED SHEETS.

Queen's
G.C. Comet Bell Head
16 gauge 4.05
18 to 24 gauge 3.75
26 " 3.40
30 " 3.05
American brands, \$4.40 for 28 gauge.
Less than case lots 10 to 15c extra.

CHAIN.

oof coil, 3-16 in., per 100 lb.
" 1/2 in. 7.85
" 3/4 in. 8.10
" 1 in. 8.35
" 1 1/2 in. 8.50
" 2 in. 8.75
" 2 1/2 in. 8.90
" 3 in. 9.10
" 3 1/2 in. 9.25
" 4 in. 9.40
" 4 1/2 in. 9.55
" 5 in. 9.70
" 5 1/2 in. 9.85
" 6 in. 10.00
Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties 40 p.c.
Tie-out chains 35 p.c.
Stall fixtures 35 p.c.
Trace chain 45 p.c.
Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

COPPER.

Ingot. Per 100 lb.
Casting " 15.00

Bars.

Cut lengths, round, 1 to 1 in. 23.00
" round and square, 1 to 2 inches 23.00
Sheet
Plain, 14 oz., and light, 16 oz. 22.00
Plain, 14 oz., and light, 16 oz., irregular sizes 22.50
Tinned copper sheet 24.00
Planished 32.00

Brass (in sheets).

4x6 ft., 25 to 30 lb. each, per lb. 0.23
" 35 to 45 " 0.22
" 50-lb. and above " 0.21

BOILER AND T.K. FITTINGS.

Plain tinned, per lb. 0.28
Spun, per lb. 0.32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent.
Sheets, hard-rolled, 2x4 0.23
Tubing, base, per lb. 0.23

ZINC SPECTER.

Foreign, per 100 lb. 6.25
Domestic " 6.50

ZINC SHEET.

5-cwt casks 6.25
Part casks 6.75

LEAD.

Imported Pig, per 100 lb. 3.25
Bar, per lb. 0.05
Sheets, 25 lb. sq. ft., by roll 0.06
Sheets, 3 to 6 lb. 0.06

NOTE: Cast sheets 1c per lb. extra; Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 35 p.c. list 7c. b Toronto.

NOTE: Cut lengths, net price, waste pipe 8 ft. lengths, lists at 8c.

SHOT.

Common, \$6.50 per 100 lb.; chilled, \$7.00 per 100 lb. buck, seal and ball, \$7.50. Discount, 17 p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS.

Light soil pipe, discount, 45 and 5 per cent. fittings, discount 50 and 5 p.c.
Med and Extra heavy pipe and fittings, dis 55 and 5 per cent.
7 and 8 in. pipe, discount 40 and 5 per cent.

SOLDER.

Bar, half and half, guaranteed 0.20
Bar, half and half, commercial 0.19
Refined " 0.19
Wipac " 0.17

ANTIMONY.

Cookson's " per lb. 9.00

WHITE LEAD.

Per 100 lb.
Pure 5.00
No. 1 4.87
No. 2 4.25
No. 3 3.87
No. 4 3.50
Munroe Select Flake White 5.75
Elephant and Decorators Pure 5.25
Brandram's Genuine 6.50
Decorative " 6.00
No. 1 " 5.50
"Monarch" brand 6.12
Decorators Pure 5.50

Essex Genuine " 5.25
Ramsay's Pure Lead " 4.75
Ramsay's Exterior " 4.50

RED LEAD.

Genuine, 500 lb. casks, per cwt \$4.75
Genuine, 100 lb. kegs " 5.25
No. 1, 500 lb. casks, per cwt 4.00
No. 1, 100 lb. kegs, per cwt 4.25

WHITE ZINC.

Extra Red Seal " 0.06
No. 1 " 0.05
No. 2 " 0.05

DRY WHITE LEAD.

Pure, casks " 5.25
Pure, kegs " 5.75
No. 1, casks " 5.00
No. 1, kegs " 5.25

PREPARED PAINTS.

In 1/2, 1 and 1-gallon tins.

Pure, per gallon 1.20
Second qualities, per gallon 1.00
Barn (in bbls.) 0.60
The Sherwin-Williams paints 1.40
Canada Paint Co.'s pure 1.25
Toronto Lead & Color Co.'s pure 1.25
Sanderson Peary's pure 1.20
Standard Co.'s "New Era" 1.30
"Globe" barn " 60
Francis Frost Co.'s "Ark" Bd 1.25
British Navy deck 1.50
Henderson & Potts's "Anchor" 1.35
Globe Paint Co.'s mixed 1.30
"barn and bridge" 0.75
Ramsay's paints, Pure, per gal. 1.20
"Thistle" 1.00
"Outside, bbls 0.55

COLORS IN OIL.

25-lb. tins, Standard Quality.

Venetian red, per lb. 0.03
Chrome yellow 0.12
Golden ochre 0.07
French " 0.06
Marrine black 0.04
Chrome green 0.10
French Imperial green 0.14
Signwriters' black 0.16
Umber " 0.06
Sienna " 0.04

COLORS, DRY.

Common ochre, bbls. 1.15
Yellow ochre (J.F.L.S.) bbls. 2.00
Golden ochre " 2.00
Venetian red, bbls. 1.50
English oxides, per cwt 3.00
American oxides, bbls. 1.25
Canadian oxides, bbls. 1.25
Super magnetic oxides, 93 p.c. 2.00
Burgundy, pure, per lb. 0.10
"umber, " 0.08
Raw umber, " 0.08
Drop black, pure 0.10
Chrome yellow, pure 0.18
Chrome greens, pure per lb. 0.09
Golden ochre " 0.03
Ultramarine blue, in 28-lb. boxes, per lb. 0.06
Fire proof mineral, per 100 lb. 1.00
Genuine Eng. Litharge, per lb. 0.05
Mortar color, per 100 lb. 1.25
Pure Indian red, No. 45, lb. 0.08
Whiting (common), bbl 0.55
English vermilion in 30-lb. bgs 0.85

BLUESTONE.

Casks, for straying " 5.50
100-lb. lots " per lb. 0.08

JAMES HUTTON & CO., Wholesale Agents for Canada, **Montreal.**

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HERE TO STAY

has been our business principle for almost thirty years, and with your kind assistance we expect to remain for some time yet.

Our Patent Wire-Edged Ready Roofing is "here to stay" also, because it meets the popular demand for a Durable, Economical and Fireproof substitute for Shingles. Made in Canada for over twenty years.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

DRILLS.				Fork				KETTLES.				NAIL PULLERS.			
Hand and Breast.				C. & B., discount 40 per cent., revised list.				Brass spun 7½ per cent. discount off new list				German and American			
Millar's Falls, per doz., net list.				Hoe.				Copper..... per lb. 0 30 0 50				SAIL SETS.			
DRILL BITS.				C. & B., discount 40 per cent., revised list.				American, 60 and 10 to 65 and 5 per cent.				Square, round and octagon,			
Morse, discount 37½ to 40 per cent.				Saw.				KEYS.				per gross			
Standard, discount 50 and 5 to 55 per cent.				American..... per doz. 1 00 1 25				Lock, Canadian dis. 40 to 40 and 10 per cent.				Diamond..... 1 00 2 0			
FAUCETS.				Plane				Cabinet, trunk and pullock,				POLETRY SETTING			
Common, cork-lined, discount 35 per cent.				American..... per gross 3 15 3 75				American..... per gross 0 60				2 in. Mesh, 19 w.g. dis. 60 per cent.			
EAVETROUGHS.				Hammer and Hatchet				KNOBS.				2 in. Mesh, 16 w.g. and heavier, 50 p.c.			
10-inch..... per 100 ft. 3 10				Canadian, discount 40 per cent.				Door, japanned and N.P., per				OAKUM			
ELBOWS (stovepipe.)				Cross-Cut Saws.				doz. 1 50 2 50				U. S. Navy..... per 100 lb. 6 75			
and 6-inch, common..... per doz. 1 20				Canadian..... 0 13½				Bronze, Berlin..... per doz. 2 75 3 25				Plumbers..... 3 00			
Polished, 15c. per dozen extra.				HANGERS. doz. pairs.				Shutter, porcelain, E. & L.				OILERS			
ESCUTCHEONS.				Steel barn door..... 5 85 6 00				screw..... per gross 1 30 4 00				McClary & Model galvanized			
Discount 40 per cent.				Stearns, 4-inch..... 5 00				White door knobs..... per doz. 1 00				oil can, with pump, 5 gallon,			
ESCUTCHEON PINS.				" 5-inch..... 6 50				Net prices.				per dozen			
Iron, discount 40 per cent.				Lane's covered				HAY KNIVES				Zinc and tin, discount 50, 50 and 10 per cent.			
FACTORY MILK CANS.				No. 11, 5-foot run..... 8 40				LAMP WICKS.				Copper..... per doz. 1 25 3 50			
Discount off revised list, 40 per cent.				No. 11½, 10-foot run..... 10 80				DISCOUNT, 60 per cent.				Brass..... 1 50 3 50			
FILES AND RASPS.				No. 12, 10-foot run..... 12 60				LANTERNS.				Malleable, discount 25 per cent.			
Great Western..... 70 and 10 per cent.				No. 14, 15-foot run..... 21 00				Cold Blast..... per doz. 7 00				GALVANIZED PALES.			
Arcade..... 70 " 10				Lane's O.N.T. track, per foot..... 0 04½				Ordinary, with O. burner..... 4 00				Dufrum pattern pales, discount 45 per cent.			
Kearney & Foot..... 70 " 10				HARVEST TOOLS.				Dashboard, cold blast..... 9 00				Flaring pattern, discount 45 per cent.			
Disston..... 70 " 10				Discount 60 per cent.				No. 0..... 4 00				Galvanized wash tubs, discount 45 per cent.			
American..... 70 " 10				HATCHETS.				Japanning, 50c. per doz. extra.				PIECED WARE			
J. Burton Smith..... 70 " 10				Canadian, discount 40 to 42½ per cent.				Lemon SQUEEZERS.				Discount 40 per cent. off list, June, 1899			
McClellan..... 70 " 10				HAT ENAMEL.				Porcelain lined..... per doz. 2 20 5 60				10-qt. flaring-up buckets, discount 40 per cent.			
Eagle..... 70 " 10				Hen derson & Potts "Anchor Brand				Galvanized..... 1 87 3 85				6, 10 and 14-qt. flaring pails, dis. 40 per cent.			
Nicholson, 60 and 10 to 60, 10 and 5				Hinges.				King, wood..... 2 75 2 90				Creamer cans, discount 40 per cent.			
Royal..... 80				Blind, Parker's, discount 10½ per cent.				All glass..... 0 50 0 90				PICKS			
Globe..... 70 to 75				Heavy T and strap, 4-in. per lb. 0 06½				LINES.				Per dozen..... 6 00 9 00			
Black Diamond, 60 and 10 to 60, 10 and 5 per cent.				" 5-in. 0 06½				Fish..... per gross 1 05 2 50				PICTURE NAILS			
Jowitt's, English list, 25 to 27½ per cent.				" 6-in. 0 06½				Chalk..... 1 90 7 40				Porcelain head..... per gross 1 35 1 50			
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to \$1.50				" 8-in. 0 06½				LAWN MOWERS.				Brass head..... 0 40 1 00			
GLASS.				" 10-in. 0 06½				Woodyatt, 12-in. wheel..... 7 50				PICTURE WIRE.			
Window. Box Price.				Light T and strap, discount 65 and 5 per cent				Daisy..... 5 50				Tin and gilt, discount 75 per cent.			
Star				Screw hook and hinge				Philadelphia, 12-in. wheel..... 6 50				PINE TAR.			
D. Diamond				6 to 10 in. per 100 lb. 4 50				Ontario,..... 14 25				½ pint in tins..... per gross 7 80			
Size United				12 in. up..... 3 25				Discount, 50 per cent.				1..... 9 60			
Inches.				Spring..... per gro. pairs 10 50				Maxwell & Sons:				PLANES			
Under 26..... 2 0 3 80..... 6 75				HOES				10½-in. high wheel..... 7 50 10 00				Wood bench, Canadian discount 40 per cent.,			
26 to 40..... 2 10 4 00..... 7 25				Garden, Mortar, etc., discount 60 per cent.				9-in. Star..... 5 50 6 25				American discount 50 per cent.			
41 to 50..... 4 50..... 8 75				Planter..... per doz. 4 00 4 50				8-in. Chalk..... 49 0 5 50				Wood, fancy Canadian or American, 37½ to 40 per cent.			
51 to 60..... 4 75..... 10 00				HOLLOW WARE.				Discount 50 per cent.				PLANE IRONS.			
61 to 70..... 5 00..... 11 50				Discount 45 and 5 per cent.				Canadian, 40 to 40 and 10 per cent.				English..... per doz. 2 00 5 00			
71 to 80..... 5 50..... 12 50				HOOKS.				Russell & Erwin..... per doz. 3 00 3 25				PLIERS AND NIPPERS.			
81 to 85..... 14 00				Cast Iron.				Eagle, discount 30 per cent.				Button's genuine, per doz. pairs, discount			
86 to 90..... 16 50				Bird cage..... per doz. 0 50 1 10				English and Am. per doz. 0 50 6 00				37½ to 40 per cent.			
91 to 95..... 18 00				Clothes line..... 0 27 0 63				Eagle, discount 20 to 25 per cent.				Button simulation..... per doz. 5 00 9 00			
96 to 100..... 20 00				Harness..... 0 72 0 88				Machine SCREWS.				GUTHRIE..... 0 60 2 60			
A discount of 25 per cent. offered on "Double Diamond."				Hat and coat..... per gro. 1 00 3 00				Iron and Brass.				PLUMBERS' BRASS GOODS			
GAUGES.				Chandelier..... per doz. 0 50 1 00				Flat head, discount 25 per cent.				Standard Compression work, dis. 60 per cent.			
Marking, Mortise, Etc.				Wrought Iron.				Round head, discount 20 per cent.				"J. M. T." Cushion work, discount 50 per cent.			
Stanley's, discount 50 to 55 per cent.				Wire.				Locks.				Fuller work, discount 65 per cent.			
Wire Gauges.				Hat and coat, discount 45 per cent.				Canadian, 40 to 40 and 10 per cent.				6 dozen lots and over of the above, extra discount 10 per cent.			
Winn's, Nos. 26 to 33..... each 1 65 2 40				Belt..... per 1,000 0 60				Russell & Erwin..... per doz. 3 00 3 25				Lever handle Stops and Waste, discount 60 per cent. With, in lots of 2 dozen and over an extra discount of 10 per cent.			
HALTERS.				Screw, bright, discount 55 per cent.				Eagle, discount 30 per cent.				"J. M. T." Globe, Angle and Check Valves, discount 55 per cent.			
Rope, ½-inch..... per gross..... 9 00				HORSE NAILS.				English and Am. per doz. 0 50 6 00				Standard Globe, Angle and Check Valves, discount 60 per cent.			
Rope, ¾-inch..... "..... 14 00				"C" brand, 40, 10 and 7½ per cent. off list; Oval				Eagle, discount 20 to 25 per cent.				"J. M. T." Radiator Valves			
Rope, 1 to 1½-inch..... 14 00				"M" brand, 50, 10 and 5 per cent. "head				Machine SCREWS.				Standard Radiator Valves, discount 60 per cent.			
Leather, 1-inch..... per doz. 3 87½ 4 00				Countersunk, 57½ per cent.				Iron and Brass.				Patent Quick-Opening Valves, discount 65 per cent.			
Leather, 1½..... 5 15 5 20				"Monarch," 60 per cent.				Flat head, discount 25 per cent.				No. 1 compression bath cock..... net 2 00			
Web..... 1 87 2 45				"Peerless" 50 per cent. dis.				Round head, discount 20 per cent.				No. 4..... 2 00			
HAMMERS.				F.O.B. Montreal				Tin Smiths..... per doz. 1 25 1 50				No. 7 Fuller's..... 2 20			
Nail.				No. 2 No 1				Carpenters, hickory, " 1 25 3 75				No. 4..... 2 35			
Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent				and larger, smaller.				Lignum Vitae..... 3 85 5 00				No. 7..... 2 35			
Tack.				Snow shoes..... 3 90 4 15				Caulking, each..... 0 60 2 00				Patent Compression Cushion, basm cock, hot and cold..... per doz. 15 06			
Magnetic..... per doz. 1 10 1 20				STEEL SHOES.				MATPOCKS.				Patent Compression Cushion, bath cock, hot and cold..... per doz. 15 06			
Canadian..... per lb. 0 07½ 0 08½				Light..... 3 80 4 05				Canadian..... per doz. 5 50 6 50				Standard Globe, Angle and Check Valves, discount 60 per cent.			
Ball Pean.				Featherweight (all sizes)..... 5 35				MEAT CUTTERS.				"J. M. T." Radiator Valves, discount 55 per cent.			
English and Canadian, per lb. 0 22 0 25				F.O.B. Toronto, Hamilton, London and Guelph, 10c. per keg additional.				American, discount 33½ per cent.				Standard Radiator Valves, discount 60 per cent.			
HANDLES.				Toe weight steel shoes..... 6 60				German, 15 per cent.				Patent Quick-Opening Valves, discount 65 per cent.			
Axe, 2nd growth, per doz. net				JAPANNED WARE.				Gem..... each..... 1 15				No. 1 compression bath cock..... net 2 00			
tore door..... per doz. 3 00 4 00				Discount and 5 per cent. off list, June 1899				Cut nails in cartels 5c. less				No. 4..... 2 00			
Star..... per doz. 1 00 1 50				ICE PICKS.				Wire nails in cartels are \$2.40.				No. 7 Fuller's..... 2 20			
Steel..... per doz. 00 3 25				Star..... per doz. 00 3 25				Steel cut nails 10c. extra.				No. 4..... 2 35			
Miscellaneous wire nails, discount 75 per cent.				Star..... per doz. 00 3 25				Miscellaneous wire nails, discount 75 per cent.				Patent Compression Cushion, basm cock, hot and cold..... per doz. 15 06			
Coopers' nails, discount 30 per cent.				Star..... per doz. 00 3 25				Coopers' nails, discount 30 per cent.				Patent Compression Cushion, bath cock, hot and cold..... per doz. 15 06			

Remington

Hammerless Shot Gun

GUARANTEED FOR NITRO POWDERS

Grade K. Made with
Remington blued
steel barrels.



Send for Catalogue containing
complete description of Guns,
\$25.00 to \$250.00, mailed free.

Grade K E D. Made
with Damascus
barrels and Auto-
matic Ejector.

REMINGTON ARMS CO., ILION, N.Y., 13-3317 Broadway, New York.
SOLD BY LEADING CANADIAN DEALERS. NOT RETAILED BY THE MANUFACTURERS. 86-88 First St., San Francisco, Cal.

PRESSED SPIKES			
Discount 20 per cent.			
PULLEYS			
Hothouse	per doz	0 55	1 00
Axle	"	0 22	0 33
Screw	"	0 27	1 00
Awning	"	0 35	2 50
PUMPS			
Canadian eastern	"	1 80	3 60
Canadian pitcher spout	"	1 40	2 10
PUNCHES			
Saddlers	per doz	1 00	1 85
Conductors	"	9 00	15 00
Tinners, solid	perset	0 72	
" hollow	per inch	1 00	
RANGE BOILERS.			
Dominion, 30 gallon	net	6 00	
" 35 "	"	7 00	
" 40 "	"	8 00	
Ronald's Galvanized, 30 gallon,	"	7 40	
" 35 "	"	8 40	
" 40 "	"	9 60	
Copper, 30 gallon	"	22 00	
" 35 "	"	24 00	
" 40 "	"	28 00	
Discount off copper boilers 15 per cent.			
RAKES			
Wood	per doz. net	1 20	up.
RAZORS.			
Elliot's	per doz.	4 00	18 00
Geo. Butlers & Co. S.	"	4 00	18 00
Bokers	"	7 50	11 00
" King Cutter	"	12 50	15 00
Wade & Butcher's	"	3 00	10 00
Therle & Quack's	"	7 00	12 00
Bailey	"	6 00	12 00
Bailey's Brantford	"	10 00	11 00
Carbo Magnetic	"		15 00
Grufton Barber's Favorite	"		10 75
Grufton No 65	"		13 00
Grufton Safety Razors	"		13 50
Grufton Strapping Machines	"		13 50
Lewis Bros. Klean Cutter	8 50	10 50	
REGISTERS.			
Discount 40 per cent.			
RIVETS AND BULBS.			
Iron Rivets, black and tinned, discount 60 and 70 per cent.			
Iron Bolts, discount 55 per cent.			
Extras on Iron Rivets in 1-lb cartons, 1c per lb.			
Extras on Iron Rivets in 1-lb cartons, 1c per lb.			
Copper Rivets, with usual proportion burrs, 45 per cent discount. Cartons, 1c per lb. extra net.			
Copper Bolts only, discount 30 and 10 per cent.			
Extras on Tinned or Coppered Rivets, 1-lb. cartons, 1c per lb.			
RIVET SETS.			
Canadian, discount 35 to 37 1/2 per cent.			
ROPE, ETC.			
Sisal			0 112
Pure Manila			0 142
Brush Manila			0 12
Cotton, 5 1/2 inch and larger			0 16
" 5 1/2 inch			0 21
" 3 inch			0 22
Russia Deep Sea			0 15
Java			0 08
Lat. Yarn, single			0 11
" double			0 11
Sisal bel cord, 45 feet	per doz	0 65	
" 60 feet	"	0 80	
" 72 feet	"	0 95	
RULES			
Boxwood, discount 55 per cent.			
Ivory, discount 37 1/2 to 40 per cent.			
SAD IRONS.			
Mrs. Potts, No. 35, polished	per set	0 70	
" No. 30, nickel plated,	"	0 90	
SAND AND EMERY PAPER.			
B & A sand, discount, 40 and 5 per cent.			
Emery, discount 40 per cent.			
Garnet (Rarton's) 5 to 10 per cent advance on list.			

SAP SPOUTS.		
Bronzed iron with hooks	per 1,000	9 50
SAWS.		
Hand, Disston's, discount 12½ per cent.		
S. & D., discount 40 per cent.		
Crosscut, Disston's, per foot	0 35	0 55
S. & D., discount 35 per cent. on Nos. 2 and 3		
Hack, complete	each	0 75 2 75
" frame only		0
SASH WEIGHTS.		
Sectional	per 100 lb.	2 25
Solid		1 75
SASH CORD.		
Per lb.	0 22	0 22
SAW SETS.		
per doz.		
Lincoln and Whiting		4 75
Hand Sets, No. 1 Woodyatt (Morrill)		4 25
X-Cut Sets, No. 3 Woodyatt (Morrill)		9 50
SCALES.		
Gurney Standard, 40 per cent.		
Gurney Champion, 50 per cent.		
Burrow, Stewart & Milne—		
Imperial Standard, discount 40 per cent.		
Weight Beams, discount 35 per cent.		
Champion Scales, discount 50 per cent.		
Fairbanks standard, discount 35 per cent.		
" Dominion, discount 55 per cent.		
" Richelieu, discount 55 per cent.		
Warren's new Standard, discount 40 per cent.		
" Champion, discount 50 per cent.		
" Weightbeams, discount 35 per cent.		
SCREW DRIVERS.		
Sargent's	per doz.	0 65 1 00
SCREEN DOORS.		
Common doors, 2 or 3 panel, walnut stained, 4-in. style	per doz.	6 80
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style	per doz.	7 00
Common doors, 2 or 3 panel, in natural colors, oil finish	per doz.	8 15
3-in. style 20c. per dozen less.		
SCREWS.		
Wood, F. H., bright and steel, discount 87½ per cent.		
Wood, R. H., bright, dis. 82½ per cent.		
" F. H., brass, dis. 80 per cent.		
" R. H., dis. 75 per cent.		
" F. H., bronze, dis. 75 per cent.		
" R. H., dis. 70 per cent.		
Drive Screws, dis. 87½ per cent.		
Bench, wood	per doz.	3 25 4 00
" iron		4 25 5 00
Set, case hardened, dis. 60 per cent.		
Square Cap, dis. 50 and 5 per cent.		
Hexagon Cap, dis. 45 per cent.		
SCYTHES.		
Per doz. net	6 00	9 00
SCYTHE SNATHS.		
Canadian, discount 40 per cent.		
SHEARS.		
Bailey Cutlery Co., full nickeled, discount and 24 per cent.		
Bailey Cutlery, Japan Handles, discount 67½ per cent.		
Seymour's, discount 50 and 10 per cent.		
SHOVELS AND SPADES.		
Canadian, discount 45 per cent.		
SINKS.		
Cast iron, 16 x 24		0 85
" 18 x 30		1 00
" 18 x 36		1 40
SNAPS.		
Harness, German, discount 25 per cent.		
Lock, Andrews	per doz.	1 50 11 50
SOLDERING IRONS.		
1 lb. lb.	per lb.	0 37
2 lb. or over		0 34
SQUARES.		
Iron, No. 402	per doz.	2 40 2 55
" No. 404		3 25 3 40
Steel, discount 60 to 60 and 5 per cent.		
Try and Bevel, discount 50 to 52½ per cent.		
STAMPED WARE.		
Plain, discount 75 and 12½ per cent. off revised list		
Revised list, discount 75 per cent. off revised list.		

STAPLES.			
Galvanized	3 25	3 50	
Plain	2 90	3 15	
Coopers, discount 45 per cent.			
Poultry netting staples, discount 40 per cent.			
STOCKS AND DIES.			
American discount 25 per cent.			
STONE.			
Washita	per lb.	0 28	0 60
Hindustan	"	0 06	0 07
" slip	"	0 09	0 09
Labrador	"	0 13	0 13
" Axe	"	0 15	0 15
Turkey	"	0 50	0 50
Arkansas	"	1 50	1 50
Water-of-Ayr	"	0 10	0 10
Scythe	per gross	3 50	5 00
Grind, 2-in., 40 to 200 lb., per ton			25 00
" under 40 lb.			28 00
" under 2 in. thick,			29 00
STOVEPIPES.			
5 and 6 inch, per 100 lengths			7 00
7 inch			7 50
ENAMELINE STOVE POLISH.			
No. 4, 3 doz. in case, net cash			4 80
No. 6, 3 doz. in case			8 40
TACKS, BRADS, ETC.			
Carpet tacks, blue		80 and 15	
" tinned		80 and 20	
" (in kegs)		40	
Cut tacks, blue, in dozens only		80	
" 1 weights		60	
Swedes cut tacks, blue and tinned			
In bulk		80 and 10	
In dozens		75	
Swedes, upholsterers', bulk		85, 12 1/2 and 12 1/2	
" brush, blue and tinned			
bulk		70	
Swedes, gimp, blue, tinned and japanned			
Zinc tacks		75 and 12 1/2	
Leather carpet tacks		35	
Copper tacks		55	
Copper nails		50	
Trunk nails, black		52 1/2	
Trunk nails, tinned		65 and 5	
Clout nails, blue		65 and 10	
Chair nails		65 and 5	
Patent brads		35	
Fine finishing		40	
Lining tacks, in papers		10	
" in bulk		15	
" solid heads, in bulk		75	
Saddle nails, in papers		10	
" in bulk		15	
Tufting buttons, 22 line, in dozens only		60	
Zinc glaziers' points		5	
Double pointed tacks, papers		90 and 10	
bulk		40	
Clinch and duck rivets		45	
TAPE LINES.			
English, ass skin	per doz.	2 75	5 00
English, Patent Leather	"	5 50	9 75
Chesterman's	each	0 90	2 85
steel	each	0 80	8 00
TINNERS' SNIPS.			
Bailey's, discount 25 per cent.			
THERMOMETERS.			
Tin case and dairy, discount 75 to 75 and 10 per cent.			
TRAPS (STEEL).			
Game, Newhouse, discount 25 per cent.			
Game, H. & N. P. S. & W., 65 per cent.			
Game, steel, 72 1/2, 75 per cent.			
TROWELS.			
Disston's, discount 10 per cent.			
German	per doz.	4 75	6 00
S & D., discount 35 per cent.			
TWINES.			
Rag, Russian	per lb.	0 27	
Wrapping, cotton, 3-ply	"	0 19	
" 4-ply	"	0 23	
Mattress	per lb.	0 33	0 45
Staging	"	0 27	0 35
VISES.			
Wright's			0 134
Brook's			0 123
Pipe Vise, Hinge, No. 1			3 50
No. 2			5 50
Saw Vise		4 50	9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White discount 50 per cent.

Diamond, Famous, Premier, discount 50 and 10 per cent.

Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.

WIRE.

Smooth Steel Wire.

No. 9 gauge	.....	\$2 50
10	.....	6c. extra.
11	.....	12c.
12	.....	20c.
13	.....	30c.
14	.....	40c.
15	.....	55c.
16	.....	70c.

Add 60c. for coppering and \$2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire \$1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) \$1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in 1-lb. hanks 75c., in 1-lb. hanks \$1.

Fine Steel Wire, discount 25 per cent.

List of extras: In 100-lb. lots: No. 17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65—No. 21, \$7—No. 22, \$7.30—No. 23, \$7.65—No. 24, \$8—No. 25, \$8.90—No. 26, \$9.50—No. 27, \$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34, \$17. Extras net—tinned wire, Nos. 17-25, \$2—Nos. 26-31, \$4—Nos. 32-34, \$5. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in 1-lb. hanks, 38c.—in 1-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.

Brass wire, discount 62½ per cent. off the list.

Copper wire, discount 62½ per cent. net cash 30 days, f.o.b. factory.

Galvanized wire, per 100 lb.—Nos. 4 and 5, \$3.70 to \$3.90—Nos. 6, 7, 8, \$3.15 to \$3.35—No. 9, \$2.50—No. 10, \$3.20 to \$3.40—No. 11, \$3.25 to \$3.45—No. 12, \$2.65—No. 13, \$2.75—No. 14, \$3.75 to \$3.95—No. 15, \$4.30—No. 16, \$4.30. Base sizes, Nos. 6 to 9, \$2.27½ f.o.b. Cleveland. In carlots 12c. less.

Clothes Line Wire, regular 7 strand, No. 17, \$4.65; No. 18, \$2.30; No. 19, \$2.60. Hollow 6 strand, No. 17, \$4.30; No. 18, \$2.70; No. 19, \$2.35; No. 20, \$2.30, f.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb	.....	2 80
Galvanized, plain twist	.....	2 90
Galvanized barb, f.o.b. Cleveland, \$2 55; in less than carlots, and \$2 45 in carlots.		

COILED SPRING WIRE.

High Carbon, No. 9	.....	\$2 75
" No. 11	.....	3 40
" No. 12	.....	2 95

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net	.....	1 50
Terms, 3 per cent. off 30 days.		

WASTE COTTON.

Colored	..... per lb.	0
White	.....	0 08

WRENCHES.

Acme, discount 35 to 37½ per cent.

Agricultural, discount 60 per cent.

Cox's Genuine, discount 20 to 25 per cent.

Towers' Engineer	..... each	2 00	7 00
" S	..... per doz.	5 80	6 00
G & K's Pipe	.....	3 40	
Burrell's Pipe	..... each	3 00	
Pocket	..... per doz.	0 25	2 90

WRINGERS.

Leader	..... per doz.	30 00	33 00
Royal Canadian	.....	24 00	
Royal American	.....	24 00	
Sampson	.....	24 00	
Lightning	.....	27 00	

Terms, 4 months, or 3 per cent. 30 days.

WROUGHT IRON WASHERS.

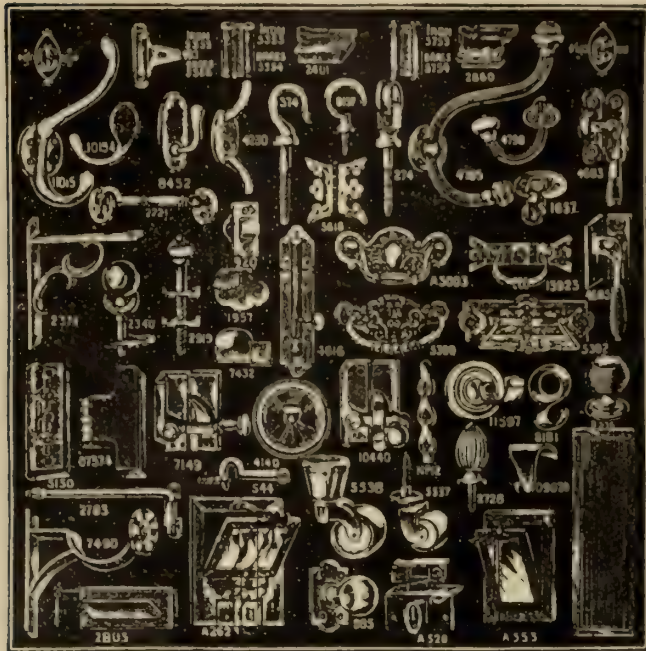
Canadian make, discount 40 per cent.

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Other Tools are very
good Tools, but

"YANKEE TOOLS"

ARE
BETTER



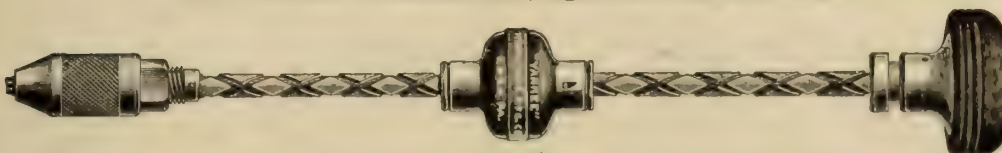
No. 15. "Yankee" Ratchet Screw Driver, with Finger Turn on Blade.



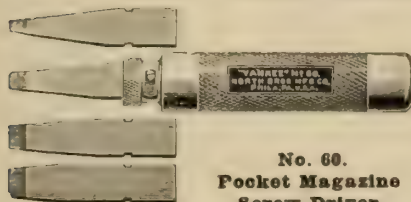
No. 30. "Yankee" Spiral-Ratchet Screw Driver, Right and Left Hand.



No. 41. "Yankee" Automatic Drill, Eight Drill Points in Handle.



No. 50. "Yankee" Reciprocating Drill for Iron, Steel, Brass, Wood, etc.



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Pocket Magazine
Screw Driver.

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tells all about them. Mailed
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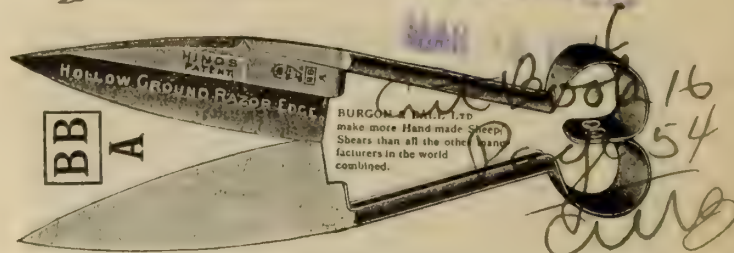
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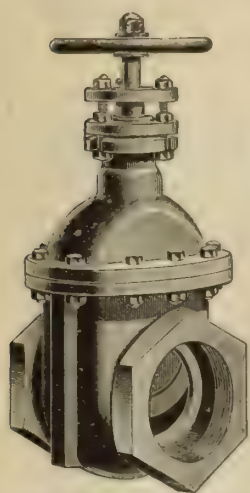
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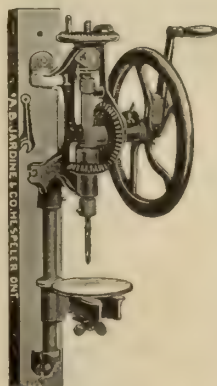
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It tells all about
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**Blacksmiths'
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The very
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Why Work

from morn till night for somebody else instead of
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STANDARD,
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All qualities and lengths, 500 ft., 550 ft., 600 ft., 650 ft. to the pound.

We guarantee our goods to be absolutely Pure and free from all substances calculated to increase weight. Consumers will find on careful test that our goods are the Most Economical Highest quality, Low prices.

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LIMITED

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ESTABLISHED 1750

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WHY sell Old Style Cork Screws?

The People Want

WALKER'S SELF-PULLING

which draws the cork, cuts the wire, removes crown, seal and alumi-
num stopper. Does the whole thing. Each one tested and guaran-
teed. We manufacture over 50 different styles.

ERIE SPECIALTY COMPANY, Erie, Pa., U.S.A.



THE DAY OF JUDGMENT HAS COME, AFTER ALL

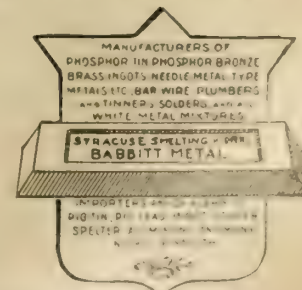
and the jury have unanimously agreed that all the manufacturers in Canada who are looking out for their interests are duty bound to protect themselves by using "Syracuse Babbitt Metal" only, the manufacturers to decide what grade of babbitt they want for their purpose.

For high speed and heavy pressure machinery they may choose such as Aluminum Genuine, Government Genuine, Hard Genuine, Dynamo and Special; for medium speed Harmony, Man-
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THE VERDICT—Everybody who is not using "Syracuse" Babbitt Metal or Solder, in fact any metals they manufacture, is working against his own interests. A word to the wise is sufficient.

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**MONTREAL, CAN.,
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PATENT COW TIES.

These Cow Ties
have stood the
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Undoubtedly the
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It will pay to

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A complete line of all sizes ready for shipment.

FOR SALE BY ALL JOBBERS.

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LIMITED

HAMILTON, ONT. MONTREAL, QUE.

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Dominion Wire Manufacturing Co.
LIMITED

MONTREAL AND TORONTO.

4-barb 6-in.



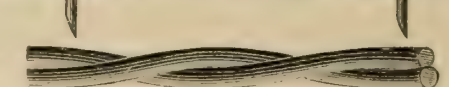
352 lbs. per mile

4-barb 4-in.



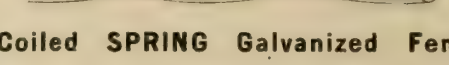
384 lbs. per mile

2-barb 5-in.



352 lbs. per mile

2-barb 2 1/2 in.



384 lbs. per mile

Plain Twist
2 Wires



288 lbs. per mile

Coiled SPRING Galvanized Fence.

BRIGHT and GALVANIZED FENCE STAPLES,
1 1/4 to 2 INCHES.

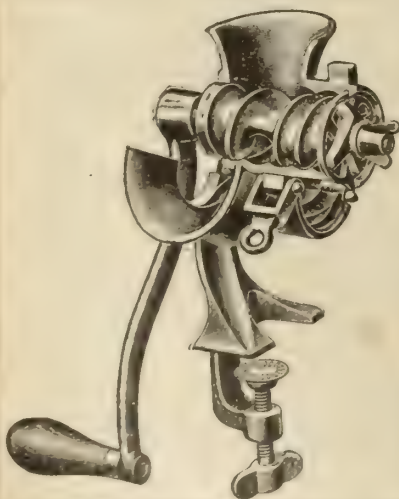
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HAY — PULP — PAPER — RAGS — SHINGLES — ETC.

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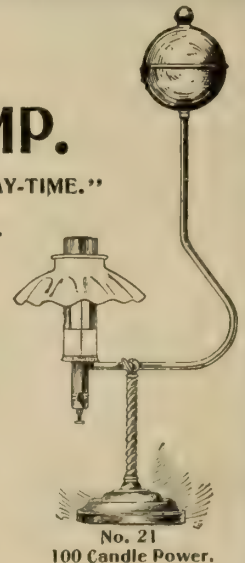
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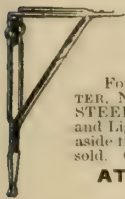
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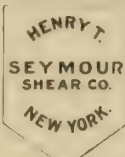
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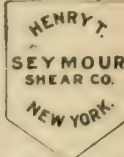
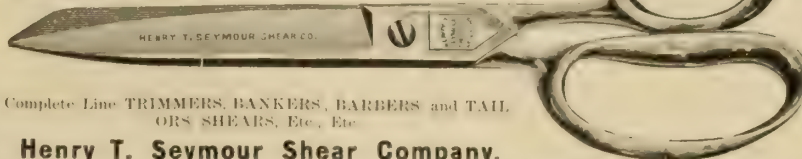
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Each pair of our shears bears the above trade mark.

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Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS, BANKERS, BARBERS and TAILORS SHEARS, Etc., Etc.

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AGENTS WANTED.

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THE HANDIEST TOOL OF THE YEAR. ADVANTAGES: Saving of time and labor. No need for expensive straining posts, ratchets, and other oddments. Cost saved in the erection of the first 100 yards of wire fencing.

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SILVER PLATED Knives, Forks, Spoons, etc.

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**BARBED WIRE CALVANIZED PLAIN WIRE
PLAIN TWIST CABLE FENCING**

Telegraph and Telephone Wire; Mattress, Broom, Weaving Wires of every description; Rail Bonds, Bale Ties, Special Wires for all purposes, Springs, Horse Shoes, Wire Rope, Cold-drawn Steel Shafting.

Tree Pruners.

Made
in



Canada

Our Tree Pruners, with patent socket top, and made throughout of the best quality of materials, give satisfaction to every one and cost no more than the inferior U. S. makes.

We also make a special heavy Tree Pruner for the use of telephone and telegraph companies.

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TAYLOR-FORBES CO., Limited, Guelph, Ont.

Nickel-Plated Copper Tea Kettles.

We are now putting on our Copper Kettles, both Ontario and Royal styles, our new O. G. Spout, securely fastened to the body in such a manner that it cannot be melted off. Well finished and thoroughly first-class in every respect.



*see cut book 12
page 48*

KEMP MANUFACTURING CO., TORONTO, CANADA.



Subjects Being Discussed at Ottawa

Written for Hardware and Metal by a Member of Parliament.

CANADA is undoubtedly a fruitful country, and yet Goldwin Smith observed with truth that we produced here more politics than any other product per acre. It is said, give a Kentuckian a plug of tobacco to chew, a biscuit box to sit on, and a political opponent to argue with, and he is provided for for a whole day at least. From this we must take it that political interest is a marked characteristic of our race wherever found, and it will be found no less powerfully developed in the well-educated than in their less learned fellows.

The proof of this last assertion was once more given when, on Wednesday, Oct. 7th, Mr. Talbot, of Bellechasse, continued the revelations begun by Mr. Marcil, of Bagot, with regard to the G.T.P. petitions referred to in our last issue. He was cheered by his fellow Liberal members for making disclosures of conduct so disgraceful that silence would have been in better taste, silence that would undoubtedly have prevailed in affairs of private life, but which was broken because of the heat of party feeling, partisans seeing an advantage for themselves, and rejoicing in that rather than sorrowing in the disgrace to our political life as carried on apparently with organized effort and strong financial backing.

Mr. Talbot said in part: "Wholesale forgery has been committed by over zealous partisans, urged by unscrupulous but important newspapers of Montreal. These petitions contain the names of mere boys, names of people who live in the United States, names of people who have been dead for years, names of people who ought to be in lunatic asylums, names of people who, owing to their advanced age, are absolutely irresponsible, names of people who knew nothing of these petitions, and of people who when asked to sign absolutely refused."

Can anything more outrageous well be conceived? The right to petition Parliament

is one of the most ancient and valued recognized by the British Constitution. True, owing to abuses in the past much more venial than those herein charged, the importance of petitions has been greatly minimized, but still they have retained no mean place in our constitutional machinery. If the perpetrators of such outrages as these are allowed to remain outside the prison walls, petitions in the future will be simply scoffed at, and impudent effrontery in public life encouraged. Nor is this the only aspect of the case. Even to-day it is difficult very often to induce our best citizens to enter political life, because of the unsavoriness of its surroundings—its intrigues, its trickiness, sometimes its foul corruption and dishonesty. In the United States this has become the rule, fortunately with us so far at least it is the exception. If such practices as these are to continue, we will in turn find ourselves in the same position as the United States—politics entirely given over to "professionals," with all that such "professionalism" implies.

In this particular case consider for a moment the hard place in which Mr. Borden, Mr. Clarke, Col. Tisdale, Mr. Brock and a score of other Conservative members find themselves. These men are the soul of honor, and yet these petitions are presented to check a scheme which they are opposing, and for them they will be in a measure held responsible, not responsible exactly, the members who actually presented the forged petitions will have to bear that, but associated with them, which is surely bad enough. Such tactics in a country like Canada, which has still that valuable asset, a public conscience, invariably come back on the heads of those who employ them, so that even from the standpoint of party expediency they are a miserable failure, and the charge of stupidity must be added to that of dishonesty.

We have referred to the fact that the Liberal members cheered Mr. Talbot, and

we have reflected on their good taste for doing so. We credited this mistake on their part to the strength of party feeling, which we said was no less strong in the better educated than in the masses. Speaking of the latter, the writer was once present at a political meeting where one of the speakers assured his audience, which was largely made up of political opponents, that the Government which he was supporting had a surplus of several millions of dollars, and was in a most prosperous way financially. This announcement was received in silence, as was his assertion of great undeveloped natural resources; but when the rival orator assured the very same people that they had been plunged deeply into debt by the Government in question, and that their undeveloped resources were merely in the imagination and not in existence, this dismal picture was cheered with much apparent satisfaction and enthusiasm.

Of course, the feature of the week has been the passing of the Supplementary Estimates and the bringing down of the railway subsidies. The Conservatives say that the large amount of each is a sure sign of an approaching general election, while the Liberals do not admit the soft impeachment, but speak of the very rapid development of the country and the large outlay necessary to provide facilities for new neighborhoods and the increasing wants of old ones.

However this may be, the Conservatives seem really to expect an appeal to the country before another session of Parliament, and many, though not all the Liberals, are of the same opinion. Should it come, the chances are that a Winter campaign with all its attendant hardships would be thrust upon the poor politicians. Endless drives along the side lines through mud, through snow banks, in all sorts of inclement weather, and then an election day at last, upon which many voters, taking

Canada as a whole, would necessarily be weather-bound, introducing still another element of chance into that conflict which Sir John classed with a horse race for the uncertainty of its issue.

• • •

The older members dread the prospect exceedingly. To a man who has already lived the three score years and ten and who is now drawing on the bounty of nature, so to speak, for his continued existence, a Winter campaign is a risk for which the life insurance companies should charge an extra premium as much as for active service in war, or a visit to a country of unhealthy climate. Fancy the school-house meeting; small room with a stove burning furiously, with a crowd of eager men, with a coal-oil lamp or so, and with a final heat of somewhere from 85 to 95. In this a man has to speak for an hour or two, and speaking warms the blood of the speaker at least, even if it fails to warm also, as it is intended to do, the blood of the listener. Then at last the meeting is over, and, thoroughly heated through, the unfortunate "spell-binder" betakes him to his cutter and drives perhaps ten or twelve miles through the bitter cold of a mid-winter night—result, pneumonia, with an even-up chance for life or death. Let the prosperous merchant who cons these pages think twice before he allows himself to be tempted from the calm and comfort of successful commercial life into the heart-burnings and hardships of politics, deceived by their glamor, coaxed by the importunities of well-meaning friends who assure him of his great popularity, and that he is the only man who can carry the riding.

• • •

But to return to the supplementary estimates. Of course, the main expenditure is in connection with public works. Each little community presses for this, that or the other expenditure which, by petition or deputation, it asserts, is absolutely necessary and justifiable. Of course, say these special pleaders, we are against a large expenditure, we are economists of the most pronounced character, but we only ask \$10,000, and, you see, in our case it is in the general interest of Canada that so prosperous a community should receive the government aid necessary to its proper development. And so, perhaps with a whispered word as to political results (this last not the least potent with any government), the \$10,000, small sum that it is, is promised. But what a surprise! When this \$10,000 is added to the other ten thousands promised throughout this great, big land of ours, we are startled by a total of millions—the sum which confronts us now.

There is no escaping the conclusion that in a young country, rapidly developing, with numerous requirements, expenditure will be large under any government, always provided times are prosperous and the revenue abundant. The Opposition of the day invariably enters solemn protests

against the "extravagance" of the Government, as evidenced by the "enormous" total, and just as invariably refrains from challenging by a recorded vote any particular expenditure as it comes up in committee for fear of losing political prestige in the community which is seeking the grant.

In the nature of these grants this session there is nothing at all unusual—public buildings, piers, wharfs, light houses, etc., the same old things, but in larger measure. True, poor Captain Bernier has tried to introduce a new element in getting a grant for a Canadian expedition to discover the North Pole. But the captain has met with a reception to which the icy blast of the Arctic Circle would seem but a Summer zephyr. He forgot in his calculations that there is as yet no vote to be conciliated in that far away quarter of Canada, so his application must be pressed some other day. We have not time to consider it just now.

In saying that this year's vote is about the same as usual, we must except the vote on the militia, which has at last assumed fair proportions. When at the Colonial Conference in 1902, the Canadian representatives were pressed by the British Ministers to endorse a scheme by which a considerable force would be organized in the colonies for Imperial service, subject to the control of the British Government in case of war, the colonies, headed by Canada, objected to this scheme as a surrender in a measure of the powers of self-government. We will agree, said they, to improve our own defensive forces, and to this end will gladly receive the advice of experienced Imperial officers, but the disposition of the force must be ours, in war as in peace.

Lord Dundonald certainly ranks as "an experienced Imperial officer," and he has been most busily engaged since his arrival in Canada in formulating with the Minister of Militia a scheme for militia betterment. Thursday's session was entirely occupied with an exposition by the Minister of this scheme, with the criticisms called forth from other members of the House, and in voting the money necessary to make a beginning of it. While at present we have rather less than 40,000 stand of arms, with a requirement of not less than one hundred thousand, under the plan adopted, and as a rifle costs twenty-five dollars, it will at once be apparent that a very considerable sum of money is necessary to put matters on a better basis. Then there is the artillery, both field and garrison, for which more and newer guns are required, to say nothing of clothing and other military stores. For all these purposes a vote of \$1,300,000 was asked, and it speaks well for the general acceptability of the measure that not one voice was raised against it, while the only complaints heard were from some honorable gentlemen who wanted a somewhat larger vote in order that the pay of the militia might be increased from its present rate of fifty cents

a day to something nearer the current wage in other employment.

Lord Dundonald's plan contemplates a force of one hundred thousand men, of whom sixty thousand will be liable for active service only, with no compulsion to attend camps of instruction, but with a rifle for each man and a fair measure of instruction in its use. Of the remaining forty thousand all the city corps will drill each year at headquarters as is the present custom, and of the country regiments about half the strength will be called out for training.

THREE STAGES OF PROGRESS.

IN the reign of King Louis XIV a coach-maker to his majesty designed a vehicle having its body suspended by leather straps. The idea was practical and soon became a feature in all royally constructed coaches. Generations later the introduction of steel springs supplanted the leather straps and carriage building was brought to a second stage of development, and some degree of perfection attained.

In the present day we have improvements carried to the third stage in the use of rubber for tires. Progress has not stopped yet, however, since the rubber tire had its defects in methods of fastening that seriously impaired its wearing qualities.

There is no question as to the utility and comfort to be derived from the rubber tire for vehicles. The only possible defects are in the quality of the rubber and the means of fastening. In Canada the Dunlop Tire Company have secured the control of a patent for fastening a rubber tire to a wheel without running a wire or wires through its centre. In a centrally fastened tire the wire cuts through the rubber and makes the channel so large that the qualities of the tire are destroyed. In the Dunlop tire cross bars are vulcanized every three quarters of an inch and a side wire, setting on the outside of the tire, engages these cross bars and grips the tire with as tight and durable a fastening as is possible to provide. By this method the old trouble from sand and gravel getting between the rim and tire is obviated and the wearing qualities of the rubber greatly prolonged. This device is the latest improvement in rubber tires and is widely advertised as the Dunlop Side Wire Tire.

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SILVER-PLATED WARE AS HARDWARE.

SILVER-PLATED ware, and especially silver table ware, can be successfully handled in the hardware store. In almost every hardware store table cutlery is sold, and customers can be easily educated to look for silver knives and forks in the same store. There are few hardwaremen to-day, says an exchange, who are not selling some house furnishings, and silverware certainly follows very closely this line. Customers, when looking for house furnishing goods, can easily be shown silverware.

During the past few years the sale of plated knives and forks has greatly increased, and in no small measure they are taking the place of the plain steel goods, therefore the hardware merchant, to keep up his business in this line, must add the silver-plated ware.

Silverware is exceedingly attractive to everybody. It can be very nicely displayed, and gives tone and finish to an ordinary hardware store. If displayed well it always results in a ready sale. It is, of course, well known among the trade in general that it is not the articles that people go into the store and call for that sell to the greatest extent. It very often happens that the goods most sold are the ones that are well displayed, shown and advertised.

The sale of silverware, if well advertised, will bring new customers to the store, and thus at once broaden the field for the hardwareman.

Many merchants have entered this line, and have found that for the amount of energy spent on its display and advertising silver-plated ware has brought exceedingly good returns. Upon the sale of these goods the profit is larger than on almost any staple merchandise. The fact that there is a large variety of designs and styles and that new goods are constantly in demand enables the retailer to make a good margin of profit.



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Use coupon today.



It is not essential in putting in a stock at first to put in a complete line. It would seem best to first add plated knives, forks and spoons, and as the business increases

extend the line to cover silver hollow ware, and in time add sterling goods so that the complete line would be covered.

A LARGE ROPE COIL.

The illustration shows a large coil of rope recently manufactured by The Consumers' Cordage Co., Ltd., of Montreal, for a special order. This rope, which was made of the best manila, was 12½ inches in circumference, 1,320 feet in length and weighed 6,110 pounds. The immense size of this coil can be seen by comparing it with the workmen who are standing beside it. The company have special machinery for the manufacture of long tow lines of this description.

A CANADIAN EXHIBIT AT JAPAN.

A representative of *HARDWARE AND METAL* was shown on Tuesday of this week by the Pillow and Hersey Manufacturing Company of Montreal, a certificate of merit which they have received from the directors of the Fifth National Industrial

Exhibition of Japan. This company made an exhibit this year of the various metal goods which they manufacture, such as bolts and nuts, horseshoes, wire and cut nails, washers, tacks and rivets. The certificate, which is very handsomely executed, is in the Japanese tongue, and we regret that we are unable to reproduce it. Translated, it reads as follows:

We, by the order of H. I. H. the Prince Kato, President of the Fifth National Industrial Exhibition of Japan hereby express our thanks for the valuable display of the above-mentioned articles, which proved to be special object lessons to our people, in the Canadian Building at the Fifth National Industrial Exhibition, held in the 36th year of the Meiji.

(Signed) BARON HIRATA,
Vice-President of the Fifth National Industrial Exhibition.

The first day of the seventh month of the thirty-sixth year of the Meiji.

EXPERIMENTS IN STEEL.

SOME weeks ago reference was made in these columns to the visit to Canada of Mr. W. F. Beardshaw, a representative of the Baltic Steel Works, of Sheffield, Eng. While in Canada Mr. Beardshaw succeeded in interesting the railways in the results of some experiments which his firm have been making with the object of increasing the tensile strength of steel. These experiments were made in the first instance at the suggestion of the War Office, which required steel of extra tensile strength for the light artillery. Whether or not the new processes which the Baltic Steel Works have discovered will be a commercial possibility remains to be seen. The results will be embodied in a paper to be read at the meeting of the Iron and Steel Institute, which will be held on this side of the water next year. In the meantime the experiments are attracting considerable attention in England, as the following extract from Engineering, September 11, 1903, to which our attention was called by Mr. Alexander Gibb, of 13 St. John street, Montreal, the Canadian agent of this company, will show:

"In our last issue we printed a paper by Mr. J. E. Stead, in which were described the results of experiments made with a view to producing steel rails, of which the texture consists mainly of sorbite. It will be remembered that these rails proved much superior in their physical properties to rails of similar chemical composition, of which the texture was mainly pearlite. We are glad to say that, as the result of experiments extending over some years, Messrs. J. Beardshaw & Son, Limited, of The Baltic Steel Works, Sheffield, have for some time past been producing sorbite steel bars and shapes on a commercial scale, and can undertake with their present plant to produce in this kind of steel a fair range of forgings and bars. The steel in question can be supplied with a breaking strength of 53 tons per square inch, an elastic limit of 40 tons per square inch, a reduction of area at

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impact tests. It would be interesting to have "notched bar" impact tests made on this steel, as no plan of testing yet devised has proved so good as this in demonstrating the toughness or otherwise of metals used in construction."

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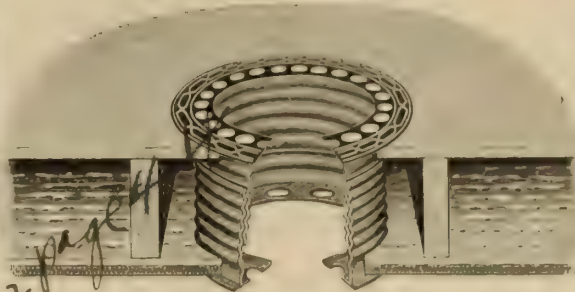
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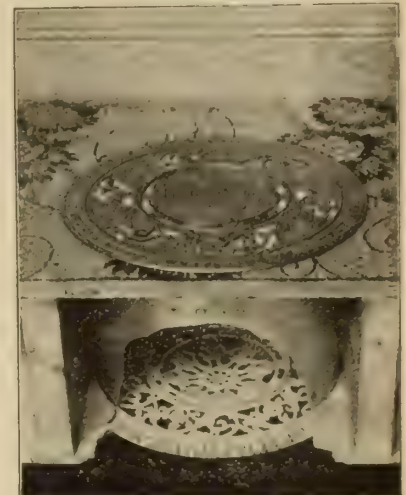
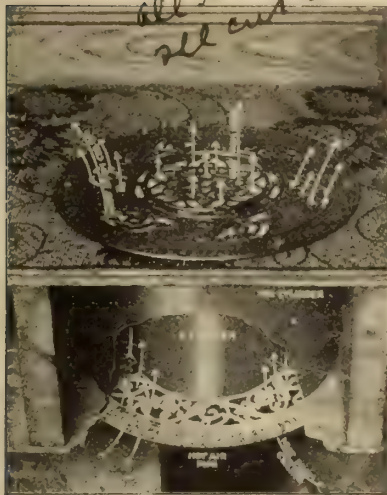
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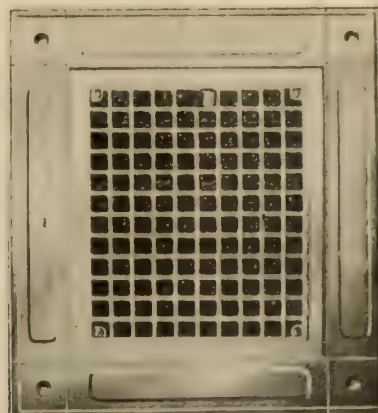


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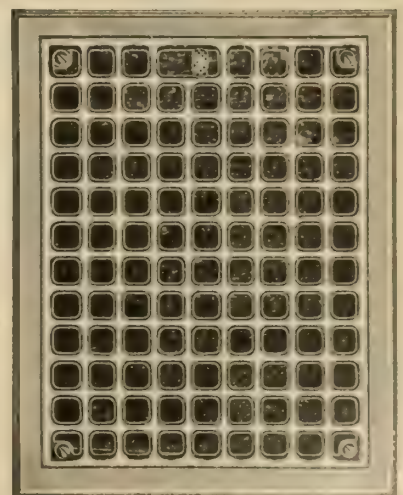
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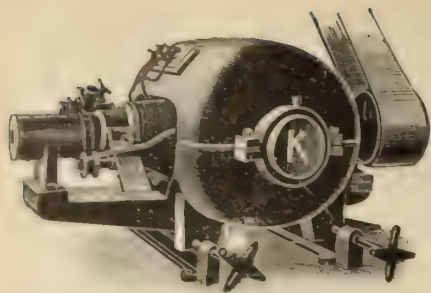
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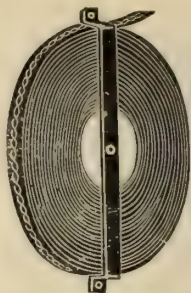
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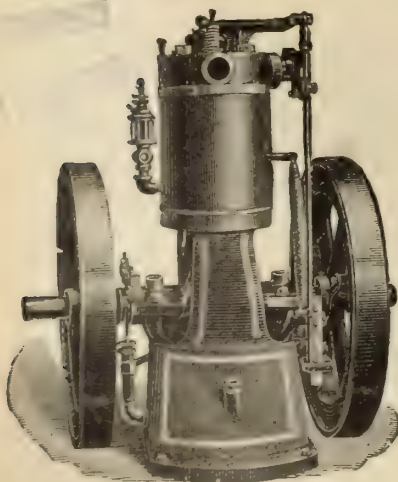
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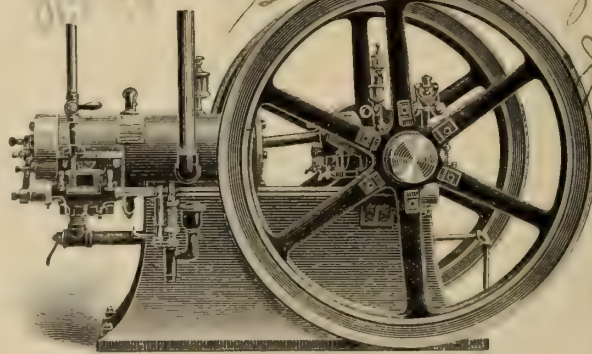


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ADVANTAGES OF THE TURBINE ENGINE.

IS the turbine to be the engine of the future? Much discussion is heard relating to its value as compared with the various engines in more general use to-day.

At the moment attention is particularly turned toward the advantages of the steam turbine for steamships. Among the most valuable opinions uttered in connection with this phase of the matter is that of Rear-Admiral Melville, of the United States navy, who recently summed up the advantages of the steam turbine for commercial vessels as follows:

"1. The first advantage claimed for the turbine, by its builders, is that the engine room weights will be very materially cut down. Now, though this is true, it is so to a less extent than often supposed, since the same boilers, condensers, pumps and other auxiliaries have to be used in either case and the saving is only in the weights of the motor or engine itself and the shafting and propellers; still this saving will be, in the case of a high powered vessel, a matter for serious consideration when choice of machinery is made. In my opinion, however, there are other advantages in the use of the turbine even more important than the saving of weight, and some of these are as follows:

"2. A steam turbine is, as is well known, both in theory and design, the simplest of all motors, consisting only of a revolving shaft, on which is keyed a drum carrying the moving arms or vanes, inclosed in a cylinder containing the stationary arms and having at each end a bearing in which the shaft and drum revolve. Steam enters at one end of the cylinder, blows through the vanes or arms, and then emerges at the other end and is conveyed to the condenser by the exhaust pipe. The two bearings at the ends of the cylinder for the shaft are the only bearings or rubbing parts in the motor, and as there are no valves, valve gear or reciprocating parts to wear loose, get adrift or require attention and lubrication, but little care is required after the turbine is started, there will be no steam leakage caused by packing rings breaking or wearing loose with consequent increase of coal consumption; if the boilers prime, one of the most frequent causes of breakdowns in a reciprocating engine, no damage will be done, since the wet steam, or water, or spray will simply blow through.

"3. The principal objection heretofore raised against the use of the turbine has been that it is very wasteful of steam and must be run at an excessively high speed of revolution. Now, though this may have been true formerly, it is not so at present, since carefully conducted experiments have shown that the improved turbine of to-day will develop its power on as low a consumption of steam as the best reciprocating engine when both are running at their designed power; when both are running at reduced power the steam consumption per horse power increases very rapidly but no more rapidly with the turbine than with the engine. Turbines, too, as at present designed, can be run at their highest economy at very reasonable speeds of revolution.

"4. It should also be particularly emphasized that whatever may be the economy of a turbine when first installed, the turbine will continue to work with the same economy almost indefinitely, since there are no interior parts to wear loose and allow steam to blow through to the condenser without performing its share of work.

"5. Another point, that appeals very strongly to the engineer and may affect the efficiency of the ship at a critical time, is that as there are no internal rubbing parts no internal lubricating will be required; this means that there will be no cylinder oil to work into the condenser and coat the boiler tubes, with consequent pitting and overheating of fire surfaces.

"6. With a turbine little or no care or precaution is required in starting or reversing, and these operations can be performed as rapidly as the necessary valves can be manipulated.

"7. Turbines are now reversed by means of a supplemental set of reversing blades and nozzles to which steam is admitted when desired.

"8. As the propellers used with turbines are smaller than those with reciprocating engines the tips of the upper blades will be more deeply immersed and less likely to be uncovered by the pitching of the vessel so there will be less possibility of racing. But even if racing does occur, there will be no risk of serious injury or breakdown as with a reciprocating engine.

"9. There will be little or no vibration caused by the turbine and the vibration from the propellers will be greatly decreased

by reason of their smaller size. This absence of vibration and perfect balance of the parts will allow much lighter engine platforms to be used.

"10. The absence of all interior rubbing parts will allow highly superheated steam to be used, which cannot be done satisfactorily with the reciprocating engine; this in turn will add greatly to the economy of the turbine. As most water tube boilers are well adapted to the use of superheaters, it is very probable that the introduction of turbines will be followed by the use of superheaters for marine work.

"11. As each turbine has but two bearings there is nothing to get out of line in the turbine itself; in the case of a reciprocating engine there are generally four main bearings that must be kept in perfect alignment and reciprocating parts that must be kept in right angled alignment with the main bearings. As the turbine would have but two bearings, any working of the vessel would not disturb it and could only tend to throw it out of adjustment with the line shaft; this tendency, however, would be no greater than is now the case with the engine.

"12. The absence of all working parts except a few of the very simplest description, and especially the absence of linkages and interior rubbing parts in the steam spaces reduces the cost and labor of upkeep to the minimum; this, though important, is not so important in the case of a naval vessel as is the liability to keep the sea almost indefinitely without laying off the engine for repair.

"13. The lubrication of a turbine is almost ideal since the absence of adjustable bearings permits forced lubrication without appreciable loss of oil or any of it being carried into the condenser by the exhaust. The same oil can be pumped through the bearings over and over again, being cooled in passage by a water coil.

"14. Many additional reasons for the use of the steam turbine might be given, but my desire has been to make this letter as short and concise as possible; I believe, however, that the preceding will be more than sufficient to justify my recommendation. The ability to use highly superheated steam, the few moving parts and the ease of manipulation are alone sufficient to warrant its use.

"15. It will also be noted that I have only recommended the use of a turbine in a vessel of moderate size. This is not because I have not faith in it, but because I do not

consider it good policy to change the type of motive machinery of battleships and large cruisers till after long and exhaustive trials and experience with the new motor in vessels of smaller size and less importance.

"16. As this is a matter of great importance, I respectfully request that it be referred to the board on construction for consideration."

TWO LARGE LOCOMOTIVES.

The Michigan Central Railroad Co. is having built two of the largest passenger locomotives in the world. The monster engines are to be delivered from the makers, The American Locomotive Works, at Schenectady, next April, and will be of the three drive-wheel type.

The work done by the new locomotives will be closely tested and if they give satisfaction the company intends placing more extensive orders. The chief object sought by the company is greater durability and pulling power than those of the engines now in use. Additional speed has not been given much consideration in the specifications for the two locomotives.

CHANNEL TURBINE STEAMER.

THE turbine steamship Brighton, built by the shipbuilding firm of Denny & Bros., Dumbarton, Scotland, for the London, Brighton and South-East Coast and Western Coast of France Railway Companies' Newhaven and Dieppe passenger service, has been launched.

The propelling machinery of the Brighton consists of three sets of turbines, made by The Parsons Marine Steam Turbine Co., of Wallsend-on-Tyne, steam for driving them being supplied by cylindrical boilers of the Scotch type, constructed by Messrs. Denny & Co., to work at a pressure of 160 lb. per square inch on the closed stokehold system. The arrangement of the turbines consists of one high pressure turbine on the middle of the ship, with a low-pressure one on either side of it, each turbine shaft being fitted with only one propeller, better results being obtained by this arrangement than with two on the same shaft. In maneuvering the vessel the centre shaft runs free, the two side shafts then taking the place of the ordinary twin screws, the maneuvering power, as demonstrated in previous turbine vessels, being in every respect as good as in ordinary twin screws, while in going astern there is none of that objectionable vibration which is to be felt even in the most modern twin-screw arrangement.

If the experiences of the runs on her second trip are any guide, the vibration, though noticeable, was trifling compared with that felt in most of the old twin-screw boats. The machinery, as on the contractor's trials, worked with the greatest smoothness, and as it occupies far less space than that of the ordinary type of screw engines, the boat will carry 100

more passengers in conditions of still greater comfort, and her performances during the coming autumn and winter will be of exceptional interest to those interested in the testing of turbine engines in marine service.

BOILER EFFICIENCY.

THE daily press announces the invention by Sir Hiram Maxim of a boiler made entirely of steel, says Power, which is "much more economical in working and cheaper than anything of the kind now on the market."

There may be some room for improvement in the steam boiler so far as capacity, simplicity, cheapness of construction, safety, etc., are concerned, but when it comes to efficiency there has been little or no improvement in thirty-five years, and does not appear to be any room for improvement.

In 1868 Hon. Gideon Welles, then Secretary of the Navy, appointed a Board of Engineers to act with the Bureau of Steam Engineering to determine the comparative merits of vertical water tube and horizontal fire tube boilers. We have a copy of their report, signed by B. F. Isherwood, Chief of the Bureau of Steam Engineering, and by W. E. Everett, Miers Coryell, William Bromley, Chas. W. Copeland, B. H. Bartol, J. Vaughan Merrick, Wm. C. Hibbard and Wm. Wright, the appointees on the Board. These were all engineers of prominence in their day and the reputations of several of them still endure, yet their report is full of instances of evaporation of over 13 pounds of water per pound of combustible from and at 212 degrees. Allowing for the fact that no tests were made to determine the quality of the steam, and for the greater precision of modern tests, it is evident that the efficiencies procurable in those days will not compare badly with the best which we obtain at present.

The opportunity for improvement in boiler practice lies not so much in invention as in design, not so much in the finding of a novel mode of construction as in the adaptation of existing modes to the conditions in hand, and not so much in other designs and adaptation as in intelligent operation.

HIGH-SPEED STEEL IN SHAPED CUTTERS.

In the course of an address before the American Society for the Advancement of Science, E. L. French stated that, whereas until recently the extensive use of self-hardening steel has been confined to extremely simple forms of tools, where all the work necessary to fit them for service could be done by forging and grinding to shape, now, however, there have been perfected processes of annealing which admit of self-hardening steel being as readily machined as most of the ordinary carbon grades. The high-speed qualities of the steel, as found in the lathe and planer tools, can

thus be utilized for cutters of all kinds, complicated or simple in pattern, at a great saving of time through the increased amount of work such tools are capable of turning out. The greatest advantage, however, which such steel possesses over the ordinary water-hardening varieties lies in the fact that there is absolutely no danger of loss in the hardening bath, where so many costly tools meet their end, for it is only necessary to heat such a steel to redness and lay it aside to cool, when it will have regained the hardness it possessed before annealing.

NEW EDISON GENERATOR.

The North American says T. A. Edison has conceived and contrived an electrical generator which derives its power from a "fuel" of marvelous potency, and which makes possible the utilization of the storage battery which Mr. Edison invented several years ago. The generator is 6 ft. long, 6 ft. high and 5 ft. wide, and is capable of producing electricity sufficient to store one of the Edison batteries to run an automobile and light a house. The machine can now be made at a cost of \$450, and the inventor declares that cost will be much reduced in a short time.

MACHINERY AND ELECTRICAL NOTES.

R. P. Fairbairn, assistant engineer of the Department of Public Works of Ontario, has been appointed chief engineer of the department. He succeeds R. McCallum, who resigned.

The D. F. Jones Co., shovel manufacturers, Gananoque, Ont., have completed the addition to their factory and the installation of additional machinery, which will enable them to increase their output over 50 per cent.

The Cataract Power, Traction & Light Company's new steam plant, Hamilton, Ont., has been started. One of the large engines was started at the plant, and it adds about 1,800 horse-power to the company's electric power. Very soon another engine will start up, and another 1,800 horse-power will be added to the supply.

The Mexican Light and Power Co., controlled by Toronto and Montreal interests, has passed into the possession of The City of Mexico Electric Light Co. It is not intended to make any change in the management of the company, as it has shown excellent returns under the present management.

Among the contracts closed by The Jones & Moore Electric Co., Toronto, are a 50-light dynamo for The Davis Dry Dock Co., Kingston; a 100-light dynamo and all wiring for The Milton Pressed Brick Co., Milton, Ont.; a 200-light dynamo for the new saw mill of Geo. L. Burtis, Thessalon, Ont., and an electric light dynamo and engine for J. B. Winlau, Winlau, B.C.

NO EULOGY REQUIRED.

"In the early days of the West an itinerant preacher stopping for refreshment at the pioneer home of one of his parishioners was served with apple pie. It was not a good pie. The crust was heavy and sour, but the encomiums which that clergyman heaped upon it were great. The good wife knew that she had had bad luck with the baking, and as she was, in reality, an excellent cook, determined that the next time the preacher came her way he should have a pie that was faultless.

"He told her when he was to return, and on that day she set before him an apple pie that was the real thing. He ate it, but to her astonishment vouchsafed not a word of commendation. This was more than the housewife would stand.

"'Brother,' she exclaimed, 'when you were here last you ate an apple pie that wasn't more than half baked, and yet you praised it to the skies. Now you have eaten a pie that nobody needs to be ashamed of, but you haven't a word to say in its favor. I can't understand it.'

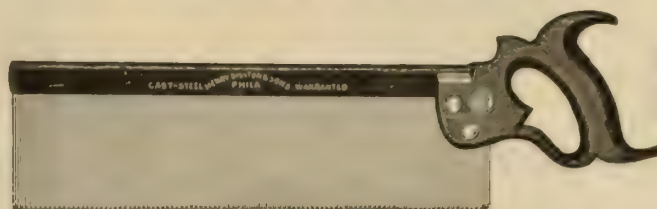
"'My good sister,' replied the preacher, 'that pie you served me a few days ago was sadly in need of praise, and I did my full duty in that direction, but this fine pie, bless your heart, does not require any eulogy.'

NO EULOGY REQUIRED.

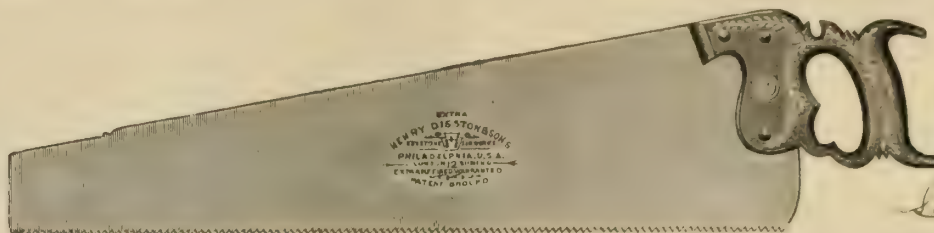
Encomiums and a shrewd salesman are often necessary in selling a saw not branded "DISSTON."
"Talk" is the least requisite in effecting a sale with the DISSTON saw—it needs no eulogy.

DISSTON'S

—SAWS—



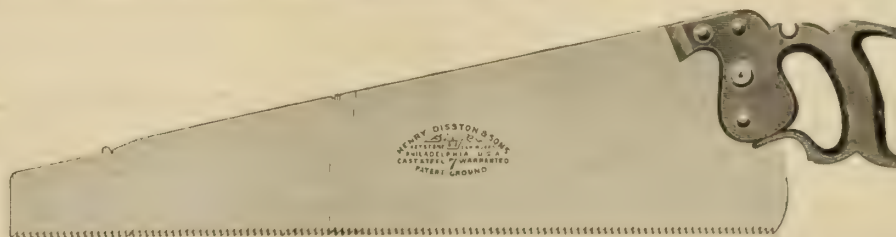
DISSTON No. 4 BACK SAW, cast steel, blued steel back, apple handle, 10, 12, 14 and 16 inch.



DISSTON No. 12. Hand, rip and panel : extra refined London spring steel, patent ground and tempered, selected and highly polished blade, carved apple handle, four brass screws.



DISSTON No. D8. Hand, rip and panel : skew back, spring steel, patent ground and tempered, apple handle, five brass screws.



DISSTON No. 7. Hand, rip, and panel : cast steel, patent ground and tempered, beech handle, four improved screws.

D I S S T O N & S O N S.

SAW MAKERS TO THE WORLD

L E W I S B R O S. & C O.

AGENTS TO THE CANADIAN PEOPLE.

TORONTO, 87 YORK ST.
OTTAWA, 54 QUEEN ST.

QUOTE
LOW.

HEAD
OFFICE, MONTREAL.

SHIP
QUICK.

VANCOUVER.
P.O. Box 656

The CANADA SCREW COMPANY, HAMILTON

TORONTO

MONTREAL



Ask for our

Wood Screws,	Wire Nails,
Machine Screws,	Screw Eyes,
Tire Bolts,	Screw Hooks,
Stove Bolts,	Gate Hooks
Rivets,	and Eyes.

Specials of all kinds.

Our name is on the power transmission appliances of most of the successful manufacturing plants in Canada.

The **Dodge** line is in constant demand, and if you do not carry it you are letting business get away from you.

We are ready to submit a very inducing proposition to you if you want a money-making line.

WRITE ABOUT IT.

The Dodge Mfg. Co., of Toronto,
Limited,
TORONTO, ONT.

TO SUPERSEDE EMERY CRAIG MINE CRYSTAL CORUNDUM



WHY BUY IRON ORE FOR ABRASIVE PURPOSES?

Emery is Iron Ore containing a percentage of Corundum. Bulletin of the United States Geological Survey No. 180, page 9:

"Emery is a mechanical admixture of corundum and magnetite of hematite. It is, of course, the presence of corundum in the emery that gives to it its abrasive qualities and makes it of commercial value, and the abrasive efficiency of emeries varies according to the percentage of corundum they contain."

Most Emeries contain only 30 to 40 per cent. crystalline alumina (corundum). Craig Mine Crystal Corundum contains 98 per cent. pure Crystalline alumina (corundum).

WHAT CONSUMERS SAY ABOUT IT.

THOMAS ARCHER, 314 East 22nd St., New York City.—"In reference to the Craig Mine Crystal Corundum, I do honestly pronounce it the best and most effective abrasive that I have ever used. My line of work consists of an endless amount of glass reaming, and I have been using almost every kind of abrasive—sand, pure Turkish emery, carborundum, etc., but have never been able to obtain as speedy or satisfactory results with either of the above, as with Craig Mine Crystal Corundum. I truthfully assert that in my line of work it gives fully five times quicker and better results than any abrasive I have ever used before, and I take pleasure in recommending it to the trade."

THE DETROIT EMERY WHEEL CO., Detroit, Mich.—"We are in receipt of your recent favor asking how we like the car of Craig Mine Crystal Corundum bought of you. The enclosed order for two more car loads is probably the most satisfactory answer we can give you."

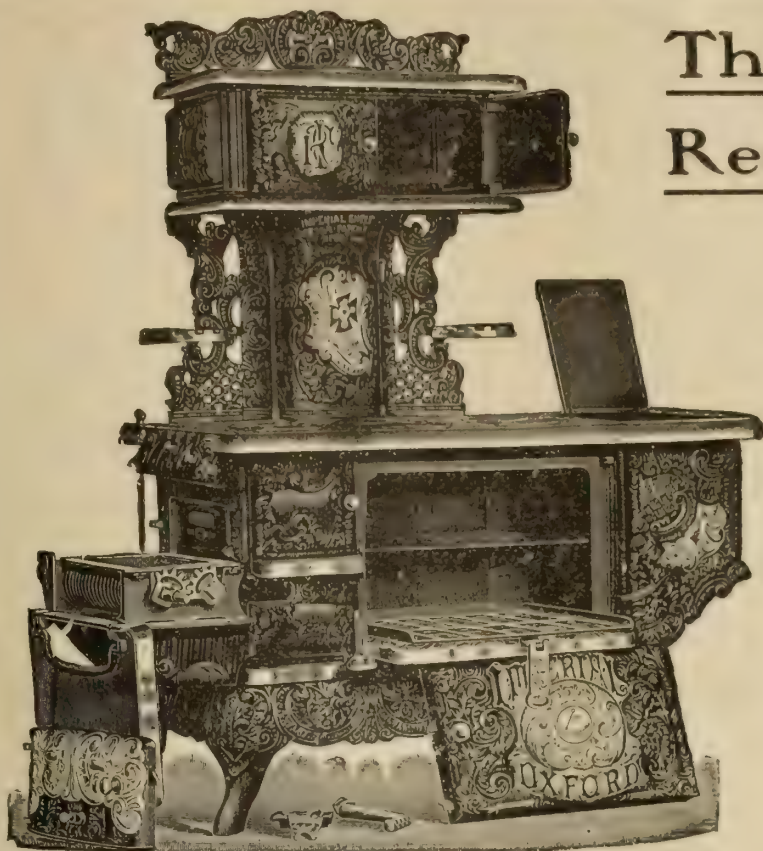
WRITE FOR FURTHER TESTIMONIALS.

The Canada Corundum Co., Limited, Toronto, Canada

SEND US TRIAL ORDER.

NOT ADULTERATED
WITH EMERY.

NOT ADULTERATED
WITH EMERY.



The Retailer's Responsibility

The purchaser of a range looks to you if anything about it proves unsatisfactory. That is why you should be sure of the stoves you sell and recommend. You may place full reliance in the

Imperial Oxford Range

It has been giving satisfaction for years. Everyone who has used the **IMPERIAL OXFORD RANGE** is enthusiastic in its praise. Wouldn't you like to handle a stove like that?

Let us talk the matter over.

The GURNEY FOUNDRY CO., Limited

TORONTO, WINNIPEG, VANCOUVER.

THE GURNEY-MASSEY CO., Limited, Montreal.

FUEL

THE question of how much fuel will be consumed with the furnace job installed is one which is carefully considered by those buying furnaces.

When **Jones** side-wall **Registers** are used, but one half the number of basement pipes are necessary, hence fewer elbows, angles, etc., less heat is lost in the cellar and more is delivered into the living rooms.

When the second floor rooms are not in use all of the heat can be utilized on the first floor.

JONES REGISTERS SAVE FUEL

INFRINGEMENTS WILL BE PROSECUTED.

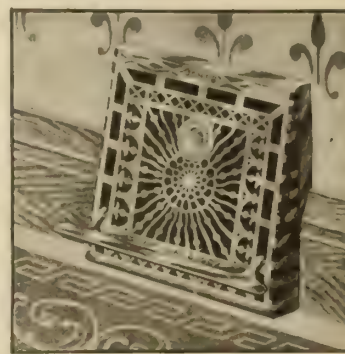
GET OUR COMPLETE CATALOGUE AND PRICES.

MANUFACTURED BY

The UNITED STATES REGISTER CO., Limited
66 East State Street, - BATTLE CREEK, MICH.

CANADIAN REPRESENTATIVE:

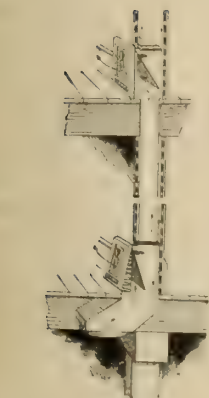
CHARLES D. CHOWN, Kingston, Ont.



Showing a
Jones Register placed.



A No. 15
Jones Register.



THIS CUT shows the **JONES Register** with deflector set, allowing 78 square inches (the area of a ten-inch pipe), to be delivered into the first floor room and the full capacity of the wall pipe to the second floor room.

HANDLE OIL AND GAS STOVES.

NOW is the season when the energetic stove dealer is pushing the sales of his stoves and furnaces. From all accounts, he is meeting with good success and is gathering in the shekels with gratifying rapidity. But the stove man in his eagerness to push the sales of his ranges and furnaces should not neglect some of the smaller lines the sales of which are individually small but from the aggregate of which a good profit may easily and with small investment of capital be derived. The stove man should not neglect in these chilly Autumn days to push into prominence his oil and gas heaters. In many a household where the furnace has not been started, a gas or oil heater would be a welcome addition to the heating apparatus. Progressive stove dealers are now displaying these goods in their windows and doing some-

thing to bring them before the attention of the public.

In conversation with a prominent stove dealer in Montreal, **HARDWARE AND METAL** was informed that he is doing a very good business this season in such goods. His window display was very attractive and he was not afraid to display his price tickets.

"How do you push the sales of these heaters?" **HARDWARE AND METAL** asked.

"Well, as you see, I have made a good window display, which has attracted a number of passersby. I also make it a point to call the attention of my customers in a tactful manner to these heaters when they are in my store. Besides, I have sent out type-written letters to my customers, addressed to the ladies personally, in which I call their attention to my stock of these

heaters, tell them how cheaply one of these heaters will warm a room in these chilly days before the furnace is started, and also state my prices, which are not high enough to frighten people away. I find that my customers appreciate a 'personal' letter of this kind, and, although these letters take time, I find that they pay me well. And then, when people come to my store to buy these heaters, they often buy something else besides."

"Would you advise stove dealers, then, to send out these letters?"

"Well, now, Mr. Hardware and Metal, do you want me to advise all these fellows along the street how to conduct their business?" Evidently feeling that he had been giving away trade secrets, Mr. Stoveman suddenly switched the conversation to the Grand Trunk Pacific Bill. On this subject he expressed some equally valuable ideas, but they do not properly belong to the stove and tinware department.

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THE "GOOD CHEER" ART

THE LEADER STILL

IN OPERATION, FINISH OR PRICE.

UP TO DATE
IN EVERY
PARTICULAR.

Improved Ransom Duplex Grate.
Fire Pot Removable Through Doors.
Large Sheet Steel Oven.
Every Stove a Double Heater.
High-Grade Nickel Finish.



The Jas. Stewart Mfg. Co.

WINNIPEG WAREHOUSE:
Foot of James St.

WOODSTOCK, ONT., and WINNIPEG, MAN.

LIMITED

Business Changes

ONTARIO.

MCCUAIG, CHENEY & CO., general merchants, etc., Vankleek Hill, have disposed of their tinsmith business to Fred Gaudreau.

House & Prowse, agricultural implement dealers, Aylmer, have dissolved partnership.

J. W. Desjardin, general merchant. Plantagenet, has assigned to Alex. Langlois.

Shushack Bros., general merchants, Wilno, will now be styled Shushack & Yerick.

Mutton & Ingram, agricultural implement dealers, Mitchell, have been succeeded by Mutton & Green.

Charles May, harness dealer, Woodstock, has assigned to James Brady. A meeting of the creditors was held on October 9.

J. T. Newton, general merchant, Milberta, has assigned to A. N. Morgan; a meeting of the creditors will be held on the 19th inst.

QUEBEC.

P. Morin, general merchant, St. Honore, is deceased.

F. X. Masse, sawmiller, St. Agathe, was burnt out.

A. Bouchard & Cie., contractors, Montreal, have registered.

A. J. Kelly, hardware merchant, Hull, has effected a compromise.

Millar & Riopelle, general merchants, Ville Marie, are liquidating.

N. Boisvert, carriage maker, St. Agathe, was burnt out a few days ago.

T. Lemyre & Co., general merchants, Grandes Piles, have registered.

Louis Trudel, hardware merchant, St. Henri de Montreal, has compromised.

L. P. Garon, general merchant, St. Michel, has assigned to V. E. Paradis.

The assets of the general store business of Nap. Belanger, Plessisville, have been sold.

The assets of the general store business of M. Goldenberg, Grand Mere, are to be sold.

A. D. Spear, general merchant, St. Adolphe de Howard, has assigned to Gagnon & Caron.

The assets of the general store business of Abraham Le Page, Rimouski, were sold on Oct. 14.

B. Neron, sawmill, St. Jerome Chicoutimi, has assigned to V. E. Paradis, pro. guardian.

V. E. Paradis has been appointed curator to A. Lajoie, general merchant, L'Anse au Foin.

T. Marion & Co., general merchants, Rapide de l'Original, are about to remove to Pembroke, Ont.

Therault & Therault, general merchants, Griffin's Cove, are offering to compromise at 30c. on \$.

PRINCE EDWARD ISLAND.

J. E. McDonald, general merchant, etc., Cardigan, is deceased.

NOVA SCOTIA.

I. C. Hipson, general merchant, Bear Point, has assigned and the business will be discontinued.

MANITOBA AND N.W.T.

Kinkade & Dallin, general merchants, Frobisher, have dissolved partnership.

Smith & McKim, general merchants, Blackfalds, are asking for a partial extension.

Schofield & Co., general merchants, Cowley, have sold their business to Knight & Cook.

The creditors of A. M. Campbell, hardware merchant, Strathcona, are requested to file their claims with James Powell, Strathcona.

BRITISH COLUMBIA.

Gammie & Gordon, general merchants, Kelowna, have dissolved partnership.

A. Skojeski, general merchant, Fernie, is removing his stock to Sirdar.

M. Skojeski, general merchant, Sirdar, has succeeded A. Skojeski.

FREE HEAT ON THE SIDEWALK.

J. A. Seltzer & Sons, of Shelby, Ohio, struck a popular chord last Winter by furnishing heat for pedestrians who passed their place of business, says The Metal Worker. They placed one of their best heating stoves on the sidewalk, next to the curb, on a cold, stormy day, with a number of joints of stovepipe attached to insure a good draft. A roaring fire was built, and this glowing through the mica doors attracted the attention of every passerby, and was the cause of a great deal of comment. The operation was repeated on several cold days, and it proved the most attractive advertising scheme the firm had ever undertaken. Passersby would collect more out of curiosity than for any benefit derived from the heat. It seemed to appeal more to the sense of humor than anything else, and its success was due to the novelty of the experiment rather than its practical value.



Wire-Cone Incandescent Toaster

Only perfect Bread Toaster for Gas or Gasoline Stoves. No smoky taste to bread toasted on this toaster. Write for prices.

H.O. Eddy, Montreal. E.T. Wright & Co., Hamilton.
HARKINS & WILLIS,
Manufacturers and Inventors, ANN HARBOR, Mich.

ASBESTOS FURNACE CEMENT.

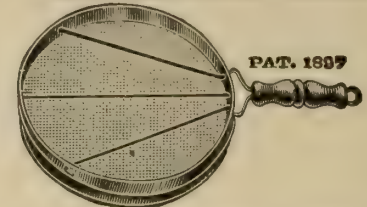
25-lb. Can, - -	\$ 85	Quality guaranteed.
50-lb. " - -	1.62	Samples for the asking.
100-lb. Tub, - -	2.85	Your money back if you want it.

Special prices to jobbers and large consumers.

Manufactured by **G. F. STERNE, Brantford**

For sale by **J. H. HANSON, Montreal.**

Batty Stove and Hardware Co., Toronto.



PAT. 1897

The FAIRGRIEVE GAS TOASTER

Retails at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.

THE FAIRGRIEVE MAN'G. CO.,
295 COLLEGE ST., TORONTO.

U. S. Branch: 289 Jefferson Ave., DETROIT.

Electro-Plating
OF ALL SORTS.

If you haven't a plant of your own, use mine. Use, too, my knowledge. I know the business from A to Z. My work speaks for me. References, however, if you wish.

D. SUTHERLAND

112 Church Street, - - TORONTO

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, \$4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

TRANSFERS.

Decalcomanie Decorations for carriage trade, also special designs and trade marks. Write for new catalogue and discounts.

PALM FECHTELER & CO.

NEW YORK.

CHICAGO.

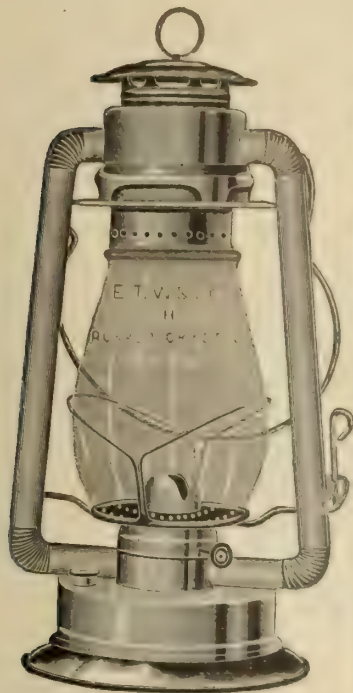
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J. N. WARMINTON,

207 St. James St., Montreal.

JONES BROS.

MANUFACTURERS OF
STOVE BRICKS, OPEN GRATE BACKS,
FURNACE BRICKS and RANGE BRICKS.
FIRE CLAY FOR SALE in large or small quantities.
Phone
Park 1287. **BRACONDALE P.O., ONTARIO.**



WRIGHT'S No. 4 COLD BLAST LANTERN is THE Lantern
see it and be convinced.
E. T. Wright & Co., Manufacturers, Hamilton and Montreal.

Have you
tried it?
Tried what?
**SELLING
MANTELS.**



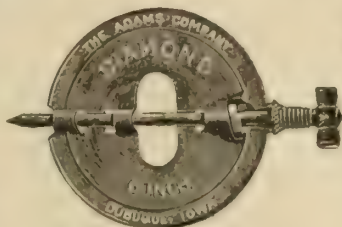
This is in your line of business, and it will
pay you

The Batty Stove & Hardware Co
76 YORK ST., TORONTO.



**J. M. MAST MFG. CO.'S
RAT and MOUSE TRAPS**
Strongest Traps Made.
Prices Exactly Right.
CANADIAN AGENTS
Edwin H. Grenfell & Co., London, Ont.

DIAMOND STOVE PIPE DAMPER AND CLIP.



U. S. Patent June 25th, 1895.
Canadian Pat. Dec. 13th, 1894.

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**HARDWARE
TINWARE
and STOVES,**

for furnace pipe, to support
the sheet steel blade.



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Smokeless Oil Heaters

Produce Intense Heat Without Smoke.

They are self-extinguishing.

The flame cannot climb up and smoke after the burner becomes heated, as on the old styles of oil heaters.

They are safe and simple as a lamp in construction.

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For Beauty, Simplicity, Convenience and Heating Power, none excel.

THE NEW PROCESS

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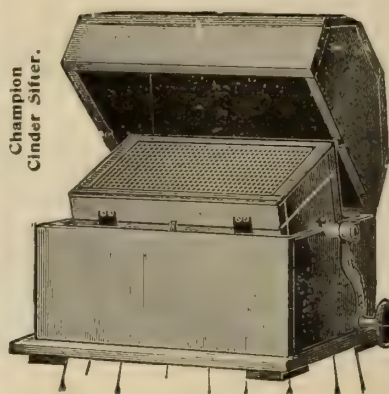


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Seasonable Goods

Furnace Brushes and Cinder Sifters

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President:
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PREFERENTIAL TRADE.

THE papers have been busy since last week with the discussion of Mr. Chamberlain's proposals for a radical revision of the fiscal policy of Great Britain. The contest is growing in interest, and despite the tremendous inertia of settled opinion which he has to overcome Mr. Chamberlain seems to be arousing the most enthusiasm. The man with a positive aggressive policy always commands an admiration and arouses an enthusiasm which is denied to the critic, criticize he never so wisely. His policy, moreover, is one calculated to appeal most strongly to what in no disparaging sense may be called the imaginative class. The unimaginative, hard-headed, pseudo-practical man can see in the preferential proposals only a tax on food, which means dearer bread, which means a smaller loaf for the working man, and is unable to see that there are immediate compensating advantages, and that the encouragement thus given to the production of food in the Colonies would soon enable the latter to produce sufficient quantities of grain to throw the whole burden of the tax on the foreigner.

However much free trade has done for

Britain, and it is folly to dispute its benefits, the fact that all the other great powers have adopted protection puts a different aspect on the case. The mere assumption of retaliatory powers would, it should appear, bring about a modification of many of the more outrageous tariff thrusts which have been aimed at Britain by her commercial rivals. Of necessity raw materials must be free if the little island is to remain the workshop of the world, and the by no means indefensible inclusion of foodstuffs among raw materials must still further thicken the mist which is gathering round the perplexed Briton.

In the general wrack of political and economic faiths it would not be surprising should old John Bull turn from the brain-fatiguing crowd of political tonguesters, philosophic golfers and lone furrow orators to the one man who has a great definite programme, and confide his political destiny to the tender mercies of the late Colonial Secretary.

The comments of the British press have continued to be of the same contradictory nature indicated in our last issue. The weakest point in Mr. Chamberlain's plan, as pointed out by THE GROCER last week, was the assumption or argument, as Sir Wilfrid Laurier euphuistically termed it, that the colonies would "arrange their tariffs in the future in order not to start industries in competition with those already in existence in the Mother Country." It is yet possible that this part of the speech may be capable, satisfactory explanation, although comments thereon by the British press would tend to confirm the interpretation put on it here.

In any event such an arrangement is altogether out of the question. We intend to manufacture in Canada everything for which a bountiful nature has equipped us. But we realize that there are many lines we are not in a position to produce ourselves, which we are already importing from foreign countries or which we shall shortly so import.

Along these lines, and they are neither few nor unimportant, must our trade with the Mother Country be developed. Upon these let us increase the preference if necessary, and raise the tariff walls

against those countries which exclude our products. Thus can we benefit at once ourselves and the Motherland.

Upon these lines we are thoroughly convinced can be formulated a preferential trade arrangement that will meet the approval of all men of moderation.

MAKE COLLECTIONS REGULARLY

NOW is the opportunity for retailers throughout the country to start, if they have not already started, sending out all their accounts monthly. The action of the jobbers in reducing the terms to retailers on the one hand and the prosperous condition of the country on the other hand make the present the most opportune time to insist on prompt payments.

The average Canadian buyer is well able to pay up his accounts at regular intervals. There should, therefore, be exceptional reasons why the retail trade should be asked for long credits or else they should not be given. And when they are given a substantial rate of interest should be charged.

How about Christmas trade? The retailer should about this time lay his plans to get a good share of the business offering at the Christmas season.

AN INVITATION

SUBSCRIBERS to HARDWARE AND METAL who at any time are in Montreal or Toronto on our day of publication (Saturday) are invited to call at our offices and secure a copy of the current week's issue. If on a purchasing trip, a glance over its pages may put you in possession of information of very material importance. By no means infrequently do subscribers tell us of having made this or that profitable stroke through information derived from our market reports or from hints thrown out editorially. The hardware merchant who does not keep a keen eye on the markets is not conducting his business intelligently, as the competition of the age demands that he should.

While this invitation is extended especially for the latter end of the week it is by no means confined to that time alone. Our subscribers are always welcome at any of our offices.

A FOOLISH ARGUMENT.

"THIS country," said Mr. Ritchie, the British ex-Chancellor of the Exchequer, in a speech on the proposed preferential tariff proposals, "must guard against giving the United States any cause for resentment against Great Britain, which would be the case if their neighbors, the Canadians, were allowed to send their wheat into England at 2 or 3s. a quarter less than America could. America would certainly punish Canada."

The above cabled extract from the speech delivered by the ex-Chancellor of the Exchequer, explaining to his constituents the reasons for his resignation from the Balfour Government, has created much surprise and no little indignation in Canadian circles. Such a statement by a responsible British statesman indicates either a poverty of argument or a deplorable ignorance of the condition of affairs on the North American Continent. "Whom the gods would destroy, they first make mad," and it would seem that the gods have marked Mr. Ritchie for complete annihilation, or he would never have had the madness to give utterance to such nonsense. We greatly mistake the temper of the British people if such pusillanimous arguments have the effect upon them which Mr. Ritchie desires. In fact, it would seem that Mr. Ritchie's own constituents repudiated the argument at once, for, if reports be correct, the uproar that ensued threatened to break up the meeting. Unless the hitherto proud self-reliant spirit of Britain has undergone a complete transformation, Mr. Chamberlain must gladly welcome this foolish argument of his opponents.

It is not surprising if some Canadians are asking how it is that Mr. Ritchie was ever considered eligible to fill the high and important position which he has just resigned. There are so many things, which it is evident, he does not know, and which any Canadian school boy could tell him. Some school boy could tell him—for evidently he does not know it—that there is a Congress at Washington which legislates in what it believes to be the fiscal interests of the United States without any consideration of British opinion. A glance at

Mr. Balfour's "Economic Notes on Insular Trade" would show him that the average duty on the principal articles of British export to the United States is 72 per cent. Some one should tell Mr. Ritchie that Uncle Sam gives a preference in his markets to the products of Porto Rica, and that Cuba will shortly have a preference in the American markets under the name of reciprocity. Surely, what the United States does, Great Britain is free to do without fear of giving offence. Far from being offended, it may be that Uncle Sam's vanity would be tickled, since imitation is the sincerest flattery. If the American people have any weakness, it is their susceptibility to flattery.

But "America would certainly punish Canada," says Mr. Ritchie. And how, forsooth, would America punish Canada? Surely not by a hostile tariff, for in that respect the United States Government have already done their worst. The addition of a few feet more to the already insuperable tariff wall with which they have hedged themselves about is a matter which we might well regard with profound indifference. In what other way can Uncle Sam punish Canada? It would seem from an explanation which Mr. Ritchie has issued to the press that he has taken seriously the vacuous vaporings of Andrew Carnegie with regard to the possible withdrawal of our bonding privileges. To that idle threat reference has already been made in these columns, and it is scarcely necessary again to refute what no one in Canada or the United States takes seriously and what it is doubtful if the multi-millionaire himself regards as a serious threat. Mr. Ritchie should remember that those bonding privileges are reciprocal, and that the United States stands to lose as much or more than Canada from their withdrawal. To quote a vulgar phrase, Uncle Sam is not likely to "cut off his own nose to spite his face." We are by no means dependent upon American ports or shipping for our access to English markets, and should the American Government take this unkind and foolish step we can survive it as we have survived McKinley and Dingley tariffs.

The day has gone for Canada to have any fear of punishment from the United States. If Mr. Ritchie were better acquainted with conditions and sentiment in Canada and the United States he would realize that the United States had, by the McKinley Bill, "played its last card" in an attempt to punish Canada. The miserable failure of this attempt has put Canada in the position to dictate fiscal terms in the United States rather than to to fear any reprisals from that country.

We would commend the following from The New York Journal of Commerce, the leading commercial daily of the United States. A close study of it will enlighten Mr. Ritchie and, we hope, give him and any who may take the cowardly view he gives utterance to, more of that British spirit which has made his country the most potent factor in the world's counsels:

"That our interest is deeply concerned with the trade relations toward the other nations of North America is not open to a moment's doubt. This has always been recognized by far-sighted advocates of the reciprocity policy, and nothing but political cowardice or mismanagement has turned us aside from the direct path of our immediate commercial interest into the by-ways of reciprocity treaties so limited as to be questionable in their advantages, and often designed rather to aid some special class of producers than to help the consumer. "Men so widely different in ideals and methods as James G. Blain and William L. Wilson"—to say nothing of a long line of earlier statesmen—"have recognized our natural need of the northern market and our natural dependence upon northern sources of supply."

Should the Alaska tribunal, as has been said render a verdict recognized as fair on both sides of the line, the prospect not merely of satisfactory reciprocity negotiations, but of ratification of a treaty embodying their results, will be much brighter. Should it, on the other hand, justify present suspicions by returning an extreme verdict in favor of the United States, disregarding what fair-minded Canadians consider their just claims, the breach between our neighbor and ourselves will be widened and the prospects of reciprocity be impaired. Even if such a verdict should, upon strict principles, seem just, the fact that we have sent men whose minds were known, coupled with the suspected wish of England to promote pleasant relations with the United States by favoring us, will lend color to the claim of unfairness. The present reaction in Canada against reciprocity with the United States shows how our trade prospects will be affected. It might easily be that a decision which would arouse Canadian jealousy would be the very strongest stimulus to the Chamberlain tariff plan or to some similar scheme—a plan which, in Canada at least, is already but too favorably regarded. * * * Gentle handling of the Alaskan-Canadian problem will be the highest political wisdom.

Canada's foreign trade is growing this year at a faster rate than ever before.

BRITISH COLUMBIA MARKETS.

VANCOUVER, B. C., October 10, 1903.

BEGINNING with October 1, there has been put into effect a combine of all shingle manufacturers in the coast section of the province. It is in the form of a selling association and is designed to regulate the output so that all will have proportionate quantity of the trade which can be counted on from eastern Canada. The cutting of prices will also be avoided by the arrangement which has been carried out. The method of working is that each mill gives its capacity for a ten-hour day, and the total capacity is then taken as a basis, and the percentage proportion of each mill to the total is then struck. Taking this to start from the same percentage of the gross business to be done is given to each mill. It is to be remembered that the total annual capacity of all the shingle mills in the province very greatly exceeds the total Canadian trade.

Each mill is to report regularly to the secretary of the British Columbia Lumber and Shingle Manufacturers' Association, and with his reports must pay in a sum equal to 35 cents per thousand on all shingles shipped. At the end of a stated period, three months in this case, the total business done is equated. If one mill, by the reports it has turned in, has been doing more than the percentage of the gross trade it is entitled to, there is a penalty imposed, running from 50 cents to 80 cents per thousand for every thousand shingles sold in excess of its percentage. If, on the other hand, a mill sell less than its equated percentage, it will draw from the fund paid in a sum equal to 25 cents per thousand for every thousand shingles short.

A mill which has sold too much, and is thus penalized, will get back, at the quarterly settlement, the 35 cents per thousand it paid in, less the penalty imposed. A mill sold short will get back its full 35 cents per thousand paid in as well as the 25 cents per thousand for short selling. Mills which sell the percentage allowed will get back their money paid in. The excess of the penalty moneys exacted over payments out will be divided up among mills not penalized during the quarter settled for.

As there is a sufficient penalty attached to over-selling that it will not be profitable business, there are not likely to be many mills willing to try it on more than once. On the other hand, any tendency of mills to sell short and depend on the 25 cents per thousand is deterred by the fact that the 25 cents is fixed so low that it will be under the expected returns from sales.

The permanency of the association is almost assured, not only by the beneficial results to the trade as a whole, but from the fact that any quarterly settlement is sure to be made after further payments have been made on sales in a new quarter. Thus every mill will have a sum of money in the fund. The mill-men are looking hopefully to the experiment being successful. It is being carried out on much the same basis as the Export Cargo Association of the Pacific Coast export mills, an institution based on similar lines and for

the same purpose in the export trade. It has been very successful in accomplishing its object.

The only exception made in selling under the new Shingle Selling Association is that all foreign trade, such as that with the United States, can be secured independent of the operations of the association, which will confine itself entirely to looking after the Canadian trade.

• • •

Two big freight steamers in two weeks is the record of British Columbia ports. The first was the Ning Chow of the China Mutual Line, and the second is the Deucalion of the Blue Funnel Line, or Ocean Steamship Co., the two lines which have been providing a joint direct service from British ports to this coast all this year. The two lines are owned or controlled by the Holt interests, though not under one company.

The Ning Chow, which sailed last week, had large quantities of metals to discharge here and at Victoria. Over 1,000 tons was the total she delivered here, and nearly all of it, with the exception of 4,400 sacks of salt, was hardware. Among the principal items were: Bar steel—90 bars steel, 164 bundles steel plates, 133 steel shorts, 383 bundles spring steel, 170 bundles fish plates, 19 casks of chain, 700 boxes tinplate, 37 coils steel wire cable, 1,536 bars iron, 215 bundles bar iron, 171 bars galvanized iron, 232 bundles galvanized sheets, 63 bundles hoop iron, 84 rolls linoleum, 9 cases Scotch granite, 100 tons Eglinton pig iron, 50 tons Claylane pig iron, 50 tons Gartsherrie pig iron.

The steamer Deucalion, which is now discharging a large quantity of cargo, has a similar line of hardware and metal consignments. The only item materially different is several thousand tram rails, in addition to large quantities of bar and plate steel and bar iron. The British ship Crompton, a sailing vessel, also with a very heavy cargo of British goods for this port and Victoria, is now discharging cargo at Victoria. She will be in Vancouver harbor next week. Her cargo, which is almost 4,000 tons, is nearly all for merchants and manufacturers here.

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From the reports of cargo receipts from the Old Country, detailed to the readers of *HARDWARE AND METAL* from time to time, it is readily apparent that the trade of British Columbia, and that means also a large share of the Yukon trade, is served, in the heavier metals at least, from the Old Country direct. A glance at the situation will show the advantage the coast cities have over the eastern houses in obtaining goods here for the trade by bringing it all water, in preference to the long over-continental rail haul.

• • •

In many lines of manufactured metals, chiefly heavy machinery, there have been large quantities imported to this coast from the United States this season. Two of the largest plants ever installed in Canada, the Silver Cup Mines reduction works and the Lake Beautiful water power plant have been imported almost entirely from San Francisco. The advantage

of a short and cheap water haul to this port has been one factor. Another has been that the manufacturing firms of the east could not handle the large orders. It is, however, a most regrettable feature of the development of this great West that so much of the machinery for the many big installations has been purchased, from one cause or another, in the United States instead of contributing to the upbuilding of Canadian manufactures.

On their recent trip to the West the Canadian Manufacturers' Association had most prominently displayed all through their train the placard "Made in Canada." Had they had the time and opportunity to visit many of the big plants, mining and otherwise, installed in this province, they would unfortunately not have been able to place their placard on the machinery they found installed.

The big Silver Cup Mines plant in the Lardeau country is to develop one of the best silver-lead mines in the West and its machinery has been coming in great instalments in the vessels of the Pacific Coast Steamship Co. from San Francisco for the last four months.

The big power plant of The Vancouver Power Co., being installed at Lake Beautiful, a few miles from the city, and intended to generate power for electric light and other electric energy for this city, is now being installed. That is the preliminary installation that is now being made. The capacity at first will be \$10,000 horsepower, and will be vastly increased when the company completes a tunnel it has under construction between Lakes Coquitlam and Beautiful. This tunnel, which is two and a half miles in length, will connect the water supply of two large watersheds and render available a power of almost unlimited extent. It is estimated that over two years will be required to complete the tunnel, which was begun last Spring. Meantime the first installation of plant will make use of the water from Lake Beautiful.

The machinery is of most modern and approved type and is now being delivered from the C.P.R. wharves by means of barges towed to the landing several miles up the north arm of Burrard Inlet, where the generating station is located.

BILL NYE AS AN ADSMITH.

According to a story that is going the rounds of the newspapers the late Bill Nye wrote this advertisement:

"Owing to my ill-health, I will sell at my residence in township nineteen, range eighteen, according to governmental survey, one plush raspberry cow, aged 8 years. She is a good milker, and is not afraid of cars or anything else. She is of undaunted courage and gives milk frequently. To a man who does not fear death in any form she would be a great boon. She is very much attached to her present home by means of a stay chain, but she will be sold to any one who will agree to treat her right. She is one-fourth shorthorn and three-fourths hyena. I will also throw in a double-barrel shot gun, which goes with her. In May she usually goes away for a week or two and returns with a tall red calf with wobbly legs. Her name is Rose. I would rather sell her to a non-resident."

MARKETS AND MARKET NOTES

QUEBEC MARKETS. HARDWARE.

Montreal, Oct. 11, 1903.

In general hardware this week there are no quotable changes, but prices throughout are said to be firm. For all heavy goods such as nails, spikes, horseshoes, etc., there is an increasing demand as the close of navigation and the advent of winter freight rates are approaching. Some very large orders for nails and horseshoes for the Northwest are reported to us. One of the local rolling mills has an order for these goods from Winnipeg to be shipped before the close of navigation, which will keep it running at full capacity for almost three weeks to fill. Jobbers report that the only trouble they have just now is the inability of the manufacturers of some lines of goods to keep them supplied. They complain particularly of the hollow-ware situation, to which reference has been made in these columns from time to time. It is said also that some difficulty is experienced in getting some sizes of bolts and nuts. For all Fall and Winter hardware the demand continues excellent. Axes and cutlery of all kinds are going out very fast, while orders from the Northwest for sleigh bells, cow chains, lanterns, etc., continue to be received. As was noted last week, there is an upward tendency in hay-baling wire, but no changes have yet occurred. Cement continues to go out in carloads to the Northwest for various public works, but the trade in firebricks is still very dull. Building paper is selling well, which shows that building is going ahead rapidly all through the country. During August many wholesalers complained of the slowness of payments, but no such complaints are heard now.

CUT NAILS.—Some very large orders for shipment to the Northwest before the close of navigation have been received this week. The local mills are taxed to their utmost capacity to supply the demand, which is increasing with the near approach of winter freight rates. Prices are firm and unchanged. We quote \$2.15 f.o.b. Montreal; carlots \$2.10.

WIRE NAILS.—The above remarks also apply to cut nails. Large orders are being received every day to be filled before the close of navigation, now fast approaching. Some particularly large orders have been received to be shipped by boat to Fort William. Running night and day the local mills are taxed to their full capacity to supply the orders received. Prices are firm and unchanged. We quote \$2.10 per keg in carlots, and \$2.15 per keg in small lots f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

HORSESHOES. These are also in excellent demand and large quantities are being shipped every day. Prices are firm and unchanged. We quote: "M" brand, "Oval" and "New City" heads, 55 per cent. "Countersunk" heads, 55 per cent.; "C" brand, 40, 40 and 7½ per cent. off;

"Monarch," 50 and 7½ per cent. and "Peerless," 50 per cent.

HORSESHOES.—Several very large orders are reported this week, some of them being from Winnipeg and other points in the Northwest. Most of the orders received just now are for shipment before the close of navigation, and "rush" is on almost every order now coming in. Prices are unchanged, but firm. We quote: Iron shoes, light and medium pattern, No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; X.L. steel shoes, new light pattern, sizes 1 to 5, \$5.35; light steel shoes, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05; featherweight, all sizes, 0 to 4, \$5.35; toe weight, all sizes, 1 to 4, \$6.60. Shoes more than one size in a keg, 10c. per keg extra f.o.b. Montreal only.

GALVANIZED WIRE.—A few good orders are reported this week also, and the wholesale houses are well satisfied with the present demand. Prices are firm and unchanged. We quote: as follows: No. 5, \$3.70; No. 6, 7 and 8, \$3.15; No. 9, \$2.55; No. 10, \$3.20; No. 11, \$3.25; No. 12, \$2.65; No. 13, \$2.75; No. 14, \$3.75. In carlots f.o.b. Cleveland: No. 5, \$2.20; Nos. 6, 7, 8 and 9, \$2.15; No. 10, \$2.20; No. 11, \$2.25; No. 12, \$2.30; No. 13, \$2.40; No. 14, \$2.50. In less than carlots, 12½c. per 100 lb. extra charged.

SMOOTH STEEL WIRE.—General business has been fair during the last week, and for hay-baling wire the demand is said to be excellent. As was noted last week, there is a firmer tendency in hay-baling wire but no changes have yet been made in the quotations, which we give below: Bright and annealed, \$2.50 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, \$2; oiling, 10c.; spring wire, \$1.25; best steel wire, 75c.; bright soft-drawn, 15c.; hay-baling wire, 20 to 25c.

BARB WIRE.—For Fall fencing some very good orders are being received just now, and the volume of business is quite satisfactory. Prices are unchanged. We quote: \$2.80 per 100 lb. f.o.b. Montreal, and \$2.55 f.o.b. Cleveland. Carlots of 15 tons \$2.45 f.o.b. Cleveland.

FINE STEEL WIRE.—A fair trade is reported this week, but there is no very special activity. There are no changes to record. The discount is still 25 per cent., with net extras as follows: 1 and 2-lb. hanks, 25c. per 100 lb.; ½-lb. hanks, 37½c. and ¼-lb. hanks, 50c.

BRASS WIRE.—Business is fair at unchanged discount, viz., 60 per cent.

COPPER WIRE.—Business fair; discount 60 per cent.

PRESSED SPIKES.—Trade still continues very active, and there has been no slackening of the very active demand which has continued for weeks past. The market is very firm and the discount is still 20 per cent.

FENCE STAPLES. Trade is very

good, as orders for Fall fencing purposes continue to come in freely. Business this week shows some improvement over last. Prices are firm and unchanged. We quote: \$3 per 100 lb. keg for galvanized, and \$2.80 for bright. 25 and 50-lb. packages 25c. extra.

RIVETS AND BURRS.—There is nothing to add to our report of last week. Trade continues very active, several wholesale houses reporting to us a particularly good demand. Prices are firm and unchanged. We quote: Best iron rivets, section carriage and wagon box, black rivets, tinned do., cooper's rivets and tinned swede rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS AND NUTS.—There are no changes to report. Trade is very active and as has been already noted, there is still some difficulty in filling orders for some sizes of bolts. As noted last week, it was decided to make no changes in present quotations. We quote as follows: Common carriage bolts, 50 per cent.; full square carriage, 55; machine, 50 and 5; coach screws, 66 2-3; sleighshoe bolts, 65 and 5; blank bolts, 50 and 5; bolt ends, 50 and 5; plough bolts, 50 and 5; tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3½c. per lb. off list; hexagon nuts, 3½c. per lb. off list.

SCREWS.—A good active demand is reported at present. There are no changes. Our quotations are as follows: Round head bright, 82½ per cent.; flat head bright, 87½ per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

CORDAGE.—Trade continues very good in what is usually regarded as a slack season. Prices are unchanged, and our quotations are as follows: Pure manila, 14½c.; British pure manila, 12c.; sisal, 11½c.; double lath yarn, 11c.; single lath yarn, 10½c.; Russian tarred spun yarn 13½c.; jute rope, ¾-in. in diam. and upwards, 9c.; cotton rope, 16½c.; cotton twine, 17 and 20c. for 3 and 4 ply. Cotton bedcord, 90c. to \$1.35, according to length.

BUILDING PAPER.—This line of goods has been going out well for some weeks past showing that building operations are active throughout the country. Prices continue steady at the quotations given last week. We quote as follows: Tarred felt, \$1.85 per 100 lb.; 2-ply ready roofing, 90c. per roll; 3-ply, \$1.15 per roll; carpet felt, \$2.25 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O.K. and I.X.L., 70c. per roll; heavy straw and sheathing, \$35 per ton; slaters' felt, 65c. per roll.

SHOT.—Good sorting orders continue to come in. This has been an exceptionally good season. We quote the following prices: Ordinary drop shot, A.A.A. to dust, \$6.50 per 100 lb.; chilled, Nos. 1 to

10, \$7 per 100 lb.; buck and seal, \$7.50 per 100 lb.; ball, \$8 per 100 lb. Trade discount 17½ per cent. f.o.b. Montreal, Toronto, Hamilton, London, St. John, N.B., and Halifax.

FIREBRICKS.—Trade continues very dull and there is nothing to add to our remarks in last issue. Prices are unchanged. English are quoted at \$16 to \$22 per 1,000, and Scotch at \$17 to \$22.

CEMENT.—Trade still continues very active, large orders being shipped almost every day to different points in the North-west. There are no changes in German cements, and there is nothing of special interest to add to the remarks in our last issue. Our quotations are: Canadian cement, \$1.90 to \$2.25; German, \$2.25 to \$2.40; English, \$2.15 to \$2.25; Belgian, \$1.70 to \$1.95 per bbl. ex-store, and American, \$2.20 to \$2.40 ex-cars.

LANTERNS.—Trade is good and difficulty is experienced in filling orders. Our quotations are as follows: Lift, hinged or tilt, \$4 to \$4.25 per doz.; cold blast No. 2, \$7 to \$7.50; painted dashboard, \$6.50 to \$6.75; plain dashboard, \$6 to \$6.25; searchlight, \$20 to \$24 doz.; brass cold blast, small, \$9.75 to \$10.

PLUMBING GOODS.

A very good trade is reported for several weeks past. Strikes have interfered somewhat with the plumbing supply trade this season, but on the whole the volume of business has been satisfactory. The demand just now is said to be excellent. Heavy goods are being put out fast before the close of navigation.

LEAD PIPE.—Plumbers are stocking up

for their Fall and Winter requirements and business is excellent. Prices are firm but unchanged. Composition and waste sell at 8c.; ordinary at 7c. The discount is 35 per cent.

IRON PIPE.—Iron pipe is also in very good demand and large orders are now being shipped. Our quotations are as follows: Standard pipe, per 100 feet, in lengths under 19 feet black, ½ in., \$2.30; ¾ in., \$2.30; 1 in., \$2.55; 1½ in., \$2.85; 2 in., \$3.65; 2½ in., \$5.20; 3 in., \$7.35; 3½ in., \$8.95; 4 in., \$12.55. Galvanized: ½ in., \$3.20; ¾ in., \$3.45; 1 in., \$3.90; 1½ in., \$5; 2 in., \$7.20; 2½ in., \$10.05; 3 in., \$12.20; 4 in., \$16.85. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, ½ in., \$1.20; ¾ in., \$5.25; 1 in., \$7.55; 1½ in., \$10.55; 2 in., \$12.75; 2½ in., \$17.60. Galvanized: ½ in., \$5.20; ¾ in., \$6.65; 1 in., \$9.55; 1½ in., \$13.25; 2 in., \$16; 2½ in., \$21.

SOIL PIPE AND FITTINGS.—Discounts are as follows: Light soil pipe, 3 to 6 in., 50 and 10 per cent.; medium and extra heavy soil pipe, 2 to 6 in., 60 per cent., and 5 per cent.; extra heavy soil pipe, 8 in., 45 per cent. Light fittings, 2 to 6 in., 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6 in., 60 and 5 per cent.; extra heavy fittings, 8 in., 45 per cent.

SOLDER. The demand is good. Prices are firm at quotations given in our last issue. We quote: Wire solder 19c.; bar, 18c.

METALS.

General business is reported to be very good this week as heavy orders are coming in for shipment before the close of navigation. Some improvement is reported in the demand for pig iron, as consumers are taking advantage of the last chance before the Winter freight rates go into effect. Prices throughout are firm with the exception of ingot copper which is weaker. Reduced quotations are given below. No further advices have been received from England with regard to the situation in tinplates so it may be assumed that conditions as reported in our last issue remain unchanged.

PIG IRON.—As noted above, there has been some temporary improvement in the pig iron situation as hurry orders are being received for shipment before the close of navigation. Scotch iron is said to be in particular demand. Our quotations are as follows: Summerlee, \$21; Carron, No. 1, \$21; do., No. 3, \$19.75; Middlesboro', No. 3, \$18; Aversome, No. 1, \$20; do., No. 3, \$19.40.

BAR IRON.—Trade continues to show improvement and good shipments are now being made. We quote: Merchants' bar, \$1.95; horseshoe iron, \$2.20; forged iron, \$2.15.

BLACK SHEETS. Large orders continue to come in for Fall and Winter requirements, trade now being much better than it was a month ago. A further improvement is confidently expected. Prices are unchanged, and, as before, we quote: 28 gauge, \$2.45; 26 gauge, \$2.10; 22 to 24 gauge, \$2.35; 18 to 20 gauge, \$2.30, and 8 to 10 gauge, \$2.10.

GALVANIZED IRON. Further improvement in the demand for galvanized iron is reported to us this week. Prices are unchanged. Our quotations are as follows: 28 Queen's Head, \$4.30; Apollo, 10½ oz., \$4.30; Fleur-de-Lis,

TINPLATES

DOMINION CROWN —Best Best Charcoal, tinned.
ALLWAYS —Best Charcoal
CANADA CROWN —Charcoal
LYDBROOK —Best Coke.
TRYM

All standard brands. Accept no substitute.

A. C. LESLIE & CO.

509-512 Merchants Bank Building,

MONTREAL.



NOT HIGH-PRICED

Some hardware dealers are under the impression that our pumps are high-priced, but that's not so.

They are made of high-grade material and are low-priced considering the length of time they last.

Send for catalogue to-day, and find out all about them.

The R. McDougall Co., LIMITED
 Made in Canada. GALT, ONT.

Pig Tin

BOUSTEAD & CO.'S PENANG.
 INGOT COPPER
 LAKE AND CASTING.

PIG LEAD
 SPELTER
 ANTIMONY
 PIG IRON

ADAM HOPE & CO.
 Hamilton, Ont.

NOVA SCOTIA STEEL
 & COAL Co., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

OPEN HEARTH STEEL

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required: Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond McCall & Co.

MONTREAL, QUE

or to

Canada Iron Furnace Co.

MIDLAND, ONT.

Limited

SLIP PLATES.—Trade is good and prices are unchanged. We quote at \$1.75 to \$2.00 extra.

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STEEL.—Market continues firm and no changes. We quote:

	Large	Medium	Small	Kitts	Fall Beave	Spring Beave
LEATHER—Tanner and choice Eastern.....	\$6.00	\$5.00	\$2.75	\$1-1.50	\$2.00 to \$2.50 per pound.	\$2.00 to \$2.25 per pound.
Leather, Rocky Mountains and Western.....	6.00	4.00	2.00	.50-.75		
Scrap, Prime, or, No. 1.....	4.00	3.00	2.00	.50		
Scrap, Prime, or, No. 2.....	3.00	2.00	.75	.40		
Unprime, or, No. 3.....	2.50	.50	.25	.25		
Flat, weak, or poor, or, No. 4.....						
BEAR—Black—Choice only.....	15.00	10.00	7.50	6.00	3.00	4.00
Black.....	12.00	7.00	5.00			
BADGER—Small sections.....	1.50	.25	.10	.05		
FISHER—Eastern and far North-Eastern.....	6.50	5.00	3.00	2.00	1.75	.50
Territory and Western.....	6.50	5.00	3.50	2.00	1.00	.50
FOX—Red—North-Eastern and similar fine bright red kinds.....	4.00	2.75	1.25	.75	.20	
Territory and Western.....	4.00	2.75	1.40	.50	.20	
Dark Fair Pale.....	10.00	7.00	4.00	2.50	1.50	.50
Dark Eastern and far Northern.....	75.00	50.00	25.00	20.00	9.00	4.50
Dark Western and far Northern.....	50.00-90	35.00	20.00	15.00	5.00	2.50
LYNN—Large North-Eastern.....	4.00-8.00	6.00 4 to 5.00	2 to 4.00	1.00	.25	
Territory and Western.....	4.00-8.00	6.00 4 to 5.00	2.00	.60	.20	
MARTIN—British Columbia, Northern Pacific and similar.....	7.00	5.00	3.50	1.75 to 2.50	1.00	.25
Territory and Western.....	7.00	2.25	1.50	1.00	.60	.20
Quebec and Ontario.....	3.00-3.50	2.25-3.00	2 to 2.25	1.00	.50	.25
MINK—Hedgehog fur North-Eastern and choice.....	Large	Medium	Small	2 Large	2 Small	3
Territory and Western.....	4.00	3.25	2.50	2.25	1.50	.40
MUSKRAT—Eastern, best large.....	1.50-2.00	1.50	1.00	.75	.25	.15-25
Territory and Western.....	25-28c.	10 to 13	8 to 10	2 to 5		
Large Small.....	20c.	5 to 10	.07	2 to 4		
OTTER—Large and far North-Eastern.....	8.00	7.00-10	10.00-12	2.50-5	2 to 4.00	1.00 to \$2.00
Territory and Western.....	4.00	4.50	3.50 to 5	2.25	.50	.25 to .50
PACON—Large Small.....	75-1.25	.60-75	.33-50	.25	.15	
Black Sh. R. St. Long St. White.....	2.25	2.00	1.00	.50	.25	
SEAL—Black Sh. R. St. Long St. White.....	75-1.25	.75	40-50	.05-15		
Dark Brown Pale.....	5.00	4.00	2.50	1.50	.75	.25
WOLVERINE—Value according to darkness, size and beauty.....						
CASPERUM.....	\$5.00 to \$6.00 per pound.					

Slighly... \$2.05; tire, \$2.10 to \$2.20; spring, \$2.50 to \$3; reeled machinery, \$2.75 to \$3; toe-calk, \$2.55 to \$2.75; pathmen (iron finish), \$2.05; square harrow, \$1.55.

TOOL STEEL.—Market continues good and prices are firm and unchanged. Our quotations are as follows: Black Diamond, 8 to 9c; Sanlerson's, 8 to 9c, according to the grade; Jessop's 12c; Jones & Colver's, 10 to 20c; "Air Hardening," 50 to 65c per lb.; Conqueror, 75c.

COPPER.—Some but weaker. Our quotations are as follows: \$12.75 to \$14.25.

PIG LEAD.—Large quantities are now being shipped. We quote at \$3.20 to \$3.30.

SHEET ZINC.—The market is firm and prices are unchanged. We quote: Cask lots, \$6; smaller quantities, \$6.50.

ZINC SPELTER.—Trade is fairly good. We quote at 6c.

SCRAP METALS.

There is nothing special to add to our report of last week. No change has yet been made in No. 1 wrought iron, but a reduction very soon would create no surprise. We quote: Heavy copper and wire, 10½c. per lb.; light copper, 10c.; heavy red brass, 10c.; heavy yellow, 8½c.; light brass, 5½c.; lead, 2½ to 2½c.; zinc, 2½ to 3c.; iron, No. 1 wrought, \$13 to \$14; machinery scrap, \$13 to \$15; stove plate, \$12; malleable and steel, \$6; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6 to 6½c. per lb.

HIDES.

There is great activity in lambskins just now, as high as 75 cents being paid in some instances. Our quotations are as follows: No. 1 beef hides, 9c.; No. 2, 8c.; No. 3, 7c.; No. 1 buff sheepskins, 77 to 79c.; lambskins, 65 to 75c.; No. 1 calfskins, 11 to 12c.; No. 2, 9 to 9½c.

RAW FURS.

No changes. We quote:

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

SITUATIONS WANTED.

ALL-AROUND malleable iron man wishes to change position; now has full charge for several years with one of the oldest firms in the United States; would like to hear from somebody in malleable iron business or going into it in Canada. Address Box 71, HARDWARE AND METAL, Toronto. (43)

RELIABLE young man with four years' experience, desires situation as hardware salesman. Box 72, HARDWARE AND METAL, Toronto. (43)

SITUATION wanted as traveller by hardware clerk; best of references. Apply Box 61, HARDWARE AND METAL, Toronto. (46)

SITUATIONS VACANT.

TINSMITH—Wanted at once, to work in shop; must be good mechanic; steady work, good wages; only best need apply. W. M. Fessenden, Waterloo, Quebec.

WANTED—A traveller, on commission, from Toronto east; one that thoroughly understands the glue business. Address, Box 66, HARDWARE AND METAL, Toronto. (43)

WANTED—Immediately; first-class general tinsmith; one with knowledge of plumbing preferred; steady work and good wages; state experience, etc. E. Rolston, Ladysmith, B.C. (44)

WANTED—Clerk with thorough knowledge of the stove, tinware and shelf hardware business; one who can qualify as assistant buyer; state age, salary, married or single, references. Box 64, HARDWARE AND METAL, Toronto. (42)

WANTED—A traveller who is calling on the hardware trade to handle a staple line on commission; state territory covered and what lines are carried. Box 70, HARDWARE AND METAL, Toronto. (43)

FOR SALE.

GENERAL hardware business in good Ontario town. Stock \$10,000. Selling out because of ill health. Box 65, HARDWARE AND METAL, Toronto. (42)

HARDWARE and tinsmithing business in Formosa; a good stand for furnace work and eaverting; no opposition; reason for selling, retiring from business. Apply to GEO. H. KRAEMER, Formosa, Ont. (44)

To Manufacturers' Agents

HARDWARE AND METAL has inquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of inquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

HARDWARE AND METAL
Montreal and Toronto

ONTARIO MARKETS.

HARDWARE.

Toronto, October 16, 1903.

THE volume of business continues satisfactory, the demand for sea sonable lines being fully equal to that of last year. In some lines, notably stoves, stove goods, such as pipes, elbows, boards, etc., tinware, enamelware, lumbermen's supplies, such as bar iron, pipe, pipe fittings, tool steel, bolts, nuts, camping outfits, cant hooks, axes, etc., sporting and hunting goods, building paper, there is a particularly good trade. Prices are steady throughout. The scarcity reported some weeks ago in such

PENNY WISE

GRANT-03-

Hold a dime close to your eye with your right hand and a bright silver dollar a few inches away with your left; you cannot see the dollar because the smaller coin obscures your vision.

So it is with some people; in their eagerness to save a dollar they often lose sight of the fifty within their reach.

They would rather have a penny than a pound—if it meant spending the penny to get the pound.

Does the illustration apply?

Are you saving (?) money by not advertising in **HARDWARE AND METAL**?

POUND FOOLISH

line in straw, bails and nuts, etc., is not manifest now but there are indications of difficulty in supplying the demand for some lines of heating goods.

WIRE—A few orders for fencing wire are still coming in, also a normal trade in hay baling wire. Other lines are dull.

WIRE NAILS—Trade shows considerable improvement over last week. Prices are steady. We quote the base price for nails at \$2.50 per keg f.o.b. Toronto.

HORSE NAILS—Trade is active. Our quotations are as follows: "C" brand, oval head, 40 and 10 and 7½ per cent.; on "Monarch," 60 per cent.; "M," "Oval" and "Countersunk" head, 55 per cent.; on "Peerless," 45 and 7½ per cent.

HORSE SHOES—An excellent demand is noted. Prices are firm. Our quotations are f.o.b. Toronto as follows: Iron shoes, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05. Steel, new light shoes, No. 2 and larger, \$3.95; No. 1 and smaller, \$4.20. Snow shoes, No. 2 and larger, \$4.05; No. 1 and lighter, \$4.30. If shipped from factory, 10 to 15c. less.

SCREWS—Business keeps good and orders are being kept well filled by makers. Prices are steady. Our quotations are as follows: Flat head bright, 87½ per cent. discount; round head bright, 82½ per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze, 75 per cent.

RIVETS AND BURRS—Business in all sizes is well up to the high average of last year. Prices are steady. We quote as follows: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.

BOLTS AND NUTS—The demand for lumbermen's camp is absorbing a large part of production just now. We quote: Carriage bolts, common (\$1 list), 50 and 10 per cent.; carriage bolts, full square (2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron (\$3 list), 55 and 10 per cent.; machine bolts, all sizes, 50, 5 and 10 per cent.; coach screws, cone points, 66 2/3 and 10 per cent.

CORDAGE—Some sizes of rope are selling well. Prices are steady as follows: Pure manilla, 14½c; British pure manilla, 12c; sisal, 11½c; double lath yarn, 11½c; single lath yarn, 11c; double shingle yarn, 11½c; single shingle yarn, 11c; sash cord, 25 to 30c.

SPORTING GOODS—Sales of athletic supplies for both Fall outdoor sports and for indoor Winter exercise continue large.

CUTLERY—Business has been particularly good during the past week. Prices are steady.

WOODENWARE—A good business is found in all lines. Our quotations are: Washboards, Victor, \$1.25; Crown, \$1.30. Improved Globe, \$1.45; Standard Globe, \$1.55; Original Solid Globe, \$1.70; Superior solid back, \$1.85; Jubilee, \$1.85; Pony, \$1.05. Tubs, No. 0, \$10.75; No. 1, \$8.50; No. 2, \$7.50; No. 3, \$6.50. Pails, No. 1, 2 hoops, \$1.70; No. 1, 3 hoops, \$1.90.

BUILDING PAPER—The activity noted of late continues to manifest itself. Prices are firm. Our quotations are as follows: Tattered felt, \$1.85 per 100 lb.; 2 ply ready roofing, 95c per roll; 3 ply, \$1.20 per roll; carpet felt,

Oakey's 'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL



COVERT MFG. CO.

West Troy, N.Y.

Auto Screw Jack

Harness Snaps, Chains, Ropes and Web Goods, etc.

FOR SALE BY JOBBERS AT THEIR OWN RISK

PRIEST'S CLIPPERS



Largest Variety of
Tons, Head, Electric Power
ARE THE BEST.
Highest Quality Construction and
Shampooing Machine
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shaver Mfg. Co., Nashua, N.H. U.S.A.

Don't Forget the Name...

NEWMAN'S INVINCIBLE FLOOR SPRINGS

Strong, Quick, Reliable, Effective.

Will close a door against any pressure of wind or fire and of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.

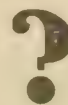
W. NEWMAN & SONS, Birmingham.

Oneida Community Goods

HALTERS, COW TIES, SNAPS, etc., etc.,

in all sizes and styles. May be had of all jobbers throughout Canada.

Factory—NIAGARA FALLS, ONT.



You will be asked for Dundas Axes next fall. Are you preparing to meet the inquiry by being able to show the goods?



Dundas Axe Works, Dundas, Ont.

W. L. Haberman & Co., Dundas, Ont.



GUARANTEE goes with the goods, should a File of our manufacture prove in any way defective and not suitable for the work for which it was intended, we will readily replace the same free of any expense to our customers.

WALTER GROSE, MONTREAL, Selling Agent.

We are now producing six hundred dozen First Quality Files and Rasps daily at our Dominion Works and can meet all demands promptly.

Our aim and intention is not to allow a package of Files to leave our works that has not been **CAREFULLY TESTED** and **INSPECTED**, and as an **ABSOLUTE**

\$2.30 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O.K. and I.X.L., 70c. per roll; heavy straw and sheathing, \$35 per ton; slaters' felt, 65c. per roll.

GUNS AND AMMUNITION.—Sales of gunpowder continue good. Guns are still in good demand at steady prices and rifles are moving fairly well. Rifles for deer hunting are now being called for and a shortage, fortunately not in the most popular calibres, is noted.

PLUMBING GOODS.

Business in plumbing goods continues active, a feature of it being the large proportion of high class, expensive goods which the trade are calling for. The movement in all lines, earthenware, brass goods, lead pipe, iron pipe, soil pipe and fittings, is well up to the average. Prices are firm.

LEAD PIPE.—There is a good business. The market is fairly steady, the discount being 35 per cent.

SOIL PIPE AND FITTINGS.—Business keeps well up to the mark. Prices are as follows: light soil pipe, 45 and 5 per cent.; light soil pipe fittings, 50 and 5 per cent.; medium and extra heavy pipe and fittings, 55 and 5 per cent.; 7 and 8-in. pipe, 40 and 5 per cent.

BRASS GOODS.—A good trade continues in brass goods and all steam fittings.

IRON PIPE.—An active trade is reported. Prices are steady since the advance. Our quotations are as follows: Per 100 ft. Black pipe, $\frac{1}{2}$ in., \$3.15; $\frac{3}{4}$ in., \$2.50; 1 in., \$2.65; $\frac{1}{2}$ in., \$3; $\frac{3}{4}$ in., \$3.70; 1 in., \$5.25; $\frac{1}{2}$ in., \$7.35; $\frac{1}{2}$ in., \$8.95; 2 in., \$12.55; $2\frac{1}{2}$ in., \$20; 3 in., \$23; $3\frac{1}{2}$ in., \$30; 4 in., \$36.

METALS

A big volume of business continues. The pig iron market is steadier than it has been for some time as the impression seems general that prices have about come to their low point. Some good orders of Canadian pig are reported at a figure near \$24. The market is easy in view of the bearish tone of New York and English markets, which are undoubtedly controlled by speculation. Copper is fairly steady though the net result of fluctuations in the larger markets has been downwards. A big business is being done in galvanized sheet and Canadian plates, the latter of which are fairly steady since the recent decline of 19c. all round. Tinplates are firmer but are not selling very briskly.



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs
Etc. Cold Punched Nuts of every variety of finish.
INGERSOLL, ONT.

NEW RAILS

Sessenwein Bros.,

**12, 14, 16, 18, 20, 24, 30, 35 and 56 lbs. to
the Yard—carried in STOCK for prompt ship-
ment. TRACK REQUISITES.**

103 Shannon St.

.. MONTREAL.

PIG IRON.—The market shows a steadier tone and the impression is general that prices are now about their lowest for the season in the United States and Great Britain. Canadian makers are holding their prices steadily, Midland and Hamilton No. 1 being quoted at \$20.

BAR IRON.—Business keeps up well. Prices are steady. The base price is \$2. For extras cut to length while rolling: 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft., by special agreement according to length and size.

TOOL STEEL.—A steady business continues at unchanged prices. We quote: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 11c.; Jonas & Colver's, 10 to 18c.; ditto, "Air Hardening," 70c. per lb.; Chas. Leonard's, 8 to 9c.; Park's "Silver," 11 to 13c.; Park's "Special," 15 to 17c.

BLACK SHEETS.—There is a good demand. Prices are steady in Great Britain and unchanged here. Our quotations are as follows: 10 to 16 gauge, \$2.25; 18 to 20 gauge, \$2.70; 22 to 24 gauge, \$2.90; 30 gauge, \$3.

CANADA PLATES.—An excellent trade is reported. Prices are steady. We quote: All dull, \$2.60; half polished, \$2.70; and all bright, \$3.50.

GALVANIZED SHEETS.—There is still an excellent demand for these and prices are unchanged. Our quotations are as follows: Queen's Head, \$4.50 for 28 gauge; American, \$4.40 for 24 gauge; Bell brand, \$4.30 for 28 gauge; Gordon Crown, \$4.50 for 28 gauge.

TIN. Prices are still attracting attention. The larger markets are undoubtedly

being manipulated by speculators, the bearish element controlling the situation at the moment. Prices are fairly steady on this market at last week's quotations.

TINPLATES.—Prices are unchanged throughout. The demand is good. We quote: Coke plates, bright, 14x20, \$4; charcoal plates, \$4.25.

COPPER.—A fair amount of business is being done in ingot. Sheets have also been more active. Prices are steadier than they have been. Our quotations are: Ingot copper, \$14.50, and sheet copper \$20.50 per 100 lb.

BRASS.—Is unchanged in price. Demand is fair. Discount, 10 per cent.

LEAD.—More activity is shown. Prices show no change. We quote: \$3.50 per 100 lb. for pig lead, and \$3.75 for bar lead.

ZINC SPelter.—Stocks continue light and as there is a good demand prices are firm at $6\frac{1}{2}$ to $6\frac{3}{4}$ c. per lb.

ZINC SHEETS.—There is a fairly good business in small quantities. We quote: Cask lots, \$6.75 to \$7, and part casks, \$7 to \$7.25.

SOLDER.—Demand is improving; prices are steady. Guaranteed half-and-half is quoted at 18 to 19c., and wiping 17 to 18c.

OLD MATERIAL.

Reductions of $\frac{1}{2}$ to $\frac{1}{4}$ c. are noted in prices offered for copper wire, light copper, scrap zinc and old rubbers. We quote: Heavy copper and wire, 10 $\frac{1}{2}$ to 10 $\frac{3}{4}$ c. per lb.; light copper, 9c. per lb.; heavy red brass, 9 $\frac{3}{4}$ c. per lb.; heavy yellow brass, 8c. per lb.; light brass, 5 $\frac{1}{4}$ c. per lb.; lead, 2 $\frac{1}{4}$ c. per lb.; scrap zinc, 3c.

per lb.; iron, No. 1 wrought, \$12.50 per net ton; No. 2 wrought, \$5; machinery cast scrap, \$15.50; stove plate, \$10; malleable and steel, \$6; old rubbers, 6c. per lb., and country mixed rags, 50c. per 100 lb.

HIDES, SKINS AND WOOL.

There is a normal trade in these lines, with no particular feature mentionable. We quote:

HIDES.—No. 1 green, per lb., 8½c.; No. 2 green, 7½c.; No. 1 steers, 9c.; No. 2 steers, 8c.; cured, 9½c.

CALFSKINS.—Veal skins, No. 1, 6 to 14 lb. inclusive, 9c. per lb.; No. 2, ditto., 7c.; No. 1, 15 to 20 lb. inclusive, 8c. per lb.; No. 2, ditto., 6c.; deacons (dairies), each 60 to 70c.; lamb and sheep skins, 60c.

WOOL.—Unwashed wool, per lb., 9 to 10c.; fleece wool, 16 to 17c.; pulled wools, super, per lb., 17 to 19c.; ditto, extra, 20 to 21c.

TALLOW.—We quote 4½ to 5c. per lb.

NOVA SCOTIA MARKETS.

HALIFAX, Oct. 12, 1903.

BUSINESS keeps up as strong as ever, and the market is firm on nearly all lines. Travellers have been out constantly the last two weeks, and are doing an excellent Autumn trade. Collections are improving in all excepting the fishing localities. A good demand has commenced for lumbermen's supplies, and prices are steady. Last season there was some delay in filling orders, as dealers were late in getting delivery of the goods. This year there will likely be less cause of complaint on this score, and the firms catering to this trade are promising to fill orders promptly. Lanterns, sporting goods and household hardware are in good demand.

• • •

All cotton goods continue high and hard to get. There has been no advance in nets as yet, but primary markets have advanced, and the prospects are that they will go still higher. Nets are controlled by a few American makers, who have no competition, and do not even send out travellers in order to sell their goods. English and Scotch nets are not suited to this market, the twine not being laid so hard as the American. English makers have recently been trying to sell nets, lines and twines on this market, but they have not been meeting with much success. English makers use hemp to a considerable extent, while that has been replaced by cotton on this side.

• • •

Local stocks of turpentine are not large, but the demand is now weakening. Quotation are very firm, owing to the conditions in the southern markets, where the supply seems to be controlled by a ring. Linseed oil is still weak under a light local demand.

• • •

There is a good deal of interest shown in carriage woodwork, the prices of which have been advanced materially in the last month. During the last six weeks there

REASONS FOR USING Sheet Metal Building Materials

OUR CELEBRATED

First and foremost, there's the sterling reliability of the goods—you're absolutely sure of qualities being exactly as represented. Our prestige in that respect has been fairly earned, and it counts for a great deal that your customers never find ground for complaint in the goods we deliver to you.

In addition, there's the ease of handling—the studied, artistic effects—the fire and lightning-proof qualities—and the many other details that have made sheet metal the popular building material for all progressive people.

SHINGLES, CEILINGS, SIDINGS, CORNICES and every other Building Requisite in the very highest grade.

You'll do better business by handling our goods.

The Metallic Roofing Co., Limited

TORONTO

MONTREAL

WINNIPEG

has been two advances of 10 per cent. each in carriage wheels. Hubs, rims and all carriage woodwork are now in considerable demand.

* * *

The Caritte-Patterson Co., whose branch works at the Northwest Arm were destroyed by fire some months ago, have secured a site at Fairview, on the outskirts of the city, and have the erection of a new factory well under way. Two or three other sites had been selected and abandoned owing to the opposition of adjoining property owners. The present location affords excellent railway and water transportation. The chief product of the concern is tarred felt for building purposes. The company also makes a quantity of creosote.

MANITOBA MARKETS.

WINNIPEG, October 12, 1903.

LAST week there was every indication that there would be a considerable change in the price lists before another week opened, but so far no changes have been announced, with the exception of a 10c. drop in barbed wire, making the price \$3.15 f.o.b. Winnipeg. There is not a very heavy movement in barbed wire at this season. Paints and oils have remained at the figures quoted last week, but trade is active and demand good. Local oil mills have received a very small percentage of the present crop of flaxseed as yet. Building material, as well as building hardware, is very active. The demand for stone is enormous, as many foundations for buildings to be erected next year are being put in this Fall. Contracts that require 140 cars and 125 cars of foundation stone each were let during the week, and smaller contracts are a matter of daily occurrence. Scrap of all kinds is quiet, possibly more so than in any month of the present year.

Barbed wire, 100 lb.	\$3 15
Plain galvanized, 6 to 8	3 39
" " " " " " " " " " " "	2 50
Plain galvanized, 10 to 12	3 50
" " " " " " " " " " " "	3 19
" " " " " " " " " " " "	3 40
" " " " " " " " " " " "	3 60
" " " " " " " " " " " "	4 45
" " " " " " " " " " " "	4 90
Barbed wire, 100 lb.	3 25
Plain twist " " " " " " " " " " " "	3 25
Staples, " " " " " " " " " " " "	3 65
Oiled annealed wire, 10 to 12	3 42
" " " " " " " " " " " "	3 48
" " " " " " " " " " " "	3 56
" " " " " " " " " " " "	3 66
" " " " " " " " " " " "	3 76
" " " " " " " " " " " "	3 91
Annealed wires (uncoiled) 10c. less.	
Horsenails, 40 per cent. discount.	
Horseshoes, iron, No. 0 to No. 1	\$4 75
No. 2 and larger	4 45
Snow shoes, No. 0 to No. 1	4 60
No. 2 and larger	4 45
Steel, No. 0 to No. 1	4 45
No. 2 and larger	4 20

Cut Nails—		Wire Nails—	
2d 1 in.	\$1 10	1 in.	4 25
3d 1 in.	4 10	1½ in.	4 20
3d 1½ in.	3 75	1½ " " " " " " " " " " " "	3 80
4d 1½ in.	3 50	1½ " " " " " " " " " " " "	3 60
5d 1½ in.	3 50	1½ " " " " " " " " " " " "	3 60
6d 2 in.	3 40	2 " " " " " " " " " " " "	3 50
8d 2½ in.	3 25	2½ " " " " " " " " " " " "	3 35
10d 3 in.	3 20	3 " " " " " " " " " " " "	3 30
20d 4 in.	3 15	3½ " " " " " " " " " " " "	3 25
30d 4½ in.	3 10	4 " " " " " " " " " " " "	3 20
40d 5 in.	3 10	4½ " " " " " " " " " " " "	3 20
50d 5½ in.	3 10	5 " " " " " " " " " " " "	3 20
60d 6 in.	3 10	5½ " " " " " " " " " " " "	3 20
		6 " " " " " " " " " " " "	3 20

Bar iron, \$2.60 basis.	
Swedish iron, \$4.75 basis.	
Sleigh shoe steel	2 85
Spring steel	3 25
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 16 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 gauge	3 40
26 gauge	3 20
28 gauge	4 10
Galvanized Iron, Apollo, 16 gauge	4 00
18 and 20 gauge	4 00
22 and 24 gauge	4 45
26 gauge	4 25
28 gauge	4 50
30 gauge or 10½ oz. per sq. ft.	4 75
Extra sheets, 36 in. wide an advance of 25 p. per 100 lb.	



"Island City"

Paint and

Varnish Works.

FINE VARNISH
A SPECIALTY.

MAKERS

AGRICULTURAL REDS,
CHROME GREENS, CHROME YELLOWS.

P. D. DODS & CO., Proprietors, Montreal, Toronto, Vancouver.

Queen's Head, 24 gauge.....	4 25
26 gauge.....	4 50
28.....	4 75
Extra sheets, 36-in. wide, an advance of 25 p.c. per 100 lb.	
Genuine Russian, per lb.....	11
Imitation ".....	07 to 08
Tinned, 24 gauge, 100 lb.....	8 00
26 gauge.....	8 50
Tinplate, 1C charcoal, 20 x 28, box.....	10 00
" IX.....	12 00
" IXX.....	14 00
Ingot tin.....	35
Canada plate, 18 x 21, 18 x 24 and 20 x 28.....	3 25
Canada plate, full polished.....	4 00
Sheet zinc, cask lots, 100 lb.....	7 50
Broken lots.....	8 00
Pig lead, 100 lb.....	5 50
Black iron pipe, 1/2 inch.....	3 30
" 3/4 ".....	3 30
" 1 ".....	3 40
" 1 1/4 ".....	3 70
Black iron pipe, 3/4 inch.....	4 35
" 1 ".....	6 25
" 1 1/4 ".....	8 70
" 1 1/2 ".....	10 50
" 2 ".....	14 50
Rope, sisal, 7-16 and larger, basis.....	11 75
Manila, 7-16 and larger, basis.....	15 25
Lath yarn.....	11 25
Solder.....	20
Axes, chopping.....	\$ 6 75 to 12 00
" double bits.....	12 00 to 18 00
Bluestone.....	5 70
Screws, flat head, iron, bright.....	85 and 10 p.c.
Round.....	80 p.c.
Flat " brass.....	75 and 10 p.c.
Round ".....	70 and 10 p.c.
Coach.....	65 p.c.
Bolts, carriage.....	50 p.c.
Machine.....	50 and 5 p.c.
Tire.....	60 and 5 p.c.
Bolts, Sleigh shoe.....	65 p.c.
Plough.....	50 p.c.
Flat head stove.....	60 and 5 p.c.
Round head.....	60 and 5 p.c.
Elevator.....	60 p.c.
Rivets, iron.....	50 and 10 p.c.
Copper, No. 8.....	32
No. 12.....	36
Coil chain, 3-16 inch.....	10 1/4
" 1/2 inch.....	8 1/4
" 5-16 inch.....	5 1/4
" 3/4 inch.....	5 1/4
" 7-16 inch.....	5
" 1/2 to 3/4 inch.....	4 1/4
Spades and shovels.....	40 and 5 p.c.
Harvest tools.....	60 p.c.
Axe handles, turned, s. g. hickory, doz.....	\$3 15
No. 1.....	1 40
No. 2.....	1 00
Octagon extra.....	2 30
No. 1.....	1 60
Files common.....	70 and 10 p.c.
Diamond.....	60 p.c.

Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol.....	30 p.c.
" military.....	15 p.c.
American R.F.....	30 p.c.
C.F. pistol.....	5 p.c.
C.F. military.....	10 p.c. advance.

Loaded shells:	
Eley's soft, 12 gauge black.....	16 50
chilled, 12 gauge.....	18 00
soft, 10 gauge.....	21 00
chilled, 10 gauge.....	23 00
Shot, Ordinary, per 100 lb.....	6 20
Chilled.....	6 60
Powder, F.F., keg.....	4 75
F.F.G.....	5 00
Tinware, pressed, retinned.....	70 and 10 p.c.
plain.....	75 and 2 1/2 p.c.
" pieced.....	37 1/2 p.c.
Japanned ware.....	45 p.c.
Enamelled ware, white.....	50 and 10 p.c.
" Famous.....	50 and 10 p.c.
" Imperial.....	50 and 10 p.c.
Green Wire Cloth.....	1 50

PETROLEUM.	
Water white American.....	26 1/2 c.
Prime white American.....	24 1/2 c.
Water white Canadian.....	24 c.
Prime white Canadian.....	22 1/2 c.

SCRAP.	
No. 1 cast iron.....	\$16 per ton
No. 2.....	8 "
Wrought iron scrap.....	5 "
Copper (heavy).....	7 c. per lb.
Yellow brass (heavy).....	7 1/4 c.
Light brass.....	5 c. to 6 c.
Lead pipe, or tea lead.....	2 c. to 2 1/2 c.
Zinc scrap.....	1 c.

PAINTS, OILS AND GLASS.	
Turpentine, pure in barrels.....	\$ 0 84
Less than barrel lots.....	0 89
Linseed oil, raw.....	0 57
Boiled.....	0 60
Lubricating oils, Eldorado castor.....	0 28 1/2
Eldorado engine.....	0 27 1/2
Atlantic red.....	0 33 1/2
Renown engine.....	0 42
Black oil.....	19 1/2 to 1 1/4
Cylinder oil (according to grade).....	55 to 74
Harness oil.....	0 56
Neatsfoot oil.....	1 00
Steam refined oil.....	0 85
Sperm oil.....	2 00
Pure castor oil, first pressure.....	0 10
Lubricating oil.....	0 10

NOTES.

There is to be quite a change in the staff of The Imperial Oil Co. in Winnipeg.

W. E. Judd, who was manager of The Standard Oil Co. before the fusion of the two companies, and who has been joint manager since, has accepted a position of importance in Cleveland, Ohio, with another company, and is selling out and leaving for the south immediately. Mr. Judd has been a popular manager here, and many business men regret to lose him from their ranks.

Gordon Johnson, who has been with The Standard and Imperial companies for seven years, is also leaving to take up work in New York. Mr. Johnson is a Westerner born and bred, and although still a very young man, has made a record for efficiency in the business community. He will be missed not only from business, but from the membership of the Camera Club, of which he has been an active member and the secretary almost from its inception.

The hardware house of Montgomery & Colquhoun, Deloraine, was seriously damaged by the explosion of their acetylene gas plant a few days ago. One of the clerks was slightly injured. This was one of the hardware stores of Deloraine visited by the Manufacturers when they were in that town.

Notice has been given of the incorporation of The John Stevens Co., Limited, Winnipeg, with a capital stock of \$20,000. The firm of John Stevens & Sons has been represented in the West since the late seventies.

PERSONAL MENTION.

Mr. G. C. Pearsall, formerly of The Ontario Lead and Wire Co., Limited, has identified himself with The Stevens Mfg. Co. of London, Ont., plumbing supplies, and will call on the Toronto trade chiefly.

The Morse Iron Works and Dry Dock Co., South Brooklyn, said to be one of the largest plants of its kind on the Atlantic coast, has closed down. The liabilities are said to be \$1,000,000 and the plant is claimed to be worth \$2,000,000.

Window and Interior Displays

Timely Hints
and Suggestions.

Two Kingston Windows.

AT this season of the year the hunter demands much attention through the windows of the hardware store. Each Fall sees the merchant who has paid attention to his gunners' supplies reaping good profit in this class of goods, which makes the well-arranged window profitable. To every man there is an interest attached to guns, and in addition to the profit of such a window there is an attraction that makes a good reputation and advertises the store.

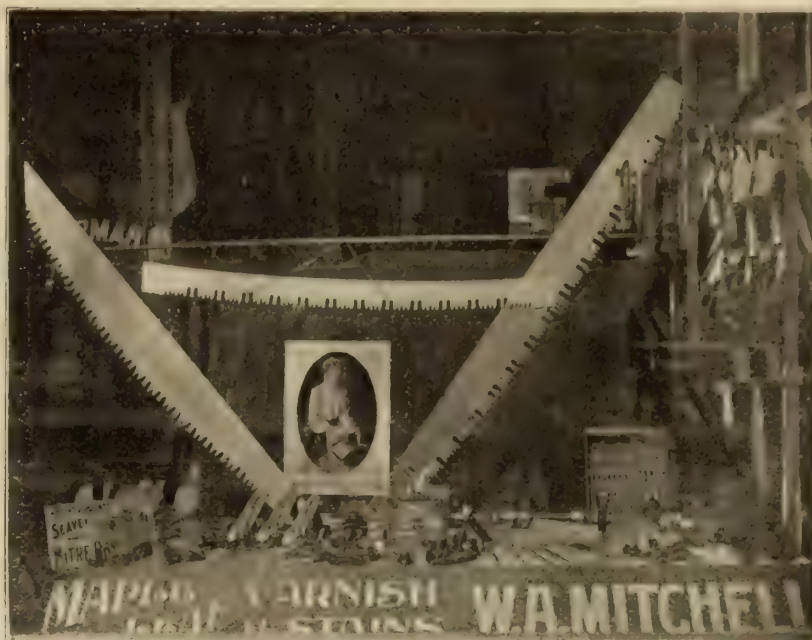
One of the two windows shown, which were both used by W. A. Mitchell, hardware merchant, Kingston, Ont., is a good sample of a window interesting to sportsmen. The symmetrical arrangement of the smaller lines in the bottom of the window is always effective, but in this case a better effect would have been gained had less boxes of cartridges appeared and more of the other small lines, such as cleaners, loaders, etc. The rifles and guns, hung and leaning, are in good positions, with the Winchester cartridge card where it is. A somewhat better arrangement would perhaps have been to raise the card from the floor, and allow it to hang a couple of feet or a yard higher. It is so palpably an advertisement that it should not occupy such a prominent position. With it raised

a few feet stocks of guns could take its place, and the guns are of far more interest than the card.

The best feature of the window is the use made of the stuffed birds, two cranes and an owl, although what place a cow's head

(even though it display a chain) has in a hunter's window is not readily apparent, unless as a warning to farmers to chain up their cattle when hunters are abroad. This use of animals is one of the best schemes available in such a window. One price ticket is used, but a more general adoption of this principle would have proved better, with such things as guns. On the whole the window shows attention and care that should have resulted well for the firm.

The second window is not quite so good, the three cross-cut saws rather spoiling an otherwise good window. Saws of this description form one of the most difficult lines in a hardware store, to display satisfactorily. The only thing that can be done with them is to place a number together in the same slant, and same position. Shown singly they appear stiff and "straggly." The arrangement on the floor is well done, being evidently intended to draw particular attention to the saws, as the various articles radiate from them. The scheme adopted for showing the braces and other articles at the side is excellent, and could be followed more generally in all windows. The racks used would be smaller and less conspicuous were they of metal, rather than of wood. Removable metallic fixtures of this kind would be found useful. A more suitable background for hardware windows would be the solid glass backs either reaching to the ceiling or up about five feet.



A Tool Window.



A Sportsman's Window.

If You Buy

Varnishes	Paints
Japans	Colors
Lacquers	Glues
Stains	Bronzes
Fillers	Chamois
	Sponges

WRITE TO

R. C. JAMIESON & CO.

LIMITED

MONTREAL.

AGENTS FOR ASPINALL'S ENAMEL.

LINSEED OIL

Raw and Boiled

"GUARANTEED PURE"

MANUFACTURED BY

Canada Linseed Oil Mills,
MONTREAL. LIMITED



BARRELS WANTED!!

We are open to buy good sound, oak
Linseed Oil, Turpentine, Varnish, and
Machine Oil Barrels.



enamel and inside paints.

We have a very attractive proposition to submit to you on this line.
Write for details to-day.

Get ready for the "rainy days" of business
by putting in our line of trade-getting, profit-
making specialties. We have a line that yields
a nice profit, finds a ready demand and makes
permanent customers.

It includes "Two in One"
furniture polish, "Canadian Mili-
tia" metal polish, "Rustic" creosote
shingle stains, varnishes,
japans and dryers, stovepipe, bicycle and bath



The

Francis-Frost Co.,

Limited

TORONTO, ONT.



PAINT, OIL AND BRUSH TRADES

THICKENED LINSEED OIL.

THE thickening or increasing the viscosity of vegetable oils by "blowing," that is, passing a current of air through them, is now a well known technical operation, says The Paint, Oil and Drug Review. The process is applied to rape and cottonseed oils for the purpose of increasing the viscosity with a view to the use of these oils in certain lubricants. In the case of linseed oil the thickening is carried out to enable the oil to fulfil certain requirements in the color and allied trades.

A great proportion of the thickened linseed oil that is prepared is used outside the paint trade, strictly so-called, but so long as the oil conforms to certain well-defined requirements there is every probability that the quantity consumed by paint grinders and mixers will increase. A small proportion of this oil is an excellent addition to the oil usually employed in the grinding of zinc white, while for all paints that require a rather viscous medium to keep them in suspension it may be used with advantage.

The essential points that the paint grinder looks for in the oil are: pale color and proper drying properties. It is sometimes found that the process of blowing results, if carried out under improper conditions, in reduced drying power, the oil assuming the condition popularly known as "going fat."

FLUCTUATIONS IN TURPENTINE.

The fluctuations in the turpentine market have been engaging the closest attention of the paint and oil men of Canada for months past. The accompanying chart shows the fluctuations on the Montreal market from January, 1901, to the end of September, 1903. From it can be seen at a glance the erratic course of the market, as well as its upward tendency. As it speaks for itself, further remarks are unnecessary.

BRUSH FIRM ENLARGING.

The Berlin Brush Co., of Waterloo, Ont., have sold their entire business to a new company known as The Waterloo Broom and Brush Co., Limited, who will carry on the business of the former company at Waterloo. They are erecting a large three-storey factory building, comprising over

10,000 square feet of floor space, and will now be able to do business on a much larger scale. The new company is a joint stock company, composed of reliable, practical business men, with O. S. Martin, the old manager, as president and manager, and N. Martin as secretary.

TO START A BRANCH IN CANADA.

The McLennan Paint Co., of Buffalo recently incorporated to do business in Canada, are seeking a location upon which to erect a factory. Brantford and Hamilton are holding out inducements to them.

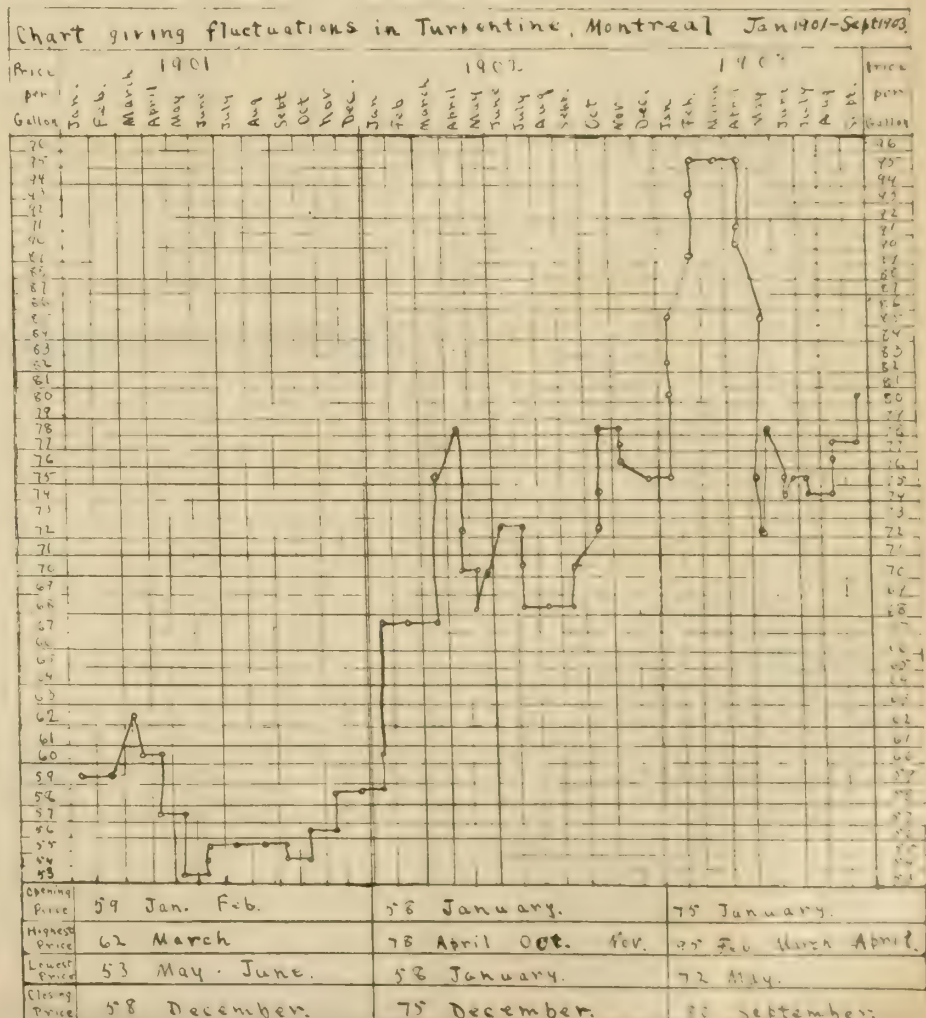
PAINT AND OIL MARKETS.

MONTREAL.

AS anticipated in our last issue, there gallon in turpentine, which is now has been a sharp advance of 3c. per on an 55c. basis. Paint and oil men pre-

dict another advance of 3c. per gallon almost immediately, and it is likely that by the time this issue of "Hardware and Metal" is in our readers' hands, turpentine will be selling on the local market for 88c. No change has been made in the price of linseed oil, but there is a firm tendency at present on account of the amalgamation of the Western Crushing Mills. Linseed oil is now being shipped in large quantities, as the substitutes which were made for it when prices were high are now gradually dropping off the market. General business during the week has been somewhat curtailed, owing to the general observance of Thanksgiving Day, but there can be no doubt that the approaching advance in freight rates will have a stimulating effect on general orders. We quote:

GROUND WHITE LEAD.—Best brands, Government standard, \$4.90 to \$5.15;



No. 1, \$1.50 to \$1.75; No. 2, \$1.30 to \$1.40; No. 3, \$1.02 to \$1.12; No. 4, \$1.15 to \$1.65, all f.o.b. Montreal. Terms, five months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD. \$1.50 in casks, and in kegs \$1.75.

DRY WHITE ZINC. Pure dry, in casks, 6½c. in 100 lb. kegs, 6½c.; No. 1, zinc, in casks, 5½c. in 100 lb. kegs, 5½c.

WHITE ZINC (ground in oil).—Pure, 25 lb. tins, 8c.; No. 1, 7c.; No. 2, 6c.

PUTTY. We quote: Bulk, in barrels, \$1.50; in 25 lb. tins and irons, \$1.85; bladders putty in barrels, \$1.75.

ORANGE MINERAL. Casks, 7c.; 100 lb. kegs, 7c.; smaller quantities, 8½c.

RED LEADS. Genuine red lead, in casks, \$1.25; in 100 lb. kegs, \$1.50; in less quantities, \$5.50 per 100 lb. No. 1 red lead, casks, \$1. kegs, \$1.25, and smaller quantities, \$5.25.

LITHARGE.—Ground, casks, 5c.; in less quantities, 5½c.; flake litharge, casks, 85; smaller, \$5.50 per 100 lb.

LINSEED OIL.—Raw, 1 to 4 bbls., 48c.; boiled, 51c. Raw, 5 to 9 bbls., 47c.; boiled, 50c. Terms, net cash in 30 days. Delivered in Ontario between Montreal and Oshawa at 2c. per gallon advance.

TURPENTINE.—Single barrels, 85c.; 2 to 4 barrels, 84c. Standard gallon of 8.6 pounds. Terms, net cash in 30 days.

BENZINE.—25 to 26c.

SHELLAC VARNISH.—Pure white, \$2.60 to \$2.80; pure orange, \$2.45 to \$2.65; No. 1 orange shellac, \$2.30 to \$2.50.

MIXED PAINTS.—\$1.20 to \$1.40 per gallon.

CASTOR OIL.—8½ to 9½c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL. 48 to 50c.

COD OIL.—35 to 37½c.

PURE ENGLISH PARIS GREEN. Petroleum barrels, 14½c.; arsenic kegs, 14½c.; 50 and 100 lb. drums, 15c.; 25 lb. drums, 15½c.; 1 lb. paper boxes, 16c.; 1 lb. tins, 17c.

TORONTO.

Business has kept up to the unusually high average reported the last week or two. Prepared paints have been in particularly good demand in both city and country. The rising turpentine market has caused liberal buying in that commodity. This market is still steady, though there does not seem to be a disposition to advance prices higher at the moment. Linseed oil is also comparatively steady. Shellac prices have again stiffened, and may be further advanced. Varnishes are firm, owing to the strong rosin market. White lead is the one weak article on the list, owing to the prevalence of cutting in the line. We quote:

WHITE LEAD. Ex Toronto, pure white lead, \$1.90 to \$5.65; No. 1, \$1.15 to \$1.65; No. 2, \$1 to \$1.25; No. 3, \$3.75 to \$4; No. 4, \$3.50 to \$3.75 in packages of 25 lb. and upwards; ½c. per lb. extra will be charged for 42 lb. packages; genuine dry white lead, in casks, \$5.62.

RED LEAD. Genuine, in casks of 560 lb., \$1.75 to \$5; ditto, in kegs of 100 lb.,

\$5.25 to \$5.50; No. 1, in casks of 560 lb., \$1 to \$1.25; ditto, in kegs of 100 lb., \$1.25 to \$1.50.

LITHARGE. Genuine, 6 to 6½c.

WHITE ZINC.—Genuine, French V.M., in casks, \$6 to \$6.25; Lehigh, in casks, \$6 to \$6.25.

SHINGLE STAIN.—In 5 gallon lots, 60 to 85c. per gallon.

PARIS WHITE.—90c. to \$1 per 100 lb.

WHITING.—60 to 65c. per 100 lb.; Gilders' whiting, 75 to 80c.

SHELLAC.—Pure orange, in bbls., \$2.35; white, \$2.50 per gallon; No. 1, 15c. less; in less quantities 30c. extra, including price of can.

GLUES.—Broken sheet, in 200 lb. bbls., 8 to 8½c. per lb.; cabinet glue, in bbls., 1½ to 1½c.; emery glue, in bbls., 17c.; bookbinders', ground, 10½c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

PUTTY.—Bladders, in bbls., \$2.25; bladders, in 100 lb. kegs, \$2.10; bulk, in bbls., \$2.05; bulk, less than bbls. and up to 100 lb., \$2.20; bladders, bulk or tins, less than 100 lb., \$2.95.

PLASTER PARIS.—New Brunswick, \$2 per bbl.

PUMICE STONE.—Powdered, \$2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots and 8c. in bbls.

LIQUID PAINTS.—Pure, \$1.20 to \$1.40 per gallon; No. 1, \$1.10 per gallon.

BARN PAINTS.—65 to 70c. per gallon.

CASTOR OIL.—English, in cases, 8 to 9c. per lb.; and 9 to 10c. for single tins.

LINSEED OIL.—Raw, 1 to 2 bbls., 51c.; boiled, 54c.; 3 to 5 bbls., raw, 50c.; boiled, 53c., delivered. To Toronto, Hamilton and London, 2c. less.

TURPENTINE.—Single bbls., 81c.; 2 to 3 bbls., 83c., delivered. Toronto, Hamilton and London, 2c. less. For less quantities than barrels, 5c. per gallon extra

will be added, and for 5 gallon packages, 50c. and 10 gallon packages, 80c. will be charged.

PETROLEUM. Prices on this market remain unchanged. We quote: Canadian prime white, 17c.; Canadian water white, 19c.; American prime white, 18c.; American water white, 19½c.

ST. JOHN.

The market for burning oils is firm, and one dealer believes there is an advancing tendency. The volume of business increases as the season advances. In other lines there is no change since last report. We quote:

COAL OIL. American water white, 19½c.; best Canadian, 19c.; prime, 18½c.

LINSEED OIL. Raw, 54c.; boiled, 57c.

TURPENTINE.—85c.

COD OIL. 32 to 35c.

WINDOW GLASS.

MONTREAL.

Business continues very active and there are no changes this week. We quote: First break, 50 ft., \$1.85; second break, \$1.95 for 50 ft. First break, 100 ft., \$3.50; second break, \$3.70; third break, \$4.20; fourth break, \$4.45.

TORONTO.

The demand shows activity in the erection of all classes of buildings, as all sizes of window glass as well as ornamental are called for. We quote as follows: Star, under 26 in., \$3.80; 26 to 40 in., \$4; 41 to 50 in., \$4.50; 51 to 60 in., \$4.75; 61 to 70 in., \$5; 71 to 80 in., \$5.50, Toronto, Hamilton and London.

The Carritte-Patterson Co., manufacturers of tar roofing paper and by products of tar, have started to build the building for their branch plant at Fairview. The other branches of the firm are at Montreal, Toronto and St. John.

THE POINT TO BE CONSIDERED

when choosing what brand of ready-mixed paint to stock, is **Quality**. It costs as much to put on an inferior paint as a first-class brand. The profit may be a little more to the dealer, but he seldom duplicates the sale, the result being loss of trade and dissatisfied customers.

Anchor Liquid Paint has been giving satisfaction for 30 years. The White Lead used is **Brandram's B.B. Genuine**—the standard of the world.



HENDERSON & POTTS

ESTABLISHED
1874,

Halifax and
Montreal.



ONTARIO SILVER CO.,

Limited,

NIAGARA FALLS, CANADA.

Manufacturers of **FLATWARE, CUTLERY and ELECTRO PLATE.**
Ask for our Catalogue and Quotations.



"Pullman"
Lawn Sprinkler

IS YOUR
ORDER IN ?

Send for Folder No.14.

PULLMAN MFG. CO.
Rochester, N.Y., U.S.A.

Genuine Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT



Manufacturers of FINE READY-MIXED PAINTS
FLOOR PAINTS and VARNISHES, and WHITE
LEAD. Full line of best DRY COLORS, OILS,
and all PAINTER REQUISITES always in stock
Send for prices.

The Globe Paint Co.,

Limited

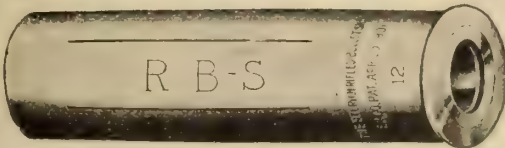
422-424 Adelaide St. W., Toronto.

THE CONSOLIDATED PLATE GLASS CO.

TORONTO - MONTREAL
LONDON - OTTAWA - WINNIPEG.

A complete stock in each of our five warehouses.
Send your next order for Plate or Sheet Glass to
the one nearest you—or write for prices.

STEVENS



RIFLED BULLET SHELL.

JUST THE THING FOR
THE GUNNER.

Makes a rifle out of every shotgun. Prices—\$3.00 to \$5.50.

YOUR JOBBER HAS THEM.
SEND FOR CATALOGUE.

J. Stevens Arms & Tool Co., P.O. Box 217 Chicopee Falls, Mass., U.S.A.

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Gauge.
Steel and Twist Barrels

Superior in Design, Workmanship
and Finish, and the most popular
Gun on the Market.



Simplest
"Take Down"
Gun Made

HARRINGTON & RICHARDSON ARMS CO.

Also makers of H. & R. Revolvers.
Catalog on request. Worcester, Mass., U.S.A.



SPECIAL

To The Trade

WE beg to remind
the Hardware
trade and our friends
generally that the
winter rates of freight
will go into force, as
usual, upon the
**FIFTEENTH OF
NOVEMBER.**

Orders to be shipped
at the present rates
should be placed in
our hands AT ONCE,
otherwise we will not
be able to guarantee
shipment at the sum-
mer tariff. Every de-
partment is working
to its full capacity, and
immediate orders will
be promptly shipped.

THE
CANADA
PAINT
COMPANY
LTD

HEATING AND PLUMBING

PLUMBING GOODS IN THE HARDWARE STORE.

DURING the last three or four years one of the notable developments in the sale and installation of plumbing supplies has been the increase in attention paid to the line by hardware merchants in many parts of Canada. This development, while true of the last few years, has been particularly noticeable during the present year and, unless indications fail, is likely to be even more the case during the next year or two.

Plumbing goods were taken up at first in a hesitating way by hardwaremen, but where they were properly handled have proved such a satisfactory line that in few cases have the trade discontinued their sale. They have been found a profitable line in all cases, and in but few instances has the trouble or expense of handling them been sufficient to offset this profit.

While the towns where no strictly plumbing shops are established present the best field for enterprise along this line, there has been more attention paid to the line in all centres, even in such cities as Toronto and Montreal. In the cities some hardwaremen only handle plumbing supplies such as sinks, basins, closets, bath-room fixtures, etc., but others of them carry fairly good stocks and have competent plumbers in their employ to instal the goods. Naturally the latter class need a better knowledge of plumbing practice and get better returns from the department.

In the towns many hardwaremen have made a comprehensive study of plumbing practice and have enough proficiency themselves to make an accurate estimate of work tendered for and to superintend its installation. But inasmuch as their time must be chiefly spent in their store, the majority of hardwaremen in the towns leave the mechanical part of their work to their journeyman plumber—and it is a fact that most journeymen employed by hardwaremen in Canada are competent workmen.

The manager of one of the leading supply houses expressed the opinion of several of the leading men in this line a few days ago when he said: "We are receiving more and more business from hardware dealers. This business is satisfactory, too, for the hardwaremen who have taken up the line have been, as a rule, strong men financially, and we are free from nervousness regarding collections from them. There is no reason, if they employ competent help, why they should not handle plumbing and heating goods, and we are always ready to open up

an account with a responsible hardware firm who are going into the business in a proper manner."

At one time there was a tendency on the part of strictly master plumbers in Canada to put difficulties in the way of hardwaremen who start handling plumbing goods. But a better policy is now adopted. The Canadian Master Plumbers' Association are trying to establish an educative standard, which will guarantee good work, and are not making a distinction between the man who handles nothing but plumbing goods and the man who handles hardware, plumbing goods and any other kindred lines. If the work done by the employees or a hardwareman complies with the high standards set in the cities where proper plumbing by-laws are in force there can be no objection to the hardwareman doing the job. In the towns and smaller cities where such by-laws have not been adopted it is desirable that they should be introduced. This is the stand taken by the Canadian Master Plumbers' Association, and should readily be subscribed to by every hardwareman taking up this class of work.

A NEW SYSTEM OF LIGHTING.

D. MCFARLAN MOORE, a Newark electrician, has discovered a new system of lighting residences, etc., by which it is hoped to produce light equal in radiance to daylight.

The light in a vacuum glass tube is caused by the action of electricity upon particles of air or gas in the tubes, the particles being set in motion by the current of electricity, which is supplied as power is supplied to incandescent or arc lights. The white light in the tubes can be colored by a simple method, so as to illuminate a room with many colors, and the glass tubes are made in sections 10 and more feet long. The tubes are stretched along the moulding or cornice of a room near the ceiling, and, unlike electric light wires, are perfectly harmless, as there is no danger from fire or of personal injury to people, for there is no need of anybody touching or handling the tubes, which are not heated by the light in them.

After a room or hall is filled with a line of tubes the air is pumped out of the tubes and the latter charged with a mysterious gas. When light is wanted, or it is desired to extinguish the light, the turn of a key or the pressing of a tiny button in a small steel box set in the wall will do the work,

just as with electric lighting apparatus. The glass tubes can be fashioned into different shapes, circular, curved, diamond, triangular, and even in the form of stars, plants and flowers, and the tubes are cheap.

To show how intense the tube light can be made, Mr. Moore had power turned on in the presence of some New York newspapermen from a small transmitter in the back room of his laboratory until the illumination of the tubes was as bright as the glare of a big arc light. By increasing the power of the electric current the glare was made as dazzling as sunlight, but the light was soft, diffused and yet harmless to the eyes. There was not a trace of a shadow in the room. The perfected light from the vacuum tubes was like moonlight on a clear night in Winter. Chas. M. Schwab's new \$3,000,000 residence is to be lighted by this new system.

PLUMBING AND HEATING CONTRACTS.

Skelton & Lundy are installing an Oxford heating system in the Imperial Hotel, Palmerston, Ont.

The Bennett & Wright Co., Ltd., Toronto, are installing an extensive heating and plumbing plant at the Baptist College, Woodstock, Ont.

J. & T. M. Piper, Fort William, Ont., are installing an Oxford system of hot water heating in Woodhead's Block and residence at Fort William.

The Christie-Brown Co., Toronto, are making an extension to their factory. The John Ritchie Plumbing Co. have the contract for steam heating.

Culleton & Ansteyl Sault Ste. Marie, Ont., have the contract for putting in Oxford radiation in the Chipley Block, which is to be occupied when completed by Moore & Browne, hardware dealers, of that place.

The Gurney Foundry Co., Toronto, are installing through John Lewis & Co., Belleville, steam heating in Mount St. Joseph Home, Peterboro, and through C. A. J. Duranceau, Peterboro, hot water heating in the Roman Catholic Convent, Belleville.

Keith & Fitzsimons, Toronto, have the contract for installing a pair of No. 8 Oxford twin boilers and Oxford radiators in a residence for H. G. Cox, Queen's Park, and No. 9 Oxford boilers with radiation in W. G. Gooderham's residence on Sherbourne street, Toronto.

HE DEMONSTRATES.



Don't you think you might try a first-class line of paints in your business and let it demonstrate what can be made out of it?

Are you getting all the trade you want or can get in the paint business to-day?

Why not take up a line of

“RAMSAYS PAINTS”

and let us tell you how we will help to make it a line in your business that will bring you money and help to increase your sales in other goods as well?

A. RAMSAY & SON
MONTREAL

EST'D
1842

THE PAINT
MAKERS

We sell

Pig Iron.
Ingot Tin.
Ingot Copper.
Zinc Spelter.
Pig Lead.
Babbit Metals.
Solder.
Cotton Waste.

We buy

Scrap Rubber of all kinds.
—Rubber Boots and Shoes.
—Rubber Bicycle Tires.
—Rubber Carriage Tires.
—Rubber Hose.
—Rubber Springs.

We buy

Drosses of all kinds.

—Tin,
—Lead,
—Type Metal,
—Zinc

Brass Ashes.
Metal Residues.

We buy

Scrap Metal

—Iron,
—Copper,
—Brass,
—Zinc,
—Lead.

FRANKEL BROTHERS,

MONTREAL,

92-98 Wellington St.

TORONTO,

116-120 George St.

EMPIRE MFG. CO.

MANUFACTURERS OF

HIGH-CLASS, UP-TO-DATE

Plumbers' and Steamfitters' Supplies

Estimates on Special Castings and Work.

Dealers in Soil Pipe & Fittings, Lead Pipe, etc.

Sole manufacturers of the STEVENS EMPIRE LOW-DOWN COMBINATION CLOSET, the only up-to-date low-down Closet on the market.

We make the best genuine JENKINS DISC VALVE.

This valve is made of the very best selected Steam Metal.
Every valve guaranteed. Send for sample and prices.

ORDERS SOLICITED.

EMPIRE MFG. CO.,- 443 Talbot St., LONDON



STEVENS IMPROVED



PRESENTATION TO INSPECTOR COPPING.

A very pleasing feature of the social meeting held after the business session of the Toronto Master Plumbers' Association on Monday night last was the presentation of a valuable gold ring by President Ross to Inspector Copping. Mr. Copping had umpired the baseball games of the association during the past season, and the members felt that some mark of approval should be extended to Mr. Copping. President Ross made a very neat and pleasant speech in making the presentation. Among other things he mentioned the good feeling prevailing between the association and Inspector Copping. In replying, Mr. Copping

thanked the association for their very great kindness, and assured them that his labor of umpiring had been one of love, he being an old baseball enthusiast. During the evening speeches were made and songs sung. Mr. Brewer, of The Gurney Foundry Co., made some happy remarks about the good feeling existing all around. Mr. Helliwell, of the same company, and Mr. Rogers, of The Jas. Robertson Co., also said some pleasant things. Other speeches were made by members of the association, and C. H. Beavis entertained the gathering by singing a song in a capital manner. The meeting did not break up until a late hour, when all felt loth to leave and all declared that they had a jolly good time.

DELEGATES ELECTED.

The meeting of the Toronto Master Plumbers' Association, held in their rooms on Monday evening last, was of very great interest to the members. A special appeal had been made for a full attendance, to which a hearty response was given. Three new members were initiated and business of vital importance to the trade was transacted.

Delegates to the semi-annual meeting of the Provincial Association, held on Thanksgiving Day in Toronto, were appointed, consisting of the following: R. Harrison, Geo. Clapperton, T. W. Slean, J. Powers, C. H. Beavis and Geo. Cooper.

A committee, consisting of the president, Mr. Mansell and the secretary, were appointed to entertain the delegates. This committee arranged a dinner at the King Edward hotel.

BUILDING PERMITS ISSUED.

MONTREAL.

L. Lauchevegne, four houses on Visitation street, to cost \$2,500 each.

L. Ouimet, of 514 Craig street, a house on Cassiere, to cost \$700.

Pierre Bedard, two houses on St. Dominique, to cost \$4,600 each.

Jos. Levy, 36 St. Vincent, for alterations to house on St. Urbain, to cost \$2,000.

Alderic Guilbault, to build on Bienville street, two houses, to cost \$1,600 each.

J. W. Wilson, 45 St. Luke, to build on Lincoln avenue, one house, to cost \$4,000.

E. L. Baugh, of 107 St. James street, to build on Kerntly, one house, to cost \$1,600.

Alex. McArthur & Co., to build on Hochelaga and Logan, a factory to cost \$6,000.

Joseph Riendeau, of 346 Richmond, to build on Labelle street, one house, to cost \$1,200.

Anatole Larosse, 458 Sauguinet, for alterations to house on Sauguinet, to cost \$500.

A. Mensard, 47 Aylioio (Hochelaga), to build on same street one house, to cost \$2,000.

Dr. D. McCallum, of 45 Union avenue, to build on Union avenue house and store, to cost \$18,000.

Commissioners of St. Edward's Schools, to build on St. Denis one school house, to cost \$3,000.

Emil Roehon, 731 St. Andre, to build on St. Hubert (Ste. Jean Baptiste), one house, to cost \$3,000.

F. R. Beaubien, 86a Dufresne, to build on Demontigny and Iberville, one house, to cost \$2,250.

Nap. Prezeau, 657 St. James street, for alterations to house on St. Antoine street, to cost \$2,700.

T. Manasterse, 154 St. Lawrence, to build on Berri street, two houses, one to cost \$2,900 and one \$2,700.

Mrs. A. Valignette, 656 Demontigny, for alterations to two houses on same street, to cost \$1,400 and \$1,200.

BUILDING NOTES.

T. W. Tobin will erect two \$1,500 houses on Steven and Ashley streets, Hamilton.

Dalton & Eveleigh are preparing plans for a branch of the Bank of Nova Scotia at Vancouver.

It is said that The Western Implement Co., Winnipeg, Man., are going to erect a large warehouse at Fort Rouge on Red River.

Purdy & Lonergan have the contract for building a \$2,300 residence on Spruce street, Vancouver. Parr & Fee were the architects.


Buildings to the value of \$448,611 have been built in Brantford, Ont., this year as compared with about \$250,000 last year.

The building trade in Montreal is said to be booming this year. Already the building done this year exceeds the total building last year by \$1,000,000. This boom is chiefly in dwelling houses.

Geo. McArthur has secured the contract for the erection of the eight storey building of John O'Regan, St. John, N.B. The architect is G. E. Fairweather. This will be the highest building in St. John.

Toronto Junction is short of residences and John Marr, contractor, of that town, is trying to complete arrangements with a Toronto law firm interested in real estate at Toronto Junction for the erection of fifty houses there.

Plans have been approved for a brick and stone addition to the plant of The Vancouver Breweries, Limited, Vancouver. One of the features of the new structure will be a bottle-washing room equipped with automatic electric machinery. An artificial ice-making plant will also be installed in another part of the new premises. The addition will cost in the neighborhood of \$8,000, and work will be pushed with all possible despatch.



Our trade mark will light your way to more business.

That is because it shows the most attractive lines of valves, gauges, and brass and iron fittings.

The demand for our goods is enormous. More than one million of our J. M. T. valves are in daily use in Canada.

You can make money carrying this line. We'll show you how. Write to-day.

THE

Jas. Morrison
Brass Mfg. Co
Limited
Toronto, Ont.

A★1
Trade Mark.

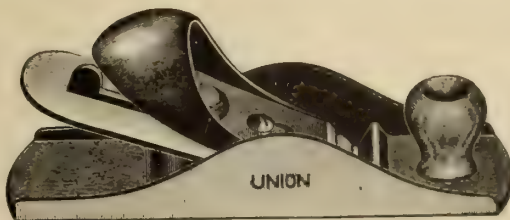
HENCKEL'S RAZORS



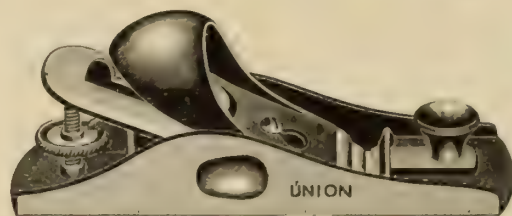
Nothing better made. Insist on getting this line from your Jobber.



F. W. LAMPOUGH & CO., - MONTREAL UNION IRON and WOOD PLANER.



No. 110.



No. 9 1/2.

UNEQUALLED IN QUALITY AND FINISH.

Union Mfg. Co., - - New Britain, Conn.
FOR SALE BY ALL PRINCIPAL HARDWARE DEALERS.

TRADE OUR
A MARK

AUER LIGHT MANTLES
LONGEST LIFE & BRIGHTEST

TRADE OUR
A MARK

A Statement of Facts.

We make the strongest mantles.
Our mantles gives the most light.
We use the purest and most costly chemicals.

We anneal our mantles with pressure gas.
Our mantles won't shrink or fray out.

Our trade mark **A** is on the best mantles.

We make mantles with any private mark on them, your own name if you desire.

WE MAKE

Coal Gas Mantles.
Oil Gas Mantles.
High-Pressure Mantles.

Coal Oil Mantles.
Gasolene Mantles.
Acetylene Mantles.

In single, double or triple weave.

Lowest prices on Mantles, Shades, Chimneys and Sundries.

Write us if you are interested.

AUER LIGHT CO., - - MONTREAL.

COMFORT IN VEHICLES



The public know how essential to comfort is a rubber tire on any carriage. The most successful of these is the new

DUNLOP SIDE-WIRE TIRE

It is made with cross bars of steel vulcanized in the rubber every three-quarters of an inch and held in position by side-wires. The latest thing in tires—wears like steel.

Write for particulars.



THE DUNLOP TIRE CO., Limited,
TORONTO, CANADA.

Agencies: Montreal, St. John, Winnipeg, Vancouver.

INDUSTRIAL GOSSIP

HARDWARE AND METAL would be pleased to receive from any authoritative source industrial news of any sort: the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news, etc. All such correspondence will be treated as confidential when desired.

THE LUMBERMEN'S SUPPLY CO., Limited, Toronto, incorporated under the Ontario Government with a share capital of \$50,000, have been granted a charter to manufacture and deal in lumbermen's supplies. The provisional directors are C. A. Johnson, J. S. King and P. J. Loughrin, respectively, of Toronto; W. Anderson, of Ottawa, and C. Moore, of Cartier, Ont.

La Societe Generale du Canada, Montreal, has been incorporated with a capital stock of \$1,000,000 to carry on the business of buying, selling and the working of mines. The provisional directors are: F. Lefebvre, Lille, France; H. Bondonneary, Paris, France; A. Onimet, W. E. Blumhardt, and W. Wainright, Montreal; A. Turgeon, Quebec.

The Parisian Laundry Co., Toronto, successors to The Parisian Laundry Co. of Ontario, Limited, have been incorporated under the Ontario Government with a share capital of \$100,000 to carry on a general and steam laundry business. The provisional directors are J. Stevenson, Glasgow, Scotland, H. K. Lorimer, Philadelphia, U.S.A., R. Morton, Hamilton, and D. Morton, jr., Toronto.

The Mack Mineral Springs Co., Limited, St. Catharines, Ont., have been granted a charter to manufacture and sell carbonated, mineral, distilled and table waters and non-alcoholic beverages. The share capital of the company is to be \$100,000 and the provisional directors R. B. Hamilton, E. F. Servas, J. T. Groves, A. H. Malcolmson and Edwin Poole, all of St. Catharines.

The Peat Board Company, Limited, Toronto, have been incorporated with a share capital of \$250,000 to manufacture cardboard, paper, and peat products; to build and operate pulp and paper mills; to purchase and lease water or other power; to generate, transmit and supply electricity, providing the company uses electricity in the operation of its works. The provisional directors are C. F. May, W. G. A. Lambe, G. Fensom, T. Symington and A. J. King, all of Toronto.

NOTES.

The Dominion Tar and Chemical Co. Sydney, C.B., have commenced operations.

The new C.P.R. shops in Montreal are employed at the present time on rolling stock valued at \$960,000, which must be built between now and Spring.

Montreal Harbor Commissioners have decided to build at Longue Pointe, a 30-foot wharf with a basin of 25 feet at a cost

of \$66,000, in response to the request of The Canadian Locomotive Works Co.

The Logman Lumber and Salt Co. have been granted a license by the Ontario Government to manufacture and deal in salt, barrels, staves, hoops and headings to the extent of \$100,000. The attorney is D. L. White, jr., Midland.

The planing mill of Philip Ament, Brussels, Ont., has been destroyed by fire. The building was a large two-storey brick, and contained a quantity of fine machinery. The insurance is \$4,500, but the loss is estimated to exceed that.

It is said that The Hudson's Bay Co. has in contemplation a large number of improvements to its plant and properties in the Northwest. Among these is a flour mill of large capacity, which will be built in the Peace River district.

T. H. Dickenson, Hamilton, has been given the contract by The Cataract Power, Traction & Light Co. for the enlargement of the power house at De Cew Falls. The enlargement is to facilitate the extension of the company's power.

Woodstock is to have another industry. Arrangements have been completed whereby a company of Ohio and Detroit capitalists have secured a building, which they will convert into a factory for the manufacture of bent wooden goods.

The Griffin Curled Hair Co., Limited, Toronto, successors to P. J. Griffin, have been incorporated with a share capital of \$50,000 to manufacture curled hair. The provisional directors are P. J. Griffin, T. C. Tracy and J. B. Harris, all of Toronto.

The Pittsburg Steel Company are going to establish a branch factory in Hamilton. They will have temporary quarters in the Hoepfner Building, but will begin building in the Spring. The necessary power for the plant will be secured from The Cataract Power Co.

The Montreal Rolling Mills Co., of Montreal, have recently added a large new cooper shop to their plant. In it will be manufactured the kegs, barrels and boxes required for their output of nails, horse-shoes, etc. The new shop is a substantial brick structure.

The Adonis Co., Limited, Wolfville, N.S., have been incorporated with a capital stock of \$18,240 to deal in vessels. The provisional directors are: N. V. Munro, Bridgetown, N.S.; C. R. Burgess, Maud S. Burgess, R. E. Burgess, Wolfville; G. E. Higgins, New York.

Phillips & Winch, Limited, Toronto, incorporated with a share capital of \$40,000, have been granted a charter to carry on a general mercantile business. The provisional directors are J. E. B. De Wynter and H. Wood, Toronto, and J. Ellis, Township of York.

The Inter-Provincial Land Corporation, Limited, Toronto, have been incorporated with a share capital of \$1,000,000 to carry on a real estate business. The provisional directors of the company are H. E. Irwin, J. H. Dunlop, of Toronto, and J. C. McGavin, of Winnipeg.

The Renfrew Mfg. Co., Limited, Renfrew, have been incorporated with a share capital of \$40,000 to carry on a general lumbering and contracting business. The provisional directors are T. A. Low, S. Moffatt, T. Logan, A. Barnet, P. S. Stewart and M. J. O'Brien, all of Renfrew.

The Toronto Peat Fuel Co., Limited, Toronto, incorporated with a share capital of \$40,000, have been granted a charter to manufacture and deal in peat, peat fuel and peat manufacturing machinery. The provisional directors are A. A. Dickson, J. Brebner and W. S. Jackson, all of Toronto.

A. E. Rea & Co., Limited, Toronto, successors to A. E. Rea & Co., have been incorporated under the Ontario Government with a share capital of \$50,000 to manufacture and deal in fancy and dry goods. The provisional directors are A. E. Rea, J. B. Rea and W. C. Cliffe, all of Toronto.

The Keenan Bros. Co., Limited, Owen Sound, incorporated under the Ontario Government, have been granted a charter to carry on a general lumber business in succession to J. E. and J. C. Keenan, with a share capital of \$50,000. The provisional directors are J. E. Keenan, J. C. Keenan and R. T. Keenan, all of Owen Sound.

Fire did considerable damage to the Hastings Shingle Mfg. Co.'s plant at Vancouver recently. The lumber, the shingle mill, five dry kilns and an engine house were destroyed. The loss is estimated at \$75,000. The whole plant is covered by a \$50,000 policy, of which \$32,000 will probably apply to the parts destroyed.

Work has been commenced on the erection of the plant of The Winnipeg Casket Co., Winnipeg, and the work will be rushed so as to be in a position to start the machinery in operation about November 1. The company intend to equip the plant with the latest machinery for the manufacture of caskets, coffins, hearses and ambulances.

The latest industry to locate in Ogdensburg, Ont., is the International Buckle Co., of Westport, U.S., which company has leased a building and is installing its machinery. The company will do its burnishing there, shipping to the city the material in the rough from Westport. The product of the company is sold throughout the United States.

PORTLAND CEMENT

CANADIAN, ENGLISH,
GERMAN and BELGIAN.
FIRE BRICKS, FIRE CLAY,
ENAMELLED BRICKS, all colors.
BUILDING BRICKS.
SEWER PIPES, CULVERT PIPES,
WHEELBARROWS,
FOUNDERS' and CON-
TRACTORS' SUPPLIES.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

... FULL STOCK ...

Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.



BUILDERS' SUPPLIES

Fire Bricks, Fire Clay, etc.

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We make only one quality and that the best.
Ask us for quotations.

The Sun Portland Cement Co., Limited

OWEN SOUND

JAS. A. CLINE, Managing Director.

The Grey and Bruce Portland
Cement Company of Shallow
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Manufacturers of

"Hercules" and "Lion" Brands
of

PORTLAND CEMENT

Unsurpassed for Sidewalks, Floors, and all
work requiring the Highest Grade
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Persons addressing advertisers will
kindly mention having seen their ad-
vertisement in Hardware and Metal.

Buy the Best.



HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

"DOMINION BRAND" TARRED FELT

EXTRA HEAVY for
LUMBERMEN'S use

"SHIELD BRAND" Ready-Roofing, 2 and 3 ply.

ORDER NOW BEFORE THE RUSH!

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NAILS AND THEIR MANUFACTURE.

IT is an undoubted fact that most of us are unfamiliar with the process of manufacture of the most ordinary objects. Every hardware merchant handles nails, but perhaps only a few could give an intelligent account of how these familiar every day goods are manufactured, or could tell much about the developments in that process. For this state of affairs our genial friend the "drummer" is partly responsible. Before his advent, when buyer sought seller and seller concerned himself little to seek the buyer, it was the pride of the manufacturer to exhibit to his customers, on the occasion of their half-yearly or quarterly visits, his factory and improved methods of manufacture. All this is now changed, and hence "Hardware and Metal" offers no apology for attempting a popular description of the modern process of nail manufacturing, as well as some account of the original methods employed.

THE BIRMINGHAM INDUSTRIES.

For over 300 years the city of Birmingham has been the centre of the English nail industries. There, until comparatively recent times, nails were made by hand and the industry was domestic. That is to say there were no large factories where workmen gathered, but the work was done at the home of the nailer who had his own forge and was paid according to the quantity which he produced. For purposes of economy, three or four nailers sometimes worked at one hearth, using the same fire and the same bellows in turn, and some hearths were constructed large enough for five or six men. Nevertheless the industry continued to be domestic, and the factory system was not introduced until after the invention of the modern machinery. Large numbers of women and children were employed as nailers, and as late as 1861, when the total number employed at Birmingham in making nails by hand had dwindled down to 26,000, nearly one-half were still females. At one time over 60,000 men, women and children were employed in that district.

THE HAND-MADE PROCESS.

The reader will, of course, remember that wire nails are of recent introduction, and also that the earliest nails were made of iron, not steel. The nailer received his iron in the form of narrow square rods, of various sizes according to the kind of nails to be forged from them. The ends of three or four of these would be put into the fire at once, and the nailer commenced his work by withdrawing one when properly heated and forging it upon a small steel anvil to a tapering

point. The pointed end was then cut off to a proper length adjusted by a gauge—by laying it across a fixed chisel or back iron and giving it a smart blow with the hammer. For some kinds of nails this would complete the operation, but generally a head would be required. The method of making the head was very simple. The red hot nail just cut off from the nail rod was dropped point downwards into one of the holes of an instrument called a bore. This was a piece of iron ten or twelve inches long with perforated knobs of steel at each end. The holes of this instrument were made to fit the upper and thicker part of the nail, and were so counter-sunk at the upper end as to form a kind of mould for the head. When the nail was dropped into one of these holes, a few strokes of the hammer upon the projecting end would make a head of the required size.

WONDERFUL DEXTERITY.

The process was necessarily slow and tedious, but the practised nailer soon acquired a wonderful dexterity. A case is on record of one nailer making in a fortnight 34,000 flooring nails. Each nail would require about 25 strokes of the hammer and, therefore, in performing this task he made, including the cutting up of the nail rods into convenient lengths, and reuniting them when they became too short, no less than 1,033,656 strokes and it is estimated that he moved to and from the fire at which the rods were heated, 42,836 times.

NEW INVENTIONS.

For centuries there was little, if any, change in the method of manufacture. The first machine was invented in 1790 by a man named French, of Wimborne, Staffordshire. But in his invention no material departure was made from the ordinary process of making nails by the hammer. He merely saved labor by introducing hammers worked by water power, and by the use of his invention, women and children were able to perform work which before had to be done by men. In 1810 there was in use in Massachusetts a machine which performed the cutting and heading at one operation with such rapidity as to turn out more than 100 nails per minute.

THE MODERN METHOD.

With the gradual development of the nail-making machine it would be impossible to deal in the limits of a short article. Moreover it is with the results that we are all most interested, and hence we shall jump over the intervening years and attempt some description of the processes employed to-day. A visit

to a large and well equipped modern rolling-mills plant, such as that of The Montreal Rolling Mills Co., of Montreal, is a very interesting experience, and one that is not likely soon to be forgotten. Conducted by Mr. M. F. Derrick, the genial superintendent of this company, the writer made a visit to this large plant a few days ago, and saw something of the interesting process of nail manufacture.

CUT NAILS.

Let us first describe the process of making cut nails. These are now made from Bessemer and Siemens-Martin steel, which is first rolled into large sheets of different gauges, according to the size of the nail intended to be made. It might be mentioned in passing that the machines in a modern factory are so arranged that the material passes on in regular sequence and never travels over the same ground twice. The sheets are first weighed and gauged for thickness, and are then cut into long strips, the breadth of which correspond to the length of the nail intended to be made. All the operations are performed on the cold metal, thus giving a guarantee of high quality.

These strips are then applied to a machine in which a chisel-shaped cutter descends with sufficient force to cut off from the end of the strip at each downward stroke a narrow piece sufficiently large to form one nail. As the nails are required to be of a tapering form, the cutter must be so placed as to present a slightly oblique angle to the direction in which the strip is pushed into the machine. But no waste of material is caused by this tapering, as the strip is turned at each operation. The taper of two nails is obtained by a straight feeding in of the strip.

In the older machines—many of which are still used—the strips are fed in horizontally by hand, and in the English nail factories, the smaller ones were fed in by women, although men were employed to handle the heavier strips. The writer can imagine no more monotonous employment than to stand for hours feeding a strip of metal into a machine and turning it mechanically at every stroke, the operation to be performed in the midst of such a tremendous din that it is impossible to make one's self heard. In the newer machinery, this operation is performed automatically. The strips are enclosed in a pipe which is turned half around, backwards and forwards, at each stroke, by means of a leather strap passing over it and worked by a rod from the gear. This improvement has effected a great saving of labor. A practised hand was required to tend each of the old machines, but a perfectly unskilled person can learn in a day to tend six of the new, as his only duty is to put fresh

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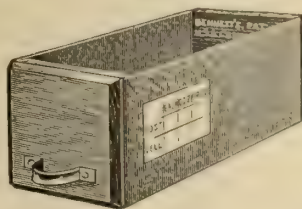
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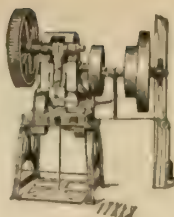
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"Tarbox" Self-wringing Mop

with its full value and completeness and thereby give your customers value received in the start

It means better results in the line and greater confidence between buyer and seller. A very large percentage of the better class of public and kindred articles handle our goods.

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WINNIPEG WAREHOUSING COLTART & CAMERON

Will be prepared about Nov. 1st, to receive consignments (large or small) of all kinds of hardware, etc., for unloading, warehousing, reloading and distributing to all points in Manitoba and the West.

Our new warehouse on transfer track, (in centre of wholesale district) will be equipped with every facility for handling goods promptly. We are also prepared to act as representatives for manufacturers and others. Correspondence solicited.

COLTART & CAMERON,

Manufacturers' Agents and Warehousemen, 141 and 143 Bannatyne St. East, WINNIPEG.

Our Mr. Cameron will be in the East about Sept. 25th, and will be pleased to meet and confer with any requiring warehousing of any kind.

strips in the holders as required. Some machines work as many as six strips, placed side by side, at once, and, in this case, they are turned all together alternately to the right and left, so as to give the proper taper.

These nail strips are collected and fed into a machine which completes the operation. The nails are headed by a punch, which gives the larger end a blow sideways, as regards the direction of the feed, while the shank is held firmly between cam dies. As a rule, all the motions are given by two cranks on the main shaft, one in the middle and the other at one end. The whole operation is automatic, and with this machinery nails are produced by what seems to the eye and ear to be only one blow, so rapid is the motion.

WIRE NAILS.

Wire nails are of French origin, and although they now constitute about 75 or 80 per cent. of the nails used in Canada, most of our readers will remember when they were something of a novelty. It was about 1878 that wire nail factories were first established in Great Britain. The wire is specially prepared for the purposes of nail manufacture, being submerged in a solution of sulphuric acid and thoroughly washed with water in order to remove all oxides, etc.

SILENCE REQUESTED.

The wire nail factory is the noisiest part of the plant of The Montreal Rolling Mills Co. "We don't allow anyone to talk in that building," said Mr. Derrick, with a peculiar smile, to "Hardware and Metal," as he led the way to the wire nail factory. His meaning was plain as soon as the building was entered. The din is so tremendous that it is scarcely possible to make one's self heard even when shouting into a companion's ear.

The wire is drawn out on reels to the proper thickness for the various sizes of nails, and from reels it is fed horizontally into the machines. As soon as one nail is finished and discharged, the end of the wire, held momentarily between the cam grippers with roughened surface to prevent slip, receives a smart blow from a punch, which forms the head. The wire is then pushed forward the length required for the nail, and two punches advance from either side in a horizontal plane to form the point, when the knocker off throws out the finished nail.

ADJUSTMENT OF MACHINES.

This succession of operations is performed so rapidly that the timing of the various motions is a matter of the first importance. The adjusting of a new machine requires great care. It is often necessary to file a little off here and lightly lengthen a part there to ensure accuracy.

A great variety of wire nails, including some with oval section shanks for mouldings, are made cold in machines similar to those described. In the case of hob-nails with a large head in proportion to the shank, the wire used is larger than the finished shank, and is drawn out in the operation.

The above short and summary description is all that can be attempted without elaborate drawings. The complicated nature of the machines will be imagined when it is said that full-sized drawings of the separate parts of one machine fill six imperial sheets.

BLUING.

Some nails require to be blued, although the greater part are left bright. This operation is performed in drums revolving over a coke fire. It must not be continued too long, or the succeeding colors of violet, red and yellow would appear. Steel nails which have become hardened in the process of making, must be annealed so as to permit of clinching, and this is effected in cylindrical canisters carefully luted, placed in a muffle for a given period, and then cooled gradually, which has the effect of giving a blue color at the same time.

BOXING.

Before being placed in kegs, the nails are rumbled in sawdust in order that they may be perfectly clear. From large receptacles they are then dropped into trays attached to a scale, and the exact 100 lb. are weighed out. The tray has a funnel-shaped mouth and through it the nails are then emptied into kegs which are placed on a small platform which, by its rapid vibration, causes the nails to "settle" rapidly.

CUT VERSUS WIRE.

The output of wire nails in Canada and the United States is about 80 per cent. of the total. They have quickly attained a great and permanent popularity, but it is not probable they will ever displace the cut nail entirely. In many quarters there is still a prejudice in favor of the latter which it will require many years to destroy. Moreover, from actual tests made, it is stated that the cut nail possesses some advantages which will enable it permanently to retain some hold upon the public. For outside work, where exposure to the elements becomes a factor, it is said to be more durable, and actual tests, scientifically made, have proved its holding power to be superior to that of the wire nail.

HIGH-GRADE HARNESS.

Fraser, Johnson & Co., Hamilton, are now making a specialty of high grade harness to meet a growing demand for this class of goods. They report that this move on their part has met with gratifying recognition. It all goes to show that a good article will sell if offered, and there is, to both buyer and seller, every satisfaction in this trade.

WILL MAKE OFFICE FURNITURE.

Messrs. Becker and Deisenroth are equipping a factory at 93 Richmond street west, Toronto, in which will be made office furniture. Each of the principals has had a good connection with the cabinet-making industry, and, as practical men, should be in a position to manufacture advantageously. They will carry on business under the name of The Toronto Office Fixture Co.

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Next thing to it: Return a whole sheet for an inch of fault.

There is one virtue of galvanized iron: workableness.

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Another: short measure, too thin.

Quick service.

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with finest hollow-ground blades.

Best Combination of Handiness and Quality.



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Oct. 16, 1903.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. \$29 00 \$30 00

TINPLATES.

Charcoal Plates—Bright.

M.L.S., equal to Bradley— Per box.
I.C. usual sizes. \$6 75
I X " 8 25
I X X " 9 75

Famous, equal to Bradley—

I.C. 6 75
I X " 8 25
I X X " 9 75

Raven and Vulture Grades—

I.C. usual sizes 5 00
I X " 6 00
I X X " 7 00
I X X X " 8 00
D.C. 12x17 4 50
D X " 5 25
D X X " 6 00

Coke Plates—Bright.

Bessemer Steel—
I.C., usual size, 14x20 3 85
I.C., special sizes, base 4 25
20x28 8 50

Charcoal Plates—Terne.

Dean or J. G. Grade
I.C., 20x28, 112 sheets 8 00
I X, Terne Tin 10 00

Charcoal Tin Roiler Plates.

Cookley Grade
X X, 14x56, 50 sheet bxs. }
14x60, " } 7 00
14x65, " }

Tinned Sheets.

72x30 up to 24 gauge 7 50
26 8 00

IRON AND STEEL.

Common bar, per 100 lb 2 00
Refined 2 40
Horseshoe Iron 2 40
Hoop steel, 1 1/2 to 3-in. base 2 10
Sleigh shoe steel, 2 10
Tire steel 2 30
Reeled machinery 3 00
Toe calk steel 2 85
T. Firth & Co.'s tool steel, per lb 0 12 1/2
Jessop's tool steel 0 14
Morton's tool steel 0 12 1/2
Black Diamond and "B.C." tool steel 0 10
Chas. Leonard's tool steel 0 08
Park's "Silver" tool steel 0 12
" " Special 0 15
Jonas & Colver's tool steel 0 10
Drill steel, per lb 0 08

BOILER TUBES.

Per foot.
1/2 in. 0 09 0 09 1/2
2 in. 0 10 0 11
2 1/2 in. 0 13 0 13 1/2
3 in. 0 14 0 15
3 1/2 in. 0 17 0 17 1/2
4 in. 34 0 35

STEEL BOILER PLATE.

1/2 in. 2 50 2 60
3-16 in. 2 60 2 70
1/2 in. and thicker 2 50 2 60

BLACK SHEETS.

10 and 16 gauge 2 55
18 gauge 2 70
20 2 70
22 to 24 gauge 2 80
26 2 90
28 3 00

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

All dull, 52 sheets 2 75
Half-polished 2 85
All bright 3 60

IRON PIPE.

Black pipe— Per 100 feet.
1 inch 3 00
1 1/2 " 2 50
2 " 2 65
2 1/2 " 3 00
3 " 3 70
3 1/2 " 5 20
4 " 7 35
4 1/2 " 8 95
5 " 12 55
5 1/2 " 21 00
6 " 25 00
6 1/2 " 32 00
7 " 38 50
7 1/2 " 45 00
8 " 48 00
9 " 63 00

Galvanized pipe
1 inch 3 20
1 1/2 " 3 45
2 " 3 90
2 1/2 " 5 00
3 " 7 20
3 1/2 " 10 05
4 " 12 20
4 1/2 " 16 85

Malleable Fittings—Discount 15 p.c.
Cast Iron Fittings

On unions, 55 per cent.; on nipples, 60 per cent.; on all others, 50 per cent.

GALVANIZED SHEETS.

Queen's
G.C. Comet Bell. Head
16 gauge 4 05 3 75 3 75 4 05
18 to 24 gauge 4 25 4 00 3 90 4 25
26 " 4 50 4 25 4 05 4 50
28 " 4 50 4 25 4 05 4 50

American brands, \$4 40 for 28 gauge
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oof coil, 3-16 in., per 100 lb.
1/2 in. 7 85 8 10
3/4 in. 5 25 5 50
1 in. 4 50 4 75
1 1/4 in. 4 25 4 50
1 1/2 in. 4 20 4 50
1 3/4 in. 4 05 4 50
2 in. 4 00 4 50
2 1/2 in. 4 00 4 50

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties 40 p.c.
Tie out chains 65 p.c.
Stall fixtures 35 p.c.
Trace chain 45 p.c.
Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

COPPER.

Ingot. Per 100 lb.
Casting 15 00

Bars.

Cut lengths, round, 1 to 2 in. 23 00 25 00
round and square, 1 to 2 inches 23 00 25 00

Sheet.

Plain, 14 oz., and light, 16 oz., 14x48 and 14x60 22 00 22 50
Plain, 14 oz., and light, 16 oz., irregular sizes 22 50 23 00
Tinned copper sheet 24 00
Planished 32 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb. 0 23
" 35 to 45 " 0 22
" 50-lb. and above " 0 21

BOILER AND T.K. PITTS.

Plain tinned, per lb. 0 28
Spun, per lb. 0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent
Sheets, hard-rolled, 2x4 0 23
Tubing, base, per lb. 0 23 1/2

ZINC SPELTER.

Foreign, per 100 lb 6 25 6 50
Domestic " " " "

ZINC SHEET.

5-cwt. casks 6 25 6 50
Part casks 6 75 7 00

LEAD.

Imported Pig, per 100 lb. 3 25
Bar, per lb. 0 05
Sheets, 21 lb. sq. ft., by roll 0 06 1/2
Sheets, 3 to 6 lb. " 0 06

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NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

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Med. and Extra heavy pipe and fittings, dis 55 and 5 per cent.
7 and 8-in. pipe, discount 40 and 5 per cent.

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Per lb.
Bar, half and half, guaranteed 0 20
Bar, half and half, commercial 0 19
Refined 0 19
Wiping 0 17 0 18 1/2

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Per 100 lb.
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No. 1 4 62 1/2 4 87 1/2
No. 2 4 25 4 50
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No. 4 3 50 3 75
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No. 2 0 05 0 06

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The Sherwin Williams paints 1 40
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Sanderson Peacock's pure 1 30
Standard Co's "New Era" 1 30
"Globe" barn 60 70
Francis Frost Co's "Ark" 1 25
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Henderson & Potts' "Anchor" 1 35
Globe Paint Co's mixed 1 30
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Ramsay's paints, Pure, per gal 1 20
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" Outside, bbls 0 35 0 65

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25-lb. tins, Standard Quality

Venetian red, per lb. 0 03 1/2 0 05
Chrome yellow 0 12 0 14
Golden ochre 0 07 0 10
French 0 06
Marm black 0 04
Chrome green 0 10
French Imperial green 0 14
Signwriters' black 0 16
Umber 0 04 0 06
Sienna 0 04 0 07

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Common ochre, bbls 1 15 1 30
Yellow ochre (J.F.L.S.) bbls 2 00
Brussels ochre 2 00
Venetian red, bbl 1 50 2 25
English oxides, per cwt 3 00 3 25
American oxides, bbls 1 25 2 75
Canadian oxides, bbls 1 25 1 75
Super magnetic oxides, 93 p.c. 2 00 2 25
Burnt sienna, pure, per lb. 0 10 0 10
" " " 0 08 0 10
Raw umber 0 08 0 10
Drop black, pure 0 08 0 10
Chrome yellow, pure 0 18
Chrome greens, pure per lb 0 09 0 10
Golden ochre 0 03 0 04
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Fire proof mineral, per 100 lb 1 00
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BLUESTONE.

Casks, for spraying 5 50
100-lb. lots do per lb 0 08

WADE & BUTCHER'S "SPECIAL" Razors

Are unequalled for quality and finish.

JAMES HUTTON & CO., - MONTREAL

Sole Agents for Canada.

PUTTY		
Balls in tins	1 70	
Balls in less quantity	1 55	
Butter in tins	2 00	
Butter in kegs, boxes or loose	2 25	
2-1/2 lbs. tins	2 25	
12 lb. tins	2 50	
Black in bulk or tins less than 100 lb.	2 50	

VARNISHES		
In 5 gal. lots.	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak	1 10	1 25
Furniture extra	0 90	1 00
No. 1	1 35	1 50
Hard oil finish	1 60	1 70
Light oil finish	1 75	2 00
Damar	2 40	2 50
shellac, white	2 30	2 40
orange	1 10	1 20
Turpentine, brown japan	1 10	1 20
black japan	0 85	0 90
No. 1	2 00	2 15
Elastite varnish, 1 gal. can, each	2 75	
granite floor finish, per gal.	2 75	
Maple Leaf coach enamels: size 1,	\$1 20	
size 2, 70c; size 3, 40c each		
Sherwin Williams kopal varnish, assorted		
case, from 1 to 1 gal., \$2.50.		

CASTOR OIL.		
British 1st qual. in cases, per lb.	0 08 1/2	0 09 1/2
small lots	0 10	0 10 1/2

COD OIL, ETC.		
Cod oil, per gal.	0 50	0 55
Pure olive		1 40
"neatsfoot		0 90

GLUE.		
Common	0 08	0 09
French metal	0 10	0 14
White, extra	0 18	0 22
Gelatin		
serp.	0 18	0 20
Copiers	0 19	0 20
Hottel		
Ground	0 12	0 16
Colony genuine		

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 per cent	
Ram Fire Pistol, discount 40 p.c., American	
Ram Fire Cartridges, Dominion, 50 and 5 p.c.	
Centum Fire Pistol and Rifle, 10 p.c., Amer	
Centum Fire cartridges, pistol sizes, Dominion	
30 per cent.	
Centum Fire Cartridges, Sporting and Military	
Domestic, 15 per cent.	
Centum Fire, Military and Sporting, American	
and 15 per cent. to 1st B. B. Caps, discount 10 per cent. American	
Loaded and empty Shotgun, Trap and	
"Domestic, 20 per cent. Rival	
and Nuts, 10 per cent. advance on list.	
Brass shot shells, 25 per cent.	
Primers, Dom., 30 per cent. American, \$1 40	

Wads.	
Best thick white felt wads, in boxes	8 00
Best thick brown or grey felt wads, in boxes	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 35
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	

Chemically prepared black edge grey cloth wads, in boxes of 250 each	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES.

Discount 20 per cent.	
ANVILS.	
Wright's, 80-lb. and over	0 10 1/2
Hay Budden, 80-lb. and over	0 09 1/2
Brook's, 80-lb. and over	0 11 1/2

AUGERS.

Gilmour's, discount 65 and 5 per cent. off list	
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AXES.

Chopping Axes	
Single bit, per doz.	7 00 10 00
Double bit, " "	10 00 18 00
Bench Axes, 40 per cent.	
Broad Axes, 25 per cent.	
Hunters Axes	5 50 6 00
Boys Axes	6 25 7 00
Splitting Axes	7 00 12 00
Handled Axes	7 50 10 00

AXLE GREASE.

Ordinary, per gross	5 75 6 00
Best quality " "	13 00 15 00

BATH TUBS.

Zinc	6 00
Copper, discount 15 per cent. off revised list.	

BATHS.

Standard Enameled.	
5 1/2-inch rolled rim, 1st quality	24 00
5 1/2 " 2nd	20 00

BABBIT METAL.

"Tandem," A	per lb. 0 27
"B	" 0 21
"C	" 0 11 1/2
Frictionless Metal	" 0 23

Syracuse Smelting Works:

Aluminum, genuine	0 45
Government, " "	0 44
Tough, " "	0 40
Hard, " "	0 40
Dynamo, " "	0 30
Special, " "	0 25
Harmony, " "	0 22
Car Box, " "	0 20
Extra, " "	0 15

The Canada Metal Co.:

Imperial, genuine	0 40
Metallic, " "	0 30
Hercules, " "	0 20
Star, " "	0 15
No. 1, " "	0 12
No. 2, " "	0 10
No. 3, " "	0 06
No. 4, " "	0 05

BELLS.

Hand.	
Brass, 60 per cent	
Nickel, 55 per cent	

American make, discount 43 1/2 per cent.	
Canadian, discount 45 and 50 per cent	

Gongs, Sargent's	5 50 8 00
Peterboro, discount 45 per cent.	

FARM.

American, each	1 25 3 00
House.	
American, per lb.	0 35 0 40

BELLOWS.

Hand, per doz.	3 35 4 75
Monthers, per doz.	7 50 10 00
Blacksmiths, discount 10 per cent.	

BELTING.

Extra, 60 per cent.	
Standard, 60 and 10 per cent.	
No. 1, not wider than 6 in., 60, 10 and 10 per cent	
Agricultural, not wider than 4 in., 75 per cent.	

BITS.

Auger.

Gilmour's, discount 60 and 5 per cent.	
Rockford, discount 50 and 10 per cent.	
Jennings' Gen., net list.	

Car.

Gilmour's, 47 1/2 to 50 per cent.	
Expansive.	
Clark's, 40 per cent.	

Gimlet.

Clark's, per doz.	0 65 0 90
Diamond, Shell, per doz.	1 00 1 50
Nail and Spike, per gross	2 25 5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07 1/2 0 12
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BOLTS AND NUTS.

Per cent.	
Carriage Bolts, common (\$1 list)	50 and 10
" " full sq. (\$2-40 list)	55 and 10
" " Norway Iron (\$3 list)	55 and 10
Machine Bolts, all sizes	50, 5 and 10
Plough Bolts.	50, 5 and 10
Blank Bolts	50, 5 and 10
Bolt Ends	50, 5 and 10
Sleigh Shoe Bolts	65, 5 and 10
Coach Screws, cone point	66 1/2 and 10
Nuts, square, all sizes, 3 1/2c. per lb. off.	
Nuts, hexagon, all sizes, 4c. per lb. off.	
Stove Rods, per lb., 3/4 to 6c.	

BOOT CALKS.

Small and medium, ball	per M. 4 25
Small heel	" 4 50

BRIGHT WIRE GOODS.

Discount 62 1/2 per cent.	
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BROILERS.

Light, discount 65 to 67 1/2 per cent.	
Reversible, discount 65 to 67 1/2 per cent.	
Vegetable, per doz., discount 37 1/2 per cent	
Henis, No. 8, " "	6 00
Henis, No. 9, " "	7 00
Queen City " "	7 50

BUTCHERS' CLEAVERS.

German, " "	per doz. 6 00 11 00
American, " "	" 12 00 20 00

BUTCHER KNIVES.

Bailey's, " "	per doz. 0 60 6 30
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BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	1 85
Ready roofing, 2-ply, not under 45 lb.	
" " per roll	0 90
Ready roofing, 3-ply, not under 65 lb.	
" " per roll	1 15
Carpet Felt, " "	per ton 15 00
Heavy Straw Sheathing, " "	per ton 35 00
Dry Sheathing, " "	per roll, 400 sq. ft. 0 40
Tar " "	" 400 " 0 50
Dry Fibre " "	" 400 " 0 55
Tarred Fibre " "	" 400 " 0 65
O. K. & I. X. L. " "	" 400 " 0 70
Resinized " "	" 400 " 0 45
Oiled Sheathing " "	" 600 " 1 00
Oiled " "	" 400 " 0 70
Roof Coating, in barrels, " "	per gal. 0 17
Roof " " small packages	0 25
Refined Tar " "	per barrel 5 00
Coal Tar " "	" 4 00
Coal Tar, less than barrels " "	per gal. 0 15
Roofing Pitch " "	per 100 lb. 1 10

BULL RINGS.

Copper, \$2.00 for 2 1/2-inch, and \$1.90 for 2-inch.	
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BELTS.

Wrought Brass, not revised list.	
Cast Iron.	
Loose Pin, discount 60 per cent	

Wrought Steel.

Fast Joint, discount 65, 10 and 2 1/2 per cent.	
Loose Pin, discount 65, 10 and 2 1/2 per cent.	
Berlin Bronzed, discount 70, 70 and 5 per cent.	
Gen. B ronzed " " per pair	0 40 0 65

CARPET STRETCHERS.

American " "	per doz. 1 00
Bullard's " "	" 6 50

CANSTORS.

Bed, new list, discount 55 to 57 1/2 per cent.	
Plate, discount 52 1/2 to 57 1/2 per cent.	

CATTLE LEADERS.

Nos. 31 and 32 " " per gross	8 50 9 50
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CHALK.

Carpenters' Colored, per gross	0 45 0 75
White lump, " "	per cwt. 0 60 0 65
Red " "	" 0 05 0 06
Crayon " "	per gross 0 14 0 18

CHISELS.

Socket, Framing and Firmer.	
Broad's, discount 60 and 10 per cent.	
Warnock's, discount 50 and 10 per cent.	
P. S. & W. Extra, discount 60 and 10 per cent	

CHURN.

Revolving Churns, metal frames—No. 0, \$8	
No. 1, \$8.50; No. 2, \$9.00; No. 3, \$10.00	
No. 4, \$12.00; No. 5, \$16.00 each. Ditto	
wood frames, 20c. each less than the above	
Discounts: Factories, 30 and 30 per cent	
f.o.b. Ottawa, Kingston and Montreal, 40 and	
15 per cent. Terms 4 months or 3 per cent.	
cash in 30 days.	
Churn frames, including bearings, levers, etc.	
Nos. 0, 1, 2 and 3, wood, \$2.40; and 4 and	
5, \$2.65. Metal frames, 25c. extra. Dis-	
count 15 per cent., net 30 days.	

CLIPS.

Axle, discount 65 per cent.	
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CLOSETS.

	Net.
Plain York or Ontario Syphon Jet	\$9 60
Emb.	10 20
Fittings " "	1 00
Plain Elgin or Teu, Syphon Washout	6 00
Emb. " "	6 60
Fittings " "	1 25
Low Down Elgin or Teutonic, plain.	6 00
Low " emb.	6 50
Plain Richelieu " "	4 25
Emb. " "	4 50
Connections " "	1 25
Low Down Ontario, Syphon Jet, plain	11 70
Low " emb'd.	12 30
Closet connection " "	1 25
Basins, P.O., 14-in.	0 70
Basins, oval, 17 x 14-in.	1 50
Basins, " 19 x 15-in.	2 25

COMPASSES, DIVIDERS, ETC.

American, discount 62 1/2 to 65 per cent.	
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CONDUCTOR PIPE.

Plain or Corrugated.	
2-inch " "	per 100 feet 3 00
3 " " "	" 4 00
4 " " "	" 5 25
5 " " "	" 6 75
6 " " "	" 9 00

CRADLES, GRAIN.

Canadian, discount 20 to 25 per cent.	
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CROSSCUT SAW HANDLES.

S. & D., No. 3 " "	per pair 0 17 1/2
S. & D., " 5 " "	" 0 22 1/2
S. & D., " 6 " "	" 0 15
Boynton pattern " "	" 0 20

DOOR SPRINGS.

Torrey's Rod (15 p.c.), per doz.	2 00
Coil " "	0 88 1 60
English " "	2 00 4 00

DRAW KNIVES.

Coach and Waggon, discount 50 and 10 per cent.	
Carpenters' discount 60 and 10 per cent.	

Our **Patent Wire-Edged Ready Roofing** is "here to stay" also, because it meets the popular demand for a Durable, Economical and Fireproof substitute for Shingles. Made in Canada for over twenty years.

Toronto and Montreal.

51

U. M. C. AMMUNITION

for big game shooting is half sold before it is offered by the retailer. This is due to the long-standing reputation and the thorough advertising behind it.

U. M. C. IS EASY TO SELL.

NEW CATALOGUE.

The Union Metallic Cartridge Co.

AGENCY, 313 BROADWAY, N.Y.

FACTORY, BRIDGEPORT, CONN.

DEPOT, SAN FRANCISCO, CAL.

PRESSED SPIKES.			
Discount 20 per cent.			
PULLEYS			
Handhouse	per doz	0 55	1 00
Axle	"	0 22	0 33
Screw	"	0 27	1 00
Swing	"	0 35	2 50
PUMPS			
Canadian Eastern	"	1 80	3 60
Canadian Pitcher	"	1 40	2 10
PUNCHES			
Saddlers	per doz.	1 00	1 85
Carbide	"	9 00	15 00
Flange, solid	per set		0 72
Flange, hollow	per inch		1 00
RANGE BOILERS.			
Dominion, 30 gallon	net		6 00
" 35 "	"		7 00
" 40 "	"		8 00
Ronald's Galvanized, 30 gallon,	"		7 40
" 35 "	"		8 40
" 40 "	"		9 60
Copper, 30 gallon	"		24 00
" 35 "	"		28 00
" 40 "	"		28 00
Discount off copper boilers 15 per cent.			
RAKES			
Wood	per doz net	1 20	up.
RAZORS.			
	per doz.		
Elliot's	4 00	18 00	
Geo. Butler & Co.	4 00	18 00	
Bokers	7 50	11 00	
" King Cutter	12 50	15 00	
Wade & Butcher's	3 60	10 00	
Thiele & Quaker's	7 00	12 00	
Bailey's	6 00	12 00	
Bailey's Brantford	10 00	11 00	
Carbide Machine		15 00	
Griffin Barbers Favorite		10 75	
Griffin No. 65		13 00	
Griffin Safety Razors		13 50	
Griffin Shaving Machines		13 50	
Lewis Bros. "Klean Cutter"	8 50	10 50	
REGISTERS			
Discount 40 per cent.			
RIVETS AND BURS			
Iron Rivets, black and tinned, discount 60 and 10 per cent.			
Extras on Iron Rivets in 1 lb. cartons, 1c per lb.			
Extras on Iron Rivets in 1 lb. cartons, 1c per lb.			
Copper Rivets, with usual proportion burrs, 45 per cent. discount. Cartons, 1c per lb. extra net.			
Copper Burrs only, discount 30 and 10 per cent.			
Extras on Tinned or Coppered Rivets, 1 lb. cartons, 1c per lb.			
RIVET SETS			
Canadian, discount 35 to 37 1/2 per cent.			
ROPE, ETC.			
Sisal			0 11 1/2
Pine Manilla			0 14 1/2
"Brush Manilla			0 12 1/2
Cotton, 3/4 inch and larger			0 16
" 1/2 inch			0 21
" 3/4 inch			0 22
Russia Deep Sea			0 15
Jute			0 08
Lath Yarn, single			0 11
" double			0 11 1/2
Sisal bad cord, 48 foot		per doz	9 65
" 60 foot		"	9 80
" 72 foot		"	0 95
RULES			
Boxwood, discount 55 per cent.			
Ivory, discount 37 1/2 to 40 per cent.			
SAD IRONS			
Mrs. Potts, No. 55, polished	per set		0 70
" No. 50, nickel plated,	"		0 80
SAND AND EMERY PAPER.			
B & A sand, discount, 40 and 5 per cent.			
Emery, discount 40 per cent.			
Garnet (Horton's) 5 to 10 per cent. advance on list.			

SAP SPOUTS.		
Bronzed iron with hooks	.....per 1,000	9 50
SAWS.		
Hand, Disston's, discount 12½ per cent.		
S. & D., discount 40 per cent.		
Crosscut, Disston's, .. per foot	0 35	0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.		
Hack, complete.....each	0 75	2 75
" frame only.....		0
SASH WEIGHTS.		
Sectional.....per 100 lb.	....	2 25
Solid		1 75
SASH CORD.		
Per lb.....	0 22	0 22
SAW SETS.		
	per doz.	
Lincoln and Whiting		4 75
Hand Sets, No. 1 Woodyatt (Morrill)		4 25
X-Cut Sets, No. 3 Woodyatt (Morrill)		9 50
SCALES.		
Gurney Standard, 40 per cent.		
Gurney Champion, 50 per cent.		
Burrow, Stewart & Milne		
Imperial Standard, discount 40 per cent.		
Weight Beams, discount 35 per cent.		
Champion Scales, discount 50 per cent.		
Fairbanks standard, discount 35 per cent.		
" Dominion, discount 55 per cent.		
" Richelieu, discount 55 per cent.		
Warren's new Standard, discount 40 per cent.		
" Champion, discount 50 per cent.		
" Weightbeams, discount 35 per cent.		
SCREW DRIVERS.		
Sargent's	per doz.	0 65 1 00
SCREEN DOORS.		
Common doors, 2 or 3 panel, walnut stained, 4-in. style		6 80
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style		7 00
Common doors, 2 or 3 panel, in natural colors, oil finish		8 15
3-in. style 20c. per dozen less.		
SCREWS.		
Wood, F. H., bright and steel, discount 87½ per cent.		
Wood, R. H., bright, dis. 82½ per cent.		
" F. H., brass, dis. 80 per cent.		
" R. H., .. dis. 75 per cent.		
" F. H., bronze, dis. 75 per cent.		
" R. H., .. dis. 70 per cent.		
Drive Screws, dis. 87½ per cent.		
Bench, wood	per doz.	3 25 4 00
" iron		4 25 5 00
Set, case hardened, dis. 60 per cent.		
Square Cap, dis. 50 and 5 per cent.		
Hexagon Cap, dis. 45 per cent.		
SCYTHES.		
Per doz. net.....	6 00	9 00
SCYTHE SNATHS.		
Canadian, discount 40 per cent.		
SHEARS.		
Bailey Cutlery Co., full nicked, discount and 2½ per cent.		
Bailey Cutlery, Japan Handles, discount 67½ per cent.		
Seymour's, discount 50 and 10 per cent.		
SHOVELS AND SPADES.		
Canadian, discount 45 per cent.		
SINKS.		
Cast iron, 16 x 24		0 85
" 18 x 30		1 00
" 18 x 36.....		1 40
SNAPS.		
Harness, German, discount 25 per cent.		
Lock, Andrews	4 50	11 50
SOLDERING IRONS.		
1 1/2 lb.....	per lb.	37
2 lb. or over		0 34
SQUARES.		
Iron, No. 493	per doz.	2 40 2 55
" No. 494		3 25 3 40
Steel, discount 60 to 60 and 5 per cent.		
Try and Bevel, discount 50 to 52½ per cent.		
STAMPED WARE.		
Plain, discount 75 and 12½ per cent. off revised list.		
Retained, discount 75 per cent. off revised list.		

STAPLES.		
Galvanized	..... per doz.	3 25 3 50
Plain	.....	2 90 3 15
Coopers', discount 45 per cent.		
Poultry netting staples, discount 40 per cent.		
American discount 25 per cent.		
STOCKS AND DIES.		
STONE.		
Washita	..... per lb.	0 28 0 60
Hindustan	.....	0 06 0 07
" slip	.....	0 09 0 09
Labrador	.....	0 13
" Axe	.....	0 15
Turkey	.....	0 50
Arkansas	.....	1 50
Water-of-Ayr	.....	0 10
Seythe	..... per gross	3 50 5 00
Grind, 2-in. 40 to 200 lb.	per ton	25 00
" under 40 lb.	.....	28 00
" under 2 in. thick.	.....	29 00
STOVEPIPES.		
5 and 6 inch, per 100 lengths	.....	7 00
7 inch.	.....	7 50
ENAMELINE STOVE POLISH.		
No. 4, 3 doz. in case, net cash	.....	4 80
No. 6, 3 doz. in case.	.....	8 40
TACKS, BRADS, ETC.		
Carpet tacks, blue	.....	80 and 15
" " tinned	.....	80 and 20
" " (in kegs)	.....	40
Cut tacks, blue, in dozens only	.....	80
" 1 weights	.....	60
Swedes cut tacks, blue and tinned—	.....
In bulk	.....	80 and 10
In dozens	.....	75
Swedes, upholsterers', bulk	.....	85, 12 1/2 and 12 1/2
" brush, blue and tinned	.....	70
Swedes, gimp, blue, tinned and japanned	.....	75 and 12 1/2
Zinc tacks	.....	35
Leather carpet tacks	.....	55
Copper tacks	.....	50
Copper nails	.....	52 1/2
Trunk nails, black	.....	65 and 5
Trunk nails, tinned	.....	65 and 10
Clout nails, blue	.....	65 and 5
Chair nails	.....	35
Patent brads	.....	40
Fine finishing	.....	40
Lining tacks, in papers	.....	10
" " in bulk	.....	15
" " solid heads, in bulk	.....	75
Saddle nails, in papers	.....	10
" " in bulk	.....	15
Tufting buttons, 22 line, in dozens only	.....	60
Zinc glaziers' points	.....	5
Double pointed tacks, papers	.....	90 and 10
" " bulk	.....	40
Clinch and duck rivets	.....	45
TAPE LINES.		
English, ass skin	..... per doz.	2 75 5 00
English, Patent Leather	.....	5 50 9 75
Chesterman's	..... each	0 90 2 85
" steel	..... each	0 80 8 00
TINNERS' SNIPS.		
Bailey's, discount 25 per cent.		
THERMOMETERS.		
Tin case and dairy, discount 75 to 75 and 10 per cent.		
TRAPS (steel.)		
Game, Newhouse, discount 25 per cent.		
Game, H. & N., P. S. & W., 65 per cent.		
Game, steel, 72 1/2 per cent.		
TROWELS.		
Disston's, discount 10 per cent.	.....
German	..... per doz.	4 75 6 00
S. & D., discount 35 per cent.	.....
TWINES.		
Bag, Russian	..... per lb.	0 27
Wrapping, cotton, 3-ply	.....	0 19
" 4-ply	.....	0 23
Mattress	..... per lb.	0 33
Staging	.....	0 27 0 35
VISES.		
Wright's	.....	0 13 1/2
Brook's	.....	0 12 1/2
Pipe Vise, Hinge, No. 1	.....	3 50
" No. 2	.....	5 50
Saw Vise	.....	4 50 9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White discount 50 per cent.

Diamond, Famous, Premier, discount 50 and 10 per cent.

Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge	.....	\$2 50
10 "	.....	extra.
11 "	.....	12c.
12 "	.....	20c.
13 "	.....	30c.
14 "	.....	40c.
15 "	.....	55c.
16 "	.....	70c.

Add 60c. for coppering and \$2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire \$1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) \$1.25, packed in cases or cases 15c., bagging and taping 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in 1/2-lb. hanks 75c., in 1/4-lb. hanks \$1.

Fine Steel Wire, discount 25 per cent.

List of extras: In 100-lb. lots: No. 17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65—No. 21, \$7—No. 22, \$7.30—No. 23, \$7.65—No. 24, \$8—No. 25, \$8.30—No. 26, \$8.60—No. 27, \$9—No. 28, \$9.30—No. 29, \$9.60—No. 30, \$10—No. 31, \$10.30—No. 32, \$10.60—No. 33, \$10.90—No. 34, \$11.20—No. 35, \$11.50—No. 36, \$11.80—No. 37, \$12.10—No. 38, \$12.40—No. 39, \$12.70—No. 40, \$13—No. 41, \$13.30—No. 42, \$13.60—No. 43, \$13.90—No. 44, \$14.20—No. 45, \$14.50—No. 46, \$14.80—No. 47, \$15.10—No. 48, \$15.40—No. 49, \$15.70—No. 50, \$16—No. 51, \$16.30—No. 52, \$16.60—No. 53, \$16.90—No. 54, \$17.20—No. 55, \$17.50—No. 56, \$17.80—No. 57, \$18.10—No. 58, \$18.40—No. 59, \$18.70—No. 60, \$19—No. 61, \$19.30—No. 62, \$19.60—No. 63, \$19.90—No. 64, \$20—No. 65, \$20.30—No. 66, \$20.60—No. 67, \$20.90—No. 68, \$21.20—No. 69, \$21.50—No. 70, \$21.80—No. 71, \$22.10—No. 72, \$22.40—No. 73, \$22.70—No. 74, \$23—No. 75, \$23.30—No. 76, \$23.60—No. 77, \$23.90—No. 78, \$24.20—No. 79, \$24.50—No. 80, \$24.80—No. 81, \$25.10—No. 82, \$25.40—No. 83, \$25.70—No. 84, \$26—No. 85, \$26.30—No. 86, \$26.60—No. 87, \$26.90—No. 88, \$27.20—No. 89, \$27.50—No. 90, \$27.80—No. 91, \$28.10—No. 92, \$28.40—No. 93, \$28.70—No. 94, \$29—No. 95, \$29.30—No. 96, \$29.60—No. 97, \$29.90—No. 98, \$30.20—No. 99, \$30.50—No. 100, \$30.80—No. 101, \$31.10—No. 102, \$31.40—No. 103, \$31.70—No. 104, \$32—No. 105, \$32.30—No. 106, \$32.60—No. 107, \$32.90—No. 108, \$33.20—No. 109, \$33.50—No. 110, \$33.80—No. 111, \$34.10—No. 112, \$34.40—No. 113, \$34.70—No. 114, \$35—No. 115, \$35.30—No. 116, \$35.60—No. 117, \$35.90—No. 118, \$36.20—No. 119, \$36.50—No. 120, \$36.80—No. 121, \$37.10—No. 122, \$37.40—No. 123, \$37.70—No. 124, \$38—No. 125, \$38.30—No. 126, \$38.60—No. 127, \$38.90—No. 128, \$39.20—No. 129, \$39.50—No. 130, \$39.80—No. 131, \$40.10—No. 132, \$40.40—No. 133, \$40.70—No. 134, \$41—No. 135, \$41.30—No. 136, \$41.60—No. 137, \$41.90—No. 138, \$42.20—No. 139, \$42.50—No. 140, \$42.80—No. 141, \$43.10—No. 142, \$43.40—No. 143, \$43.70—No. 144, \$44—No. 145, \$44.30—No. 146, \$44.60—No. 147, \$44.90—No. 148, \$45.20—No. 149, \$45.50—No. 150, \$45.80—No. 151, \$46.10—No. 152, \$46.40—No. 153, \$46.70—No. 154, \$47—No. 155, \$47.30—No. 156, \$47.60—No. 157, \$47.90—No. 158, \$48.20—No. 159, \$48.50—No. 160, \$48.80—No. 161, \$49.10—No. 162, \$49.40—No. 163, \$49.70—No. 164, \$50—No. 165, \$50.30—No. 166, \$50.60—No. 167, \$50.90—No. 168, \$51.20—No. 169, \$51.50—No. 170, \$51.80—No. 171, \$52.10—No. 172, \$52.40—No. 173, \$52.70—No. 174, \$53—No. 175, \$53.30—No. 176, \$53.60—No. 177, \$53.90—No. 178, \$54.20—No. 179, \$54.50—No. 180, \$54.80—No. 181, \$55.10—No. 182, \$55.40—No. 183, \$55.70—No. 184, \$56—No. 185, \$56.30—No. 186, \$56.60—No. 187, \$56.90—No. 188, \$57.20—No. 189, \$57.50—No. 190, \$57.80—No. 191, \$58.10—No. 192, \$58.40—No. 193, \$58.70—No. 194, \$59—No. 195, \$59.30—No. 196, \$59.60—No. 197, \$59.90—No. 198, \$60.20—No. 199, \$60.50—No. 200, 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260, \$78.80—No. 261, \$79.10—No. 262, \$79.40—No. 263, \$79.70—No. 264, \$80—No. 265, \$80.30—No. 266, \$80.60—No. 267, \$80.90—No. 268, \$81.20—No. 269, \$81.50—No. 270, \$81.80—No. 271, \$82.10—No. 272, \$82.40—No. 273, \$82.70—No. 274, \$83—No. 275, \$83.30—No. 276, \$83.60—No. 277, \$83.90—No. 278, \$84.20—No. 279, \$84.50—No. 280, \$84.80—No. 281, \$85.10—No. 282, \$85.40—No. 283, \$85.70—No. 284, \$86—No. 285, \$86.30—No. 286, \$86.60—No. 287, \$86.90—No. 288, \$87.20—No. 289, \$87.50—No. 290, \$87.80—No. 291, \$88.10—No. 292, \$88.40—No. 293, \$88.70—No. 294, \$89—No. 295, \$89.30—No. 296, \$89.60—No. 297, \$89.90—No. 298, \$90.20—No. 299, \$90.50—No. 300, \$90.80—No. 301, \$91.10—No. 302, \$91.40—No. 303, \$91.70—No. 304, \$92—No. 305, \$92.30—No. 306, \$92.60—No. 307, \$92.90—No. 308, \$93.20—No. 309, \$93.50—No. 310, \$93.80—No. 311, \$94.10—No. 312, \$94.40—No. 313, \$94.70—No. 314, \$95—No. 315, \$95.30—No. 316, \$95.60—No. 317, \$95.90—No. 318, \$96.20—No. 319, 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\$180.80—No. 601, \$181.10—No. 602, \$181.40—No. 603, \$181.70—No. 604, \$182—No. 605, \$182.30—No. 606, \$182.60—No. 607, \$182.90—No. 608, \$183.20—No. 609, \$183.50—No. 610, \$183.80—No. 611, \$184.10—No. 612, \$184.40—No. 613, \$184.70—No. 614, \$185—No. 615, \$185.30—No. 616, \$185.60—No. 617, \$185.90—No. 618, \$186.20—No. 619, \$186.50—No. 620, \$186.80—No. 621, \$187.10—No. 622, \$187.40—No. 623, \$187.70—No. 624, \$188—No. 625, \$188.30—No. 626, \$188.60—No. 627, \$188.90—No. 628, \$189.20—No. 629, \$189.50—No. 630, \$189.80—No. 631, \$190.10—No. 632, \$190.40—No. 633, \$190.70—No. 634, \$191—No. 635, \$191.30—No. 636, \$191.60—No. 637, \$191.90—No. 638, \$192.20—No. 639, \$192.50—No. 640, \$192.80—No. 641, \$193.10—No. 642, \$193.40—No. 643, \$193.70—No. 644, \$194—No. 645, \$194.30—No. 646, \$194.60—No. 647, \$194.90—No. 648, \$195.20—No. 649, \$195.50—No. 650, \$195.80—No. 651, \$196.10—No. 652, \$196.40—No. 653, \$196.70—No. 654, \$197—No. 655, \$197.30—No. 656, 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\$214.40—No. 713, \$214.70—No. 714, \$215—No. 715, \$215.30—No. 716, \$215.60—No. 717, \$215.90—No. 718, \$216.20—No. 719, \$216.50—No. 720, \$216.80—No. 721, \$217.10—No. 722, \$217.40—No. 723, \$217.70—No. 724, \$218—No. 725, \$218.30—No. 726, \$218.60—No. 727, \$218.90—No. 728, \$219.20—No. 729, \$219.50—No. 730, \$219.80—No. 731, \$220.10—No. 732, \$220.40—No. 733, \$220.70—No. 734, \$221—No. 735, \$221.30—No. 736, \$221.60—No. 737, \$221.90—No. 738, \$222.20—No. 739, \$222.50—No. 740, \$222.80—No. 741, \$223.10—No. 742, \$223.40—No. 743, \$223.70—No. 744, \$224—No. 745, \$224.30—No. 746, \$224.60—No. 747, \$224.90—No. 748, \$225.20—No. 749, \$225.50—No. 750, \$225.80—No. 751, \$226.10—No. 752, \$226.40—No. 753, \$226.70—No. 754, \$227—No. 755, \$227.30—No. 756, \$227.60—No. 757, \$227.90—No. 758, \$228.20—No. 759, \$228.50—No. 760, \$228.80—No. 761, \$229.10—No. 762, \$229.40—No. 763, \$229.70—No. 764, \$230—No. 765, \$230.30—No. 766, \$230.60—No. 767, \$230.90—No. 768, 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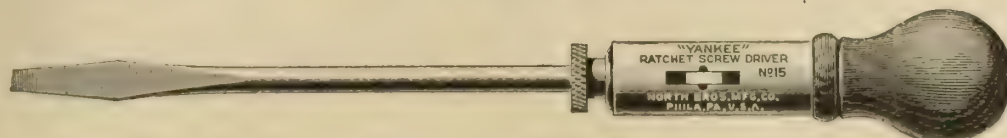
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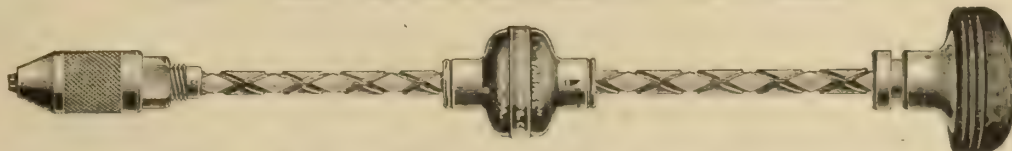
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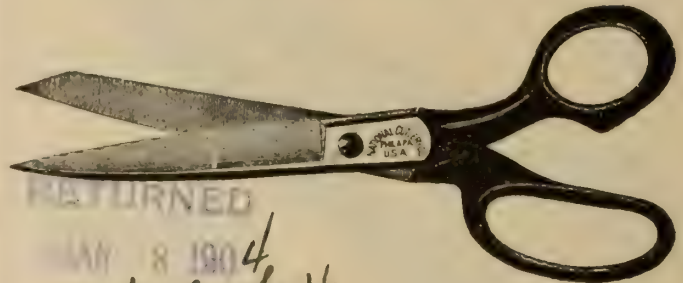
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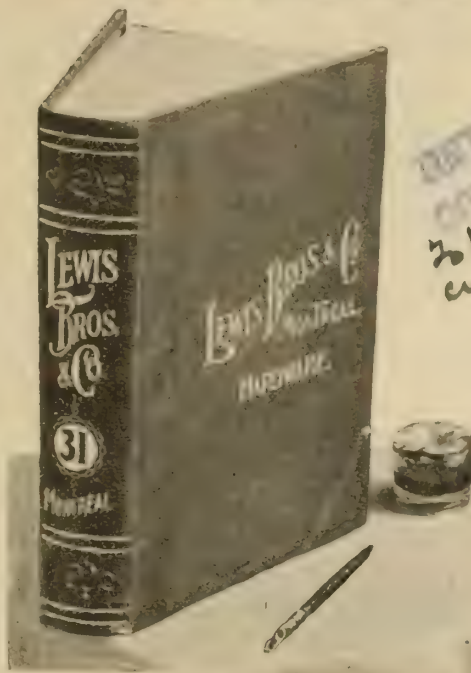
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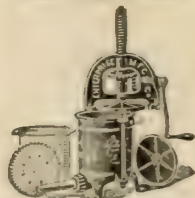
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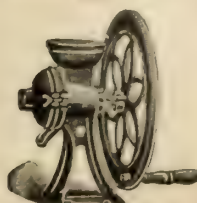
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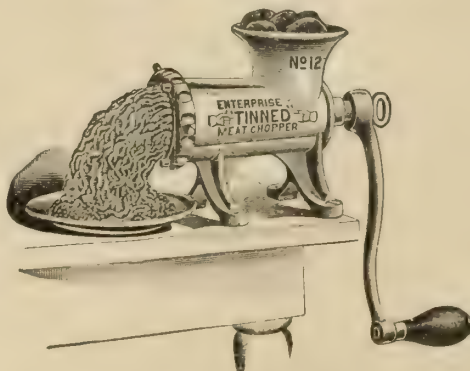
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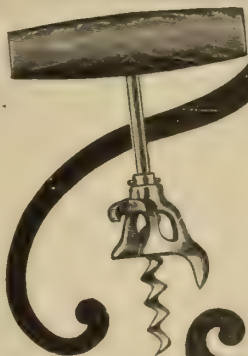
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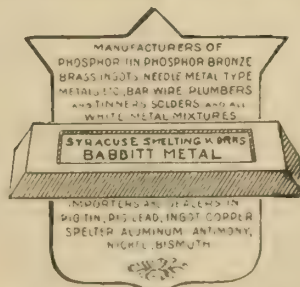
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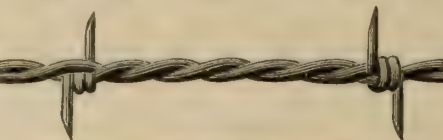
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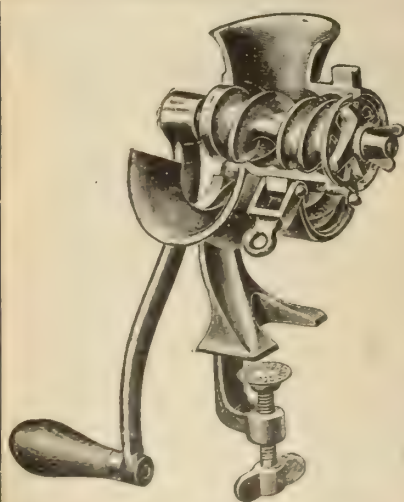
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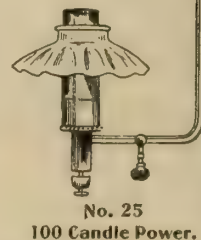
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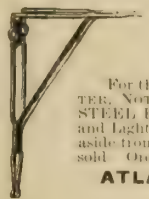
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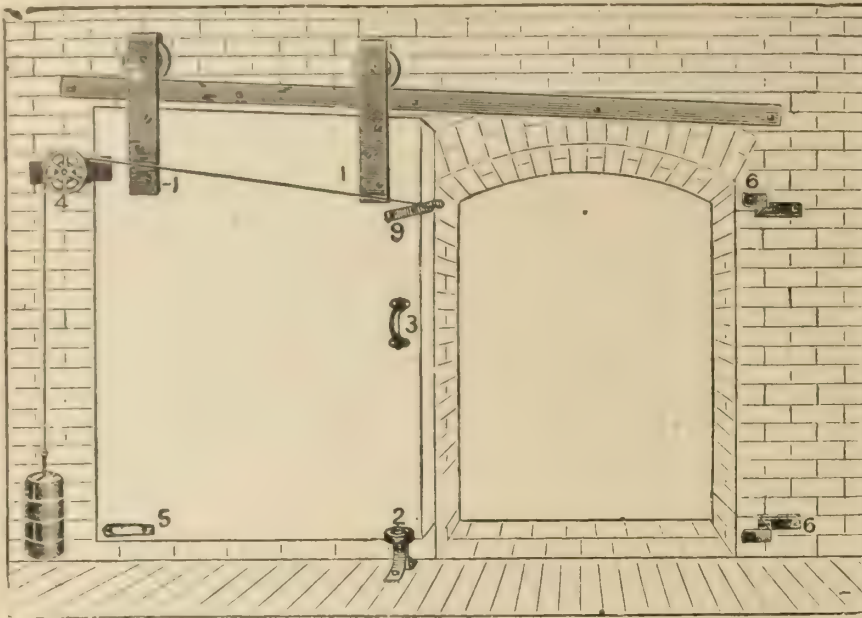
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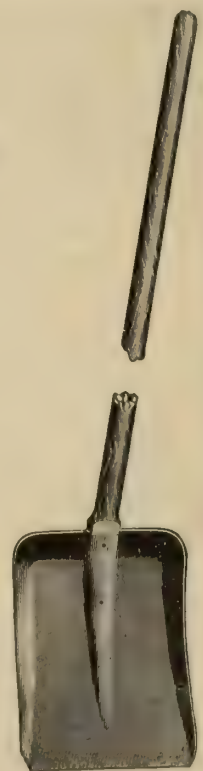
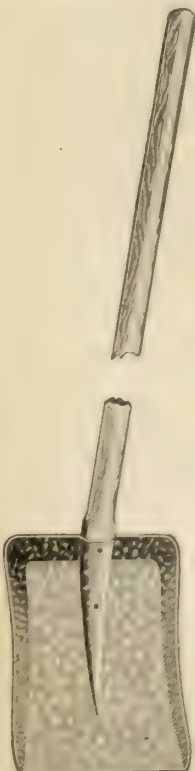
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Subjects Being Discussed at Ottawa

Written for Hardware and Metal by a Member of Parliament.

THE general public wonders why the session at Ottawa is so abnormally long, and various explanations are given by the members. "Obstruction on the part of the Opposition," say the Government supporters. "Necessary discussion of Government measures ill advised and badly drafted," retorts His Majesty's loyal Opposition. "Too much talk," says the observant fellow, who freely speaks his mind.

The fact is that the country is growing rapidly, that that means a large increase of public business, that this business necessarily takes time to transact, but the critic who alleges that there is a deal of unnecessary debate is well within the mark.

The average member (in fact we might even say every member) is naturally anxious to retain the good opinion of the majority of his constituents. He argues that if they do not quite often see his name figuring in the papers they will imagine that he is either lazy or a pronounced "back-bencher." Hence it is that the talk is as often directed to the people at home as to the members of the House, and the same arguments are advanced and attacked again and again with wearisome iteration.

A long session, such as this, will have a bad effect on the personnel of Parliament, and if such a lengthy sitting becomes the rule instead of the exception, there will be a poor look-out indeed for the standard of parliamentary representation. We want at Ottawa the best men in the country. We want leading men from every walk of life, for every interest, sooner or later, is affected by the laws made here, and the leaders in professional and industrial life will refuse to seek election if their time is to be taken from their various pursuits for more than half of each year. Already the danger is in

sight. Already some of the best men here are declaring that they cannot seek re-election; and, while we are sure from the experience of other years that many a threat of retirement is made which will be overcome by the pressure and enthusiasm in the Party Convention; nevertheless a percentage of men we can ill afford to spare will be lost as a result of this needlessly protracted session.

Strangers visiting the gallery sometimes wonder why the House is so thin. If they put in a month here listening continuously to the speech making they would consider the members models of endurance to be in the House even as much as they are. To say that there is but a grain of wheat in a barrel of chaff would be putting the case a little too strongly; but to say that the barrel is half wheat and half chaff would be altogether overestimating the wheat crop.

These being the facts—and they are indisputable—it is not to be wondered at if the members thoroughly enjoy a funny speech when someone is merciful enough to deliver it.

Now, there is no man in the House more capable of such a performance than Mr. Rufus Pope, member for Stanstead. Mr. Pope is a man of extremely good ability, and whenever he speaks, which is not too often, he is listened to by the whole House, for he has the saving grace of humor. He chose the occasion of the presentation of the agricultural estimates for the delivery of one of his characteristic utterances, and the whole thing was so good that we must reproduce it for the benefit of our readers. The various Departments frequently publish pamphlets prepared by their experts along scientific lines, and from these no doubt much valuable information is obtainable. Occasionally, however, they arouse the mirth of practical men. Now, Mr. Pope is nothing if not practical, and he is a farmer

with a wide experience; hence it is not to be wondered at that he found food for much fun in the publication of a learned treatise on how to wring a chicken's neck. We would but detract from the performance if we did other than quote verbatim. After a little preliminary banter with the Minister of Agriculture, with whom Mr. Pope is always ready to break a spear, he said:—"But I observe here a long description of wringing the chickens' necks. Great heavens, Sir, I have wrung the necks of chickens and some other things ever since I was ten years old. This is what the article says: 'Kill chickens by dislocating the neck; that is, simply wring the neck with the left hand.' Don't take the right hand, if you do the job will not be properly done. 'With the left hand hold the chicken's legs' and wings in a firm grasp.' If you are left-handed you cannot do the job. No left-handed man need apply. 'Place the first finger of the right hand'—Mind, not the second finger. If you have lost the first finger you are not in it. 'Place the first finger of the right hand on the right side of the neck, and the remaining fingers on the left side. Grasp the head in the hollow of the hand, with the fork of the fingers behind the head where it joins the neck, the back of the chicken being upward; hold the legs against the left hip.' If you should put them against the right hip the whole thing is bust; the killing of this chicken would be a failure: the meat would not be worth sending to market. It would be completely spoiled. 'Hold the legs against the left hip and the head near the thigh or knee.' It does not give you a choice—Mr. Chairman, this is interesting to you as a physician, to know the proper way to kill a chicken. 'Bend the head backward as far as possible, and at the same time stretch the neck, and when it is distorted, immediately pull the head.' If you don't the

chicken will wake up. You must not give it a second. It says 'immediately'; the instructions are specific. The word should be underlined. 'Immediately pull the head to you 1½ inches from the neck.' If you pull it more than 1½ inches the whole job is incomplete. 'Hold the wings firm'—This is an important matter: that you must hold the wings of chickens at all times with a firm grasp. 'Hold the wings firmly after killing.' Even after the chicken is dead you must not let go; it is dangerous to let go of the wings—and allow the chicken's head to hang down so that the blood can run down in the neck. The head is attached to the body simply by the skin of the neck.' That is, you stretch it 1½ inches, hang on to the wings after the chicken is dead, and let its head drop down. What a cruel act. Mr. Chairman, towards this beautiful bird, who but a few moments before was crowing around the barn-yard, so proud of himself that you might almost think he was the Minister of Agriculture. There he is with his head hanging down after you have twisted it off. I think, Mr. Chairman, that there are farmers in this country who might possibly be able to wring a chicken's neck without those elaborate instructions contained in this pamphlet, which is issued by the Minister of Agriculture." The Minister of Agriculture here assured Mr. Pope in a bantering way that he would have a new edition published with his annotations, to which Mr. Pope replied in the same good-natured strain, saying, "If you issue a new edition, just say wring the chicken's neck in the old-fashioned way, and let it go at that. The farmers will catch on, for it is very simple."

• • •

It is getting to be a frequent occurrence for members to read to the House newspaper reports and comments, for the purpose of asking questions with regard to them, or of denying some allegation therein contained.

An old member, a man who has served 20 years in the House, assured the writer that the practice was being very much abused as compared with former days. In those good old times, he asserted, a man would have been hooted down for attempting to take up the time of the House with such trivialities. This is all very well, but in many cases a member has no other way of making a really effectual denial of some story circulating in the press. Where honorable gentlemen seem to err is in speaking at too great length. They do not confine themselves to an emphatic and concise denial, but argue the question. Thus, one member, properly aggrieved at a newspaper report that he wished to exclude the people from

the corridors, took well on to half an hour to clear himself of the charge. Recently another honorable member read from the press a report that Lord Alvinston had privately announced to a friend that he would give judgment against the Canadian Government in connection with the Alaskan Boundary case. We give this as an example of the proper use of the practice, for Mr. Bell, the member referred to, confined himself to a straight question, asking the Government if they had any advices on the subject. The matter was one of large importance, and yet no time was lost in connection with it.

• • •

Sir William Mulock has made still another very satisfactory announcement with regard to the financial affairs of his Department. Having taken it over with an annual deficit of more than \$750,000, he has given the country penny postage, has greatly increased postal facilities, and this year actually shows a splendid surplus of nearly \$400,000. This is indeed a satisfactory showing, and the Postmaster-General is entitled to much credit, though of course the large increase in the general trade and commerce of the country has helped him very materially.

It is strange, too, how cheaply the work of this Department is done throughout the country. What is the glamor that surrounds a Government contract? And yet there must be such a thing, for men undertake Government work in connection with post-offices and mail carrying for prices that they would turn down with a sneer if proposed by a private individual for the same onerous work. In many cases mail routes are taken for a yearly sum that does not much more than pay the cost of the hay, oats and blacksmithing required by the horse employed to make the trips. In hundreds of cases a post-office is kept open for the princely sum of \$12 a year. Just fancy keeping a room for the use of the general public and someone to run to their beck and call for \$1 a month. Of course in many little country places a small stock of store goods is put in, and the post-office used rather as an advertisement to draw customers than for what it brings in itself. There are, however, still many cases in which the dollar a month is taken for the work itself, and with no other object in view than the earning of this sum. A case came up this session which is curious evidence of the value set upon money by people in some localities. A post-office had been vacated by the post-master, and an applicant wrote as follows to his member: "Dear Sir, I will take the office at \$15 a year; Mr. B. only got \$12 for the job, but I'll be hanged if I'll do it for any such money." The

member had to turn down this ingenuous appeal. No exception could be made by the Department, he was told, which paid on a fixed scale, according to the amount of work done in each office, and, of course, this large increase of 25 per cent. was out of the question.

Now Sir William proposes to apply some of his surplus to the increase of the salaries of those who are paid such low amounts as we have been quoting. This will be undoubtedly popular throughout the country, and even those who are not among the "fee-fed" officials who have been fattening at the public crib on the rich diet we have mentioned, will not begrudge a little more pay to the men and women who hand out the daily mail to them for 365 days in the year.

TORONTO PAINT HOUSE BURNED.

The Globe Paint Co., Ltd., Toronto, had a bad fire in their factory on the morning of Thanksgiving Day. The cause is not definitely known, though the indications point to an outside origin. The ground floor, half way through, was badly burned, and the remainder of the building suffered from smoke and water. Fortunately the fire was extinguished before more extensive damage was done, and the work of restoration is being pushed rapidly. It is expected that there will be no serious interruption in filling orders on time. The loss totals in the neighborhood of \$8,000. Messrs. H. Coventry and G. W. Lee, manager and secy. treasurer respectively, when seen by a representative of "Hardware and Metal" spoke very hopefully of the future. The firm's business has increased fully 50 per cent. in the last year and the outlook is very bright. The quarters on Adelaide street west are becoming very cramped, notwithstanding an enlargement a year ago. A new factory is an early possibility. Business at this season is unusually good, the demand keeping up surprisingly, due in part of the belated building activity consequent upon strikes in the early Summer.

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CATALOGUES, BOOKLETS, ETC.

HARDWARE AND METAL would be pleased to review catalogues, booklets or other such publications issued by manufacturers or wholesale dealers selling to the hardware, plumbing, machinery or metal trades. Retailers desiring such publications may also have inserted a note to that effect. No charge will be made for these services.

THOUSAND-PAGE CATALOGUE.

We have just received from Lewis Bros. & Co., Montreal, a copy of their "Illustrated Catalogue No. 31," which is indeed a very handsome volume. The work is practically a complete encyclopedia of hardware, every conceivable article of the hardware trade being here illustrated and described in full. No person consulting the 1,000 pages of this catalogue, with its 6,647 illustrations, can fail to understand that it is the result of the expenditure of much labor and money. All the illustrations are clearly brought out on the fine grade of paper used. From these illustrations, coupled with the full particulars given, the merchant can order goods almost to as good advantage as from samples.

There are many special features which the reader cannot fail to notice. One of these is the "rapid pictorial index," an original idea with this firm. "Pictures are read quicker than words," and for a ready reference to the more staple articles the full-page pictorial index illustrates them and indicates the page number. Following this is a most complete alphabetical index having round cut "off-sets," "by which," as is stated in the introduction, "these most abused pages are subjected to less strain than the ordinary index."

The page numbers are placed in two positions, in the usual position on the upper corner, and on the middle of the side margin opposite the thumb and where the eye naturally rests. Another feature noticed is that at the bottom of each page devoted to the description of lock sets there is a memorandum showing suitable trimmings (door butts, sash locks, etc.) to match. This feature easily enables the hardware merchant to select appropriate trimmings, thus escaping what very often proves a troublesome task, especially if he does not stock a full line of these goods. Another very interesting feature is a series of tables showing the relative weights of metals. This, coupled with a table giving a comparison of the various gauges in use in the measurement of metals, should be of interest and value to the trade.

We might enumerate feature after feature of more than ordinary interest in this volume, but it is impossible within the limits of a short review to do more than indicate a very few of the many good things in store for the merchant who becomes possessed of this book. It should be sufficient to say, however, that this catalogue, "made in Canada," compares favorably with the best published in Great Britain or the United States. Great credit is due Mr. Theodore Korb, the compiler of this volume, which will be valued very highly

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HEADQUARTERS
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by the hardware trade as a work of reference. Further reference to this catalogue will be found in Lewis Bros. & Co.'s advertisement. Readers of HARDWARE AND METAL can secure a copy by writing for it.

FRESCO STENCILS.

The Lee-Collins Co., manufacturers of fresco stencils of every description, as well as letter patterns for sign painters, stencil brushes and other supplies, have prepared a small catalogue showing the varied designs of their stencils. As the designs include many new and original ones as well as the standard, and as the sale of these stencils is worth more attention than is given to it by some hardware dealers, all readers of HARDWARE AND METAL are invited to send for a copy of the work. Do not fail to mention you are a reader of this paper.

THE CARE OF CORUNDUM WHEELS.

The Hart Corundum Wheel Co., Hamilton, in their catalogue for 1903 devote

attention to the necessity of pruseoper of corundum wheels. It is pointed out that corundum wheel stands should be heavy enough for the wheels placed on them; that the spindles should revolve at the proper speed, as indicated in instructions; that the speed may be increased as the wheel wears smaller; that the rest should be kept close up to the face of the wheel in case of a wheel revolving downwards; that the spindles should run true in well-babbitted boxes, and that the wheels should be always kept in even balance.

ECONOMIC MINERALS OF NOVA SCOTIA.

Through the courtesy of Mr. Edwin Gilpin, jr., inspector of mines, Nova Scotia, HARDWARE AND METAL has received a booklet prepared for the provincial exhibition dealing with the economic minerals of Nova Scotia. Coal occupies the foremost place in the work, yet considerable information is presented regarding the deposits of graphite, oil, gold, copper, iron, gypsum, manganese, antimony, limestone, barytes

Building stone, fire clay, moulding sand, etc., in the province, and the developments in mineral production along various lines.

RUBBER BELTING.

Estey & Co., St. John, N.B., are sending out a dainty leaflet claiming the record on rubber belting, having recently received an order for rubber belts 22 in. wide, 90 ft. long, six plies thick, of similar quality to belting supplied 30 years ago, and which has since been in continuous use. They invite the trade to write The Albert Mfg. Co., Hillsborough, N.B., for further information re this order for belting.

T. WOODBRIDGE & CO.

A comprehensive catalogue, printed on fine paper, giving full information regarding the saddlery hardware, fine harness, fur robes and coats, imitation buffalo robes, rubber, plush and wool rugs, etc., manufactured by T. Woodbridge & Co., Toronto, has been issued by that firm. This catalogue is so arranged that the trade can use it to advantage in making sales of lines not carried in stock, the illustrations of various designs being accurate as well as attractive.

ROOF LADDER AND FIRE ESCAPE.

Rogers & Nichol, Perth, Ont., have issued a folder giving detailed information regarding a fire escape and roof ladder, for which they have the selling agency for the Dominion of Canada. Owing to the lightness of construction and the durability of its steel frame this ladder has "caught on" in many parts of the country and has already a wide sale. This article is one that can be sold to advantage by the trade. Further information would be readily supplied on request to any readers of HARDWARE AND METAL.

BOX STRAPS FOR CASE GOODS.

THE Standard Metal Strap Co., New York City, are offering a line of box straps that have much to commend them to all shippers of case goods, and are in growing demand. The recent removal of this concern to their new headquarters at 336 to 342 East 38th street, where they have acquired largely increased manufacturing facilities, bears out this statement. Besides their New York establishment The Standard Metal Strap Co. have agencies in San Francisco, California and London, England. Their present plant is equipped with special machinery of the latest and most improved designs and every convenience for the rapid and satisfactory handling of the steadily increasing business which has marked the company's career since its inception five years ago.

All kinds of box strapping are made by The Standard Metal Strap Co., also box fasteners and seals, among which are several styles that have become particu-

IVER JOHNSON SINGLE BARREL SHOT GUNS

Are the best advertised, have the best name, and enjoy the best reputation of any single gun made. Why waste your time and money in TRYING to sell something else not so good?

We also make the Famous IVER JOHNSON REVOLVERS and BICYCLES.

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H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Gauge.
Steel and Twist Barrels
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and Finish, and the most popular
Gun on the Market.



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"Take Down"
Gun Made

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Also makers of H. & R. Revolvers.
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STEVENS

TWISTED BRISTLE END CLEANING ROD.

Best Rod on the market.

Send for Catalogue of

RIFLES, PISTOLS, SHOTGUNS.

J. Stevens Arms & Tool Co., P.O. Box 217, Chicopee Falls, Mass., U.S.A.

larly popular with the hardware trade, as they are especially suited to their needs. Among others the "Eclipse" box strap is worthy of special notice. This strap is of the embossed pattern and is made of soft steel drawn from round wire with perfectly smooth edges and in one continuous length without rivets. The absence of rivets is a strong point in favor of this strapping, and among other advantages gives it an extremely neat appearance.

The embossing lends additional strength to the strapping, as is demonstrated in practical use, while at the same time protecting the heads of nails. More than this, it centres the nails and

prevents them from slipping down while being driven. The strapping being made of soft annealed steel, allows nails to be easily driven between the embosses. The embossing is patterned so that it will not interfere in any way with the flexibility of the strap. This is a feature which it is claimed is possessed by no other box strap now on the market.

The "Eclipse" box strap is furnished in continuous lengths of 500 feet, and 20 of these coils are packed in a case. The Standard Metal Strap Co. will be pleased to furnish readers of "Hardware and Metal" with full particulars, prices, catalogues and samples. All orders will receive careful and prompt attention.

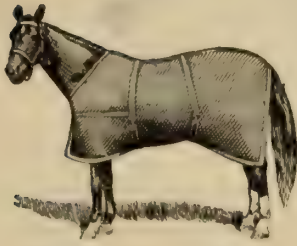
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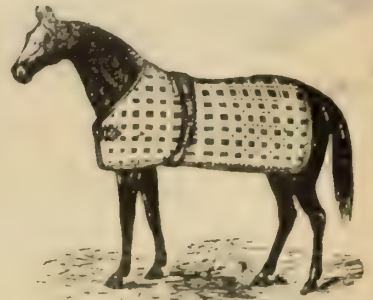
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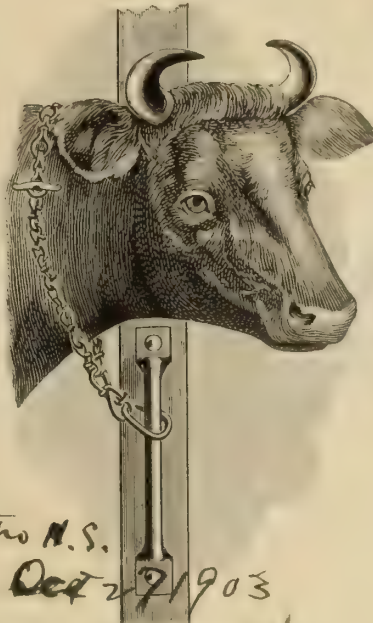
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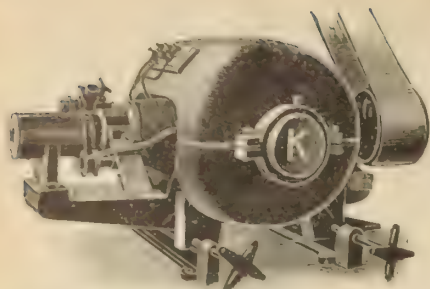
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A CONTINUOUS Metal Strap with a series of raised bosses along the edges, to strengthen same and protect nail heads. Put up in coils of 300 feet each, and packed 20 coils in a case. On each coil we put our patent metal reel frame, making it a complete reel.

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if you have not inquired into the merits of Fairbanks Valves, because if you want the Best, and think you have the best when you are using some other make of valves than "Fairbanks" you are laboring under a false impression.

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MACHINERY

TOOL FIRE KINKS.

By Thomas Beasley.

THERE are few mechanical departments in any shop that require so wide a range of knowledge of different processes and chemicals as the tool-smith's. Borax glass is the best welding compound I have ever used, both on steel and iron, and is prepared as follows:

Make a dish from a piece of sheet iron, say, 12 in. x 12 in. Place it on the fire and put about two pounds of borax crystals in it and put on your blast and cook it down until it is a blackish green liquid in the bottom of your dish. When it is at this stage turn your dish over on a face plate or any other smooth metal surface and let it cool. When cold enough to handle, pulverize it to a powder and it is then ready for use. In using borax this way very little is required on a heat; in fact just a pinch will do the work far better than a handful. Care should be taken to keep it stirred well with a stick when cooking, otherwise it will not cook evenly.

My mixture for steel that I get too hot is rosin. I keep a few pounds in a can handy at all times and should I get the point of a tool too hot I plunge it in the rosin, replace it in the fire and let the heat come up again very slowly. This I repeat three times, provided of course the tool is not entirely gone. This process will restore the steel as good as ever and is so simple that any one can try it and is cheap as the cheapest.

To temper a small spring, dip the piece at a low cherry red in linseed oil until cold, then brighten and draw the temper to a good purple and dip it again until cold, then blaze it over a clean fire. This gives the best temper I have ever tried on small springs and I have tried every way I ever heard or read of. Dry lime or wood ashes make the best annealing medium and should be kept in an iron box about 18 in. x 36 in. in size, with a good cover to keep out moisture. Any concussionary tools, such as hammers and sledges, should be annealed before tempering: in fact, any tool that has been forged is benefitted by a thorough annealing, as this takes off uneven strains and gives the tool a longer life.

In heating to anneal a piece of steel, heat very slowly to a bright red and put

in the lime box and see it is well covered, or if it is a tool that has to be annealed quickly, heat slowly to a cherry red and let the tool anneal in the open air, testing it with a piece of wood rubbed over it, and when the wood no longer chars, cool the tool in hot water.

When an extremely hard point is desired on a planer or lathe tool that is cutting hard castings, heat the point of the tool, and while hot cover the point with potash and replace in the fire until it is a cherry red, then immerse in cold water. Care should be taken to have the heat short as possible when dipped; otherwise the point is apt to break off if hardened too far back.

In all tools and especially hand hammers an oval hole should be punched, as this form of hole is much stronger and it is almost impossible to work a cold shut when this form is used; on the other hand, a flat eye pin will weaken the eye of a tool and it takes only a few blows, too many to have a cold shut that will cause trouble afterwards. I mind a case of this kind that occurred in a shop where I was at work and caused a good deal of amusement among the boys. We had a blacksmith who had never done any other than country work, and the first thing he was called to make was a hand hammer for himself, and took pattern after those used in the shop. He finished his hammer in fairly good shape, but suppose he got it a little too hot in forging or worked a cold shut in it: anyway the peen jumped off a few days after and he proceeded to fix it in a characteristic way. He made a little iron band and forced it on the hammer, then forced the peen down against the hammer and took a borax heat on it and welded the whole thing together, and the funny part was that he made it "stick." Of course it was not a thing of beauty after this operation, but he had the laugh on the boys and felt satisfied.

In welding iron to steel with a V weld, leave the scarfs heavy and thick, as this holds the heat longer, and allows the iron to weld before the heat is gone. When drawn down thin the edges refuse sometimes to weld at all. Heat with pine chips and you can obtain a much higher

heat, without burning the steel than with coal alone.

Air hardening steels that are recommended to be hardened in an air blast or hot water, should be hardened in linseed oil, as the water and air are too quick in their action and make them too brittle. On the other hand the oil gives the cutting point a toughness that it is not possible to get otherwise. This mode of hardening applies to all brands but musket steel, but I think it could be used to advantage on this brand also if carefully done, although I never tried it in hardening this class of steel in oil. I proceeded as follows:

Heat the steel to a bright lemon color, very slowly, and when at this heat immerse the cutting point in the oil about 1½ in. deep and keep the tool in motion to cool quickly. When the point is cold remove the tool and let it cool off in the open air and it will be ready for use and you will find it will have a cutting edge that will stand any amount of hard usage without breaking or chipping off. These steels can be worked at a very high heat without fear of burning them, but the secret of their successful working lies in the fact that they must be heated very slowly and worked very rapidly while the heat lasts. If worked at a low heat they will surely crack and split under the hammer, and if this occurs they are useless, so far as cutting is concerned, as they will invariably break when the strain comes on them. So it is best to cut the point off back of the split part and forge a new point or make a new tool entirely.

ANNEALING AND CASE HARDENING.

IN annealing tool steel in small lots in an ordinary blacksmith's fire my method is to cut the steel to the desired length and heat it evenly and thoroughly to a good red heat, but not hot enough to scale it. The work is best done in a hollow or mound fire, which is made by packing wet coal on the fire until a good mound is formed, after an opening is made in front, of a size large enough to admit the steel that is to be annealed. Such a fire is practically an oven.

When the coal is well charred the steel is put in and heated up slowly and thoroughly, care being taken that it shall not get above a good red. The steel is then put in a bed of mixed wood charcoal in

a box to cool. My annealing box is made of cast iron, four feet long, 15 inches wide and 12 inches deep. This is filled about two-thirds full of charcoal dust. If quite small pieces are to be annealed, I heat them in an iron pipe 2½ inches in diameter, plugged at one end, the pieces being packed in with charcoal and all heated together. When thoroughly heated, the pipe, with its contents, is placed in the charcoal dust in the box to cool.

Small pieces if placed in cold charcoal, without the protection of the pipe, will come out imperfectly annealed and with more or less hard spots. I have used lime to some extent for cooling in, but do not like it, as it does not retain the heat as long. Some persons complain that cooling in lime puts hard "pins" and "streaks" in steel, but I do not think any trouble will arise on this score if the piece be large enough to heat up the lime; if, however, the piece is rather small, it is better to heat it packed in a pipe and cool it as above mentioned. I have had very good results from this mode of treatment.

For case hardening we use prussiate of potash, pulverized and mixed with fine salt, about equal parts. We heat the pieces to be hardened, apply the potash and immerse while it is flowing. I wish to emphasize this. Many smiths hold the piece until the potash is burned off. This is a mistake. It should be dipped while the potash is in a liquid state, as otherwise the piece will not come out as hard as it should. If we want a piece very hard we sometimes use cyanide of potassium, and heat in an ordinary forge fire, but this method is resorted to only when there are but a few pieces to be hardened.

We very often have pieces to harden, such as steps, centres, cups and tracers, which require to be soft on one end so that they can be riveted after hardening. For this purpose we use "carburizer." The pieces are packed in a box made for the purpose, about 5 by 3 inches by 1½ inches deep. A layer of carburizer is put in first; then the pieces are placed in the box, with the ends down that are to be hardened; the mixture is then filled in over and around the parts that are to be hardened, the quantity being proportioned, as nearly as possible, to the depth of hardening required, and the parts that are not to be hardened are covered with slaked lime.

The box is then placed in an idle forge and kept at a good heat for an hour or more, according to the size of the work. At the end of the heat, before quenching, the fire is forced so that the pieces may be hardened on a rising heat; they are then dipped. If the operation has been properly done the pieces will be glass-hard where covered by the carburizer and soft where covered by the lime.

STEAM TURBINES FOR RAILROAD.

AN order for three steam turbines of the largest size has recently been placed with The Westinghouse Machine Co., of East Pittsburgh, by Westinghouse, Church, Kerr & Co., acting as engineers and constructors for the Pennsylvania Railroad in connection with the New York Terminal equipment. These machines will form the initial installation in the new Long Island power house, on which construction is just beginning, and which will serve the traction in the tunnels for the Hudson and East rivers and the New York Terminal at 32nd Street

and 7th Avenue, and also such part of the Long Island Railroad system as is in process of conversion to electric traction. The turbines will be of the Westinghouse horizontal short-barreled type, mounted upon a single bedplate, resulting in a particularly compact arrangement and great economy of floor space; they will have a capacity of approximately 7,400 electrical horsepower each, and will drive 5,500-kilowatt, three-phase, alternating current generators operating in parallel. Their overload capacity will be over 11,000 horsepower, and each turbine will be provided with a bypass automatically controlled by the governor to accommodate abnormal fluctuations in load. This will also permit operation at full load non-condensing. The machines will be separately excited and will carry full load continuously at 100 per cent. to 80 per cent. power factor, with a rise in temperature of 35 degrees C., or 50 per cent. overload for two hours with an increase in temperature rise of slightly over 50 per cent. Each turbo-unit will thus be capable of delivering 8,250 k.w. for reasonable intervals and considerably in excess of this figure during momentary load fluctuations.

It is somewhat significant of the state of the turbine industry that 11 Westinghouse turbines, of approximately the same size, are under construction for heavy electric railway service, both in the United States and in Europe.

THE CANADIAN WESTINGHOUSE CO.

The consolidation of the various Westinghouse interests in Canada, under the name of The Canadian Westinghouse Co., with a capital of \$2,500,000, and the decision to at once proceed with the erection of large works, means much, particularly to Hamilton as an industrial centre, and in general to all Canadian users of electrical equipment or machinery. The officers of the company are:

President—Geo. Westinghouse.
1st Vice-President—H. H. Westinghouse.
2nd Vice-President—F. H. Taylor.
General Manager and Treasurer—Paul J. Myler.
Secretary—John H. Kerr.
Directors—L. A. Osborne, Geo. C. Smith and W. Y. Soper.

The Westinghouse interests are in the United States widespread, even dominant, and the sales of the firm's goods in Canada have aggregated over \$2,000,000 annually.

It is anticipated that as speedily as the works can be completed and put in operation the company will push for business with extreme energy. The competition of such an organization cannot fail to be a factor in the situation. It is said to be the company's intention to make their Canadian interests compare in their scope with the United States plant, the product of which is valued at \$50,000,000 annually.

AT ARTIFICIAL NIAGARA AT ST. LOUIS.

An immense artificial cascade has been determined upon by the authorities of the St. Louis Universal Exposition as the centrepiece of the semi-circular lay-out of the principal buildings, says The Iron Age. The cascade itself will be divided into three parts—a large middle cascade, with a smaller one at each side, the water flowing directly into the head of the Grand Basin. In all, about 90,000

gallons of water per minute will be supplied at a head of 159 feet, forming the greatest artificial water effect ever attempted.

The water will be taken from the Grand Basin itself, and will be raised to the top of the cascade by a pumping station located under Festival Hall. The pumping machinery will consist of three 36-in. single stage turbine centrifugal pumps, purchased from Henry R. Worthington, of New York City, each driven by a 2,000 horsepower Westinghouse alternating current motor. The total horsepower utilized will thus be 6,000, making this the largest electric pumping station in the world. The pumps and other pieces of machinery for this plant are now being installed at St. Louis.

MACHINERY AND ELECTRICAL NOTES.

THE Electric Boiler Compound Co., Limited, Guelph, Ont., have had a particularly busy season this year, the sale of their Walker's Electric Boiler Compound being larger than ever before. This compound has won a favorable reputation throughout Canada for boiler, furnace and pipe coverings. This firm are also dealers in lubricating oils and greases, packings, belt lacings, flue scrapers, etc.

The Guelph Axle Co., Guelph, Ont., are going to erect an addition to their present plant in Guelph. A new boiler and new machinery are to be installed in the additional building.

The premises of The Toronto Woollen Machinery Co., Duke street, Toronto, were damaged by fire recently. The estimated loss is \$5,000, covered by insurance. It is not thought that the fire will interfere with the business of the firm.

Taylor & McKenzie, general machinists, Guelph, Ont., are experiencing a particularly busy season at present. This company make a wood lathe which has won an especially strong reputation. They are also general machinists, manufacturing woodworking and special machinery, devices and tools, and doing general machine repairing, as well as experimental and model work.

The Corborundum Co., Niagara Falls, Ont., are materially enlarging their plant. In 1891 this company had a capacity of but one quarter of a pound per day. The first sale made was of 20 carats, made to a jewelry house. The new works will have 5,000 electrical horsepower, will cover eight acres of ground, and will have a capacity of about 10,000,000 pounds of carborundum per annum.

W. H. Banfield & Sons, machinists and die manufacturers, Toronto, have just completed a contract for all the necessary dies for the construction of the new Blain harrow, manufactured by The Blain Harrow Mfg. Co., Richmond street, Toronto.

The machinery for The Vancouver Power Co.'s power-house at Lake Beautiful has been shipped, and the installation of it has commenced. The company have rigged up a crane at the power-house capable of handling 80,000 pounds in order to move the machinery. The main valve, which will control the water power, weighs 3,700 pounds and the breech, which will distribute the water to the two wheels, weighs 10,160 pounds. The two wheels which will be put in will have 1,500 horsepower each.

Stencils

Now is a good time for Apple Shippers to get
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Our Brands are all first-class, and prices are low.

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HAMILTON ONT.

Headquarters for everything in our line.

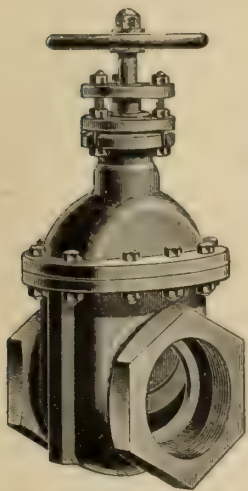
THE ROSSENDALE BELTING COMPANY, Limited

Manufacturers of the celebrated "Ros-
sendale M.A.Y.", "Hair" and "Mayave"
(Balata) Belting.

Sole Agents for Canada for "JACK-
SON'S PATENT BELT FASTENERS."

SEND FOR PRICE LIST.

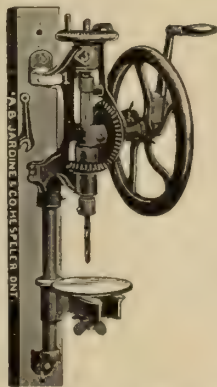
59 to 63 Front Street East, TORONTO.



**BUY
KERR
VALVES.**

They give
satisfaction
every time,
Catalogue
on application.

The Kerr Engine Co.
LIMITED
Walkerville, Ont.



TRADE MARK
REGISTERED

**Blacksmiths'
Hand
Drills.**

The very
best.

A. B. JARDINE & CO.
HESPELER, ONT.

"Say, Friend,"

your aim should be to start up for yourself.

Why Work

from morn till night for somebody else instead of
pushing a business for yourself and thus reap the full
profit of your labor ?

We Will

start men of ability and good character in every
County in the Dominion.

WRITE FOR PARTICULARS TO

The Empire Machine and Metal Stamping CO.

1012 Yonge St.

- TORONTO,

Limited

WE SELL

PIG LEAD, TIN ANTIMONY

THE CANADA METAL CO., WILLIAM STREET, TORONTO.



CAP SCREWS.

SET SCREWS.

Square and Hexagon

COLD PRESSED NUTS

FINISHED.

SEMI-FINISHED.

Canada Foundry Company,
LIMITED.

Head Office, TORONTO, ONT.

District Offices — Montreal, Halifax, Ottawa, Winnipeg,
Vancouver, Victoria, Rossland.



CELEBRATED

HEINISCH

SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinnerns' Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 155 Chambers St.
NEWARK, N.J., U.S.A.

Window and Interior Displays

Timely Hints and Suggestions.

The Prize Window

THE first prize in the window dressing competition was captured by the "Fair Week" display of cutlery, arranged by Mr. A. M. Cameron for McLennan & Co., Lindsay, Ont. For a cutlery display it was particularly well done, and the expense was almost nothing. Mr. Cameron, in submitting the photo, writes the following excellent description:

to circumference, and a centre of button-hole scissors, points reversed, focusing toward central pair of paper cutters and shears, which were placed at an angle.

One diamond, on which were placed various sizes of household shears and scissors, points toward edges of board and partly open.

Centre piece, composed of three large pairs, with points converging. All of the

wick, looped and tacked on board with brass headed chair nails.

The upper and centre foreground consisted of a display of fancy pocket knives in all sizes, hung with fine wires from top of window and resting against the glass. These were in star and other fancy designs, the knives being stuck in different sized corks, which had been covered with red cloth identical with display boards, and all blades open. They were classified, pearl, ivory, buckhorn and celluloid handles occupying distinct positions. A star design in pearl-handled plated fruit knives was the central feature.

On either side of the window, in the immediate foreground, and resting against the glass, were suspended three small display boards, quarter-circles in shape, covered with red cloth similar to other boards.

Placed at intervals, one above the other, they made prominent tea and dessert spoons, butter knives, sugar shells, pickle forks, and a child's set, all in silver-plate and attached with small staples.

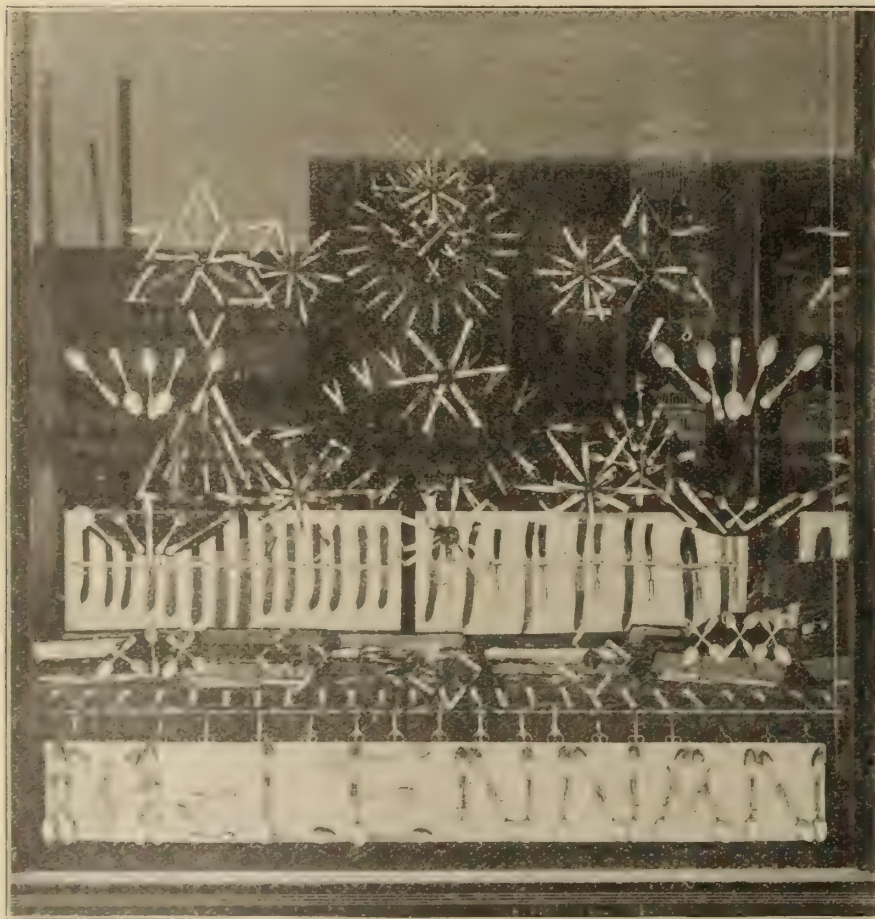
Immediately under these, and beneath the raised level of the window floor, was placed a board covered with pink cloth and full width of window, on which were tacked plated table spoons to spell the word "McLennan." On top of this sign, and with points resting against the window floor, was placed a row of manicure and embroidery scissors with gold plated handles.

The elevation of the window floor was accomplished by means of packing cases and covers, the height in front being 18 inches, and at the rear (four feet back) 24 inches, this giving the necessary slope or incline. After covering with the same red cloth as the display boards, a row of white handled pocket knives—samples of entire stock—was placed next the street and angling from it, with blades closed. Some knife purses were also shown in this row; behind these a popular line of razors in attractive handles, with blades open, and cases parallel.

The next row consisted of ivory handled table knives in dinner and dessert sizes placed with the points toward glass, and back of these, extending to rear of window, the remaining space was occupied by carvers' sets in rich cases, the entire color effect being most pleasing.

A huge mirror extends from floor to ceiling on one side of the window and from the top of it were suspended, reaching within a few inches of the display level and resting with backs of the cases against the glass, two especially handsome carvers' sets, the pieces being held in place with concealed brads.

This completed the display, the entire cost of which was \$2.35, although 10 cents (for corks) was the only present outlay, the boards having been made and used during the present year. No prices were given, as "cheapness" is not a point much emphasized in buying cutlery, and the goods were high-class.



First Prize Window—Decorated by A. M. Cameron for McLennan & Co., Lindsay.

The background consisted of eight display boards, six of which were covered with dark red cloth, and all suspended from top of window with wires. These boards were made from lantern box covers and shaped as follows, viz.:

Two six-pointed stars, on one of which was displayed white handled razors, on the other black handled razors.

Two triangles, showing respectively silver-plated table knives and forks.

One circle, displaying embroidery, pocket and small fancy scissors, placed with points

above, with the exception of the table knives (which were wired), were secured by means of blind staples.

The boards were hung with stars on top on either side, and circle in centre, beneath which were the diamond and triangles on each side.

Two oblong boards completed the lower background; they were covered with white cloth, one holding medium-priced lines of carvers and forks, the other various sizes of butcher knives, all kept in place by lamp-

The Kennedy Hardware Co., Limited,

49 Colborne St., TORONTO.

A Large Consignment of

ENGLISH CARVERS

in Cases Just Arrived

LETTER AND 'PHONE ORDERS RECEIVE SPECIAL ATTENTION.

STRICTLY WHOLESALE.

"THE REAL" SAFETY RAZOR IS A SELLER



OUR CONDITIONS ARE : Give to likely customers to try and if not absolutely satisfactory return it.

AGENTS FOR CANADA :

RICE LEWIS & SON, Limited, Toronto.

CAVERHILL, LEARMONT & CO., Montreal.

A New Kind of Razor

You'll be surprised at the way "The Real" Safety Razor shaves—different from any other razor.

It shaves clean and keen—smooth and easy.

It doesn't pull or break hairs.

"The Real" is the only perfect razor for *self-shaving*.

The rigid handle and the anti-cut guard make it better than the ordinary razor—better control of the blade on face, strop or hone—quicker work possible—no cutting.

It's better than other "safety razors" because it's a razor—not a hoe. Made of the very finest razor steel—full concave—2¼ in. blade.

GEO. W. KORN RAZOR MFG. CO., Little Valley, N.Y., U.S.A.

Are You a Progressive Dealer?

If so you should be interested in our line of pulleys. Our agents find the line one of the most staple and best sellers in Canada.

We are prepared to make a very inducing proposition to hardware dealers to handle this line.

Write for details to-day.

The Dodge Mfg. Co., of Toronto,
Limited,

TORONTO, ONT.

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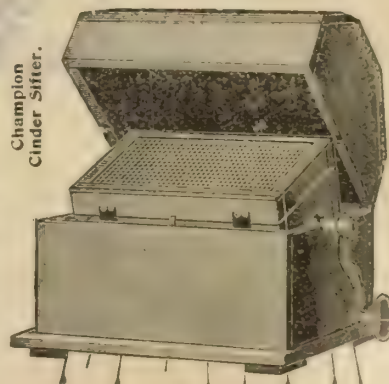


*Both two breaking down
The Champion Furnace Brush 1/3 price*

Seasonable Goods

Furnace Brushes and Cinder Sifters

Wanted now for Fall trade. Our Champion Sifter the best on the market, dust proof and easy to run. Write for particulars.



Champion
Cinder Sifter.

Meakins
& Sons

59 St. Henry St.,
MONTREAL.

King St. East
HAMILTON.

103 Church St.,
TORONTO.

STOVES AND TINWARE

THE STOVE TRADE IN TORONTO.

THE consensus of opinion among Toronto retail dealers in stoves, ranges and furnaces is that trade was never so promising as this Autumn. Stove merchants are evidently enjoying their share of the good times which are prevailing. One merchant remarked, with a twinkle in his eye, that they were now reaping the benefit of last Winter's coal famine. "Then Canadians fought shy of investing in new stoves, with coal at from \$10 to \$15 a ton. Is it any wonder they pulled heart strings a little tighter and kept strict watch over hip-pockets a la David Harum?"

One prominent retailer says he has more business than he can handle with facility. The demand for stoves and ranges is phenomenal; so much so, that orders have to be sent to the manufacturer away ahead of time to ensure the prompt delivery of goods when they are wanted. The foundries are working night and day to keep pace with the demand. One serious difficulty Toronto retailers have to cope with this season is the scarcity of workmen to handle new goods, repair furnaces, etc.

It may interest readers of "Hardware and Metal" to know something of the general technique of the stove trade in Toronto.

The dealer who just manages to eke out a bare existence tells you business is fair. It is never anything else with him unless it is dull. A retailer with an ounce of enterprise ought to be ashamed to have to say business is only fair at a time when a golden age is dawning in Canadian industrial circles. A diagnosis of his case would reveal these facts: he does not advertise, nor does he know anything of an aggressive policy; he is a veritable Micawber in the mercantile way—always waiting for business to turn up—and, as one would expect, never getting more than the pickings of trade.

The ordinary stove dealer will tell you he has no cut and dried plan or system for keeping in touch with regular business or increasing trade. It goes with good fellow he finds his best advertising who does not these days except the antiquarian just mentioned? Like a good fellow he finds his best advertisement in the quality of goods sold or of

work done by him, and doesn't aspire to push the warfare any further. He scorns to hunt promiscuously after new business and rests content with keeping track of regular customers—serving them to the best of his ability, and leaving it to them to advertise him among their friends.

The species known as the 20th Century Stove Retailer, or Pusher, is more ambitious than either of the preceding types. To get new business he will resort to every way and means conceivable to his imagination anything will do, so long as it serves to attract the notice of probable customers. He sizes up the situation year after year and adapts himself to his environment. One season he makes use of a typewritten circular, representing in glowing terms the excellent features of certain lines he has in stock. Of course his are the very best on the market, but the ordinary individual can swallow a fair share of guff, and not one of us will deny that even the appearance of personal interest and attention on the part of a stove dealer or any one else usually strikes a tender spot.

Another season he gets out a bright, attractive catalogue, and mails it to probable customers. For the delectation of the housewife he will have a list of the latest cooking recipes side by side with a cut and write-up of his latest cooking utensils. His book is not intended for a catalogue—oh, no; though it contains a few pictures of the lines of goods he has for sale.

If he has a repairing department, this stove dealer will not forget to remind old customers and probable new ones by use of return postal cards that he is in a position to execute with dispatch any repairs their furnaces or ranges may require.

Does Mr. A., who wants a new flue in his furnace, ordinarily hunt around for a repairer after getting such a reminder? There is something abnormal about him if he doesn't write or telephone immediately for the man who offers to examine his defective furnace without charge. The retailer has things in his own hands practically from now on. He follows up the inquiry or order with a personal inspection, and if there is a ghost of a show for a sale, he is the man who makes it.

SHORT-LIVED BOILERS.

A CORRESPONDENT writes to an English exchange as follows: "Less than a year ago subscriber fixed a 15-in. boot boiler, with arch flue in a 5-ft. close-fire range. This replaced one which had only been in a year. The second boiler is now reported to be cracked. Subscriber has not yet been able to take it out, but he assumes that incrustation is the cause. The service is on the tank system, the supply being pumped up into a cistern by an engine drawing from a well. The boiler which was working before the first of the two mentioned above did good service for 15 years. What can we suggest as the cause of the breakdown?" The reply given is worthy of attention: "When a wrought-iron boiler does service for a few months, and then becomes fractured, it is scarcely possible to attribute its failure to any fault in material or construction. There can be no doubt that it is due to the boiler having been heated without water against the plate on one side, and with the plates of these boilers the injury appears as a hair-like fissure, which usually occurs in line with the grain. The absence of water against the boiler-plate may have been due either to absence or shortness of water, or to a growth of lime deposit which prevents contact, even though the boiler may always have water in it. If there had been shortness of water this would have been stated; so there remains but one conclusion, viz., that lime deposit has accumulated sufficiently in one year to prevent the water protecting the iron. In London houses, with busy kitchens, the average time for fracture is two years, and to save these boilers they require to be cleaned out every six months. In subscriber's case, therefore, it should be cleaned out every three months. When a house is served from its own well the water is sometimes exceedingly hard. When the new boiler is installed it should be opened after three months' normal use, when its state will show how often it should be cleaned. The reason why the first boiler lasted so long can only be guessed at. It may have been cleaned more regularly or oftener. Less water may have been used, or it may have been heated less often. The two latter facts may make an enormous difference in the lime deposited, and the deposit may be increased or decreased to a remarkable extent by a change of cooks."

"GOOD CHEER" STOVES

OUR NEW STEEL RANGE
The Regal "Good Cheer"
FOR COAL AND WOOD.



FIRST-CLASS IN EVERY RESPECT.

Full Nickel Trimmings, including base sections. Duplex Grate. Spring balanced drop oven door. Asbestos-lined throughout.

Two Sizes — Nos. 9-18 and 9-20, square or with reservoir.

Supplied with water front. High shelf or high closet as desired.

IF OUR STEEL RANGE BOOKLET HAS NOT REACHED YOU, WRITE US.

THE JAS. STEWART MFG. CO., LIMITED

WOODSTOCK, Ont., and WINNIPEG, Man.

BUSINESS CHANGES

ONTARIO.

Thomas Brimacombe, sawmiller, Haydon, is deceased.

John McNeil, sawmiller, Sturgeon Falls, has assigned to H. W. Gill.

The Lumbermen's Supply Co., Limited, Toronto, have obtained a charter.

J. F. Fleming & Co., general merchants, Killarney Station, are out of business.

Zotique Dehaitre, general merchant, Rockland, has assigned to Wm. A. Cole.

The Purdom-Gillespie Hardware Co., Limited, London, have obtained a charter.

The business of The Roswood Acetylene Light Co., manufacturers, London, is for sale.

Phillip Ament, saw mill and lumber merchant, Brussels, was burnt out; covered by insurance.

C. S. Yeates, agricultural implement dealer, Sarnia, has sold his business to Wellington & Somes.

The British Canadian Timber Mfg. Co., Limited, Kearney, are advertising their mill, factory, etc., for sale by public auction on November 4.

D. P. Gormley & Co., general merchants, Finch, have dissolved and Mr. D. P. Gormley will continue the business.

QUEBEC.

W. Labelle, saddler, Three Rivers, offers 25c. on the dollar, cash.

Mrs. W. S. Cunningham, general store, Howick, is retiring from business.

J. O. Massicotte, general merchant, Chicoutimi, has effected a compromise.

The assets of Gervais & Pouliot, painters, Quebec, were sold on October 19.

Alex. Macpherson & Son, wholesale hardware merchants, Montreal, have dissolved.

J. N. J. Bisson, general merchant, Broughton Station, has assigned to V. E. Paradis.

Ed. Dallaire, general merchant, St. Ludger, has assigned to Lefavre & Taschereau.

Small & Blais, general merchants, St. Agathe, were burnt out; partially covered by insurance.

A. Lepage, general merchant, Rimouski, has sold his stock to M. Riquet at 62½c. on the dollar.

G. A. Bron & Co., general merchants, St. Telephone, have assigned to Lamarche & Benoit.

Damase Parizeau, lumber merchant, Montreal, has assigned; a meeting will be held to appoint a curator.

Alex. Desmarteau has been appointed curator to Jos. Martineau, hardware merchant, Maisonneuve, and the assets of the business are to be sold.

MANITOBA AND N.W.T.

The Red Deer Lumber Co., Limited, Red Deer, has been incorporated.

H. A. Finch, harness dealer, Wetaskiwin, is opening a branch at Melita.

Alex. McKellar, lumber merchant, Petapence, has sold his business to William Shanks.

W. L. Roblin & Co., general merchants, have sold their business to Gavin & McClure.

A. Serkan, general merchant, Choritz, has sold his business to Naiman & Kliman.

McCocklin & Co., general merchants, Grand View, have sold their business to Vance Bros.

Sullivan & McRae, agricultural implement dealers, Emerson, have sold out to Dethner Bros.

BRITISH COLUMBIA.

The King Mercantile Co., general merchants and saw millers, Cranbrook, have sold their grocery stock to Manning & Lacey and their confectionery stock to A. Chartrand.

NEW BRUNSWICK.

T. B. Roberts, general merchant, Hoyt Station, has sold his business to Hugh Monahan.

C. B. Parker Co., Ltd., general merchants, etc., Cole's Island, have been incorporated.

NEW WHOLESALE HARDWARE WAREHOUSE.

J. S. Mitchell & Co., wholesale hardware merchants, 69 and 71 Wellington street, Sherbrooke, Que., are just completing the erection of an additional warehouse on their property adjoining the premises already occupied by them, which is situated between Lansdowne street and the Union Railway yards. This warehouse is of solid brick and stone, 100 by 60 feet, three storeys, and will be equipped with a modern elevator system. This will be the fourth warehouse to be occupied by this firm to accommodate their growing business, and is admirably located on their private railway siding, giving direct connection with the Canadian Pacific, Grand Trunk, Boston & Maine, Quebec Central and Maine Central railways. J. S. Mitchell & Co. are also wholesale coal merchants and have a large trade throughout the Eastern Townships, including that portion of the province lying south of the St. Lawrence river.

BUSY SEASON IN SCALES.

The Gurney Scale Co. of Hamilton report that the present year has been the best they have yet experienced. Not only has Canadian trade grown, but the call from without has begun for Standard scales, and a nice foreign connection is being built up. Mr. J. P. Stedman, the president of the company, was with the Manufacturers on their recent excursion to the Pacific Coast, and is full of the enthusiasm the West never fails to impart to those who have crossed its prairies and mountains.

A SUCCESSFUL BUSINESS.

That the plan of interesting the trade, and thus securing a large number of active workers is a success, has been proved in the case of E. W. Gillett Co., Ltd., who are the makers of Royal Yeast, Gillett's Lye, Magic Baking Powder, etc. Ever since the formation of the company the dividends have been gradually increased until stockholders are now receiving at the rate of 10 per cent.

"EVER-READY" ELECTRICAL NOVELTIES.

There is a great demand for the various electrical novelties which are now being placed on this market. This is not a fad or fancy which will soon be satisfied or will go out of fashion, but is based on a practical utility of most of the articles offered, and the sale of these goods is only just commencing. The American-Electrical Novelty and Mfg. Co. are constantly introducing new specialties at a price that makes them easy sellers for the trade. These goods are not risky stock; there is no chance of them going wrong, as the company guarantee all their products to the trade.

PERSONAL MENTION.

Mr. S. T. Hadley, with The James Morrison Brass Co., Toronto, is away for a week's shooting in Eastern Ontario, in the vicinity of Lakes Seugog and Rice. Mr. Hadley is an ardent hunter.

Mr. Gillian McLean, formerly, of The London Hardware Co., has leased the store now occupied by Mr. Platt, in London, and will in November open up a new stock of general hardware. Mr. McLean's many friends will welcome him back to his new business again. The situation of the store is a very convenient one, at 389 Talbot street, directly opposite the market.

Mr. C. R. Archibald, a representative of The Maritime Nail Co., of St. John, N. B., called at the Montreal office of "Hardware and Metal" on Saturday morning last. He had just returned to the east after a trip to British Columbia and the coast with The Canadian Manufacturers' Association. Mr. Archibald talks very entertainingly of his trip which he, like all other members of the party, seems to have enjoyed immensely.



Wire-Cone Incandescent Toaster

Only perfect Bread Toaster for Gas or Gasoline Stoves. No smoky taste to bread toasted on this toaster. Write for prices.

H. O. Edy, Montreal. E. T. Wright & Co., Hamilton.

HARKINS & WILLIS,

Manufacturers and Inventors, ANN HARBOR, Mich.

ASBESTOS FURNACE CEMENT.

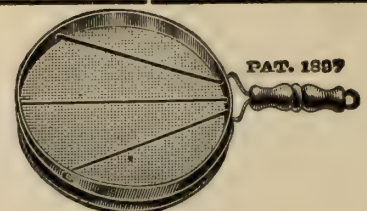
25-lb. Can,	- - \$ 85	Quality guaranteed.
50-lb. "	- - 1.62	Samples for the asking.
100-lb. Tub,	- - 2.85	Your money back if you want it.

Special prices to jobbers and large consumers.

Manufactured by C. F. STERNE, Brantford

For sale by J. H. HANSON, Montreal.

Batty Stove and Hardware Co., Toronto.

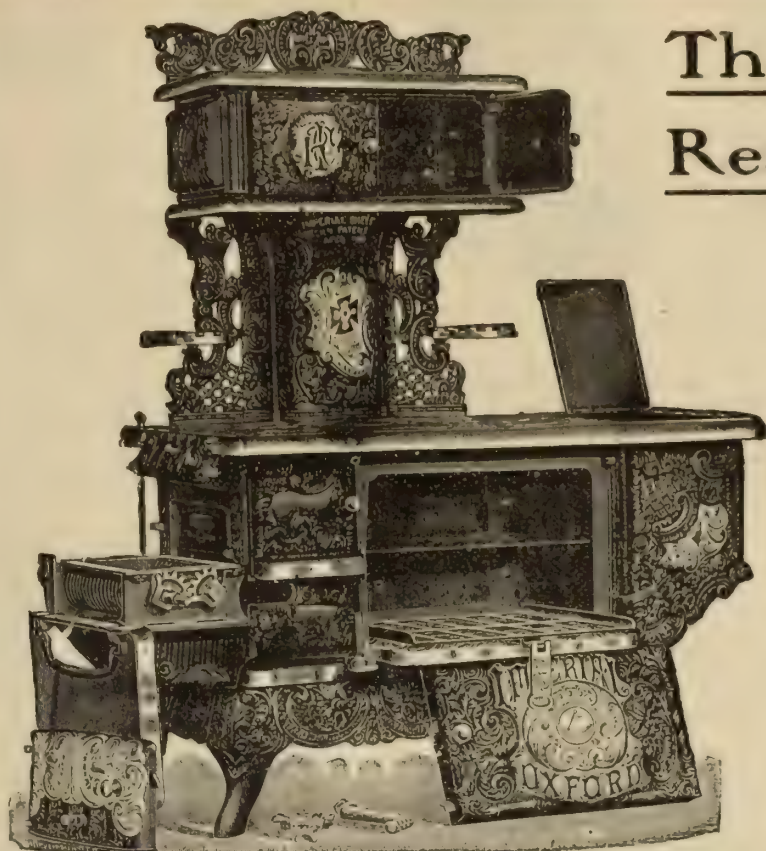


The FAIRGRIEVE GAS TOASTER

Retails at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.

THE FAIRGRIEVE MAN'FG. CO.,
295 COLLEGE ST., TORONTO.

U. S. Branch: 289 Jefferson Ave., DETROIT.



The Retailer's Responsibility

The purchaser of a range looks to you if anything about it proves unsatisfactory. That is why you should be sure of the stoves you sell and recommend. You may place full reliance in the

Imperial Oxford Range

It has been giving satisfaction for years. Everyone who has used the **IMPERIAL OXFORD RANGE** is enthusiastic in its praise. Wouldn't you like to handle a stove like that?

Let us talk the matter over.

The GURNEY FOUNDRY CO., Limited

TORONTO, WINNIPEG, VANCOUVER.

THE GURNEY-MASSEY CO., Limited, Montreal.



Showing a Register placed in Wall.



A No. 15 Jones Register.

For first floor rooms. Bottom Collar, 7x13.
These Registers are fitted with a Top Collar which fits 3 1/2 x 12 Wall Pipe, or a plate when used for heating one room on the first floor.

Some Furnace Dealers

are satisfied to try and do business as it was done forty years ago.

OTHERS adopt the practical improvements and secure the furnace trade in their localities, and at better prices than their competitors.

THE JONES side- wall REGISTER

is a recognized improvement in warm air registers, and by their use the cost of installing Furnaces is REDUCED and the efficiency of the Furnace is INCREASED.

Let Us Tell You More About Them.

MANUFACTURED BY 

The United States Register Co.,
BATTLE CREEK, MICHIGAN. LIMITED.

CANADIAN REPRESENTATIVE: **CHARLES D. CHOWN, Kingston, Ont.**

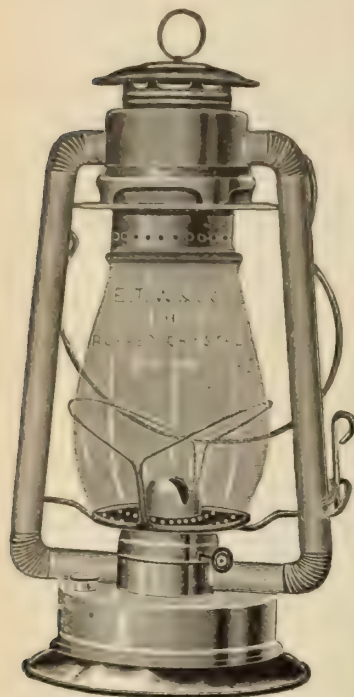
STOVE LINING CEMENT.

"Maple Leaf" Brand. In 4 and 8 lb. Cartons.
Brick Linings and Castings for all makes of
Stoves. Prompt Shipment.

JONES BROS.

Phone
Para 1287

BRACONDALE P.O., ONTARIO.



WRIGHT'S No. 4 COLD BLAST LANTERN is THE Lantern
See it and be convinced.

E. T. Wright & Co., Manufacturers, Hamilton and Montreal.

Have you
tried it?
Tried what?

SELLING MANTELS.

This is in your line of business, and it will
pay you.

The Batty Stove & Hardware Co
76 YORK ST., TORONTO.



DIAMOND EXTENSION FRONT GRATE.

Ends Slide in Dovetails similar to
Diamond Stove Back.

Diamond Adjustable Cook Stove Damper

Patented March 14th, 1893.



Manufactured by **THE ADAMS COMPANY**, Dubuque, Iowa, U.S.A.
" **TAYLOR-FORBES CO., Limited**, Guelph, Ontario.



J. M. MAST MFG. CO.'S RAT and MOUSE TRAPS

Strongest Traps Made.

Prices Exactly Right.

CANADIAN AGENTS

Edwin H. Grenfell & Co., London, Ont.

NEW PROCESS

Smokeless Oil Heaters

Produce Intense Heat Without Smoke.

They are self-extinguishing.

The flame cannot climb up and smoke after the burner becomes heated, as on
the old styles of oil heaters.

They are safe and simple as a lamp in construction.

Are provided with a bail with which they can be carried to any part of the house.

MADE OF SHEET METAL—and are light and durable.

The founts are removable for cleaning and filling.

THEY ARE THE MOST POWERFUL HEATERS.

For Beauty, Simplicity, Convenience and Heating Power, none excel.

THE NEW PROCESS

THE IMPROVED STANDARD HEATER.

Same principle as "New Process" but a cheaper grade.



The Thos. Davidson Mfg. Co., Limited, Montreal.

Canada Metal Co., Toronto
Langwells, Montreal
Syracuse Babbitt Metal, Montreal

Canadian Rubber Co., Montreal and
Toronto
Gutta Percha and Rubber Mfg. Co.,
Toronto.
Pullman Mfg. Co., Rochester, N. Y.
Rossendale Belting Co., Toronto.

Warnock, James, & Co., Galt, Ont.
Warminton, J. N., Montreal, Que.
Morgan Co., Toronto.

Architect and Builder, Toronto
Atkins, E. C. & Co., Indianapolis, Ind.
Atlas Mfg. Co., New Haven, Conn.
Baynes, Chas., Blackburn, Eng.
Bliss, R., Mfg. Co., Pawtucket, R. I.
Booth Copper Co., Toronto
Brenner, Alex., Montreal
Canadian Sewer Pipe Co., Hamilton
Covert Mfg. Co., West Troy, N. Y.

Hyde, F. & Co., Montreal
Lockeby & McComb, Montreal
Lufkin Rule Co., Saginaw, Mich.
Metallic Roofing Co., Toronto
Newman & Sons, Birmingham
North Bros. Mfg. Co., Philadelphia, Pa.
Ontario Tack Co., Hamilton, Ont.
Paterson Mfg. Co., Toronto.
Phillips, Chas. D., Newport, Eng.
Rice Lewis & Son, Toronto
Stewart & Romain Mfg. Co., Philadelphia.
Sun Portland Cement Co., Owen Sound.
Taylor-Forbes Co., Guelph, Ont.

Canadian Cordage and Mfg. Co., Peterborough, Ont.
Consumers Cordage Co., Montreal

American Shearer Mfg Co., Nashua, N.H.
Bailey Cutlery Co., Brantford, Ont.
Decatur, Bull & Co., Montreal.

Donken Bros. & Co., Montreal
Hemmesch & R. Sons Co., Newark, N. J.
Hutton, Jas. & Co., Montreal
Korn, Geo. W., Razor Mfg. Co., Little
Valley, N. Y.
Kennedy Hardware Co., Toronto
Silberstein, A. L. & Co., New York
Wielusch & Hilger, New York

American Electrical Novelty Mfg Co.,
Montreal.
Nerlich & Co. Toronto.

Barnett Co., G. & H., Philadelphia, Pa.
Nicholson & Co., Port Hope

King Street, Montreal and Toronto

Enterprise Mfg. Co., Philadelphia, Pa.
Russell & Erwin Mfg. Co., New Britain,
Conn.

Aug. Light Co., Montreal

Birkett, Thos. & Sons Co., Ottawa
Lewis Bros. & Co., Montreal

Eric Specialty Co., Erie, Pa.
Mast, J. M., Mfg. Co., Lititz, Pa.

Dunlop Tire Co., Toronto

McDougall, R., Co., Galt, Ont.

Canada Foundry Co., Toronto
Crosby, G. A., & Co., Sarnia, Ont.
Dunnell, C. F., 180 St. James street,
Montreal
Dodge Mfg. Co., Toronto.
Empire Machine and Metal Stamping
Co., Toronto
Fairbanks Co., Montreal.
Jardine, A B., & Co., Hespeler, Ont
Kay Electric Dynamo and Motor Co.,
Toronto.

Kerr Engine Co., Walkerville, Ont.
Morrow Machine Screw Co., Ingersoll Ont.
Ontario Wind Engine and Pump Co.,
Toronto

Gibbs, Alexander, Montreal.

American Sheet Steel Co., New York
Benjamin, Samuel, & Co., M & L, Toronto, Ont.
Canada Iron Furnace Co., Midland, Ont.
Crooks, Robert, & Co., London, E C
Deseronto Iron Co., Deseronto, Ont.
Hope, Adam, & Co., Hamilton, Ont.
Leslie, A C & Co., Montreal
Loya Lysaght, Bustel, Eng
Nova Scotia Steel and Coal Co., New Glasgow, N S
The Glasgow, R & S H & Co., Montreal

Falkiner, H. F., Toronto,
Oskey, John, & Sons, London, Eng.

Canada Linsced Oil Mills, Montreal
Canada Paint Co., Montreal.
Dods, P. D. & Co., Montreal
Globe Paint Co., Toronto
Grant Hamilton Oil Co., Toronto
Harrington & Richardson Arms Co., Worcester, Mass.
Henderson & Potts, Montreal
Hobbs Mfg. Co., London, Ont.
McArthur, Cornellie & Co., Montreal.
McAskill, Duggall & Co., Montreal
Nobles & Hoare, London, Eng.
Ramsay & Son, Montreal
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works,
Windsor, Canada
Stevens Arms and Tool Co., Chicopee Falls, Mass.
United Factories, Toronto.

Adams Co., Dubuque, Iowa.
Batty Stove and Hardware Co., Toronto.
Davidson, Thos. Mfg. Co., Montreal, Que.
Dominion Radiator Co., Toronto, Ont.
Fairgrieve Mfg. Co., Toronto.
Gurney Foundry Co., Toronto.

Harkins & Willis, Ann Arbor, Mich.
Jones Bros., Brimfield, P. O., Ont.
McLary Mfg. Co., London, Ont.
Meadins & Sons, Montreal.
Storne, G. E., Brantford, Ont.
Stewart, Jas., Mfg. Co., Woodstock, Ont.
United States Register Co., Battle Creek,
Mich.
Western Foundry Co., Wingham,
Wright, E. F. & Co., Hamilton, Ont.

Gilmore, E. W. & Bros., Toronto
Ontario Silver Co., Niagara Falls

Kemp Mfg. Co., Toronto

Bowman, John, Hardware and Coal Co.,
London, Ont.
Iver Johnson's Arms and Cycle Works,
Fitchburg, Mass.
Remington Arms Co., Illon, N. Y.

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Hamilton, Ont.

WAREHOUSING AND WAREHOUSE TRUCKS.

WASHING MACHINES:

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Dowswell Mfg Co., Hamilton, Ont

**WIRE, WIRE ROPE, COW TIES,
FENCING TOOLS, Etc.**

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 Dominion Wire Mfg. Co., Montreal and Toronto.
 Greening, B. Wire Co., Hamilton
 Howland, H. S. Sons & Co., Toronto
 Ironside, Son & Co., London, Eng.
 Meadows, Geo. B. Co., Toronto
 Oneida Community, Niagara Falls

Canada Paper Co., Toronto

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The John Bowman Hardware and Coal Co'y

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Guns.

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Trap Shells Loaded With Black Powder.
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Nobel's Smokeless Powder.
Dupont Smokeless Powder.
Hazard Smokeless Powder.
Full Stock of Black Powder.

Grand Prix
Cases.

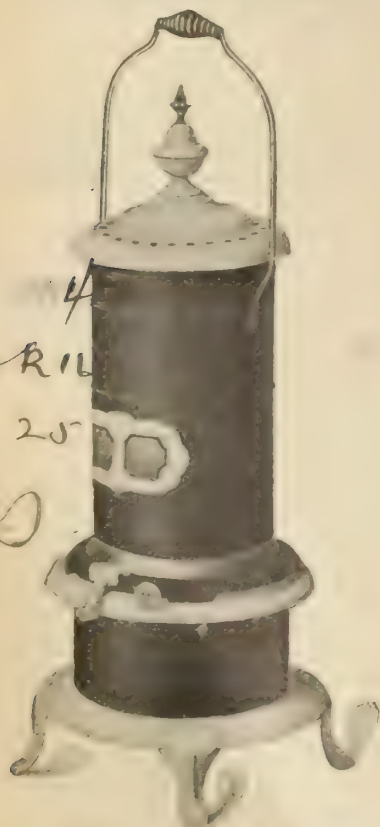
Challenge
Cases.

Trap Cases.

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Cases.

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Cases.

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"Famous" Oil Heater.

Burns with a clear white flame.

Throws out an intense heat at a cost of about one cent per hour. Makes no odor whatever.

Can be carried from room to room, and is so simple that a child can operate it.

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Toronto,

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Winnipeg,

Vancouver,

St. John, N.B.

"EVERYTHING FOR THE TINSHOP."

HARDWARE AND METAL

President:

JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.

Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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INDEX OF ADVERTISERS.

THE "Index of Advertisers" recently inaugurated in this paper has been so appreciated by our readers that we have decided to improve this feature this week by the addition of a "Classified List of Goods Advertised." This, we feel, will be of use to our readers, and we would invite all to examine it in detail. It will be found on page 25.

TAKING THINGS FOR GRANTED.

IT is not good policy to take everything for granted. Be sure you are right, then go ahead. To go ahead without being sure that you are right is surrounded with more or less danger. To fathom the situation and weigh the circumstances may take time, but it pays in the long run; and it is certainly accompanied with a great deal more safety. Many a merchant, as well as many a mariner, has been wrecked because of the habit of taking everything for granted, instead of carefully investigating before taking action.

One cannot always be sure; and to refrain from doing certain things because the results were not sure would be business cowardice. One must take a venture in business as well as in matrimony. What is to be discountenanced is taking

a venture when by making an investigation certainty might be acquired.

To take everything for granted is, after all, a type of laziness, and for that reason should be ignored in the practice.

PROSPECTS AT SAULT STE. MARIE.

THE inevitable has come about, and The Consolidated Lake Superior Co. is now under the control of the receiver appointed by Speyer & Co. Yet there is every room for confidence as to the future of the concern. An arrangement has been reached whereby the foreclosure sale is postponed until December 15. This should give such resourceful and energetic men as F. H. Clergue and Senator Dandurand, who are negotiating with British capitalists, to make an agreement which, though not likely to be of much benefit to stockholders in the company, will mean the reorganization of the concern and its starting again on a basis so strong as to ensure its permanent success.

THE ALASKA BOUNDARY AWARD.

CANADIAN business men, particularly those on the Pacific Coast, have double reason for bitterness at the decision of the Alaska Boundary Commission.

To the majority of Canadians the matter is one of national spirit. The bitterness of the average Canadian is due to the belief (strengthened by the virile action of the Canadian Commissioners, Sir Louis Jette and Mr. A. B. Aylesworth) that the British representative, Lord Alverstone, had sacrificed Canadian interests for reasons of British diplomacy, to retain the friendship of the United States. With many Canadian business men the matter is also of material moment, for the failure to retain for Canada an open port to the Yukon means that the merchants of Vancouver, Victoria and other centres are at a permanent disadvantage in their business with the north.

Not for many years has such a feeling of bitterness dominated Canadian opinion as is now felt toward the British diplomats responsible for this sacrifice. Yet back of this opinion is the stronger, more permanent feeling that the strength and power, the progress and development, of Canada is too great, too cumulative, to be

seriously affected by the weakness or wilful neglect of the diplomats of Great Britain in sacrificing this country's just rights to further British interests. This, too, in spite of, rather than in consequence of, any aid or protection Canada has ever received from the Mother Country.

The hope of Canada lies not in the gold mines of the Yukon nor the strategic value of islands in the North Pacific, but rather in the fertile wheat fields of "The Great West," and the industrial and commercial progressiveness of the Canadian people. Into the country is now pouring an influx of the best class of immigrants who will rapidly appreciate the Canadian ideal, and will in a very few years make this country so strong, so influential, that there will be no disposition, either here or elsewhere, to disregard its interests and its just rights.

THE CEMENT SITUATION IN CANADA.

AS predicted by HARDWARE AND METAL in a review of the Portland cement situation some months ago, the feature of the cement situation during the present year has been the increased production and sale of Canadian-made cement. This has not decreased the importation, the increase in the production being absorbed by a greater consumption all over Canada.

While it is difficult to make an accurate estimate, it would appear that the Canadian manufacturers are at the present time supplying about three-quarters of the cement used by the home market.

One result of the increase in the number of companies interested in the manufacture of cement has been to make competition more keen and to compel the improvement of the standard of quality in Canada. Years ago imported cement was specified for certain work owing to its possessing a reputation of being superior in quality. Now, however, comparison between the domestic and imported article shows nothing to the discredit of the former. In fact, the Canadian article is frequently specified, for the reasons that it is up to the highest standard in quality and that there is a sentiment manifest throughout the Dominion to favor domestic productions where the standard of quality is equal.

IMPRESSIONS OF THE GREAT WEST

Gathered During a Transcontinental Tour with the Canadian Manufacturers' Association.

CANADA is termed a country of magnificent distances. No one can realize what this means until he has made the journey over that part of the country lying west of the Great Lakes, and even then he cannot comprehend all that is included within these magnificent distances. That, at any rate, is the confession I have to make after a journey of 6,500 miles across prairies, mountains, lakes, bays



Our Train on the Plains

and gulfs with the members of the Canadian Manufacturers' Association in their recent trans-continental tour.

Great indeed as the distance was that we travelled during the 23½ days of our itinerary, that part of the country which we saw was relatively smaller than the thin black line on the map which denotes the course of the transcontinental railway. But even the relatively small part of the Great West through which we passed is at least beyond my ability to comprehend and hence to adequately describe. What the

staggered one. To merely record impressions is the best one can do. To gain

Itinerary of the Manufacturers.

Going Trip	Miles.
Toronto to North Bay	227
North Bay to Winnipeg	1,060
Winnipeg to Portage la Prairie	56
Portage la Prairie to Brandon	77
Brandon to Calgary	707
Calgary to Edmonton	192
Edmonton to Calgary	192
Calgary to Banff	82
Banff to Field	51
Field to Glacier	86
Glacier to Revelstoke	44
Revelstoke to North Bend	270
North Bend to Vancouver	129
Vancouver to Victoria	84
Total	3,237

Returning Trip	Miles.
Victoria to Vancouver	84
Vancouver to North Bend	129
North Bend to Revelstoke	270
Revelstoke to Arrowhead	28
Arrowhead to Nakusp	35
Nakusp to West Robson	39
West Robson to Rossland	32
Rossland to Castlegar Jet	30
Castlegar Jet to Nelson	27
Nelson to Kootenay Landing	55
Kootenay Landing to Fernie	147
Fernie to Dunmore Jet	247
Dunmore Jet to Regina	298
Regina to Brandon	224
Brandon to Souris	24
Souris to Deloraine	54
Deloraine to Morris	160
Morris to Winnipeg	42
Winnipeg to Port Francis	207
Port Francis to Port Arthur	232
Port Arthur to Toronto	856
Total	3,245

anything like a conception, one must go over the ground himself and then, like a hungry man whose appetite has not been satisfied at a feast, he yearns for more. In other words, he desires to repeat the journey. This is my experience, and I



Excursionists Viewing the Ruins at Frank

know I am not alone in this respect. The accompanying table shows our itinerary.

Two things very much impressed me. The one was the work of nature; the was exemplified in the vastness and agricultural possibilities of the rolling prairie other was the work of man. The former

ies, the majesty and glory of the mountains, the beauty of the valleys, and the greatness of the latent industrial power of the lakes and rivers and streams in Manitoba and British Columbia. The work of



Wild Geese, not caught by Messrs. Floyd Harris and Henry Wright.

man was exemplified in the Canadian Pacific Railway, and in this connection I have a confession to make. Like many others I have drifted into the ranks of those who were of the opinion that the Canadian Pacific Railway had been too generously treated by the Government of the country when it undertook the construction and operation of the transcontinental road. But the Canada of today is not the Canada of twenty years ago. Then our faith in the possibilities of the country was but as a grain of mustard seed with that which, based upon the material development of the last few years, exists to-day. It needed, therefore, a great deal more bravery, and consequently a great deal more material en-



At Field Excursionists Crowding on the Cow-catcher

couragement, to undertake the construction of a railway through to the Pacific coast, than it does to-day. Bearing this



"The Great Divide," the Boundary Line between the N.W.T. and B.C., and the Little St. Lawrence, part of which flows toward the Pacific and part towards the Atlantic.

eye sees for the first time in making the journey from the head of the Great Lakes to the shores of the Pacific simply

in mind, one must necessarily modify his opinions and acknowledge that the task of the builders of the Canadian Pacific Rail



At North Bend. Three of our Party.

way was so great and demanding such faith in the possibilities of the country that the freight and passenger rates become less immoderate and the delays in the transportation more excusable. This may not be the popular view; but it is the right view. There are hundreds of miles through which the railway runs from which practically not a cent of revenue can be earned. This will not always be so; but at present we cannot get away from the fact that it is so. And then there are the mountains that the trains climb and the intricate valleys that have to be traversed. No pen can ever describe them or brush paint them. The best of efforts are but poor attempts. Looking from the car window down into swift-flowing rivers and gaping canyons, awful in their beauty, or craning the neck to feast the eye on the glory of the snow-capped mountains, as we curve in and out through intricate valleys which appear to be without possible exit, one is awe-struck and bewildered at the magnificence and majesty of all he sees, and wonders what manner of men those were who had the faith and courage to build a railway where physical difficulties so abounded.

I can scarcely conceive of anything that



A Snap Shot at McLeod. Seven Jolly Excursionists.

would be more conducive to national self-reliance and national sentiment than such

a trip across the continent as that enjoyed by the members of The Canadian Manufacturers' Association. The avowed object of the excursion was educational. In other words the paramount object was to learn more about the Great West. As fully 80 per cent. of the excursionists had never made the journey before, it is quite evident that they had a great deal to learn. And they have learned a great deal. But like the man who has acquired knowledge, they have discovered that, as far as the Canadian Great West is concerned they have a great deal more to learn. Although they travelled nearly 7,000 miles, and under the most favorable circumstances, being accommodated with a special train and accorded exceptional privileges for visiting different points of interest, they now realize that the great extent of the territory which they saw is but a very small part of the whole. It is this that tends to develop our national sentiment.



Secretary Bell and his Baby, supported by Mr. D. Waterous.

Burke says that "education is the chief defence of nations." A journey across the Dominion from ocean to ocean is certainly an education that will strengthen the national sentiment of whoever makes it. For years my faith in the future of the Dominion of Canada has been strong. But the faith I had before my recent trans-continental journey and that which I now possess are of two different types. The one was born of what I had heard, the other of what I have seen as well as heard. One sometimes hears citizens of the United States refer to their own country as "God's Country." After travelling across our own Great West one concludes that "God's Country" is to be found within the borders of the Dominion. In the eastern part of the

Dominion nature has set apart a land rich in agriculture and vast in manufacturing possibilities. From Winnipeg to



A Snap Shot from Garland's Store at Portage la Prairie.

the Rockies, a distance of about a thousand miles, and from the boundary line to the south for a thousand or more miles to the north, is an area whose possibilities for the production of cereals and the raising of cattle are equalled by no country in the world. Stretching through the Rockies for 500 miles is a land whose richness is by no means confined to the unsurpassed beauty of the mountains or the minerals buried within them. Between the mountain ranges are fertile valleys, in many of which apples, pears, plums and other small fruits of excellent quality are produced, and roots, oats and corn of giant proportions grown, to say nothing of the excellent cattle that browse in the valleys and on the hillsides. The rivers that rush pell-mell between the mountains and flow swiftly along valleys and at the bottom of deep canyons contain in themselves resources for the development of industrial power not equalled by any other province in the Dominion. This may be scarcely credited by some, but it is a fact that impressed itself upon me as we sped alongside or crossed and recrossed such magnificent and swift-flowing rivers as the Columbia, the Beaver, the Fraser,



A Snap Shot at President Dugan's house party on the River.

the Thompson, the Redoubt and the Bow.
(To be Continued).

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

HARDWARE.

Montreal, Oct. 23, 1903.

THERE are few quotable changes since our last report. As has been mentioned before in these columns, there has been a general advance in all cast iron hardware. Common sad irons are now sold at \$4.50 per 100 pounds, and the nickel-plated sad irons at \$5.50 per 100 pounds. General business during the week has been well up to the high average of the last month. One or two firms report a considerable increase in the aggregate of orders received, and the general opinion among the wholesale hardware trade seems to be that we are still on the right side of the wave of prosperity. Orders for ammunition of all kinds are still coming in freely, but, as before stated, it is difficult to supply the demand for some special lines. While business during the week has been well distributed over the country, some particularly large orders are said to have been received from the Northwest. From that part of the country there is also considerable inquiry for barb wire for Spring delivery. Large orders from the Northwest are also reported for nails, horseshoes, cement and general building hardware. Jobbers are still complaining that manufacturers are unable to keep them supplied with some particular lines. It is impossible to get some particular sizes of carriage bolts. Iron washers are very scarce. All special lines are almost impossible to procure. Even some sizes of bar iron can not readily be obtained. A continued improvement in payments is reported.

CUT NAILS.—The remarks made in our last issue still apply. The demand is still up to the high average maintained for the last month. The Northwest is taking some large orders of these goods. Prices remain firm and unchanged. We quote \$2.45 f.o.b. Montreal; carlots, \$2.40.

WIRE NAILS.—Also in excellent demand. Prices are firm. We quote as follows: \$2.40 per keg in carlots, and \$2.45 per keg in small lots f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

PRESSED SPIKES. A very active trade is now being transacted in pressed spikes. Good shipments are being made before the close of navigation. The discount is still 20 per cent.

FENCE STAPLES.—A continued improvement in the demand is reported to us this week. A number of orders are being placed with the local jobbing houses for future delivery. Prices remain firm and unchanged. We quote as follows: \$3 per 100 lb. keg for galvanized, and \$2.80 for bright. 25 and 50 lb. packages 25c extra.

HORSE NAILS. The excellent demand reported from time to time in these columns continues without any slackening. We quote the following unchanged prices, which continue firm: "M" brand,

medium pattern, No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow pattern. No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; X.L. steel shoes, new light pattern, sizes 1 to 5, \$5.35; light steel shoes, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05; featherweight, all sizes, 0 to 4, \$5.35; toe weight, all sizes, 1 to 4, \$6.60. Shoes more than one size in a keg, 10c. per keg extra f.o.b. Montreal only.

SLEIGH BELLS.—For sleigh bells of all kinds there has been a good demand for some weeks past. Orders have been fairly well distributed over the country, but the principal demand has been from Manitoba. We quote: Back straps, 30c. to \$2 each; body straps, 70c. to \$2.50 each; shaft gongs, 2 bells, 20c.; 3 bells, 35 to 60c.; 4 bells, 55c. to \$3 each; brass team bells, No. 1, \$1.90 per dozen; No. 2, \$2.40 per dozen; No. 3, \$2.70 per dozen; No. 4, \$3.70 per dozen; No. 5, \$4.65 per dozen; York eye bells, No. 10, \$1.35 per dozen; No. 12, \$1.65; No. 14, \$1.90; saddle gongs, \$1.10 to \$3 each.

SKATES.—Dealers throughout the country are now sending in good orders for skates. One firm reports some unusually good orders from Manitoba centres. We quote: Halifax pattern, 37c. per pair; nickel-plated, 65c.; ladies' nickel-plated, 55c. to \$1.25; ladies' concave nickel-plated, \$1.45; plain hockey, 27c. to \$1.35; nickel-plated hockey, 60c. to \$2.50; double end hockey, \$1.65 to \$3. Skate straps, 70c. to \$1.35.

HOCKEY STICKS.—On these goods also there is already a good inquiry, and some good shipments have been made. The demand is well distributed over the country, but, as in the case of skates, there has been an unusually good inquiry from Winnipeg and other centres in Manitoba. We quote: Best second-growth goalkeeper's, \$3.80 per dozen; ash, \$2.70; elm, \$2.18; boys' elm, \$1.10. Regulation pucks, \$1.50 per dozen; boys', \$1.15 per dozen.

FIRE SHOVELS.—There is some demand at present owing to the cold weather. We quote: No. 70, 39c. per dozen; No. 55, 55 to 82c. per dozen; No. 57, 82c. to \$1.10 per dozen; No. 60, 70 to 88c. per dozen; Duplex, No. 7, 96c. per dozen; No. 9, \$1.20 per dozen; No. 11, \$1.54 per dozen.

SNOW SHOVELS.—Wholesalers report that there has been considerable inquiry during the week for these goods. Dealers are commencing to stock up before Winter. We quote: "Habitant," \$2.50 to \$2.75 per dozen; "Victor," 30 per cent. off; steel railroad shovels, 45 per cent. off.

GALVANIZED WIRE. Trade during the last week is said to have been very fair. There are no changes and again we quote as follows: No. 5, \$3.70; No. 6, 7 and 8, \$3.15; No. 9, \$2.55; No. 10, \$3.20; No. 11, \$3.25; No. 12, \$2.65; No. 13, \$2.75; No. 14, \$3.75. In carlots f.o.b. Cleveland: No. 5, \$2.20; Nos. 6, 7, 8 and 9, \$2.15; No. 10, \$2.20; No. 11, \$2.25; No. 12, \$2.30; No. 13, \$2.40;

No. 14, \$2.50. In less than carlots, 12½c. per 100 lb. extra charged.

SMOOTH STEEL WIRE.—For general "Oval" and "New City" heads, 55 per cent.; "Countersunk" heads, 55 per cent.; "C" brand, 40, 10 and 7½ per cent. off; "Monarch," 50 and 7½ per cent. and "Peerless," 50 per cent.

HORSESHOES.—There has been as yet no slackening in the very active demand which has continued for about two months. Horseshoes, like most heavy hardware, are being shipped in large quantities at present before the Winter freight rates go into effect. As stated last week, "Rush" is on most orders now being received. There have been no changes during the week, and we again quote as follows: Iron shoes, light and lines there has been a demand well up to the average for this season of the year, and for hay-baling wire there has been a particularly active demand. Prices of hay-baling wire are still very firm, but there have been no changes. We quote as follows: Bright and annealed, \$2.50 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, \$2; oiling, 10c.; spring wire, \$1.25; best steel wire, 75c.; bright soft-drawn, 15c.; hay-baling wire, 20 to 25c.

FINE STEEL WIRE.—Business during the week has been well up to the average, but there has been no special activity. There are no changes. The discount is still 25 per cent., with net extras as follows: 1 and 2 lb. hanks, 25c. per 100 lb.; ½ lb. hanks, 37½c., and ¼ lb. hanks, 50c.

BRASS WIRE.—Business is fair at unchanged discount, viz., 60 per cent.

COPPER WIRE.—Business fair; discount 60 per cent.

BARB WIRE.—For immediate delivery some good orders continue to be received, and, as was noted above, there has been considerable inquiry during the week for shipment in the Spring. Some good orders are reported from the Northwest. We quote the following unchanged prices: \$2.80 per 100 lb. f.o.b. Montreal, and \$2.25 f.o.b. Cleveland. Carlots of 15 tons, \$2.45 f.o.b. Cleveland.

RIVETS AND BURRS.—These goods are still in very good demand. There is nothing of special interest to note this week. We quote the following: Best iron rivets, section carriage and wagon box, black rivets, tinned do., cooper's rivets and tinned swede rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs. In 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS AND NUTS.—Trade continues active. As is noted above there is still difficulty in filling orders for some sizes of bolts, and it is said that it is absolutely impossible to get one or two special sizes of carriage bolts. Quotations still remain unchanged as follows: Common carriage bolts, 50 per cent.; full square carriage, 55; machine, 50 and 5; coach screws, 66 2-3; sleighshoe bolts,

65 and 5; blank bolts, 50 and 5; bolt ends, 50 and 5; plough bolts, 50 and 5; tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3½c. per lb. off list; hexagon nuts, 3½c. per lb. off list.

SCREWS. The demand continues active, as building operations are in progress all through the country. Local jobbing houses report the receipt of some good orders during the week. We quote: Round head bright, 82½ per cent.; flat head bright, 87½ per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

CORDAGE. On the afternoon of the 20th there was a meeting in Montreal at the Windsor Hotel of the Canadian Association of Cordage Manufacturers. At the conclusion of the meeting, one of the leading members assured "Hardware and Metal" that there was nothing of special interest to give to the press. No changes in quotations are contemplated. General business is well up to the average for this season. We quote: Pure manila, 11½c.; British pure manila, 12c.; sisal, 11½c.; double lath yarn, 11c.; single lath yarn, 10½c.; Russian tarred spun yarn 13½c.; jute rope, ¾-in. in diam. and upwards, 9c.; cotton rope, 16½c.; cotton twine, 17 and 20c. for 3 and 4 ply. Cotton bedcord, 90c. to \$1.35, according to length.

BUILDING PAPER.—All building supplies and builders' hardware are in good demand at present, and building paper is no exception to the general rule. There have been no changes during the week and prices as given in last issue continue firm. We quote as follows: Tarred

felt, \$1.85 per 100 lb.; 2 ply ready roofing, 90c. per roll; 3 ply, \$1.15 per roll; carpet felt, \$2.25 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O.K. and I.X.L., 70c. per roll; heavy straw and sheathing, \$35 per ton; slaters' felt, 65c. per roll.

SHOT. There is still a good demand, but most orders coming in this week have been of a sorting nature. Their aggregate makes a very respectable volume of business. There have been no changes during the week and again we quote: Ordinary drop shot, A.A.A. to dust, \$6.50 per 100 lb.; chilled, Nos. 1 to 10, \$7 per 100 lb.; buck and seal, \$7.50 per 100 lb.; ball, \$8 per 100 lb. Trade discount 17½ per cent. f.o.b. Montreal, Toronto, Hamilton, London, St. John, N.B., and Halifax.

FIREBRICKS. Trade continues rather dull. Some shipments have been received towards the last of the week which are expected to be the last of the season. Prices are unchanged. English are still quoted at \$16 to \$22 per 1,000, and Scotch at \$17 to \$22.

CEMENT. The last shipments of imported cement are now being received in Montreal. No German cement is coming in, but there are large stocks on hand. Receipts during the week were 920 barrels of English cement and 600 of Belgian. Trade continues active, large orders still going out to the Northwest. We quote the following unchanged prices: Canadian cement, \$1.90 to \$2.25; German, \$2.25 to \$2.40; English, \$2.15 to \$2.25; Belgian, \$1.70 to \$1.95 per bbl. ex-store, and American, \$2.20 to \$2.40 ex-cars.

LANTERNS.—Good orders continue to be received but, as has been mentioned in these columns before, there is difficulty in supplying the demand for some makes. Our quotations are as follows: Lift, hinged or tilt, \$4 to \$4.25 per doz.; cold blast No. 2, \$7 to \$7.50; painted dashboard, \$6.50 to \$6.75; plain dashboard, \$6 to \$6.25; searchlight, \$20 to \$24 doz.; brass cold blast, small, \$9.75 to \$10.

PLUMBING GOODS.

There is a good active demand at present for all lines of plumbers' supplies, showing that all through the country the plumber is finding much to do. The demand is particularly good for all heavy goods and many large orders are reported for shipment before the close of navigation.

LEAD PIPE.—An active trade is reported this week. Plumbers are ordering freely. There are no changes to report. Composition and waste sell at 5c.; ordinary at 7c. The discount is 35 per cent.

IRON PIPE.—For iron pipe in common with other lines there is now a splendid demand which is sure to continue until the close of navigation. Prices are unchanged, and again we quote: Standard pipe, per 100 feet, in lengths under 19 feet—black, ½ in., \$2.30; ¾ in., \$2.30; 1 in., \$2.55; 1½ in., \$2.85; 2 in., \$3.65; 1 in., \$5.20; 1½ in., \$7.35; 2 in., \$8.95; 2½ in., \$12.55. Galvanized—½ in., \$3.20; ¾ in., \$3.45; 1 in., \$3.90; 1½ in., \$5; 2 in., \$7.20; 2½ in., \$10.05; 3 in., \$12.20; 4 in., \$16.85. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, ½ in., \$4.20; ¾ in., \$5.25; 1 in., \$7.55; 1½ in., \$10.55; 2 in., \$12.75; 2½ in., \$17.60. Galvanized

TINPLATES

"DOMINION CROWN"—Best Best Charcoal, tinned.

"ALLWAYS"—Best Charcoal.

"CANADA CROWN"—Charcoal.

"LYDBROOK"—Best Coke.

"TRYM"

All standard brands. Accept no substitute.

A. C. LESLIE & CO.

509-512 Merchants Bank Building,

MONTREAL.

Satisfactory Pumps.



McDougall Pumps are guaranteed to be satisfactory, and if not so may be returned to us and we will refund the money.

This guarantee is to protect the dealer, because we try to make good pumps, but sometimes a bad part will get into a pump and that's the one we want back.

Send for Catalogue to-day.

The R. McDOUGALL CO., Limited
GALT, ONT.

Pig Tin

BOUSTEAD & CO.'S PENANG.

INGOT COPPER

LAKE AND CASTING.

PIG LEAD

SPELTER

ANTIMONY

PIG IRON

ADAM HOPE & CO.

Hamilton, Ont.

NOVA SCOTIA STEEL

& COAL Co., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

OPEN HEARTH STEEL

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required: Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond McCall & Co.

MONTREAL, QUE

or to

Canada Iron Furnace Co.

MIDLAND, ONT.

Limited

3 in., \$5.20; 3 in., \$6.65; 1 in., \$9.55; 1 1/2 in., \$13.25; 1 1/2 in., \$16; 2 in., \$21.

SOIL PIPE AND FITTINGS.—Some good orders are reported this week. Some large shipments have been sent down the river. The discounts are as follows: light soil pipe, 3 to 6 in., 5 and 10 per cent.; medium and extra heavy soil pipe, 2 to 6 in., 60 per cent., and 5 per cent.; extra heavy soil pipe, 8 in., 15 per cent.; light fittings, 2 to 6 in., 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6 in., 60 and 5 per cent.; extra heavy fittings, 8 in., 15 per cent.

SOLDER. A good business has been transacted during the week at unchanged prices. We quote: Wire solder 19c.; bar 18c.

METALS

All the heavy metals are in good demand this week and there will be no slackening until the Winter freight rates go into effect. The higher rates make a considerable difference. For example, the heavy metals can be shipped to Quebec from Montreal by the R. and O. boats for 10c. per cwt. and for 6c. by barge; but when the railways put into effect their regular Winter freight rates, as it is expected they will do by November 15, the charge will be 25c. per cwt. The difference is so considerable that there is now a big rush for delivery before November 15. Owing to this, business has been very active during the week. Some good orders for pig iron are reported. Some reductions in price will be noted. At time of writing ingot tin is weaker.

PIG IRON.—A decided, but probably temporary, improvement in the demand is reported to us this week. Large shipments are being made before the close of navigation. It is said that makers have been compelled to use their own output to fill large orders for structural steel, and that in consequence they have been compelled to import considerable quantities of Scotch pig iron. We quote: Summerlee, \$19.50 to \$20; Carron, No. 1, \$21; do. No. 3, \$18.50 to \$19; Mid-dlesboro', No. 3, \$17 to \$17.50; Ayer-some, No. 1, \$20; do. No. 3, \$19.40.

BAR IRON.—There is a further improvement in the demand and it is said that it is difficult to fill orders for some special sizes. We quote as follows, subject to some concessions for large quantities: Merchants' bar, \$1.95; horseshoe iron, \$2.20; forged iron, \$2.15.

BLACK SHEETS.—These continue in splendid demand and large shipments are being made almost daily. Large orders continue to come in freely for Fall and Winter requirements. Prices continue firm and unchanged. We quote as follows: 28 gauge, \$2.15; 26 gauge, \$2.40; 22 to 24 gauge, \$2.35; 18 to 20 gauge, \$2.30, and 8 to 10 gauge, \$2.10.

GALVANIZED IRON.—A decided improvement is reported this week and large shipments are now being made. Quotations remain firm and unchanged as follows: 28 Queen's Head, \$4.30; Apollo, 10 3/4 oz., \$4.30; Fleur de Lis, \$4.15; Comet, \$4; Bell brand, \$4. In less than case lots 25c. extra.

TINPLATES.—Except for a few orders for immediate delivery there is very little doing in the local tinplate trade. Cokes are selling at \$1 and charcoals at \$1.25.

INGOT TIN.—This is probably the most uncertain quantity in the whole list of metals. At time of writing ingot tin is weaker than at time of our last report.

It is now quoted at \$30 for round lots and \$31 for smaller quantities. Ingot tin is subject to almost daily fluctuations.

TERNE PLATES.—A good trade has been transacted during the week at unchanged prices. We quote at \$6.75 to \$7.

COIL CHAINS.—There is nothing of special interest to note this week. Trade continues fair at unchanged prices. Our quotations are as follows: No. 6, 10c.; No. 5, 9c.; No. 4, 8 1/2c.; No. 3, 7c.; 1/2 in., 6 1/2c.; 5-16 in., \$4.90; 3/4 in., \$4.20; 7-16 in., \$4; 1/2 in., \$3.90; 9-16 in., \$3.75; 3/4 in., \$3.60; 1/2 in., \$3.50; 3/4 in., \$3.45; and 1 in., \$3.40, with 10c. allowance on carlots.

CANADA PLATES.—These are now in very active demand for stove pipe work. Some good round lots have been shipped during the week. We quote: 52s., \$2.45 to \$2.60; 60s., \$2.60 to \$2.70; 75s., \$2.70 to \$2.75; full polished, \$3.65 and galvanized \$4.15 to \$4.25; galvanized, 60s., \$4.35 to \$4.45.

STEEL. Trade is fairly active and the market is firm. There are no changes. Our quotations are as follows: Sleighshoe, \$2 to \$2.05; tire, \$2.10 to \$2.20; spring, \$2.85 to \$3; reeled machinery, \$2.75 to \$3; toe-calk, \$2.55 to \$2.75; machinery (iron finish), \$2.05; square harrow, \$2.05.

TOOL STEEL.—A good business is being transacted at present at unchanged prices. Our quotations are as follows: Black Diamond, 8 to 9c.; Sanderson's, 8 to 9c., according to the grade; Jessop's 13c.; Jonas & Colver's, 10 to 20c.; "Air Hardening," 50 to 65c. per lb.; Conquer-or, 7 1/2c.

INGOT COPPER.—Trade is good and prices are unchanged. We quote: \$13.75 to \$14.25.

PIG LEAD.—Demand is good. Prices are firm. We quote at \$3.20 to \$3.30.

SHEET ZINC.—No changes. We quote: Cask lots \$6; smaller quantities \$6.50.

ZINC SPELTER.—No changes. We quote at 6c.

SCRAP METALS.

There are no changes to note since last issue. The iron market is still in a depressed state. We quote: Heavy copper and wire, 10 1/2c. per lb.; light copper, 10c.; heavy red brass, 10c.; heavy yellow, 8 1/2c.; light brass, 5 1/2c.; lead, 2 1/2 to 2 3/4c.; zinc, 2 1/2 to 3c.; iron, No. 1 wrought, \$13 to \$14; machinery scrap, \$13 to \$15; stove plate, \$12; malleable and steel, \$6; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6 to 6 1/2c. per lb.

HIDES.

The lambskin market appears to be more settled this week, prices now ranging from 65 to 70c. Our quotations are as follows: No. 1 beef hides, 9c.; No. 2, 8c.; No. 3, 7c.; No. 1 buff sheepskins, 77 to 79c.; lambskins, 65 to 75c.; No. 1 calfskins, 11 to 12c.; No. 2, 9 to 9 1/2c.

NOTES.

The Canada Hardware Co., Ltd., of Montreal are in receipt this week of some large shipments of sleighshoe, tire, spring, and toe-calk steel, also window glass, and galvanized iron. For large quantities they would be pleased to quote some special prices.

"Cutlery Catalog No. 32," a volume of 137 pages has just been issued by Lewis Bros. & Co., Montreal. It is replete with illustrations and descriptions of all

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittance to cover cost **must** accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

SITUATIONS WANTED.

ALL-AROUND malleable iron man wishes to change position; now has full charge for several years with one of the oldest firms in the United States; would like to hear from somebody in malleable iron business or going into it in Canada. Address Box 71, HARDWARE AND METAL, Toronto. (43)

RELIABLE young man with four years' experience, desires situation as hardware salesman. Box 72, HARDWARE AND METAL, Toronto. (43)

SITUATION wanted as traveller by hardware clerk; best of references. Apply Box 61, HARDWARE AND METAL, Toronto. (46)

SITUATIONS VACANT.

WANTED—A traveller, on commission, from Toronto east; one that thoroughly understands the glue business. Address, Box 66, HARDWARE AND METAL, Toronto. (43)

WANTED—For an agency business, an experienced hardware salesman to solicit orders in the city and on the road. Apply, giving references, to Box 25, HARDWARE AND METAL, Montreal. (43)

WANTED—Hardware clerk, with three or four years' experience. Apply, giving references, stating salary expected, to Ross & Matthews, Cannington. (44)

WANTED—Immediately; first-class general tinsmith; one with knowledge of plumbing preferred; steady work and good wages; state experience, etc. E. Rolston, Ladysmith, B.C. (44)

WANTED—A traveller who is calling on the hardware trade to handle a staple line on commission; state territory covered and what lines are carried. Box 70, HARDWARE AND METAL, Toronto. (43)

FOR SALE.

HARDWARE and tinsmithing business in Formosa; a good stand for furnace work and eavetroughing; no opposition; reason for selling, retiring from business. Apply to GEO. H. KRAEMER, Formosa, Ont. (44)

To Manufacturers' Agents

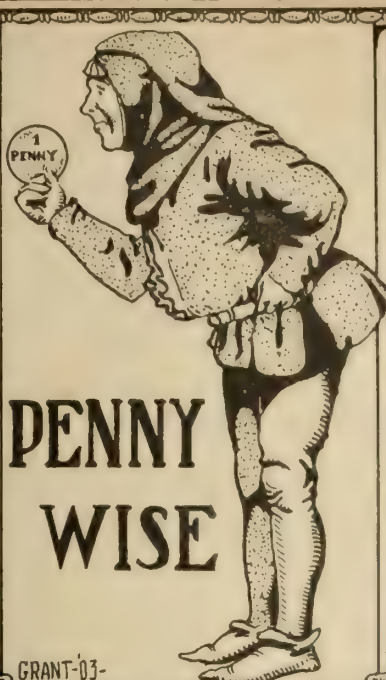
HARDWARE AND METAL has inquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of inquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

HARDWARE AND METAL
Montreal and Toronto



PENNY WISE

GRANT-03-

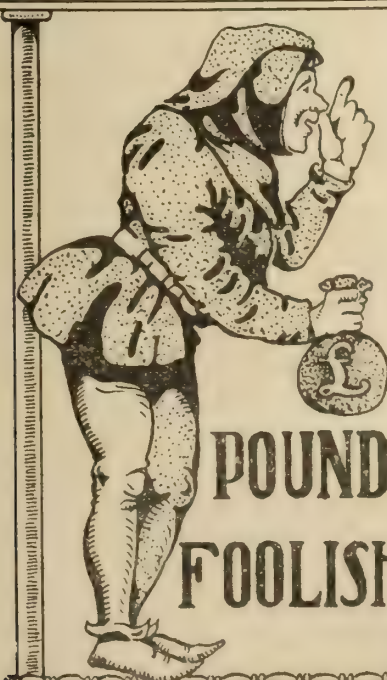
Hold a dime close to your eye with your right hand and a bright silver dollar a few inches away with your left; you cannot see the dollar because the smaller coin obscures your vision.

So it is with some people; in their eagerness to save a dollar they often lose sight of the fifty within their reach.

They would rather have a penny than a pound — if it meant spending the penny to get the pound.

Does the illustration apply?

Are you saving (?) money by not advertising in **HARDWARE AND METAL**?



POUND FOOLISH

MAGLEA PUBLISHING CO.—DEPT. OF ADVERTISING SERVICE

articles in the cutlery line. The catalogue also includes their full line of dog collars, croquet sets, etc., and will be found a handy book for those having occasion to consult the particular lines mentioned. Dealers handling cutlery and other lines enumerated in this catalogue will be cheerfully furnished with a copy on mentioning "Hardware and Metal."

ONTARIO MARKETS.**HARDWARE.**

Toronto, October 23, 1903.

BUSINESS has increased considerably in volume during the week and now all seasonable lines such as sleigh bells, robes, etc., Winter athletic goods, guns and ammunition, building paper, heating goods, lumbermen's supplies, are selling in record quantities. There is an improvement as compared with either the early part of the month or with the corresponding period last year. An unusual steadiness in price conditions still prevails, no change being yet quotable.

WIRE. There is still a good trade in hay-baling wire and a fair business is being turned over in fence wire. Prices are steady.

WIRE NAILS.—Business keeps good, with prices steady. We quote the base price for nails at \$2.50 per keg f.o.b. Toronto.

HORSE NAILS.—A steady business continues at unchanged prices. Our quotations are as follows: "C" brand, oval head, 40 and 10 and 7½ per cent.; on "Monarch," 60 per cent.; "M," "Oval" and "Countersunk" head, 55 per cent.; on "Peerless," 45 and 7½ per cent.

HORSESHOES.—A brisk business is still reported. Prices are steady. Our quotations are f.o.b. Toronto as follows: Iron shoes, No. 2 and larger, \$3.80; No. 1 and smaller, \$1.05. Steel, new light shoes, No. 2 and larger, \$3.95; No. 1 and smaller, \$4.20. Snow shoes, No. 2 and larger, \$1.05; No. 1 and lighter, \$1.30. If shipped from factory, 15c. less. If assorted, more than one size in a keg, 10c. per keg extra.

SCREWS.—A good sorting up business continues. Prices are unchanged. We quote as follows: Flat head bright, 87½ per cent. discount; round head bright, 82½ per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze 75 per cent.

RIVETS AND BURRS. The demand keeps active, but there seems to be less difficulty on the part of makers in supplying goods than was the case a short time ago. We quote: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.

The original and only Genuine Preparation for Cleaning Cutlery
6d. and 1s. Canisters

OAKEY'S 'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and
Flint Cloths and Papers, etc.**Wellington Mills, London, England**

Agent:

**JOHN FORMAN, 644 Craig Street
MONTREAL****COVERT MFG. CO.**

West Troy, N.Y.

Auto Screw JackHarness Snaps, Chain, Rope and Web
Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICE

PRIEST'S CLIPPERSBALL
BEARINGSLargest Variety.
Toilet, Hand, Electric Power**ARE THE BEST.**Highest Quality Grooming and
Sheep-Shearing Machines**WE MAKE THEM.**SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA**NEWMAN'S PATENT
INVINCIBLE FLOOR SPRINGS**

Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies.

MADE SOLELY BY

W. NEWMAN & SONS, Birmingham.**Oneida Community Goods****HALTERS, COW TIES, SNAPS, etc., etc.,**in all sizes and styles. May be had of all
jobbers throughout Canada.**Factory—NIAGARA FALLS, ONT**

You will be asked for Dundas Axes next fall. Are you preparing to meet the inquiry by being able to show the goods?

**Dundas Axe Works, Dundas, Ont**

W. L. Haldimand Jr., Eastern Agent, Montreal.

RETURNED

APR . 7 1904

Aut Book 17

O Aug 56

Nicholson Co.

GUARANTEE goes with the goods, should a File of our manufacture prove in any way defective and not suitable for the work for which it was intended, we will readily replace the same free of any expense to our customers.

WALTER GROSE, MONTREAL, Selling Agent.

We are now producing six hundred dozen First Quality Files and Rasps daily at our Dominion Works and can meet all demands promptly.

Our aim and intention is not to allow a package of Files to leave our works that has not been **CAREFULLY TESTED** and **INSPECTED**, and as an **ABSOLUTE**

BOLTS AND NUTS. There is still a good sale for all purposes, and especially for lumbermen's camps. We quote: Carriage bolts, common (\$1 list), 50 and 10 per cent.; carriage bolts, full square (\$2.10 list), 55 and 10 per cent.; carriage bolts, Norway iron (\$3 list), 55 and 10 per cent.; machine bolts, all sizes, 50, 5 and 10 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.

CORDAGE.—Some sizes of rope are selling well. Prices are steady as follows: Pure manilla, 14½c.; British pure manilla, 12c.; sisal, 11½c.; double lath yarn, 11½c.; single lath yarn, 11c.; double shingle yarn, 11½c.; single shingle yarn, 11c.; sash cord, 25 to 30c.

CUTLERY. There has been a particularly good sale of table cutlery, though all lines are still moving well.

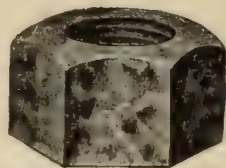
WOODENWARE.—A good business is doing in all lines. Our quotations are: Washboards—Victor, \$1.25; Crown, \$1.30; Improved Globe, \$1.45; Standard Globe, \$1.55; Original Solid Globe, \$1.70; Superior solid back, \$1.85; Jubilee, \$1.85; Pony, \$1.05. Tubs—No. 0, \$10.75; No. 1, \$8.50; No. 2, \$7.50; No. 3, \$6.50. Pails—No. 1, 2 hoops, \$1.70; No. 1, 3 hoops, \$1.90.

BUILDING PAPER. The activity noted of late continues to manifest itself. Prices are firm. Our quotations are as follows: Tarred felt, \$1.85 per 100 lb.; 2-ply ready roofing, 95c. per roll; 3-ply, \$1.20 per roll; carpet felt, \$2.30 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O.K. and I.X.L., 70c. per roll; heavy straw and sheathing, \$35 per ton; slaters' felt, 65c. per roll.

GUNS AND AMMUNITION. The feature of this trade has been the particularly good demand for rifles for deer hunting. There is, too, an excellent sale of guns, ammunition and shooting supplies.

PLUMBING GOODS.

A feature of the plumbing goods trade is the proportion of this line now being



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish. **INGERSOLL, ONT.**

NEW RAILS Sessenwein Bros.,

12, 14, 16, 18, 20, 24, 30, 35 and 56 lbs. to the Yard—carried in **STOCK** for prompt shipment. **TRACK REQUISITES.**

103 Shannon St.
.. MONTREAL.

banded through the hardware trade, a fact frequently commented on by the trade. Prices are steady, with a good sale of all lines.

LEAD PIPE. There is a good business. The market is fairly steady, the discount being 35 per cent.

SOIL PIPE AND FITTINGS.—An improvement in demand is noted. Prices are as follows: Light soil pipe, 45 and 5 per cent.; light soil pipe fittings, 50 and 5 per cent.; medium and extra heavy pipe and fittings, 55 and 5 per cent.; 7 and 8-in. pipe, 40 and 5 per cent.

BRASS GOODS.—A good trade continues in brass goods and all steam fittings.

IRON PIPE.—An active trade is reported. Prices are steady since the advance. Our quotations are as follows: Per 100 ft.: Black pipe, ½-in., \$3.15; ¾-in., \$2.50; 1-in., \$2.65; 1½-in., \$3; 2-in., \$3.70; 2½-in., \$5.25; 3-in., \$7.35; 3½-in., \$8.95; 4-in., \$12.55; 4½-in., \$20; 5-in., \$23; 6-in., \$30; 8-in., \$36.

CEMENT. Trade still continues very brisk with the demand for Canadian Portland cement strong. Prices are steady; a little firmer than last week. Large and frequent shipments to the Northwest are reported. Our quotations for Canadian Portland cement are \$2.25 to \$2.75 in carlots f.o.b. Toronto, or \$1.90 to \$2 at the works.

OLD MATERIAL.

Business is rather dull and prices show an easier tendency, but there are no changes to note this week. We quote: Heavy copper and wire, 10¼ to 10½c. per lb.; light copper, 9c. per lb.; heavy red brass, 9½c. per lb.; heavy yellow brass, 8c. per lb.; light brass, 5½c. per lb.; lead, 2½c. per lb.; scrap zinc, 3c. per lb.; iron, No. 1 wrought, \$12.50 per net ton; No. 2 wrought, \$5; machinery cast scrap, \$15.50; stove plate, \$10; malleable and steel, \$6; old rubbers, 6c. per lb., and country mixed rags, 50c. per 100 lb.

PETROLEUM.

An advance of 1c. is noted throughout. We quote: Canadian prime white, 18c.; Canadian water white, 20c.; American prime white, 19c.; American water white, 20½c.

METALS.

Business continues in a volume fully as great as during the past three or four weeks. Prices show a stronger tendency in pig iron, tin and copper, in outside markets as well as in the Canadian. No changes in prices are reported.

PIG IRON.—During the past fortnight 12 furnaces were blown out in the United States in pursuance of the decision of producers to curtail the production. Consequently there is a stronger feeling regarding prices, which is reflected on this market. Canadian makers are holding their prices steadily. Midland and

Hamilton No. 1 being quoted at \$20.

BAR IRON.—Business is active with prices fairly steady. The base price is \$2. For extras cut to length while rolling: 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft., by special agreement according to length and size.

TOOL STEEL.—A steady business continues at unchanged prices. We quote: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 10 to 15c.; ditto. "Air Hardening," 70c. per lb.; Chas. Leonard's, 8 to 9c.; Park's "Silver," 11 to 13c.; Park's "Special," 15 to 17c.

BLACK SHEETS.—A steady demand is reported at unchanged prices. Our quotations are as follows: 10 to 16 gauge, \$2.25; 18 to 20 gauge, \$2.70; 22 to 21 gauge, \$2.90; 30 gauge, \$3.

CANADA PLATES.—A good demand is still manifest, with prices unchanged. We quote: All dull, \$2.60; half polished, \$2.70; and all bright, \$3.50.

GALVANIZED SHEETS.—There is still an excellent demand for these and prices are unchanged. Our quotations are as follows: Queen's Head, \$4.50 for 28 gauge; American, \$4.40 for 24 gauge; Bell brand, \$4.30 for 28 gauge; Gordon Crown, \$4.50 for 28 gauge.

TIN.—During the past week prices have steadied, the week showing a slight increase in price both in London and New York. Locally there is no change, the quotation still being \$29.50 to \$30.50 per cwt.

TINPLATES.—A fairly good demand continues at steady prices in these. We quote: Coke plates, bright, 14x20, \$4; charcoal plates, \$4.25.

COPPER.—Prices have stiffened on outside markets and a steadier tone is reflected here. There is no change in quotations and a good demand for both sheet and ingot is reported. We quote: Ingot copper, \$14.50, and sheet copper \$20.50 per 100 lb.

BRASS.—Is unchanged in price. Demand is fair. Discount, 10 per cent.

LEAD.—More activity is shown. Prices show no change. We quote: \$3.50 per 100 lb. for pig lead, and \$3.75 for bar lead.

ZINC SPELTER.—There is an excellent demand. Prices are firm at 6½ to 6¾c. per lb.

ZINC SHEETS.—There is a fairly good business in small quantities. We quote: Cask lots, \$6.75 to \$7, and part casks, \$7 to \$7.25.

SOLDER.—Demand is improving; prices are steady. Guaranteed half-and-half is quoted at 18 to 19c., and wiping 17 to 18c.

HIDES, SKINS AND WOOL.

A weakening market is reported as one of the sequences of the season. Calfskins are in good demand. Wool is unchanged. We quote:

HIDES.—No. 1 green, per lb., 8c.; No. 2 green, 7c.; No. 1 steers, 8½c.; No. 2 steers, 7½c.; cured, 8½c.

CALFSKINS.—Veal skins, No. 1, 6 to 14-lb. inclusive, 9c. per lb.; No. 2, ditto., 7c.; No. 1, 15 to 20-lb. inclusive, 8c. per lb.; No. 2, ditto., 6c.; deacons (dairies), each 60 to 70c.; lamb and sheep skins, 65c.

WOOL.—Unwashed wool, per lb., 9 to 10c.; fleece wool, 16 to 17c.; pulled wools, super, per lb., 17 to 19c.; ditto, extra, 20 to 21c.

TALLOW.—We quote 4½ to 5c. per lb.

The Popular Ceilings For Practical People.

We claim that our Metallic Ceilings and Walls are the very best style interior finish made.

Sanitary—Artistic—Fireproof—exceedingly durable, and capable of an immense amount of variety in coloring and effect.

They satisfy all buyers—no imperfections—no stinting of quality—highest-grade materials and workmanship throughout.

If you're wise you'll always carry them in stock.

The Metallic Roofing Co., Limited

TORONTO

MONTREAL

WINNIPEG

MANITOBA MARKETS.

Winnipeg, October 19, 1903.

ORDERS for country points are getting cleared up pretty well and trade though steady is not so pressing as it was ten days ago. Travellers continue to send in very fair sorting orders for nearly all lines of goods. No changes in the price list are at hand to date although they were looked for. In paints, oils and varnishes trade is very brisk and is likely to so continue as there will be an enormous amount of finishing work on the interior of buildings to be done through the Winter. Turpentine has not advanced during the week but it is very strong and the tendency is decidedly upward. There has been an enormous trade in stoves this Fall, presumably many of the new settlers that came in this season procuring heating stoves. For the heating of large buildings and modern houses it is safe to say the preponderance of outfits put in have been single pipe steam. Some of the more expensive houses have installed hot water heating, which is the ideal heating for this country, but is more expensive to instal and run than either single pipe steam or hot air. For some years here the favorite furnace for an ordinary house was hot air, but they are not so popular, the single pipe steam seeming to take their place to a very great extent.

Barbed wire, 100 lb.	\$3 15
Plain galvanized.....6 to 8	3 39
".....9	2 50
Plain galvanized.....10	3 50
".....12	3 10
".....13	3 20
".....14	3 90
".....15	4 45
".....16	4 60
Barbed wire, 100 lb.	3 25
Plain twist.....	3 25
Staples.....	3 65
Oiled annealed wire.....10	3 42
".....11	3 48
".....12	3 56
".....13	3 66
".....14	3 76
".....15	3 91

Annealed wires (unoiied) 10c. less.
Horsenails, 40 per cent. discount.

Horseshoes, iron, No. 0 to No 1.....	\$4 75
No. 2 and larger.....	4 45
Snow shoes, No. 0 to No. 1.....	4 50
No. 2 and larger.....	4 45
Steel, No. 0 to No. 1.....	4 45
No. 2 and larger.....	4 20

Cut Nails—	Wire Nails—
2d 1 in.....\$4 10	1 in.....4 25
3d Fin. 1½ in.....4 10	1½ in.....4 20
3d 1½ in.....3 75	1½ ".....3 80
4d 1½ in.....3 50	1½ ".....3 60
5d 1½ in.....3 50	1½ ".....3 60
6d 2 in.....3 40	2 ".....3 50
8d 2½ in.....3 25	2½ ".....3 35
10d 3 in.....3 20	3 ".....3 30
20d 4 in.....3 15	3½ ".....3 25
30d 4½ in.....3 10	4 ".....3 20
40d 5 in.....3 10	4½ ".....3 20
50d 5½ in.....3 10	5 ".....3 20
60d 6 in.....3 10	5½ ".....3 20
	6 ".....3 20

Bar iron, \$2.60 basis.	
Swedish iron, \$4.75 basis.	
Sleigh shoe steel.....	2 85
Spring steel.....	3 25
Machinery steel.....	3 50
Tool steel, Black Diamond, 100 lb.....	8 50
Jessop.....	13 00
Sheet iron, black, 10 to 16 gauge, 100 lb.	3 50
18 to 22 gauge.....	3 75
24 gauge.....	3 90
26 gauge.....	4 00
28 gauge.....	4 10
Galvanized Iron, Apollo, 16 gauge....	4 00
18 and 20 gauge.....	4 00
22 and 24 gauge.....	4 25
26 gauge.....	4 25
28 gauge.....	4 50
30 gauge or 10½ oz.....	4 75
Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.	
Queen's Head, 24 gauge.....	4 25
26 gauge.....	4 50
28 ".....	4 75
Extra sheets, 36-in. wide, an advance of 25 p.c. per 100 lb.	
Genuine Russian, per lb.....	11
Imitation.....	07 to 08
Tinned, 24 gauge, 100 lb.....	8 50
26 gauge.....	8 50
Tinplate, 1C charcoal, 20 x 28, box....	10 00
" IX.....	12 00
" IXX.....	14 00
Ingot tin.....	85
Canada plate, 18 x 21, 18 x 24 and 20 x 28.	8 25
Canada plate, full polished.....	4 00
Sheet zinc, cask lots, 100 lb.....	7 50
Broken lots.....	8 00
Pig lead, 100 lb.....	5 50
Black iron pipe, ¼ inch.....	3 30
" ½ ".....	3 30
" ¾ ".....	3 40
" 1 ".....	3 70

Black iron pipe, 1/2 inch	4 35
1	6 25
1 1/4	8 70
1 1/2	10 50
2	14 50
Rope, steel, 7-16 and larger, basis	11 75
Manila, 7-10 and larger, basis	15 25
Lead wire	11 25
Solder	20
Axes, chopping	\$ 6 75 to 12 00
" double bits	12 00 to 18 00
Bluestone	5 70
Screws, flat head, iron, bright	35 and 10 p.c.
Round	80 p.c.
Flat	75 and 10 p.c.
Round	70 and 10 p.c.
Coach	65 p.c.
Bolts, carriage	50 p.c.
Machine	50 and 5 p.c.
Tire	60 and 5 p.c.
Bolts, Sleigh shoe	65 p.c.
Plough	50 p.c.
Flat head stove	60 and 5 p.c.
Round head	60 and 5 p.c.
Elevator	60 p.c.
Rivets, iron	50 and 10 p.c.
Copper, No. 8	32
No. 12	36
Coil chain, 3-16 inch	10 1/4
1/4 inch	8 1/4
5-16 inch	5 1/4
3/8 inch	5 1/4
7-16 inch	5
1/2 to 3/4 inch	4 1/4
Spades and shovels	40 and 5 p.c.
Harvest tools	60 p.c.
Axe handles, turned, s. g. hickory, doz.	\$3 15
No. 1	1 90
No. 2	1 60
Octagon extra	2 30
No. 1	1 60
Files common	70 and 10 p.c.
Diamond	60 p.c.
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells:	
Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 20
Chilled	6 60
Powder, F.F.G., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned	70 and 10 p.c.
plain	75 and 2 1/4 p.c.
pieced	
Japanned ware	37 1/2 p.c.
Enamelled ware, white	45 p.c.
Famous	50 and 10 p.c.
Imperial	50 and 10 p.c.
Green Wire Cloth	1 50

PETROLEUM.

Water white American	26 1/2 c.
Prime white American	24 1/2 c.
Water white Canadian	24 c.
Prime white Canadian	22 1/2 c.

SCRAP.

No. 1 cast iron	\$16 per ton
No. 2	8
Wrought iron scrap	5
Copper (heavy)	7 c. per lb.
Yellow brass (heavy)	7 1/2 c.
Light brass	5 c. to 6 c.
Lead pipe, or tea lead	2 c. to 2 1/2 c.
Zinc scrap	1 c.

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	\$ 0 34
Less than barrel lots	0 89
Linseed oil, raw	0 57
Boiled	0 60
Lubricating oils, Eldorado engine	0 38 1/2
Eldorado engine	0 27 1/2
Atlantic red	0 33 1/2
Renown engine	0 42
Black oil	19 1/2 to 1 1/2
Cylinder oil (according to grade)	55 to 74
Harness oil	0 56
Neatsfoot oil	1 00
Steam refined oil	0 85
Sperm oil	2 00
Pace-caster oil, first pressure	0 10
Lubricating oil	0 10

NOTES.

Cameron & Bell, a new firm of commission merchants, are moving into the premises lately occupied by Foley, Lock & Larson, on the corner of Princess street and McDermott avenue.

A. W. Smith, of Montreal, has leased the premises on the corner of Bannatyne east and Roric streets and will open up a general commission business, giving special attention to cigars.

The latest addition to western grain firms is that of The Dowd Milling Co., Ltd. This company have opened a comfortable office in the Canada Life Block and are placing buyers at a number of country points and will no doubt, in a short time, work up a good trade in the West. There is always a cordial welcome here for branches of reputable eastern firms.

NOVA SCOTIA MARKETS.

HALIFAX, Oct. 20, 1903.

THERE is absolutely nothing to complain of so far as Fall trade is concerned. Conditions are excellent in all sections of the province, and all our wholesale houses are doing a large business. Farmers in the Annapolis Valley are beginning to get returns for their enormous apple crop, and store bills that have been standing for some time are being paid. Business was never more active in the Valley than it is at present. Along the Intercolonial and in Eastern Nova Scotia there is more than the usual activity.

* * *

Hardware and fish are interests closely identified in this province, but so far the only effect of the partial failure of the Bank fishery has been to turn public attention to the necessity of making some improvement in the method of prosecuting the latter industry. The only Nova Scotians who have made a success of the Bank fishery are the people of Lunenburg County, and their success is chiefly due to the rigid economy practised on shipboard and in their homes. Few improvements have been made either in catching or curing the fish since the days of their forefathers. The present depression is causing these people to do some hard thinking, and it is hoped the result will be that our fish hereafter will be cured for the best, instead of the poorest, fish markets in the world.

* * *

There has been a material advance in fishermen's supplies. Tarred cotton lines have twice advanced in the last month. Manufacturers of nets are contemplating an increase of price. The trade here is chiefly in United States' nets. Some of

English make have been tried, but fishermen do not like them, as there is too much hemp.

* * *

An article that is in great demand here at present is cement. Stocks in the province are exhausted. Halifax jobbers have considerable quantities of English cement to arrive via steamer, but in the meantime they have been buying of each other until there is scarcely a barrel left in the city. The consumption of cement has been large, hence the exhaustion of stocks held here.

* * *

Turpentine has advanced four cents a gallon since last report. The price is expected to go higher, and a repetition of the high price of last Spring is probable. Linseed oil is easy, but the Halifax quotations are unchanged. There is an active demand for lumbermen's supplies, sheet metals and household hardware.

BRITISH COLUMBIA MARKETS.

VANCOUVER, B.C., Oct. 19, 1903.

IT is announced from Dawson by recent wires that the business of the two great commercial companies operating in the Yukon, The North American Trading and Transportation Co. and The Northern Commercial Co., have been amalgamated, or are about to be amalgamated. Each is a pioneer organization among the business houses of the Dawson and other Yukon camps. The N.A.T. & T. Co. is largely owned by the Cudahys, of the big Chicago pork packing concern. The Northern Commercial Co. is owned by San Francisco capitalists.

While each of these big companies is a distinctively American organization, the bulk of their trade has been in Canadian territory. The investment each company has in Dawson approaches \$2,000,000, while the stocks of goods they carry are not surpassed by any mercantile houses in the world. In addition to being established at Dawson, they are in the various districts all the way down the river to Nome and St. Michael's, though latterly The N. C. Co. has been withdrawing from Nome and The N. A. T. & T. Co. has been abandoning its posts at St. Michael's and Rampart.

While engaged in all lines of mercantile trade, the two companies have also been largely interested in steamer traffic, especially on the Lower Yukon, the combined fleet of the two being 30 steamers and 10 large barges, it is said. The big transportation fleet has been necessary because of the difficulties of means of carrying the

large quantities of goods necessary to stock their many posts all along the river. There has also been the necessity of carrying large quantities of freight up river, which was brought to St. Michael's in the open season by sea-going steamers. Heavy goods, all iron, hardware and similar stocks, were sent around by St. Michael's, though this year there has been great difficulty in getting stocks in at all by that route.

For some time past there has been great unanimity between the two companies, one carrying freight for the other and vice versa. The ocean steamers, some of them chartered from The Globe Navigation Co., have been used to carry freight from this port to Dawson for either one of the companies indifferently. The manager of The N. A. T. & T. Co., Mr. W. H. Ison, resident at Dawson, denies the truth of the rumor, but there is no question that an amalgamation is in process. Though the trade of the Yukon is largely controlled by these two big companies and by The Alaska Commercial Co., there are many smaller concerns, so that a combine, large as it may be, will not be a monopoly of the northern trade by any means. As Dawson and the Klondike are in Canadian territory, a large portion of the goods shipped in for the two big companies have gone from this port and are also of Canadian origin.

...

Last week a shipment of 85,000 ounces of silver, 999 fine, was made to the United States Government from the refinery at

Trail, B.C., to be sent via San Francisco to the Philippines for currency purposes. This is the first big shipment of refined silver from the new plant equipped at Trail smelter for the reduction of silver-lead bullion by the electrolytic process. For some months the electrolytic plant has been operating, and pig lead has been shipped. The plant is now made complete by the addition of plant to carry out the electrolytic process of separating copper and the precious metals. When the lead refinery was first established the silver slimes (composed of the precious metals and all impurities, such as arsenic, antimony, copper, etc.), were sent to United States refineries for reduction. Since the plant was completed there have been two shipments of refined gold, one of 300 ounces and one of 700 ounces, .995 fine, both shipments having been shipped to the Seattle assay office of the United States Government. This, and the shipment of silver for the Philippines, are believed to be the first refined precious metals from Canadian ores shipped from a Canadian refinery.

...

The German ship Lyra, due to arrive in Victoria harbor on or about Friday of next week, is bringing the first large shipment of Manila hemp direct from the Philippines via the Pacific Coast route. She carries 18,000 bales of hemp fibre from Manila. Previously all the hemp shipments have been by the Suez and Atlantic route. Speaking of this new departure, a shipping man said when the cargo was

reported: "This marks the beginning of a long and fierce fight for the carrying trade of the Orient, which has formerly gone by the Suez Canal. With the Lyra, Shawmut and the Tremont in the carrying trade on the Pacific, the Northern Pacific will be a hard competitor with the lines carrying via the Suez Canal. The big fight on the part of the Hill lines to control the carrying trade of both the Atlantic and Pacific waterways is on in earnest, and it will prove a hard and vigorous one. There is bound to be much rate-cutting between rival lines. The Pacific Mail Steamship Line, and other lines operating via the Suez, are bound to put up a hard fight to retain control of the carrying trade they have held so long."

...

In local hardware circles there is nothing very definite in the way of changes to note. The stocks of heavy metals, steel, iron and steel wire and sheet steel, as well as tinplate and other lines imported from the Old Country direct, are now very heavy, owing to big receipts by several steamers of late and by one or two large cargoes received by sailing vessel. Trade is good, because in the city building preparations are as lively as in June, and no chance of a let-up between now and Spring. The building of the Vancouver Power Co.'s power generating plant at the Lake Beautiful water-power station is well under way, and in a month or six weeks the city will have an accession to its power by electric energy produced by water power.



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that it pays to keep up Quality

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Pure "Island City" White Lead.

Pure "Island City" Decorators' Lead.

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TROUBLE IN THE SHOVEL TRADE.

As most dealers in spades and shovels are doubtless aware, manufacturers of these goods have recently been obliged to raise their prices, owing to the steady advance in the cost of wood handles. These indispensable parts are mostly imported, the chief source of supply being the United States. For some time past, however, a combination has existed amongst the American manufacturers of these handles, one result of the combine being, as usual, the advance of prices. The extent to which quotations have been enhanced is variously estimated at from 25 to 40 per cent., but, at any rate, the appreciation has been sufficient seriously to hamper the spade and shovel trade in this country. The cheapness of the handles in question has for some time past occasioned no little surprise amongst consumers, the low prices at which the goods have been offered on this side lending color to the suspicion that they were being sold at less than cost, in pursuance of the "dumping" policy of which so much has been heard lately in other departments of trade. Be that as it may, the plentiful supply of cheap tool handles has proved of great benefit to the British spade and shovel industry, and has enabled home manufacturers to augment their trade and capture many important new markets, especially during the last four or five years. Indeed firms who are in a good position to gauge the state of the business are of opinion that British trade in spades and shovels has been almost doubled during the period in question.

Now, however, all this prosperity is threatened with a partial if not a per-

manent eclipse by the price-raising tactics of the American handle-makers. When the firms forming the combine first commenced to advance their quotations, their British customers raised no serious objection. There was no discrimination in favor of the American makers of edge-tools. Prices were raised to them in the same ratio as to our own manufacturers. Quite lately, however, a change has come over the situation. The firms controlling the American shovel and handle industries have been putting their heads together with the avowed object of squeezing the British tool manufacturer out of his foreign and colonial markets. The policy of the combination is simple and perfectly plain. They propose to advance the prices of handles to the British manufacturer to a level which will render it impossible for him to compete with them in over-sea markets, and if they succeed in that enterprise they propose to follow up their success by a similar attack upon our home trade. The answer to that policy, of course, is equally simple. British manufacturers of tools must make their own handles or co-operate with British woodworkers for a similar purpose. The only reply our American competitors could make would be to corner the supplies of ash, but it is barely conceivable that they would go to that length. The proportion they use would not make it worth their while; and even if they did there are, it is thought, sufficient supplies of suitable timber in this country, in Hungary, and elsewhere to meet our requirements for many years. As to the question of co-operating with the woodworkers, there should be no insuperable

difficulty about that. But failing a working agreement with the handle-makers on this side, British spade and shovel firms might consider it worth while to embark upon the production of handles for themselves, as some of the largest shovel-makers in the States already do, and thus make themselves independent of trusts and combines. Already we hear of movements amongst the home manufacturers of spades and shovels for rendering themselves independent of outside sources of supply in this matter of handles, and in one instance at least we are informed that an important plant has been laid down for cutting out D handles, and that experiments are being made with other woods than ash, of which the supplies in this country are by no means too plentiful.—Ironmonger, Oct. 3.

WILL MAKE OFFICE FURNITURE.

The Canadian Wood Mfg. Co., Limited, of Farnham, Que., have equipped a large factory for the manufacture of office, school and library furniture. The company have their own timber limits, have magnificent water-power facilities, and have installed thoroughly modern machinery, and so look forward to a large business, conducted under advantageous conditions. The export trade will be cultivated chiefly, and a London office has been opened at 3 Farringdon street. Wheels will be set in motion about November 1. Chas. L. Willis, of London, Eng., is president; Chas. E. Stone, vice-president; W. Grant Morden, managing director. The W. Grant Morden Co. are sole selling agents in Canada with the head office in Manning Chambers, Toronto, in charge of F. W. Atkinson.

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Imperial French Green
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PHILADELPHIA.

And CELEBRATED
English Varnishes
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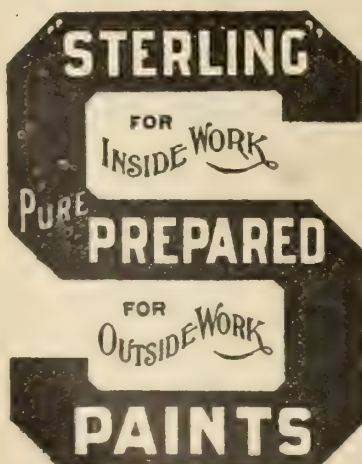
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MONTREAL. LIMITED.



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Linseed Oil, Turpentine, Varnish, and
Machine Oil Barrels.

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is the attractive way in which they are put up. And you know how much the appearance of package goods helps to sell them.

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though, is the earnest, effective advertising effort we put forth to bring paint users to YOUR store for Sterling Paints—if you handle them. Do you? You'd better arrange to carry a supply, then have us put our schemes to work in your interests. Write to-day before the other fellow does.

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(GRANT-HAMILTON OIL COMPANY)

TORONTO. MONTREAL. WINNIPEG.

Department of Advertising Service

PAINT, OIL AND BRUSH TRADES

COLOR EFFECTS.

THE study of color effect is the basic study of the decorator's art, says a writer in *The Plumber and Decorator*. There is no need to be afraid of color. In fact, the decorator who will use color freely, firmly and very liberally, and will induce his customers to have colors used according to his tastes, with proper ideas of harmony, will find the homes he decorates improved one hundred per cent.

Formerly the subdued wall papers gave no character to the walls, and did not help out the other home decorations. Now the whole room is enriched, the furniture is given a positive setting, and there is a reflection from the wall paper that gives the one essential of all to the decorations of a room—positive character.

It is sometimes a little difficult to convince a customer that bold colors are the proper ones to use. Many women think that washed-out, comparatively insipid designs are more refined. However, it has been demonstrated that even green and blue, which, it is often thought, will hardly go together, can be made to harmonize beautifully. Colors seemingly in glaring contrast are brought together, and we find harmony. Put together properly, they are rich and in no wise obtrusive. In such cases we will generally find that somehow or other a little yellow is worked in. Yellow seems to be the color that links all others.

Of course we are not in favor of any glaring, incongruous effects in colors. Bold colors, to be artistic, must be used with particular care to be in harmony. The tendency toward such forms of richer harmony is growing stronger, and the demand for bold designs and strong, striking colors will be even greater in the future than now.

ORIGIN OF PETROLEUM.

THE origin of petroleum is one of the most obscure problems by which geologists are confronted. Numerous widely different theories have been advanced and advocated by geologists and chemists during the last fifty years, but as yet there is none which can be regarded as generally accepted and of universal applicability. In the present connection any full discussion of these

theories is manifestly out of place, and only a bare outline of the most important ones will be given. It should be stated, however, that numerous facts have come to light in the development of the Coastal Plain field which have a very direct bearing upon theories of the origin of the oil.

The theories may be divided into three main groups—(1) Those which attempt to explain the origin of oil by inorganic agencies, (2) those which ascribe it to an organic origin, and (3) those which involve both inorganic and organic agencies. In 1866 Berthelot suggested that water containing carbonic acid or an earthy carbonate coming in contact with metallic sodium or potassium at a high temperature might produce both liquid and gaseous hydrocarbons such as are found in various oil fields. In 1877 Mendeleff published his theory, which remains the most plausible of all the inorganic theories thus far proposed. Stated briefly, it is that water percolating downward through fissures in the earth's crust comes into contact, under conditions of temperature and great pressure, with metallic carbides; that a chemical reaction takes place, with the formation of metallic oxides and saturated hydrocarbons, and that the latter ascend and impregnate the porous beds of sedimentary rocks in which they are now found. Various modifications of the theories of Berthelot and Mendeleff have been suggested by other chemists, but these contain the essential of all the purely inorganic theories which merit consideration. The fact is unquestioned that hydrocarbons similar to or identical with some of the constituents of natural petroleum may be produced in the laboratory by the action of inorganic substances, but no geologic or other evidence that these reactions actually take place in the earth's crust has been discovered. The conclusion must, therefore, be that while the inorganic theory is attractive it is not proved.

A CRITICISM OF PAINT REMOVERS

A CONTEMPORARY. The *Painting World*, does not have a high opinion of some of the paint removers now on the market. It says:

"If removers are made on the creosote

or carbolic acid basis, they are obnoxious in odor, and these acids cannot be neutralized, that is, the effect of the acid cannot be killed, especially when absorbed in spongy wood, cracks, joints, deep mouldings or carvings. They also have very dangerous effects on the hands of workmen.

"If made on the fusel oil or amyl spirit basis, they are most dangerous to health, and are highly inflammable and explosive. Ethers, gun cotton, collodion, the well known banana liquid, also the poison in whisky, contain as their basis fusel oil. Everybody knows the danger of all of them, and it is a very unscrupulous undertaking of some firms to sell under a spurious name, an article containing a deadly poison, which should be handled only by experienced persons. Furthermore, removers should not be used if they contain greasy or fatty ingredients. Because, despite the utmost care, those ingredients cannot be thoroughly cleaned out of corners, carvings and cracks, they will settle in pores and they will not allow the bleaching of discolored wood; neither will they allow the proper hardening of paint and varnish used afterwards.

"Lime, potash, soda, ammonia, etc., are not advisable to use in their natural state, because those materials will destroy the fibre of the wood, they will harden or dry very quickly; some of them, including above described materials, will cause the varnish to gum, and, in addition, will dissolve more than one coat at a time, requiring a constant applying and scrubbing, causing an overflow on floors. They are difficult to use on overhead surfaces, and, in general they are very inconvenient to all concerned."

WINNIPEG PAINT FIRM TO ENLARGE.

Owing to a large increase in their business The Winnipeg Paint and Glass Co. have decided to enlarge. Plans for a six-storey stone warehouse have been prepared, and the contract for the erection of stone let to John Gunn. The warehouse will be situated on the Transfer track and will be built entirely of stone. The work will commence at once.

NEW COLOR WORKS.

The new color house of The Canada Paint Co., Ltd., Montreal, is almost complete, and the new labor-saving machinery is now being installed. The structure is of ample proportions and will give The Canada Paint Co. almost the amount of space they have had heretofore for making colors of every description. Everything about the new works is of the most substantial character, and no expense has been spared in preparing to supply all the demands of the trade. With these extensive additions to their works The Canada Paint Co. should be able to fill all orders promptly.

PAINT AND OIL MARKETS.

MONTREAL.

THE further advance in turpentine predicted in our last issue has not been made. Turpentine is a little firmer at points of production, but not sufficiently so to warrant any change in quotations this week. The market is particularly strong at present, and any changes made are sure to be advances. Linseed oil remains steady at figures given below, and there are no special features to note. General business has been somewhat quiet during the week for immediate shipment, but a number of good round orders have been placed to be forwarded before the Winter freight rates go into effect. We quote:

GROUND WHITE LEAD.—Best brands, Government standard, \$4.90 to \$5.15; No. 1, \$4.50 to \$4.77½; No. 2, \$4.30 to \$4.40; No. 3, \$3.92½ to \$4.02½; No. 4, \$3.55 to \$3.65, all f.o.b. Montreal. Terms, four months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—\$4.50 in casks, and in kegs \$1.75.

DRY WHITE ZINC.—Pure dry, in casks, 6½c.; in 100-lb. kegs, 6¾c.; No. 1, zinc, in casks, 5½c.; in 100-lb. kegs, 5¾c.

WHITE ZINC (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No. 2, 6c.

PUTTY.—We quote: Bulk, in barrels, \$1.50; in 25-lb. tins and irons, \$1.85; bladder putty in barrels, \$1.75.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, 7½c.; smaller quantities, 8½c.

RED LEADS.—Genuine red lead, in casks, \$4.25; in 100-lb. kegs, \$4.50; in less quantities, \$5.50 per 100 lb. No. 1 red lead, casks, \$4; kegs, \$4.25, and smaller quantities, \$5.25.

LITHARGE.—Ground, casks, 5c.; in less quantities, 5½c.; flake litharge, casks, 85; smalls, \$5.50 per 100 lb.

LINSEED OIL.—Raw, 1 to 4 bbls., 48c.; boiled, 51. Raw, 5 to 9 bbls., 47c.; boiled, 50c. Terms, net cash in 30 days. Delivered in Ontario between Montreal and Oshawa at 2c. per gallon advance.

PAINT, OIL AND BRUSH TRADES

TURPENTINE. Single barrels, 85c.; 2 to 4 barrels, 81c. Standard gallon of 8.6 pounds. Terms, net cash in 30 days.

BENZINE.—25 to 26c.

SHELLAC VARNISH.—Pure white, \$2.60 to \$2.80; pure orange, \$2.45 to \$2.65; No. 1 orange shellac, \$2.30 to \$2.50.

MIXED PAINTS.—\$1.20 to \$1.40 per gallon.

CASTOR OIL.—8¼ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

TORONTO.

Activity is still manifest in such lines as prepared paints, varnishes, sundries, etc. Staples, such as turpentine, linseed oil and white lead are only in fair demand. There is no change in prices, though some dealers are quoting turpentine at 85c. An advance on the part of other dealers is anticipated. Some buyers of linseed oil are holding back orders in hope of a decline, which jobbers claim is improbable. Quotations are:

WHITE LEAD.—Ex-Toronto, pure white lead, \$4.90 to \$5.05; No. 1, \$4.45 to \$4.65; No. 2, \$4 to \$4.25; No. 3, \$3.75 to \$4; No. 4, \$3.50 to \$3.75 in packages of 25 lb. and upwards; ½c. per lb. extra will be charged for 12½-lb. packages; genuine dry white lead, in casks, \$5.02½.

RED LEAD.—Genuine, in casks of 560 lb., \$4.75 to \$5; ditto, in kegs of 100 lb., \$5.25 to \$5.50; No. 1, in casks of 560 lb., \$4 to \$4.25; ditto, in kegs of 100 lb., \$4.25 to \$4.50.

LITHARGE.—Genuine, 6 to 6½c.

WHITE ZINC.—Genuine, French V.M., in casks, \$6 to \$6.25; Lehigh, in casks, \$6 to \$6.25.

SHINGLE STAIN.—In 5-gallon lots, 60 to 85c. per gallon.

PARIS WHITE.—90c. to \$1 per 100 lb.

WHITING.—60 to 65. per 100 lb.; Gilders' whiting, 75 to 80c.

SHELLAC.—Pure orange, in bbls., \$2.35; white, \$2.50 per gallon; No. 1, 15c. less; in less quantities 30c. extra, including price of can.

GLUES.—Broken sheet, in 200-lb. bbls., 8 to 8½c. per lb.; cabinet glue, in bbls., 11½ to 12c.; emery glue, in bbls., 17c.; bookbinders', ground, 10½c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

PUTTY.—Bladders, in bbls., \$2.25; bladders, in 100-lb. kegs, \$2.40; bulk, in bbls., \$2.05; bulk, less than bbls. and up to 100 lb., \$2.20; bladders, bulk or tins, less than 100 lb., \$2.95.

PLASTER PARIS.—New Brunswick, \$2 per bbl.

PUMICE STONE.—Powdered, \$2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots and 8c. in bbls.

LIQUID PAINTS.—Pure, \$1.20 to \$1.40 per gallon; No. 1, \$1.10 per gallon.

BARN PAINTS.—65 to 70c. per gallon.

CASTOR OIL.—English, in cases, 8 to 9c. per lb.; and 9 to 10c. for single tins.

LINSEED OIL.—Raw, 1 to 2 bbls., 51c.; boiled, 54c.; 3 to 5 bbls., raw, 50c.; boiled, 53c., delivered. To Toronto, Hamilton and London, 2c. less.

TURPENTINE.—Single bbls., 84c.; 2 to 3 bbls., 83c., delivered. Toronto, Hamilton and London, 2c. less. For less quan-

SATISFIED

That's how you'll feel after you've once had the agency for "ANCHOR" LIQUID PAINT.

That's how your customers will feel after once using it.

"Anchor" Liquid Paint

has been on the market for 30 years, and has always given satisfaction. The only white lead used in its manufacture is the best in the world—BRANDRAM'S B. B. GENUINE. We supply advertising matter liberally.



HENDERSON & POTTS

ESTABLISHED
1874,

Halifax and
Montreal.



tities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

WINDOW GLASS.

MONTREAL.

Stocks throughout the country are now pretty well sorted, and although prices for small quantities are unchanged it is said that considerable concessions may now be obtained for large quantities for direct shipment from the wharf. We quote: First break, 50 ft., \$1.85; second break, \$1.95 for 50 ft. First break, 100 ft., \$3.50; second break, \$3.70; third break, \$4.20; fourth break, \$4.45.

TORONTO.

An excellent business is being done from stock both in window and ornamental glass. Prices are steady. We quote: Star, under 26 in., \$3.80; 26 to 40 in., \$4; 41 to 50 in., \$4.50; 51 to 60 in., \$4.75; 61 to 70 in., \$5; 71 to 80 in., \$5.50, Toronto, Hamilton and London.

AN ENLARGED FACTORY.

In a recent issue, reference was made to the extensive additions which the Wire & Cable Co., of Montreal, are building to their factory at the corner of St. James and Guy streets in that city. It is expected that these new and extensive buildings will be completed within six or seven weeks. Operations were commenced in the Spring and the work has been proceeded with rapidly in spite of a strike of the bricklayers laborers, which caused no little delay.

A representative of "Hardware and Metal" paid a visit to the new works early in the week and found that while they are yet unfinished the insulated wire section is already well advanced and should be ready for use in less than three weeks. It is a large four storey, red brick structure of very substantial appearance, with dimensions at the base of 165 feet by 135. Immediately to the east another building is rapidly being erected, but it is not yet quite so far advanced. The ground floor of this building will be used as a wire mill. Still another building is in process of erection further east and extending to

Lusignan street. Almost half a block is taken up with these new buildings, and when they are all in working order, in addition to the large factory to the north now in operation, the Wire & Cable Co. will have a plant that should compare favorably with any factory in the city. That such a large factory is warranted by the increasing trade, with which, in their old quarters they were unable to cope, there can be no doubt. Electricity is coming into more general use every year and the company are therefore compelled to expand.

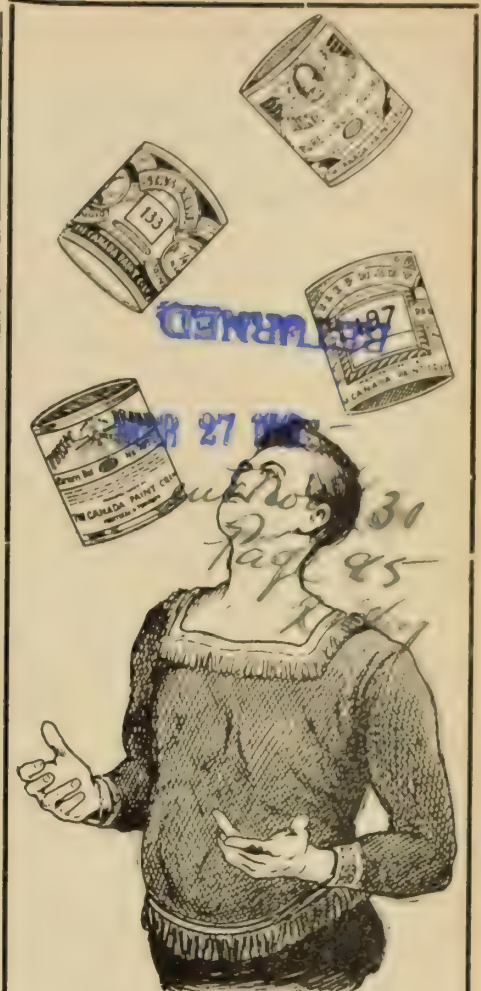
In these new and extensive works nearly 1,000 horsepower will be used. It is the intention to turn out in large quantities wires of all kinds—electric cables, underground power cables, and brass and copper wire of all kinds. When the new works are all in operation there will be employment for nearly 100 men, an increase of about 60 per cent. over the number now employed.

COMING TO MONTREAL.

It is rumored in Montreal business circles that the Maritime Nail Co., of St. John, New Brunswick, intend establishing a branch in Montreal from which to supply the trade in the West. The report is neither denied nor confirmed, but "Hardware and Metal" is in a position to state that such a move is in contemplation and the company have, in a well known Montreal business man, a prospective agent who should be able to build up for them an extensive trade in Montreal, Ontario and the Northwest.

CORDAGE MANUFACTURERS MEET.

On Tuesday, October 20, there was a meeting at the Windsor Hotel, Montreal, of the Canadian Association of Cordage Manufacturers. At the conclusion of the meeting "Hardware and Metal" saw some of the members, but all agreed that no changes in the price of cordage were in contemplation. Adam Smith has told us that men in the same business cannot meet without devising ways and means of raising the price of their goods, but his opinions are sometimes astray, and certainly do not apply in this instance. Matters of general interest to the association were discussed, but at the conclusion of the meeting there was nothing for publication.



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are the standard Canadian paints, their excellence is unquestionably admitted, and happy is the man who secures one of them for his 1904 trade. Address:

THE**CANADA****PAINT****COMPANY,****LIMITED.**

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HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works
or from the principal Color Dealers in Canada.

HEATING AND PLUMBING

DISPOSAL OF HOUSE SEWAGE FOR FARM HOMES.

IN the matter of public sanitation the question of effectually disposing of sewage in small towns and villages is one of the most important problems that has engaged the attention of scientific men. The great cost of a system of sewage as used in large places has rendered this course impracticable while the use of privy vaults and cess-pools has been found objectionable and dangerous. That there is a desire on the part of those living in towns and villages, as well as in less populated districts for what are known as the "Modern Conveniences" of the city is evidenced by the thousands of cess-pools in existence or being built for the purpose of hiding away far beneath the surface of the earth the various organic and liquid wastes from the private residence, public house or institution, as the case may be.

Those in authority labor under the dangerous yet common delusion that "so long as the stuff is put down deep enough there is no danger," and herein lies one of the greatest causes of many of the diseases which at times are epidemic in whole communities, viz., the pollution of the water supply.

How is the water supply polluted by decaying organic matter buried deep under the surface of the earth?

In answer to this question a brief explanation of the existing physical conditions may be more convincing than bald assertions without the reasons being given therefor.

Over the whole surface of the earth, where vegetation is possible, nature has provided a most wonderful scavenger system, composed of millions of little workers to the cubic foot: these little workers are known as microbes, other species are also found in vast numbers in the water and air.

The natural functions of many of these microbes tend to produce one result, viz., purification, and when one comprehends that both the sun and air are essential to the life of the various species of microbes which are necessary to the proper decomposition of waste matter, it will be unnecessary to state that in the deep sub-soil where both are impossible,

microbe life cannot exist, and hence it is stated that instead of being converted into life-producing matter at the surface of the earth, with its dangerous properties destroyed, organic matter is allowed to decay and putrify in the deep dead earth until it is washed into some near by well or stream, there to cause the innumerable ills produced by drinking impure water.

It may be said that wells are too far removed from cess-pools to be in any danger from this source, but the experience, of the village of Lawson, near Basle, in Switzerland, will be sufficient to controvert any assertion to that effect.

In the village referred to, which has not within the memory of man been visited by epidemic typhoid, and in which not a single case had occurred for many years, there broke out in the year 1882 an epidemic which simultaneously attacked a large portion of the inhabitants.

About a mile from Lawson, and separated from it by the mountainous ridge of the Stockhalden, which was probably an old moraine of the glacial epoch, lies a small parallel valley, the Furlenthal. In an isolated house situated in the valley, a farmer who had just returned from a long journey, was attacked by typhoid, and within the next two months three other members of the family contracted the disease; the dejecta from the patients, together with all the house slops, having been emptied into a small brook which flowed past the door.

Ten years previously it had been proven that direct connection existed between this brook and the springs on the mountain side, which supplied the village with water; and as the disease had not occurred in a single house supplied with well water, the authorities suspected that the water supply derived from the springs was infected with the disease germs, and, on investigating found conditions existing as related above. In order that the connection between the brook and the springs might be proven beyond doubt, the following ingenious experiment was made: Eighteen hundredweight of salt was dissolved in water and then emptied into the brook, with the result that within a few hours the water coming from

the springs was of a decidedly salty flavor. A similar experiment with two and one-half tons of flour produced no result, showing that while the earth was capable of filtering the water so well that even such minute particles as wheat flour were prevented from passing through, it was incapable, without the presence of air and microbes, to properly purify and oxidise it.

This remarkable case shows:

1st. That the power of mischief possessed by sewage placed beyond the action of bacteria is enormous.

2nd. That the diffusibility of typhoid poison in water is practically infinite.

3rd. That water containing the germs of disease may not be purified by filtration through a mile of solid earth (a filter so fine as to arrest particles of wheat flour).

The moral to be drawn from the foregoing is that the greatest care should be exercised in the disposal of waste matters, and that under no circumstances should they be buried deeply under the surface of the earth.

The question will be asked, "How is decaying matter to be disposed of at the surface of the earth without creating a nuisance?" In answer to this question it may be said that as far as it applies to human excreta, two methods have been found to work successfully, viz.—the dry earth closet, the contents of which are dug into shallow trenches at regular intervals, and the septic tank system, the latter being preferable, for the reasons that while it performs all the work of the dry earth closet it will also take care of all the liquid wastes from the house, and it requires little attention, while the former depends for its success upon unremitting care.

(To be continued next week.)

TORONTO BUILDING PROSPECTS.

Every indication points to an unusually active building boom in Toronto next Spring. On every hand is heard the complaint that houses of every class are unobtainable for rent. Several families have been compelled to spend the Winter in houses in the suburbs which were designed only for Summer use. Others have been forced to move to East Toronto, Toronto Junction, or some other place on the outskirts of the city. What is true of resi-

HE DEMONSTRATES.



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Are you getting all the trade you want or can get in the paint business to-day?

Why not take up a line of

"RAMSAYS PAINTS"

and let us tell you how we will help to make it a line in your business that will bring you money and help to increase your sales in other goods as well?

A. RAMSAY & SON
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THE PAINT
MAKERS

FIRE!

The fire in our factory ten days ago was not an unmixed evil. The compulsory rebuilding and equipment mean enlargement and betterment. **GLOBE PAINTS** were good before. We are not ready to say that they will be better now. One thing is certain, however: They will be no worse; better if possible.

Shipments will not be interrupted because of the fire. Give us your orders just the same—direct or to our travellers.

The **GLOBE PAINT CO., Limited**
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Want Trade?



If so, you doubtless realize that the goods must be the best of their kind in quality and workmanship. This is especially true of Paint Brushes. For nearly half a century

Boeckh's, Toronto,

and Bryan's, London, Brushes

have been upon the market. They are in the very front rank as ready sellers because their manufacturers' highest and constant aim is to please both dealer and purchaser. Larger facilities in making now enable us to manufacture better goods than ever, and at lower prices, with the widest margin of profit to dealers.

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LONDON BRANCH: 71 Dundas St.

dences is true in an almost greater degree of warehouses. During the last month or two several firms have sought throughout the central portion of the city for a suitable warehouse, but owing to utter impossibility of securing one have been compelled to defer their establishment of a Toronto warehouse or factory. If the labor unions will be wise enough to let well enough alone next Spring there will be activity such as has not been felt in building operations at Toronto even in the recent busy years. But it is whispered that the painters have about decided to make another attempt next year to get the advance in wages which they so miserably failed in their attempt to get last Spring. In the meantime Toronto plumbers are looking forward to a particularly active year in improvements to heating and plumbing systems in that city during the coming Winter.

WATER GAS FOR POWER AND WELDING.

During the last few years such improvements have been made in Germany in the manufacture of water gas that it has been made possible to produce 40 cubic feet of pure gas per pound of coke, says Dr. Oscar Nagel, New York. For this reason water gas has been largely introduced abroad for power and welding purposes. The cost of water gas for 1 horsepower hour (30 cubic feet of water gas) is 0.15 to 0.18 cents. The consumption of gas is about 750 cubic feet per foot of welded joint. The saving in a water gas welding plant, with a daily capacity of 330 feet of tube, up to a diameter of 8 feet, is \$25,000 per year (300 working days), as compared with coke welding. Water gas welding is absolutely clean and dustless, and requires considerably less space than coke welding.

STARTING THEIR OWN PLANT.

Cullen & Johnson, Toronto, are occupying new and more commodious premises at 53 Colborne street. Six months ago this firm were manufacturers' agents only; to-day they are manufacturers, making plumbers' supplies. This development was forced upon them owing to the great difficulty in getting goods from the brass foundries. Machinery has been installed, tools are being assembled, patterns are ready. Cullen & Johnson continue to represent The Canada Radiator Co. of Port Hope, and Kohler's enamel baths, lavatories, etc. They also carry in stock a full line of plumbers' brass goods.

BUILDING NOTES.

Work has commenced on the new factory of The Western Implement Dealers, Winnipeg.

The lighthouse on the Port Colborne, Ont., breakwater, which has been in course of construction for some two months, is now completed.

Joseph Bourque, of Hull, Que., has been awarded the contract of erecting the new post office at Alexandria, Ont. The price is said to be \$11,000.

The new Majestic Opera House, which is being erected in Toronto on the site of the old Toronto Opera House, is claimed to be one of the finest on the continent. The building is now about completed.

A movement is on foot in St. Boniface, Man., to build a new cathedral. Plans have already been drawn up and are awaiting inspection. The cathedral will be one of the finest of its kind in Canada and it will cost \$300,000.

The contract for the erection of the new warehouse for Oscar Brown & Co., commission merchants, Vancouver, B.C., has been awarded to J. McLuckie. Work will be commenced at once and it is expected that the building will be completed in a month's time.

It is reported that building operations are very brisk in Edmonton at the present time. Excavation work has commenced for the new Bank of Montreal building. Work will be started immediately on the excavation for the Bank of Commerce and a fine stone and brick building will be erected in the Spring. It is reported that The Hudson Bay Co. will erect an \$80,000 store and offices next Summer.

BUILDING PERMITS ISSUED.

MONTREAL.

N. Chartrand, 1119 St. Andre, to erect one two-storey third-class house on St. Andre, to cost \$1,800.

A. Leveille, 464 Dorion, to erect one two-storey third-class house on Cavillier, Hochelaga, to cost \$1,800.

Mederic Leclair, 363 Panet street, to erect one two-storey third-class house on St. Hubert, to cost \$1,200.

F. Racicot, 135 Laval avenue, to erect one third-class two-storey house on Hotel-de-Ville, to cost \$1,000.

Daniel J. Creighton, 89 Church street, to erect one two-storey second-class house on Oxenden avenue, to cost \$3,500.

Theodore Gaboury, 616 Mentana, to erect one two-storey third-class house on Gauthier, St. Mary, to cost \$2,300.

Miss J. A. Davie, to erect two three-storey third-class houses on Fullum street, St. Mary, to cost \$3,425 each.

A. Prefontaine, 866 St. Andre, to erect one two-storey third-class house on Dorion street, St. Mary, to cost \$2,400.

Ed. Garveau, 181 Mitcheson street, to erect two two-storey second-class houses on Hotel-de-Ville, to cost \$1,500 each.

F. Berube, 520 Drolet street, to erect a one-storey third-class house on Huntley street, St. Denis, to cost \$925.

Chas. McGinley, 4 Aylwin, to erect a three-storey third-class house on Duquette, to cost \$2,000, also a similar house on Joliette, to cost \$2,000.

The Sisters of the Holy Names of Jesus and Mary, 369 Lagauchetiere, St. James Ward, for alterations to building, to cost \$1,100.

F. Tremblay & Co., 400 William street, to erect five three-storey third-class houses on Mount Royal and Bayer streets, to cost \$3,000 each; architect, C. H. Bernier.

TORONTO.

Adam Bros, to erect a four-storey brick warehouse on Frederick street, to cost \$20,000.

Andrew Nelson, one pair semi-detached dwellings on Manning avenue, to cost \$5,000.

Ernest R. Lea, to erect a two-storey dwelling on Wardell street, to cost \$1,200.

Geo. T. Lea, to erect two semi-detached dwellings on Wright avenue, to cost \$3,000.

W. D. Wilson, to erect a two-storey and attic dwelling on Walmer Road, to cost \$4,100.

Consumers Gas Co., additions to engine house on Parliament street, to cost \$3,500.

J. Wheeler, to erect a two-storey brick detached dwelling on Lowther avenue, to cost \$5,000.

S. F. Aberdeen, to erect two pair semi-detached dwellings on Fern avenue, to cost \$8,800.

Rudd Harness Co., to erect a three-storey brick factory on King street west, to cost \$9,000.

Century Baptist Church, to erect a brick and stone church on McPherson avenue, to cost \$12,000.

Estates, Limited, to erect six attached two-storey brick dwellings on Shanly avenue, to cost \$6,000.

Alex. McCurdy, to erect two detached two-storey and attic brick and stone residences on Dovercourt Road, to cost \$6,000.

John and Joseph Kee, to erect two pair semi-detached and one detached two-storey brick dwellings on Dundas street, to cost \$10,000.

PLUMBING AND HEATING NOTES.

It is said that the City Council of Ottawa may purchase the stock which is not already held by it in the gas company of that city. At present the council owns \$25,000 worth of stock, and there is a remainder of \$55,000. The company offers to sell the remaining stock at 10c. on the dollar.



"Ever Ready"
Trade Mark.



"Ever Ready" Electric Flash Light.



"Ever Ready"
Electric Candle.

"EVER READY" FOR THE TRADE

A LINE OF GOODS YOUR CUSTOMERS DESIRE.

They are **Practical, Useful, Novel**, and make attractive and pleasing presents for the holiday trade. Write to-day for our illustrated catalogue with trade discounts.

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AUER LIGHT MANTLES
LONGEST LIFE & BRIGHTEST

OUR
TRADE MARK

A COMPARISON

TRASH

A cheap mantle gives a fair-light for a few nights, then grows dim and shrinks up to a "wasp-waist" like this:

This is caused by the cheap chemicals which the manufacturer used.

The
"Wasp-Waist"
Cheap
chemical.



QUALITY

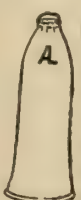
A good mantle, which cannot shrink, made of the purest chemicals, is the only kind we put our trade mark **A** on. It guarantees

you **A** the best that is made and will satisfy your customers.

Lowest prices on mantles, shades, chimneys, globes and sundries.

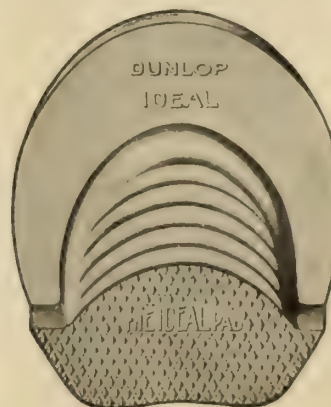
Write us if you are interested.

AUER LIGHT CO., MONTREAL



The
Auer
Light
Mantle
Pure
chemicals.

An Absolute Necessity



A modern necessity is a Horse Shoe Pad. They are positively an imperative necessity in the city where artificial road beds are employed. In the country they smooth the roads for "Dobbin".

DUNLOP
Improved
"Ideal" Pads

prevent slipping—
balling in winter—
cure lameness—prevent cracking of the hoofs. Enlarge the
working possibilities of its life and make it valuable in old age.

Write for prices and particulars.



THE DUNLOP TIRE CO., Limited,
TORONTO, CANADA.

Agencies: Montreal, St. John, Winnipeg, Vancouver.

INDUSTRIAL GOSSIP

HARDWARE AND METAL would be pleased to receive from any authoritative source industrial news of any sort; the contents of incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news, etc. All such correspondence will be treated as confidential when desired.

THE Kipp Oil Co., Ltd., Chatham, Ont., have been incorporated with a share capital of \$150,000, to prospect for oil, etc. The provisional directors of the company are: G. W. Kipp, Piquetawiney, Pa.; E. F. Kizer, Towanda, Pa.; J. F. O'Keefe, Mount Clemens, Mich.; J. T. O'Keefe and W. R. Hall, Chatham.

The Guelph Axle Co., Guelph, Ont., are about to erect a new factory on Wellington street, adjoining the present one. The building will be 12 feet by 100 feet in dimensions and one storey in height. It will be constructed of brick. The increase in the business of the company has demanded an increase in capacity of their plant. The new building will be used for the manufacture of springs.

The Canadian Bearings Co., organized recently, are going to establish their plant in Hamilton, and expect to have operations commenced by the beginning of next year. The company will manufacture Wright's Taper Roller Bearing for road vehicles, automobiles, railroad cars and shafting. The company is capitalized at \$100,000, and at first about thirty hands will be employed in the plant.

The Sydney Post says that it is probable that The Cape Breton Silicate Brick Co., North Sydney, will sell to a syndicate of Halifax capitalists the right to manufacture the silicate bricks in Nova Scotia. The Cape Breton company controls the right throughout the Maritime Provinces. If such a sale is made the Halifax men will erect a large plant in the city for the manufacture of the bricks.

The Sanderson-Harold Co., Ltd., manufacturers of refrigerators, screen doors and windows, etc., have built an extension to their works in Paris. The extension is a fine building 100 feet x 50 feet, of two storeys. This building will be used as a storehouse, which has been made necessary owing to the increase in their business and the large variety of stock which must be carried in their line of business.

The Stratford Beacon says that Stratford may have a new industry before long. A local manufacturer has interested himself in a communication from a New York firm, asking what the prospects are in Stratford for the successful operation of a manufacturing concern turning out small wooden goods, such as axe, fork and broom handles. The interested manufacturer does not see why such a scheme should not be successful, and has

communicated with the New York firm.

It seems that the selection by The Singer Sewing Machine Co., of New York, of a suitable site for the establishment of a large Canadian branch will fall either on Cornwall or Ottawa East. Both places are making very good offers to the company, the one from Ottawa being a free site containing thirty-five acres, exemption from taxes for twenty years and a continuous supply of power night and day at \$15 per horsepower. Sherbrooke has also made an enticing offer to the company, but it is not expected that that city will secure the industry.

NOTES.

A scheme for the construction of a new admiralty graving dock at Esquimalt, B.C., has been projected.

The saw mill and stave factory of G. B. Coates, at Cowal, Ont., has been destroyed by fire. The loss is estimated at \$1,500.

West Canadian Collieries, Ltd. incorporated in Great Britain, have been empowered to carry on mining operations in the Yukon and Northwest Territories.

The Saginaw Lumber & Salt Co., incorporated in Michigan, U.S., have been granted a supplementary licence to manufacture and deal in salt, and to manufacture barrels in Ontario to the extent of \$100,000.

The Fence Mfg. Co., Ltd., Stratford, Ont., have been incorporated with a share capital of \$30,000, to construct wire fences. The provisional directors of the company are: W. H. Coulton, Christian Werner and H. J. Hanan, all of Perth County, Ont.

Sexton & Co., Ltd., Toronto, have been incorporated with a share capital of \$40,000, to carry on the business of a public and private contractor. The provisional directors of the company are: Peter Ryan, J. Cotterill and W. F. Sexton, all of Toronto.

The Superior Land Co., Ltd., Toronto, have been incorporated with a share capital of \$50,000, to deal in real estate. The provisional directors of the company are: J. S. Lovell, Wm. Bain, E. W. McNeill, Robert Gowans and Richard Richardson, all of Toronto.

Le Credit Cooperatif, Limite, Montreal, has been incorporated with a share capital of \$10,000, to deal in clothes, jewellery, furniture, carpets, books, etc. The provisional directors are: J. E. Guimond, A. Houle, Z. Daoust, J. A. Guimond and Florida Bolduc, all of Montreal.

The Avenue Realty Co., Ltd., Montreal, have been incorporated with a share capital of \$100,000, to deal in real estate. The provisional directors of the company are: D. C. MacCallum, E. S. C. Desbarats, David Watson, D. Sheppard and T. Brosseau, all of Montreal.

The Ottawa Free Press, Ltd., Ottawa, have been incorporated with a share capital of \$100,000, to publish and sell a daily paper. The provisional directors of the company are: Alfred Wood, Annie King, J. H. Taylor, G. B. Van Blaricom and J. A. Ritchie, all of Ottawa.

The Parisian Corset Mfg. Co., Ltd., Quebec, have been incorporated with a share capital of \$65,000, to manufacture and deal in all kinds of corsets. The provisional directors are: J. A. Cote, E. E. Ross, F. A. Borden, F. S. Bruneau and Marie L. Garneau, all of Quebec.

The Belmont Gold Mine, Ltd., incorporated under the laws of the British Parliament, have been granted a license to carry on in Ontario the operations of a mining, milling, reduction and development company, provided that in so doing a sum not more than \$80,000 be used.

The Purdom, Gillespie Hardware Co., Ltd., London, Ont., have been incorporated with a share capital of \$20,000, to carry on in all its branches the business of a hardware merchant. The provisional directors are: John Purdom, W. B. Gillespie and Alex. Purdom, all of London.

The James Dunlop Co., Ltd., Hamilton, Ont., have been incorporated with a share capital of \$50,000 to manufacture and deal in grain and cereals. The provisional directors of the company are: Jas. Dunlop, H. M. Dunlop, A. Marshall, F. J. Magee and W. U. Tossell, all of Hamilton.

The Alabastine Co., Paris, have doubled their capacity for manufacturing plaster Paris. They are putting a railroad into their mine at Paris for taking out the rock. Their business has grown till they now require the output of four mines, two in Paris, one in Caledonia, and one in York.

The Canadian Northern Transfer Co., Ltd., Winnipeg, have been incorporated with a share capital of \$500,000, to carry on the business of a transferring company. The provisional directors are: Wm. Bain, E. W. McNeill, R. Richardson, H. O. Blackwood and S. G. Crowell, all of Toronto.

The Boys' Brigade Hall Co., of Sarnia, Ltd., Sarnia, Ont., have been incorporated with a share capital of \$12,000, to acquire and lease the Boys' Brigade Hall in Sarnia. The provisional directors of the company are: Alex. Vidal, T. W. Nisbet, F. C. Watson, G. N. Matheson and B. P. Morgan, all of Sarnia.

PORTLAND CEMENT

CANADIAN, ENGLISH,
GERMAN and BELGIAN.
FIRE BRICKS, FIRE CLAY,
ENAMELLED BRICKS, all colors.
BUILDING BRICKS.
SEWER PIPES, CULVERT PIPES,
WHEELBARROWS,
FOUNDERS' and CON-
TRACTORS' SUPPLIES.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

. FULL STOCK .

Salt Glazed Vitrified

Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

**BUILDERS' SUPPLIES**

Fire Bricks, Fire Clay, etc.

ALEX. BREMNER, 50, Bleury Street, Montreal, Que.

**THE "SUN" BRAND PORTLAND CEMENT.**

We make only one quality and that the best.
Ask us for quotations.

The Sun Portland Cement Co., Limited

OWEN SOUND

JAS. A. CLINE, Managing Director



"BUILD TO-DAY THEN,
STRONG AND SURE
WITH A FIRM AND
AMPLE BASE."
—Longfellow.

DO YOU?
WISH THUS TO BUILD
an advertisement
in the
**CONTRACT-
RECORD,**
TORONTO
will bring you
tenders from the
best contractors

Persons addressing advertisers will
kindly mention having seen their ad-
vertisement in Hardware and Metal.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially
designed for export With or without "Emlyn"
Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables— Emlyn Engineering Works,
Machinery, "Newport. NEWPORT, MON., ENGLAND.

**Steward & Romaine Mfg. Co.**

**EXPANSION and
TOGGLE BOLTS**

For fastening all kinds of material to Brick,
Stone or Cement.

124 North Sixth St., Philadelphia, Pa.

MADE IN ENGLAND.

HACK SAW BLADES

MADE BY
CHAS. BAYNES
KENTZDEN, BRISTOL

BLACKBURN**"DOMINION BRAND" TARRED FELT**

EXTRA HEAVY for
LUMBERMEN'S use

"SHIELD BRAND" Ready-Roofing, 2 and 3 ply.**ORDER NOW BEFORE THE RUSH!**

MANUFACTURED ONLY BY

Lockerby & McComb, 65 Shannon St., Montreal

Bell Telephone Main 1889.

ATKINS HIGH-GRADE, CROSS-CUT SAWS

ARE SUPERIOR TO ALL OTHERS IN MATERIAL, TEM-
PER, WORKMANSHIP, FINISH AND CUTTING QUALITIES.

OUR VICTOR, TUTTLE TOOTH AND SEGMENT GROUND SAWS ARE THE FAVORITES IN THE CAMPS

E. C. ATKINS & CO.,
INCORPORATED.

Factories and Home Office: INDIANAPOLIS, IND., U.S.A.

LEADING MANUFACTURERS OF HIGH-GRADE, CROSS-CUT, HAND, BAND,
CIRCULAR, HACK, BACK, WOOD AND SMALL SAWS OF ALL KINDS

Write for Catalogue and Prices

H. P. HUBBARD, Sales Agent for Canada: Toronto Office, 30 Front St. East Tel. Main 1886

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, **HARDWARE AND METAL**.

Edited by

**W. Arthur
Lydiatt,**

TORONTO.

The Progressive Business Man Leads—Not Follows—His Customers.

SOME manufacturers and selling agents view advertising as a tribute required by the papers. Even among the retailers there are many who consider it a necessary evil, and not a few who look upon it as a gamble, pure and simple; while the number of those who rightly esteem it as a genuine business-like force, is comparatively small.

The manufacturer or selling agent who regards his entire advertising expenditure as a tribute to the papers need not change his views all at once. But in the name of common sense let him do this: If he pays out certain sums of money for space, whether the money or the space be large or small, let him use that space for the greatest possible good. When it is used otherwise than in a progressive, business-like way, it not only fails to do him the good that he pays for, but it actually brings to his business a certain measure of discredit. He therefore buys a handicap.

If he sends out a salesman to interview half-a-dozen possible customers a day, he wants him clean, neat, becomingly dressed, easy of manner and convincing of speech. He will be willing to pay a vast difference in price as between one candidate for salesmanship and another. He will even buy engraved stationery as better than lithographed—and then, behold, he will put a grotesque cut, a weak, poorly-worded argument—an absurd, unbusiness-like statement, in the papers, that reach, not merely half a dozen, but several hundreds, or, perhaps, thousands, of possible customers.

That sort of man does vastly worse than simply to neglect his advertising. His loss is far greater than a man who pays a fixed charge per month for electric current and still gropes around in the dark for his customers, never using the power he pays for. This false advertiser actually pays for power to increase the business darkness all about him. His advertising fails to command the public interest that must precede public approval—if, indeed, this one weak spot does not compel unfair prejudice that his total business organization does not deserve.

An advertisement that is poorly designed, badly written and cheaply illustrated, is one of the most expensive luxuries in which a business man can indulge.

The man who views advertising as a gamble need not be seriously considered. While advertising has not become an exact science, it is recognized as a business force. Applied rightly to a sound business proposition, it cannot fail. Regarded as a gamble, it is pretty certain to turn out only that. Even the best salesman seldom takes orders on the first call. Never expect an advertisement to do more than a trained human being.

The one great thought to get firmly in your mind is that largely by your advertising is judged your business character, your fairness, your manners, yourself. No matter how small a town you live in, your local paper reaches people who have no acquaintance with you, no prejudice for or against you. They read your advertisement with wide-open minds. If what they read commands their interest, their respect, their confidence, their custom, then it is well done. If it creates no interest, it is indifferently done. If it arouses doubt as to its honesty, if it fails to carry with it the certainty of your sincerity, then it is most surely an injury instead of a help. A single advertising attack seldom brings results. The buying public is only human, and often forgets. Experience has shown that it is much better to interest and convince a few people a great many times than a great many people a few times.

Next to being truthful, advertising should be interesting and suggestive.

After all, the word "advertising" originally meant and still means information. When Shakespeare wrote "We are advertised by our loving friends," it was a simple announcement meaning "We are informed by our loving friends." In the popular mind advertising has grown to mean "exploitation," "boom talk," etc. They who follow advertising most closely realize that information is and always must be its groundwork, and if by suggestion, by argument, by illustration, one can make this information attractive, persuasive, then one has succeeded pre-

cisely as does the lawyer who successfully handles his case.

The first problem of the advertiser is to establish the importance of his advertising and its relations to the other departments of his business. This is true of every advertiser, whether he be a merchant dealing directly with the public or through the retailer. Of course the advertiser to whom this is of the greatest importance is the retailer who sells directly to his trade through the medium of the newspaper. The newspaper becomes his rostrum. It is the place upon the housetops from which his business purposes are proclaimed, through which his store policies are made familiar, as well as his source of publicity for the various lines of merchandise he handles.

The relative importance of advertising in business policy cannot be overestimated. If an advertiser believes it to be of little or no account, it surely will be so. If, on the other hand, he lifts it above the other branches of his business, it is pretty certain to stimulate the development of these other branches, so that eventually they become worthy of the advertising.

When you read a news item in *The Evening Star*, you put your own interpretation upon it. When you read it in *The Evening Globe* or *Evening Nation* you do likewise, and this interpretation is very apt to be different in each case. It has come to be equally true of advertising. When you read the announcement of one house, you are very apt to make allowance for exaggeration. When you read the advertisement of another house, you are inclined to believe that the facts are exactly as printed, but, in any case, that they are not overstated. Thus it is manifest that an advertiser creates his own reputation in the minds of his readers.

Give real information about the article, point out its advantages over others, mention its beauties, and suggest new uses for it.

Above all, constantly keep in mind that your one fixed purpose is to fill the reader with the desire to buy—and this cannot be done by filling the advertisement with your desire to sell.

When you use

Wrapping Paper

to protect a parcel you should be able to rely on it. Our brown and manilla wrapping papers are of a strong and durable quality that never varies. It is always satisfactory.

Canada Paper Co., Limited

Toronto, Montreal and Windsor Mills, Que.

ONTARIO SILVER CO.,

Limited,

NIAGARA FALLS, CANADA.

Manufacturers of **FLATWARE, CUTLERY and ELECTRO PLATE.**
Ask for our Catalogue and Quotations



"Pullman" Lawn Sprinkler

IS YOUR ORDER IN?

Send for Folder No. 14.

PULLMAN MFG. CO.
Rochester, N.Y., U.S.A.

IT WILL PAY YOU TO STOCK

"SOLARINE" LIQUID METAL POLISH.

Always reliable and in demand
Write to-day for sample order

Solarine Depot, 60 George St., Toronto



ONTARIO WIND ENGINE & PUMP CO., Limited.

CALVANIZING.

Phone Park 822
Atlantic Ave., Toronto



TRUCKS

for **Warehouse and Factory.**



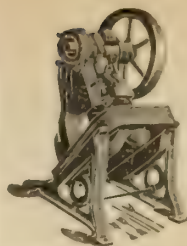
Save You Money
Do Men's Work
Draw no Salary

Our Trucks are guaranteed satisfactory.
Turn in their own length.

MADE IN CANADA.

H. C. Slingsby for Canada.

Factory, Temple Building,
Ontario Street, MONTREAL.



G. A. Crosby & Co. of Ontario,
SARNIA, ONT. LIMITED

Manufacturers of

Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal

H. W. Petrie, 141-145 Front Street West, TORONTO Selling Agent.

CARRIAGE WHIPS.

Malacca and Holly Carriage Whips—a gentleman's whip. Style and quality the best we can make, and we know the business.

THE MORGAN CO., Limited, TORONTO.

DO YOU KNOW US?

GET ACQUAINTED.

We cut **BRASS AND COPPER SHEETS AND TUBING** to any size.

Promptly, too.

The Booth Copper Co.

LIMITED.

119-123 Queen St. East,
TORONTO.

Want Ads.

In this paper cost 2 cents per word first insertion 1 cent per word subsequent insertions. Contractions count as one word, but five figures, such as \$1,000, may pass as one word. Cash remittance to cover cost must in all cases accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be provided for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

CHAS. P. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it wishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence invited.**

—OFFICES IN CANADA—

HALIFAX, N.S.
OTTAWA, ONT.
VANCOUVER, B.C.

HAMILTON, ONT.
QUEBEC, QUE.

LONDON, ONT.
ST. JOHN, N.B.
WINNIPEG, MAN.

MONTREAL, QUE.
TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

WINNIPEG WAREHOUSING

COLTART & CAMEORN

Will be prepared about Nov. 1st, to receive consignments (large or small) of all kinds of hardware, etc., for unloading, warehousing, reloading and distributing to all points in Manitoba and the West.

Our new warehouse on transfer track, (in centre of wholesale district) will be equipped with every facility for handling goods promptly. We are also prepared to act as representatives for manufacturers and others. **Correspondence solicited.**

COLTART & CAMERON,

Manufacturers' Agents and Warehousemen, 141 and 143 Bannatyne St. East, WINNIPEG.

Our Mr. Cameron will be in the East about Sept. 25th, and will be pleased to meet and confer with any requiring warehousing of any kind.

A Personal Glimpse of New Ontario

By Carey W. Hartman.

THE criticism of Canada has been made that its chief drawback is that Canadians do not recognize the abundance, the fertility, the magnificent possibilities of the resources of their country. No land in the world is possessed to a greater degree of the necessities of greatness—industrially, commercially, or nationally.

The truth of the above statement could not be made more manifest to one's self than was made to me in recent trips to Moose Factory House, on James' Bay, and to Lake Abitibi. In talking with Canadians previous to these trips, I was given the impression that the land north of Mattawa was to all intents a great waste, with the exception of small portions around Lake Temiscamingue. My trips have served to show me that instead of being a waste, this land is possessed of all the essentials for agriculture, as well as for many industrial pursuits. As far north as James' Bay, there is land which has been under cultivation for 200 years, and though it has never seen the least fertilization, it yet produces vegetables which from either standpoint of size or quality would compare with those grown in the gardens round Toronto. This cannot be said of the soil in any other part of America or Europe. The soil, for hundreds of miles about Moose Factory House, is eminently suited for cultivation, and is, in my opinion, destined to bear as big a population per mile as is now the case in any part of Ontario.

There are territories much larger than Oxford County in Northern Ontario which, from every standpoint, will compare with that county, which I have heard spoken of as one of the most fertile in the world. When one first visits a country, the nature of which is not well known, one naturally does not know what kind of soil to expect, and I presume the tendency with most people is, as it is with myself, to expect the country to be about the same throughout. But when you consider the diversity of soil between Toronto and Montreal, you will have a conception of what the land is between the southern portion of the "Height of Land" and James' Bay. There are stretches that are so sandy, rocky or sterile, as to be utterly valueless for cultivation, but the larger proportion of the land is composed of the finest soil. The grass now growing there is, as a rule, waist high, and similar in texture to the prairie grass of the Northwest Territories.

When you consider that the foot of James' Bay is only 100 miles farther north than Winnipeg, you will realize that there

is no reason why this land should not be cultivated just as the northern parts of Manitoba and the Northwest Territories are being cultivated to-day.

The question may be asked, How is it that older Canada and the rest of the world has not found out all this through the Hudson Bay posts?

The answer lies simply in the fact that it is to the interest of The Hudson Bay Company to preserve the land as it is, because as civilization advances the hunting ground of the trapper becomes smaller and smaller, until, as is the case now in older Ontario, there is practically nothing left for him to trap.

In addition to the agricultural possibilities of the country there are industrial possibilities just as great. For instance, there are hundreds of miles of woods scattered with poplar trees. On the Moose River the current is strong and swift, the river itself four miles wide. Not far from the bay are swift-flowing rapids, which would provide power sufficient for any mills. One boat a year is sufficient to bring in all the supplies for The Hudson Bay Company and to take in return a cargo of pelts and skins, which would, at the London basis of prices, be worth considerably over \$1,000,000 per year. As this vessel has been coming and going for years, and as the passage has never been considered dangerous by its

navigators, there would be no danger or difficulty in transporting the machinery and supplies for such a factory, or for taking the cargoes of pulp or paper to Great Britain, the great market for that product. Other industries could be established with as great hope of adequate returns.

It has surprised me that The Hudson Bay Company has not devoted any attention to the industrial development of the territory they control. Their reason, I have come to believe, is that they are doing so well with the fur trade that if they were to start developing the country along other lines the competition would soon manifest itself, first, in the industrial pursuits and later in the fur trade.

Outside companies, however, have, to my own knowledge, been interesting themselves lately in the fur business, and have done very well at it. One New York company went in last year, and I understand that in the territory they covered they got a bigger proportion of the pelts offered than did The Hudson Bay Company. It is out of the question to say whether the development of the country will come from the north via Hudson Strait, Hudson Bay and James' Bay or from the south by connection with the Grand Trunk Pacific or some other line in Ontario or Quebec, but that it will come I consider as inevitable as the rise of the sun.

It is reported that the shipbuilding firm of Swan, Hunter & Co., Newcastle-on-Tyne, England, have closed a contract with the Cunard Line for the construction of the largest ship in the world. She is to be the first large ship with a turbine engine as motor power.

WOOD'S PATENT- PLANISHED

is charcoal iron; all other so-called sheet-iron is steel.

The best of the cheaper fine irons is Wellsville Polished (steel).

Return a whole sheet for an inch of fault.

Quick service.

American Sheet Steel Company, New York
Representatives for Canada
B & S. H. Thompson & Company
53 St. Sulpice Street
Montreal



TREE BRAND

ARISTOS

H. Boker & Co.'s

Roller-Guard Safety Razor

with finest hollow-ground blades.

Best Combination of Handiness and Quality.

CURRENT MARKET QUOTATIONS.

Oct. 23, 1903.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—
56 and 23-lb. ingots, 100 lb. \$29 00 \$30 00

TIN PLATES.

Charcoal Plates—Bright.

M.L.S., equal to Bradley— Per box.
I C, usual sizes. \$6 75
I X " 8 25
I X X " 9 75

Famous, equal to Bradley—
I C, usual sizes. 6 75
I X " 8 25
I X X " 9 75

Raven and Vulture Grades
I C, usual sizes. 5 00
I X " 6 00
I X X " 7 00
I X X X " 8 00
D C, 12½x17. 4 50
D X " 5 25
D X X " 6 00

Coke Plates—Bright.

Bessemer Steel—
I C, usual size, 14x20. 3 85
I C, special sizes, base. 4 25
20x28. 8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—
I C, 20x28, 112 sheets. 8 00
I X, Terne Tin. 19 00

Charcoal Tin Roller Plates.

Cookley Grade—
X X, 14x56, 50 sheet bxs. }
" 14x60, " } 7 00
" 14x65, " }

Tinned Sheets.

72x30 up to 24 gauge. 7 50
" 26 " 8 00

IRON AND STEEL.

Common bar, per 100 lb. 2 00
Refined " 2 40
Horseshoe Iron " 2 40
Hoop steel, 1½ to 3-in. base. 2 90
Sleigh shoe steel. 2 10
Tire steel. 2 30
Reeled machinery. 3 00
Toe calk steel. 2 85
T. Firth & Co. tool steel, per lb. 0 12
Jesse's tool steel. 0 14
Morton's tool steel. 0 12
Black Diamond and "B.C." tool steel. 0 10
Chas. Leonard's tool steel. 0 08
Park's "Silver" tool steel. 0 12
"Special" tool steel. 0 15
Jonas & Colver's tool steel. 0 10
"Air Hardening" " 0 07
Drill steel, per lb. 0 08

BOILER TUBES.

Per foot.
1 in. 0 09 0 09
2 in. 0 10 0 11
2½ in. 0 13 0 13
3 in. 0 14 0 15
3½ in. 0 17 0 17
4 in. 34 0 35

STEEL BOILER PLATE.

1 in. 2 50 2 60
3-16 in. 2 60 2 70
½ in. and thicker. 2 50 2 60

BLACK SHEETS.

10 and 16 gauge. 2 55
18 gauge. 2 70
20 " 2 70
22 to 24 gauge. 2 80
26 " 2 90
28 " 3 00

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

All dull, 52 sheets. 2 75
Half-polished. 2 85
All bright. 3 60

IRON PIPE.

Black pipe Per 100 feet.
1 inch. 3 00
1½ " 3 25
2 " 3 50
2½ " 3 70
3 " 4 00
3½ " 4 25
4 " 4 50
4½ " 4 75
5 " 5 00
6 " 5 25
Galvanized pipe
1 inch. 3 20
1½ " 3 45
2 " 3 70
2½ " 4 00
3 " 4 25
3½ " 4 50
4 " 4 75
4½ " 5 00
5 " 5 25
6 " 5 50

Malleable Fittings—Discount 15 per cent.
Cast Iron Fittings

On unions, 35 per cent. on nipples, 60 per cent. on all others, 50 per cent.

GALVANIZED SHEETS.

Queen's
G C Comet Bell Head
16 gauge. 4 05 3 75 3 75 4 05
18 to 24 gauge. 4 25 4 00 3 90 4 25
28 " 4 50 4 25 4 05 4 50
American brands, 84-90 for 28 gauge.
Less than case lots 10 to 15c extra

CHAIN.

oof, coil, 3-16 in., per 100 lb.
1 in. 8 10
1½ in. 8 10
2 in. 8 10
2½ in. 8 10
3 in. 8 10
3½ in. 8 10
4 in. 8 10
4½ in. 8 10
5 in. 8 10
5½ in. 8 10
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99½ in. 8 10
100 in. 8 10

Halter, kernel and post chains, 40 to 40 and 5 per cent.
Cow ties. 40 p.c.
Tie out chains. 45 p.c.
Stall fixtures. 35 p.c.
Trace chain. 45 p.c.
Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

COPPER.

Ingot Per 100 lb.
Casting. 15 00

Bars.

Cut lengths, round, 1 to 1 in. 23 00 25 00
" round and square, 1 to 2 inches. 23 00 25 00

Sheet.

Plain, 14 oz., and light, 16 oz., 18x48 and 18x60. 22 00 22 50
Plain, 14 oz., and light, 16 oz., irregular sizes. 22 50 23 00
Tinned copper sheet. 24 00
Planished. 32 00

Braziers' (in sheets).
4x6 ft., 25 to 30 lb. each, per lb. 0 23
" 35 to 45 " 0 22
" 50-lb. and above " 0 21

BOILER AND T.K. FITTINGS.

Plain tinned, per lb. 0 28
Spun, per lb. 0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent.
Sheets, hard-rolled, 2x4. 0 23
Tubing, base, per lb. 0 23½

ZINC SPelter.

Foreign, per 100 lb. 6 25 6 50
Domestic. 6 25 6 50

ZINC SHEET.

5-cwt. casks. 6 25 6 50
Part casks. 6 75 7 00

LEAD.

Imported Pig, per 100 lb. 3 25
Bar, per lb. 0 05
Sheets, 2½ lb. sq. ft., by roll. 0 06½
Sheet, 3 to 6 lb. " 0 06

NOTE—Cut sheets ½¢ per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb. and 35 p.c. 18. 7.0 b. Toronto.

NOTE—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

SHOT.

Common, \$6.50 per 100 lb.; chilled, \$7.00 per 100 lb.; buck, seal and ball, \$7.50. Discount, 17½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS.

Light soil pipe, discount, 45 and 5 per cent. fittings, discount 50 and 5 p.c.
Med. and Extra heavy pipe and fittings, dis 55 and 5 per cent.
7 and 8 in. pipe, discount 40 and 5 per cent.

SOLDER.

Bar, half and half, guaranteed. 0 20
Bar, half and half, commercial. 0 19
Rimmed. 0 19
Wiping. 0 17

ANTIMONY.

Cookson's. 9 00

WHITE LEAD.

Per 100 lb.
Pure. 5 00 5 25
No. 1. 4 62½ 4 87½
No. 2. 4 25 4 50
No. 3. 3 87½ 4 12½
No. 4. 3 50 3 75
Munroe's Select Flake White. 3 75
Elephant and Decorators Pure. 3 25
Brandenburg's Genuine. 6 50
Decorative. 6 00
No. 1. 5 50
"Monarch" brand. 6 12½
Decorators Pure. 5 50

Essex Genuine. 5 25
Ramsay's Pure Lead. 4 75 5 00
Ramsay's Exterior. 4 50 4 75

RED LEAD.

Genuine, 500 lb. casks, per cwt. \$4 75 \$5 00
Genuine, 100 lb. kegs. 5 25 5 50
No. 1, 500 lb. casks, per cwt. 4 00 4 25
No. 1, 100 lb. kegs, per cwt. 4 25 4 50

WHITE ZINC.

Extra Red Seal. 0 06 0 08
No. 1. 0 05½ 0 07
No. 2. 0 05 0 06

DRY WHITE LEAD.

Pure, casks. 5 25
Pure, kegs. 5 75
No. 1, casks. 5 00
No. 1, kegs. 5 25

PREPARED PAINTS.

In 1, ½ and 1-gallon tins.

Pure, per gallon. 1 20
Second qualities, per gallon. 1 00
Barn (in bbls.). 0 40 0 50
The Sherwin Williams paints. 1 40
Canada Paint Co.'s pure. 1 25
Toronto Lead & Color Co.'s pure. 1 25
Sanderson Pearey's pure. 1 20
Standard Co.'s "New Era". 1 30
"Globe" barn. 60 70
Francis Frost Co.'s "Ark" Rd. 1 25
"British Navy" deck. 1 50
Henderson & Potters' "Anchor". 1 35
Globe Paint Co.'s mixed. 1 30
"barn and bridge". 0 75
Ramsay's paints, Pure, per gal. 1 20
"Thistle". 1 00
"Outside, bbls." 0 55 0 65

COLORS IN OIL.

25-lb. tins, Standard Quality.

Venetian red, per lb. 0 03½ 0 05
Chrome yellow. 0 12 0 14
Golden ochre. 0 07 0 10
French. 0 06 0 08
Marron black. 0 04
Chrome green. 0 10
French Imperial green. 0 14
Signwriters' black. 0 16
Umber. 0 04 0 06
Sienna. 0 04 0 07

COLORS, DRY.

Common ochre, bbls. 1 15 1 30
Yellow ochre (J.F.L.S.) bbls. 2 00
Brussels ochre. 2 00
Venetian red, bbl. 1 50 2 25
English oxides, per cwt. 3 00 3 25
American oxides, bbls. 1 25 2 75
Canadian oxides, bbls. 1 25 1 75
Super magnetic oxides, 93 p.c. 2 00 2 25
Bright sienna, pure, per lb. 0 10
"umber. 0 08 0 10
Raw umber. 0 08 0 10
Drop black, pure. 0 18
Chrome yellow, pure. 0 18
Chrome greens, pure per lb. 0 02 0 10
Golden ochre. 0 04 0 04
Ultramarine blue, m. 28 lb. boxes, per lb. 0 06 0 12
Fine purple mineral, per 100 lb. 1 00
Genuine Eng. Litharge, per lb. 0 07
Mars color, per 100 lb. 1 25
Pure Indian red. No. 45, lb. 0 48 0 14
Whiting, common, 100 lb. 0 55 0 20
English verdigris, m. 30 lb. bgs. 0 35

BLUESTONE.

Casks, for spraying. 5 50
100-lb. lots do per lb. 0 06



**SOLE AGENTS
IN CANADA.**

[illegible]

"Same Quality as Last"

These are the words used by our old customers when ordering more goods, and their meaning is easily understood.

Our Building Papers, Roofing Felts and Wire Edged Ready Roofing are made to give satisfaction to the User, and those are the kind of goods the Dealer wants.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

DRILLS.			Fork.			KETTLES.			NAIL PULLERS.		
Hand and Breast.			C & B, discount 40 per cent., revised list.			Brass spun, 7 1/2 per cent. discount off new list.			German and American . . . 1 75 3 50		
Miller's Falls, per doz., net list.			Hoe			Copper per lb. 0 30 0 50			NAIL SETS.		
DRILL BITS.			C & B, discount 40 per cent., revised list.			American, 60 and 10 to 65 and 5 per cent.			Square, round and octagon.		
Morse, discount 37 1/2 to 40 per cent.			Saw			Lock, Canadian dis. 40 to 40 and 10 per cent.			per cross 3 38 4		
Standard, discount 50 and 5 to 55 per cent.			American per doz. 1 00 1 25			Cabinet, trunk and padlock.			Diamond 1 00 2 0		
FAUCETS.			Plane			American per gross . . . 0 60			POULTRY NETTING.		
Common, cork-lined, discount 35 per cent.			American per gross 3 15 3 75			KNOBS.			2 in. Mesh, 19 w.g. dis. 60 per cent.		
EAVETROUGHS.			Hammer and Hatchet			Door, japanned and N.P., per doz. 1 50 2 50			2 in. Mesh, 16 w.g. and heavier, 50 p.c.		
10-inch per 100 ft. 10			Canadian, discount 40 per cent.			Bronze, Berlin per doz. 2 75 3 25			OAKUM.		
ELBOWS (stovepipe.)			Cross-Cut Saws			Bronze, Genuine 6 00 9 00			1 1/8 Navy per 100 lb. . . 6 75		
and 6-inch, common per doz. 1 20			Canadian per pair . . . 0 13 1/2			Shutter, porcelain, F. & L. screw 1 30 4 00			Plumbers " 3 00		
Polished, 15c. per dozen extra.			HANGERS.			White door knobs per doz. . . . 1 00			OILERS.		
ESCUTCHEONS.			Steel barn door 5 85 6 00			HAY KNIVES.			McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00		
Discount 40 per cent.			Stearns, 4-inch 5 00			Net prices.			Zinc and tin, discount 50, 50 and 10 per cent.		
ESCUTCHEON PINS.			" 5 inch 6 50			Discount, 60 per cent.			Copper per doz. 1 25 3 50		
Iron, discount 40 per cent.			Lanc's covered			LANTERNS.			Brass 1 50 3 50		
FACTORY MILK CANS.			No. 11, 5 foot run 8 40			Cold Blast per doz. 7 00			Malleable, discount 25 per cent.		
Discount off revised list, 40 per cent.			No. 11, 10 foot run 10 80			No. 3, "Wright's" 8 50			GALVANIZED PAIRS.		
FILES AND RASPS.			No. 12, 10 foot run 12 60			Ordinary, with O. burner . . . 4 00			Duffern pattern pairs, discount 45 per cent.		
Great Western 70 and 10 per cent.			No. 14, 15 foot run 21 00			Dashboard, cold blast 9 00			Flaring pattern, discount 45 per cent.		
Arcade 70 " 10 "			Lanc 8 O.N.T. track, per foot . . . 0 04 1/2			No. 0 5 75			Galvanized washtubs, discount 45 per cent.		
Kearney & Foot 70 " 10 "			HARVEST TOOLS.			Japanning, 50c. per doz. extra.			PIECED WARE.		
Disston's 70 " 10 "			Discount 60 per cent.			LEMON SQUEEZERS.			Discount 40 per cent. off list, June, 1899		
American 70 " 10 "			HATCHETS.			Porcelain lined per doz. 2 20 5 60			10 qt. flaring sap buckets, discount 40 per cent.		
J. Barton Smith 70 " 10 "			Canadian, discount 40 to 42 1/2 per cent.			Galvanized 1 87 3 85			5, 10 and 14 qt. flaring pails, dis. 40 per cent.		
McClellan 70 " 10 "			HAT ENAMEL.			King, wood 2 75 2 90			Creamer cans, discount 40 per cent.		
Eagle 70 " 10 "			Hen derson & Potts "Anchor Brand			King, glass 4 00 4 50			PICKS.		
Nicholson, 60 and 10 to 60, 10 and 5			HINGES.			All glass 0 50 0 90			Per dozen 6 00 9 00		
Royal 80			Blind, Parker's, discount 15 1/2 per cent.			LINES.			PICTURE NAILS.		
Globe 70 to 75			Heavy T and strap, 4 in., per lb. . . 0 06 1/2			Fish per gross 1 05 2 50			Porcelain head per gross 1 35 1 50		
Black Diamond, 60 and 10 to 60, 10 and 5 per cent.			" " 5 in. 0 06 1/2			Chalk 1 90 7 40			Brass head 0 40 1 00		
Jowitt's, English list, 25 to 27 1/2 per cent.			" " 6 in. 0 06			LAWN MOWERS.			PICTURE WIRE.		
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to \$1.50			" " 8 in. 0 05 1/2			Woodyatt, 12 in. wheel 7 50			Tin and gilt, discount 75 per cent.		
GLASS.			" " 10 in. 0 05 1/2			Star 5 50			PINE TAR.		
Window. Box Price.			Light T and strap, discount 65 and 5 per cent.			Daisy 4 90			1 pint in time per gross 7 90		
Star.			6 to 10 in. per 100 lb. . . 4 50			Philadelphia, 12 in. wheel . . . 6 50			1 " " 9 60		
Size United Per D. Diamond			12 in. up 3 25			Ontario, 14 25			PLANES.		
Inches. 50 ft. 100 ft. 50 ft. 100 ft.			Spring per gro. pairs 10 50			Discount, 50 per cent.			Wood bench, Canadian discount 40 per cent., American discount 50 per cent.		
Under 26 2 0 3 80			HOES.			Maxwell & Sons:			Wood, fancy Canadian or American, 37 1/2 to 40 per cent.		
26 to 40 2 10 4 00			Garden, Mortar, etc., discount 60 per cent.			10 1/2 in. high wheel 7 50 10 00			PLANE IRONS.		
41 to 50 4 50			Planter per doz. 4 00 1 50			9 in. 5 50 6 25			English per doz. 2 00 5 00		
51 to 60 4 75			HOLLOW WARE.			8 in. 49 0 5 50			PLIERS AND NIPPERS.		
61 to 70 5 00			Discount 45 and 5 per cent.			Discount 50 per cent.			Button's genuine, per doz. pairs, discount 37 1/2 to 40 per cent.		
71 to 80 5 50			HOOKS.			Canadian, 40 to 40 and 10 per cent.			Button's imitation . . . per doz. 5 00 9 00		
81 to 85 11 00			Cast Iron.			Russell & Erwin per doz. 3 00 3 25			German 0 60 2 60		
86 to 90 16 50			Bird cage per doz. 0 50 1 10			Cabinet			PLUMBERS' BRASS GOODS.		
91 to 95 18 00			Clothes line 0 27 0 63			Eagle, discount 30 per cent.			Standard Compression work, dis. 60 per cent.		
96 to 100 20 00			Harness 0 72 0 88			English and Am. per doz. 0 50 6 00			"J. M. T." Cushion work, discount 50 per cent.		
A discount of 25 per cent. is offered on "Double Diamond."			Hat and coat per gro. 1 00 3 00			Eagle, discount 20 to 25 per cent.			Fuller work, discount 65 per cent.		
GAUGES.			Chandelier per doz. 0 50 1 00			MACHINE SCREWS.			6 dozen lots and over of the above, extra discount 10 per cent.		
Marking, Mortise, Etc.			Wrought Iron.			Iron and Brass			Lever handle Stops and Waste, discount 60 per cent. With, in lots of 2 dozen and over an extra discount of 10 per cent.		
Stanley's, discount 50 to 55 per cent.			Wrought hooks and staples, Canadian discount 47 1/2 per cent.			Flat head, discount 25 per cent.			"J. M. T." Globe, Angle and Check Valves, discount 55 per cent.		
Wire Gauges.			Wire.			Round head, discount 20 per cent.			Standard Globe, Angle and Check Valves, discount 60 per cent.		
Winn's, Nos. 26 to 33 . . . each 1 65 2 40			Hat and coat, discount 45 per cent.			MALLETS.			"J. M. T." Radiator Valves, discount 55 per cent.		
HALTERS.			Belt per 1,000 . . . 0 60			Tin Smiths per doz. 1 25 1 50			Standard Quick-Opening Valves, discount 65 per cent.		
Rope, 1-inch per gross 9 00			Screw, bright, discount 55 per cent.			Carpenters, hickory . . . 1 25 3 75			No. 1 compression bath co k. . . . net 2 00		
Rope, 1 1/2 to 2-inch 14 00			HORSE NAILS.			Lagum Vitae 3 35 5 00			No. 4 2 50		
Leather, 1-inch per doz. 3 87 1/2 4 00			"C" brand, 40, 10 and 7 1/2 per cent. off list (Oval "M" brand, 55 per cent.)			Caulking, each 0 60 2 00			No. 7 Fuller's 2 50		
Leather, 1 1/2 " 5 15 5 20			Cutters, 35 per cent.			MATTOCKS.			No. 44 2 35		
Web 1 87 2 45			"Monarch," 30 and 7 1/2 per cent.			Canadian per doz. 5 50 6 50			Patent Compression Cushion, basin cock, hot and cold per doz. 15 00		
HAMMERS.			"Peerless," 50 per cent. dis.			MEAT CUTTERS.			Patent Compression Cushion, bath cock, No. 225 2 25		
Nail.			F. O. B. Montreal			American, discount 35 per cent.			Square head brass cocks, discount 55 per cent.		
Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27 1/2 per cent.			No. 2 and No. 1 and larger smaller			German, 15 per cent.			Competition Globe, Angle and Check Valve discount 70 per cent.		
Tack.			Iron Shoes.			Gem each 1 15			Thompson Smoke-test Machine \$25		
Magnetic per doz. 1 10 1 20			Light, medium and heavy . . . 3 75 3 90			MILK CAN TRIMMINGS.					
Canadian per lb. 0 07 1/2 0 08 1/2			Snow shoes 3 90 4 15			Discount 25 per cent.					
Ball Pean.			Steel Shoes			2d and 3d 3 45 3 45					
English and Canadian, per lb. 0 22 0 25			XL, sizes 1 to 5 5 35			3d 3 10 3 12					
HANDLES.			Light, No 2 and larger 3 80			4 and 5d 2 55 2 95					
Axe, 2nd growth, per doz. net			No 1 and smaller 4 05			6 and 7d 2 75 2 80					
fore door per doz. 3 00 4 00			Featherweight, all sizes 0 to 4 . . . 5 35			8 and 9d 2 60 2 60					
			Toeweight, all sizes 1 to 4 6 60			10 and 12d 2 35 2 35					
						16 and 2nd 2 30 2 50					
						20, 40, 50 and 60d (traged)					
						Cut nails in cartons 5c. each.					
						Wire nails in cartons \$2.40.					
						Steel cut nails 10c. extra.					
						Miscellaneous wire nails, discount 75 per cent.					
						Coopers' nails, discount 30 per cent.					

**Grade K E D Made
with Damascus
barrels and Auto-
matic Ejector.**

Send for Catalogue containing complete description of Guns, \$25.00 to \$250.00, mailed free.

313-317 Broadway, New York.
86-88 First St., San Francisco, Cal.
THE MANUFACTURERS.

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James Cartland & Son

Manufacturers of every description of

Limite

CABINET BUILDERS' FURNISHING AND NAVAL BRASSFOUNDRY
BIRMINGHAM, ENGLAND.



London Showrooms: 57 Holborn Viaduct, E.C.

THRASHER BELTS

The thrashing season will soon be here.
It pays at this time of year to stock

OUR

Endless Rubber Belts
Narrow Belting
Suction Hose
Conducting Hose



Our Extra Star Rubber Thrasher Belt is
the standard thrashing belt of Canada.
Our Thrasher King Stitched Rubber
Belt is a good belt for the money.

THE CANADIAN RUBBER CO.

MONTREAL TORONTO WINNIPEG VANCOUVER

Other Tools are very
good Tools, but

"YANKEE TOOLS"

ARE
BETTER



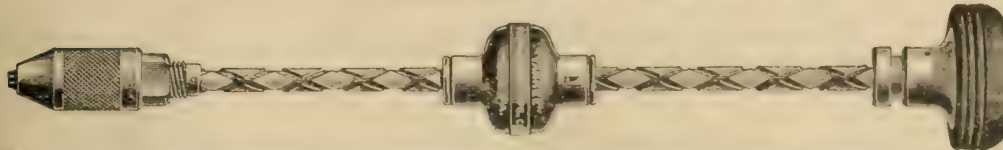
No. 15. "Yankee" Ratchet Screw Driver, with Finger Turn on Blade.



No. 30 "Yankee" Spiral-Ratchet Screw Driver, Right and Left Hand.



No. 41 "Yankee" Automatic Drill, Eight Drill Points in Handle.



No. 50. "Yankee" Reciprocating Drill for Iron, Steel, Brass, Wood, etc.



No. 60.
Pocket Magazine
Screw Driver.

Our "YANKEE" Tool Book
tells all about them. Mailed
free on application.

Manufacturers also of

LIGHTNING,
GEM and
BLIZZARD
Ice Cream Freezers.

Toy Freezers,
Ice Shaves and
Ice Chippers.
Plating Machines,
Hand Fluters.

Sold by Leading Jobbers
in Canada.

NORTH BROS. MFG. CO.,

Philadelphia, Pa., U.S.A.

The New Century Ball-Bearing Washing Machine.



Not the cheapest but decidedly the best Washing Machine made.

Five to seven minutes only required for a tubful.
The operator need not stand when using it, and there is practically no wear on garments.

Full information given on application.

THE DOWSWELL MANUFACTURING CO.,

Hamilton, Ont.

Limited.

W. L. HALDIMAND & SON, Montreal, - Eastern Agents.

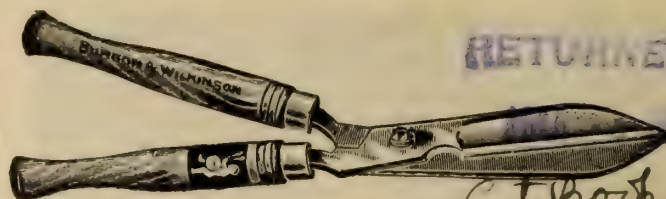
TRADE MARK.



Four Registered Trade Marks.

BURGON & BALL, Limited,
Proprietors of **BURGON & WILKINSON, Limited, (LATE WM. WILKINSON & SONS)**

TRADE MARK.



RETURNED

Cut Book 16

are the oldest and most reliable makers of Garden Shears of all descriptions in the world. No 100 no notch and 101 with notch. Their annual output is in excess of all the other factories combined. This alone is a guarantee of the quality and finish.

Ask your jobber for them and accept no other.
If he cannot supply you write to

TRADE MARK.



Decatur, Bull & Co.

Montreal, Que.

SOLE CANADIAN AGENTS.

Circulars and electros supplied on application.

TRADE MARK.



Iron and Steel Sheets

COMMON

DEAD FLAT

IMITATION RUSSIA

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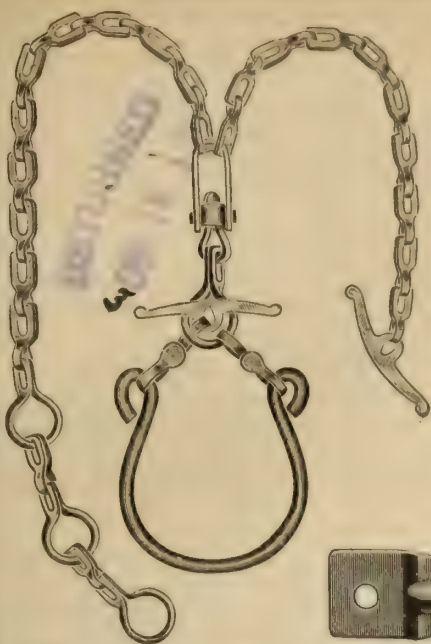
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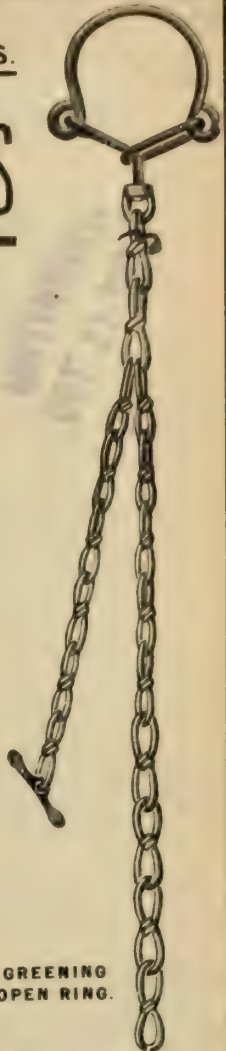


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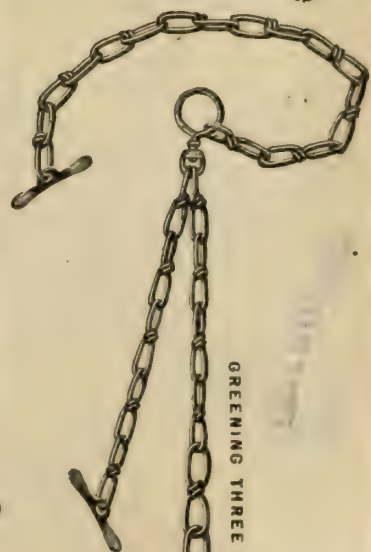
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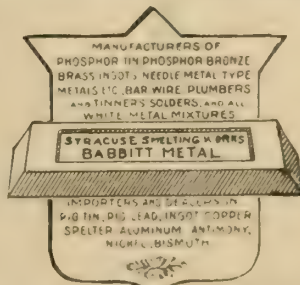
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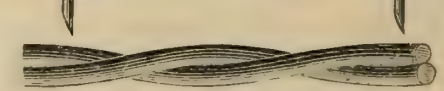
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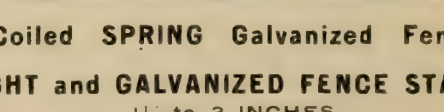
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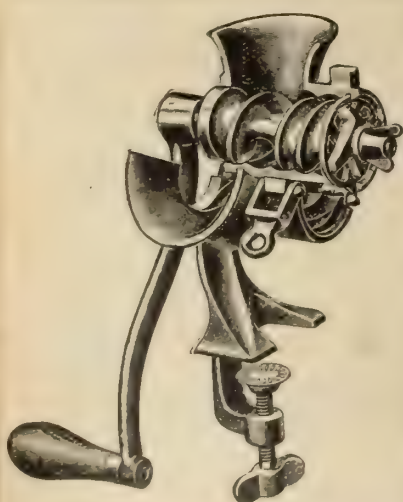
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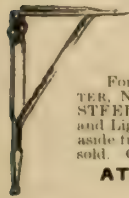
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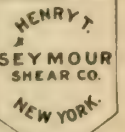
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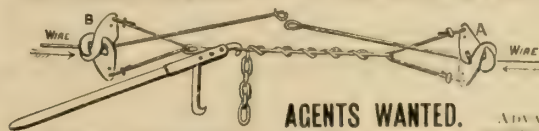
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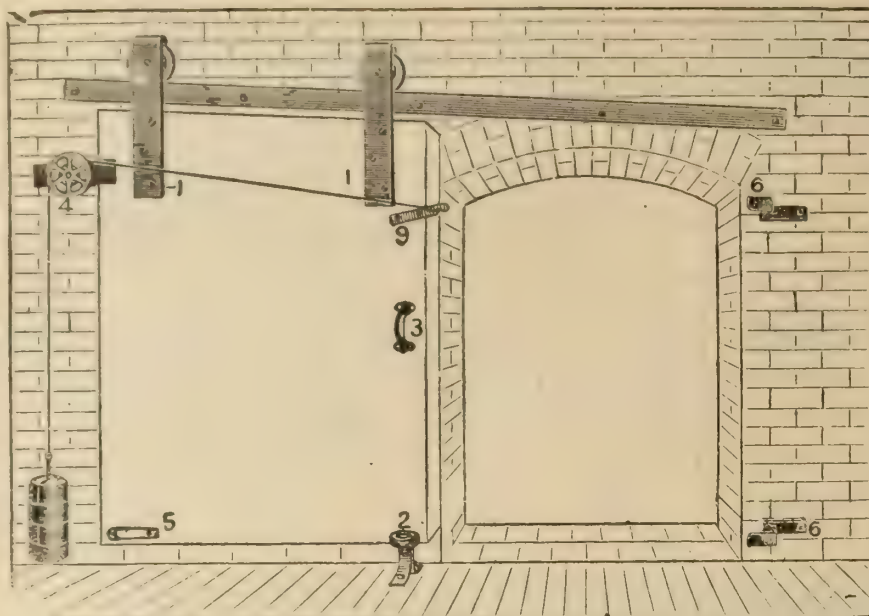
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KEMP'S Arctic Snow Shovels

Solid Steel Blades.

Wooden Handles.

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Strong. Light. Durable.

Stamped from one piece of solid steel and securely fastened to the handle by two bolts passing through it and two straps of steel at the back of the handle.

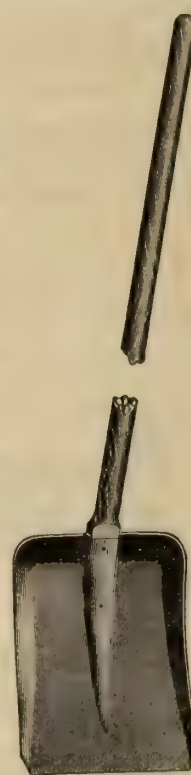
Superior to the old-fashioned wooden shovel.

Strong enough for service around the barn.

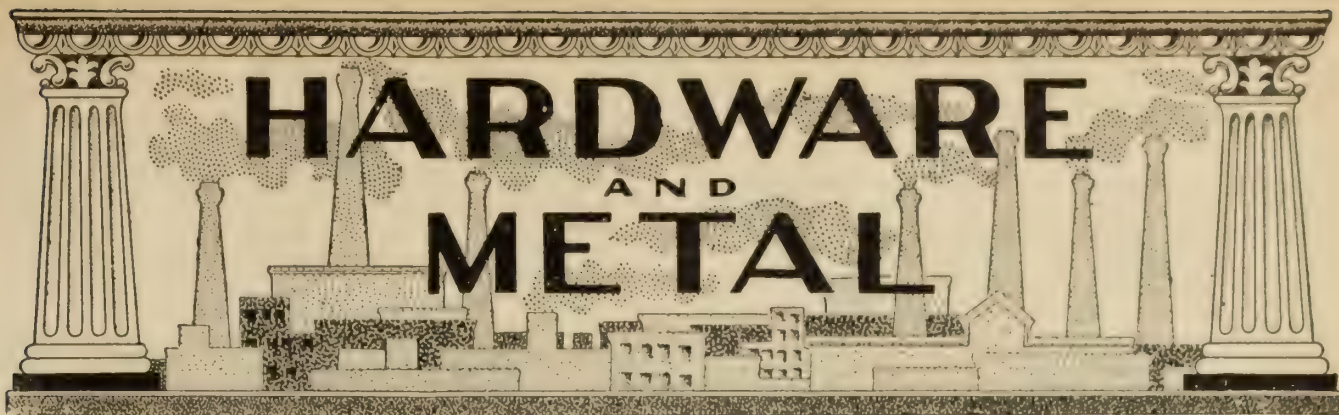
Fast sellers on account of cheapness.

WE WILL BE GLAD TO ANSWER YOUR ENQUIRIES

IN REGARD TO PRICE.



KEMP MANUFACTURING CO., TORONTO, CANADA.



Subjects Discussed at Ottawa

Written for Hardware and Metal by a Member of Parliament.

SINCE our last report from Ottawa there has been no lack of interesting matter before the House and the country. We have heard discussions of more or less merit on the general policy of granting railway subsidies, on the decision of the Alaskan Boundary Tribunal, on the fast Atlantic service,—all matters of large importance to Canada,—and on the sending out of campaign literature in large quantities under the frank of certain members of the House, by which it is alleged the Conservative members have blocked the corridors of Parliament with mailbags, the last a matter purely political in the party sense, a cause of considerable irritation to the extreme party men, but of absolutely no importance to the Dominion at large.

Probably no matter is of greater interest to the commerce of Canada than this same fast line across the Atlantic, and, as this is a trade paper, it will not be unfitting to discuss the matter shortly.

The debate was brought on by a motion of Mr. Borden, worded as follows: "This House affirms its belief that great advantages would result to Canada as well as to the Mother Country from the establishment of a fast steamship service between the two countries, and expresses its regret that no effective steps have been taken for that purpose by the present administration."

Of course, the sting from the party standpoint lay in the tail, which made the motion one of non-confidence. With the assertion that a fast line would be a great advantage to both countries, there was no fault found, but naturally the question arose how much would the advantage be worth? or how much would the Government be justified in offering by way of subsidy to produce the desired result? Mr. Borden brought out some in-

teresting and surprising facts. He noted that away back in 1840 the Unicorn made the voyage from Liverpool to Halifax in 16 days, which was complained of as being three or four days too long. In other words the time for the voyage some 63 years ago was normally about 12 days, and the Mongolian, the first weekly boat to arrive in Halifax this season, took something over 11 days to cross. This means that while the time to New York has practically been cut in two since 1810, the time to Halifax is very little bettered. Naturally this is a very unsatisfactory state of affairs for any progressive Canadian to contemplate. Mr. Borden asserted that had the Government when it came into power in 1896 accepted the tender of the Allans made to the Government of Sir Charles Tupper but a few months before, and still open, the problem would have been solved, and by this time an immense development in passenger and freight traffic through Canadian channels would have taken place. As it was, the new Liberal Government refused the tender of the Allan Line to do the work on a vessel of \$750,000, and made a bargain with Tate, Peterson & Co. for \$500,000 per year, which bargain was never carried out, though the making of it was heralded by the Liberal leaders as a wonderful achievement, and an example of what thrifty business methods could accomplish.

Now the Allans want \$1,500,000 for a suitable fast service, whereas had the Government accepted their original offer the matter would have been satisfactorily closed out for half that sum. Mr. Borden said emphatically that in his opinion we could well afford to pay \$750,000 or \$800,000, or even more for a suitable fast service across the Atlantic.

In replying, Sir Wilfrid claimed that the Allan offer of 1896 was so hedged about

with provisos and conditions that it was not a satisfactory one, even had the price been considerably lower than it was. He stated further that of the seven years which the leader of the Opposition claimed had been passed in idleness, so far as accomplishing this end was concerned, three had been years during which the Boer War had so upset the shipping resources of the Empire that no arrangement could possibly have been reached, that the first year or two after the rejection of the Allan offer was passed in the full expectation that Tate, Peterson & Co. would carry out their bargain, and that the remaining two years unaccounted for had witnessed efforts on the part of the Government to make a fair bargain towards the desired end. He charged the Leader of the Opposition with making constant attacks on the Government for large expenditure, and then charging them with spending too little in this particular matter. He agreed with Mr. Borden as to the importance of the service, but thought a yearly subsidy of \$1,500,000 rather more than Canada could afford to pay for the benefits which would accrue.

Both speeches were interesting and business like, but they soon sank into insignificance before the fervid oratory of the man from Colchester. Mr. Gourlay. We have on a previous occasion, quoted this gentleman at length, and called the attention of our readers to his extremely odd personality. No one can read or hear his speeches, replete with good literary and historical references, couched in most excellent English, and brimfull of originality, without being convinced that he is a man of no ordinary ability and attainments, and at the same time one is filled with regret that so much which is really admirable should be marred by an extravagance of statement that utterly

destroy all that might otherwise be so useful, and leaves his hearers wondering what manner of man is this. Mr. Gourlay is essentially a "Big Canada" man. He has no patience for the fellow who spends his time on the little affairs of the country, and never loses an occasion to score him commercially. It is not surprising, then, that the fast Atlantic service took firm hold of his imagination and generated even greater than ordinary enthusiasm. What has expense got to do with such a truly national work as this? asks Mr. Gourlay. "This House spends too much time in discussing a shipboard expenditure on some wharf or other, spends weeks in discussing binder twine, and such like parish politics, but here we have a great Canadian matter upon which we can properly spend time in discussion and money in expenditure. We must have a service not equally fast with the best from New York, but faster by a knot or two an hour. We must take from that great city the traffic which it has attracted to itself, and this we can only do by going it one better." He proceeds, "Let us spend \$5,000,000 if necessary. Why, you are giving subsidies to railways, half of which no doubt will be stolen. I have no doubt that enough will be stolen out of railway subsidies given this year to give \$5,000,000 to a fast Atlantic service. I have no interest in this mean economy. The people do not mind expending money. All we ask is for you to keep it out of the hands of the hoodlums. If it is spent honestly let it pour out in a stream." Further on Mr. Gourlay warmly asserted that the man who would try to introduce politics into such a question as this would want his mother-in-law's funeral conducted on political lines. "I want to see this country great," said the Colchester representative. "I do not want to go down to the grave with this country little greater than it was when it came from the Indians."

There can be no doubt but that the Alaskan Award has held the centre of the stage here for the past few days. Nothing so rouses national sentiment as a question in which the proprietorship of territory is in question, and since there is a general feeling among Canadians that we have suffered much in boundary matters with the United States in time past, that our easy access to one seaboard was taken ruthlessly from us, feeling has been at high tension awaiting the decision of the arbitrators in London.

With the purport of that award we shall have nothing to say, space forbids, and besides every daily paper is going exhaustively into the matter, but our readers will be interested to learn some thing of the sentiments of their repre-

sentatives here. No names, of course, will be mentioned. It is the gossip, using that word in rather a serious sense, that we propose to retail.

So far, then, the feeling may fairly be summed up as one of very great dissatisfaction, dissatisfaction manifesting itself in straight talk of Canadian independence on the part of a few of the more fiery, but generally confined to more moderate comment. What the members seem to go on most is their acquaintance with the characters of Jette and Aylesworth. Both are considered not only very eminent jurists, but men of extreme moderation, and their only expressed annoyance at the result has produced a profound impression here.

There are still a few very moderate gentlemen who maintain that Lord Alverstone is a man of too great integrity to deliberately sacrifice our rights, but frankness compels the writer to admit that his apologists are few in number and not very prominent in the political world here.

It is said too, that the complications in the far East, where Japan and Russia are all but at one another's throats, and where England might be involved in case of actual hostilities not only because of her alliance with Japan, but also because she could not well permit Russia to close the door in large sections of the Chinese Empire, have made it politically necessary for Britain to retain the friendship of the United States, even at the cost of sacrificing Canadian territory. This is certainly not a very pleasant view-point from the Canadian side. But after all has not Canada more to gain from the open door in the East than has even Britain herself? What is fifty years in the life of a nation? And yet it is pretty safe to say that in that time Canada, a Pacific coast country, will be doing far more trade in the East than will Britain herself. We feel that even with Britain and Japan in alliance, Russia might be able to tighten and extend her hold on the Chinese Empire, and if she once gets possession she will so entrench herself that no combination of powers would undertake to turn her out. But given the United States standing with Britain and Japan, and even the Bear would think twice before taking another mouthful of tempting territory. We want the trade of the East. We are much nearer than the United States to its great centres, but we must have access to it, we must not be shut out by the impassable tariff walls of some great power. We have lost, let us admit for the sake of argument at least, a small amount of our vast territory. Let us prepare to get back more than an equivalent by outdoing our American neighbors in capturing

the trade of the Orient. With our Northwest filled with settlers, with railway and steamship facilities of the best, there is no reason why the future of this enormous to-be-developed commerce should not be ours in larger measure than will be that of any other country. Let us cease repining. A dangerous incident is closed, let us like true men gird up our loins for the magnificent struggle for commercial supremacy in which the future seems to hold out to us a fair chance of victory.

Railway subsidies have been voted in generous measure for some days past. This is a subject that always rouses plenty of talk and little of voting. Sundry gentlemen always announce themselves as opposed to the granting of any subsidy to a line to be constructed through a well-settled country already fairly well served with a road, and then these same gentlemen sit quietly by while the voting to which they have objected goes through. There is much to be said both for and against these subsidies, but this is not the place to say it. In a nut-shell we might almost say that those who have already got plenty of railway facilities are strongly opposed to the granting of further subsidies for railway construction, while those who have no accommodation cry out for them. After all, communities are pretty much like individuals, and selfishness largely dictates a man's political propaganda.

AMERICAN AXE & TOOL CO.

By A. J. U. C.

OF the many great industrial plants that line the banks of the Monongahela River, and have earned for its valley the fame of producing more wealth than any other equal area in the world, perhaps the most striking is the new plant of The American Axe & Tool Co., at Glassport, Pa.

This plant was designed to meet the requirements of one of the largest axe and tool manufacturers in the world; and to this end every modern convenience and improvement has been installed, with the result that the twenty odd buildings

WIRE NAILS TACKS WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

which comprise these works are individually and collectively models of perfection for the purpose intended; and the writer gladly welcomed an opportunity to inspect them.

In contrast with its grimy, smoky neighbors, this plant is as bright and clean as a well kept dwelling.

All the vast maze of machinery in these score of great buildings, covering thirty eight acres, is run by electricity produced by four of the latest improved 600 horse power cross compound engines, connected directly to Westinghouse generators.

The eight boilers required for these engines are fitted with automatic stokers which not only eradicates the smoke nuisance so prevalent in this district, but effects economy in the consumption of fuel, which makes up a large portion of the saving in the cost of production. The officials remark upon these economies and smilingly infer that it places their competitors at a disadvantage; the significance of this remark grows later when one realizes that the two prime requisites in the manufacture of axes and tools are heat and steel. Here one has almost to exercise caution not to fall into a coal mine; natural gas is left to burn in the streets all day to save the expense of having a man go around to light it again at night; the great steel yards are a half hour's voyage down the river.

The building devoted to the forging of tools and scythes, like the balance of the plant, is of iron construction. This building has a ground floor space of 45,000 square feet, filled with the most modern machinery obtainable for the forging of all kinds of hatchets, tools, scythes, etc., the majority of them being made direct from steel bars in one continuous process, by machines designed, patented and owned exclusively by this company, which enables them to produce not only a superior article, but to produce it at a minimum cost for labor, fuel and material. The daily capacity of this shop is 200 dozen scythes and 600 dozen tools.

The building adjoining the forge shop has a ground floor space of 33,000 square feet, in which is installed every appliance for comfort and convenience in handling this part of the work, included in which is a complete system of railway and travelling cranes for handling the product.

A cost and labor-saving feature worthy of special mention is the automatic polishing machine, invented, patented and owned exclusively by this company. It is in operation in the polishing shop which occupies a ground floor space of 45,000 square feet.

The finishing and packing rooms adjoining the polishing shop occupy a ground floor space of 30,000 square feet,


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and, as everywhere in this factory, there is every device for speed, convenience and economy in handling the product.

The warehouse occupies a ground floor space of 20,000 square feet, the box factory 3,200 square feet; the machine shop 25,000 square feet. Dies, etc., for use in the factory are made here.

The company has its own waterworks with a capacity of 3,000,000 gallons daily.

The balance of this immense plant is devoted exclusively to the manufacture of axes. The forge shops occupy three great buildings, having a floor space of 90,000 square feet, and a daily capacity of 1,000 dozen axes.

The grinding, polishing, tempering, finishing and packing departments are on the same grand scale. They adjoin the forge shops and each other in the order named, and are connected and fitted with a railway system of over four miles.

It is at this factory that the popular Red Ridge axe is made. This patented axe was placed on the market three years

ago, at once met with great favor, and in that time has out sold every other brand with one exception—the famous Lippincott & Co. axe, which since 1846 has held its place as the foremost in the market, and of which over 180,000 are sold annually.

The Lippincott & Co. axe is manufactured by this company at its Beaver Falls, Pa., factory. At their East Douglas, Mass., factory this company manufacture the old and well-known Hunt's Axe, which has been on the market since 1826, and still merits and retains its ancient and well-earned popularity.

Among the other brands of axes manufactured by this company are the following:

Bloods,	Forest Chopper	Norfolk
Wm. Manns,	Jameson's Axe Co.	W. S. Co.
Hubbards,	Red Jacket	P. M.
Hubbard & Blake	Mfg. Co.	T. L. M. & Co.
Hurds,	Romer Bros. Mfg. Co.	
Underhill Edge Tool Co.		
Francis Axe Co.,	Amherst	Amherst
Red Mann,	Peabody	Peabody
Mountaineer,	Rough Rider	Rough Rider

The office occupies an entire separate building. No convenient time or labor saving appliances seem to have been over-

...ed in his equipment, and as I took
... of my guide at the office door
... the works, I shared his en-
... and pardoned his pride as, in
... the long row of buildings, he re-
... That is the greatest axe and
... factory in the world." for besides
... the largest and most perfectly
... it has unusual natural advan-
... with regard to location and econo-
... production, which are now unrival-
... and cannot be surpassed.

The Canadian manager of The Ameri-
... & Tool Co., Mr. J. Hofmann,
... been with the company for upwards
... twelve years, part of which time was
... on the road, his territory being
... New York State, Pennsylvania and the
... New England States, where he controlled
... a large business. He is a thoroughly
... practical man and understands his busi-
... in all its details. In this way cus-
... tomers can have all points in the goods
... they buy explained to them. The office
... is situated in the Coristine Building,
... Montreal.

DISEASES OF STEEL.

IN all our progress in the study of
... steel, says C. H. Ridsdale, Middles-
... borough, there is still no definite and
... approved system of tests published for
... recognizing its "diseases" and determin-
... ing their origin by the results of which
... those concerned will abide. Analysis
... failed to explain most of the troubles
... met with. He had attempted to collate
... various types of faults. He had pushed
... his investigation from both ends—forward
... by synthetical reproduction of known ir-
... regularities of manufacture and backward
... from the manifestation of the disease till
... its unknown cause was detected. He re-
... marked the one great hindrance to pro-
... gress in tracing faults their origin was
... the strong hold various notions had,
... which, though perfectly right in a general
... sense, when carried to an extreme were
... misleading. One such notion was the
... extent to which impurities, particularly
... sulphur and phosphorus, were harmful.
... Nothing was farther from his wish than
... to advocate indiscriminate laxity in the
... matter of impurities. What was wanted
... was not to advocate stretching the limits
... in order to admit inferior material, but
... only to face fairly whether or not by
... raising the limits in many instances a
... material answering the requirements as
... well, or sometimes better, would be ob-
... tained more cheaply or readily. Another
... mistaken notion was that the maker
... ought to render his material proof
... against being spoiled in successive work-
... ing up processes. The fact was that no
... make of steel had yet been met with that
... could not be spoiled quite simply. The

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520

J. Stevens Arms & Tool Co., P.O. Box 217 Chicopee Falls, Mass., U.S.A.

author then considered at length the
... various diseases to which steel was sub-
... ject, and continued that it would be far
... too bold a claim to pretend for one mo-
... ment that as soon as the disease had
... been successfully traced and identified a
... commercially applicable remedy could be
... at once suggested. To avoid brittleness
... and hardness and to obtain toughness
... and softness with a minimum of trouble,
... he advocated reheating rapidly after the
... steel had become cold and deprecated
... continuing to heat steel which was al-
... ready hot. Respecting the cure of faults
... already produced in material, this, from
... the nature of the product, was often

scarcely possible, as, for instance, where
... through red shortness or hardness cracks
... or fracture, respectively, had actually
... occurred; in other cases where possible
... cure was not practicable the cost being
... prohibitive. Still, there were some cases
... where a very simple heat treatment or
... similar remedy would be quite effective
... and at a very slight cost.

Sutherland & Sheppard, general mer-
... chants, Selkirk, have dissolved partner-
... ship: P. H. Sutherland will continue the
... business.

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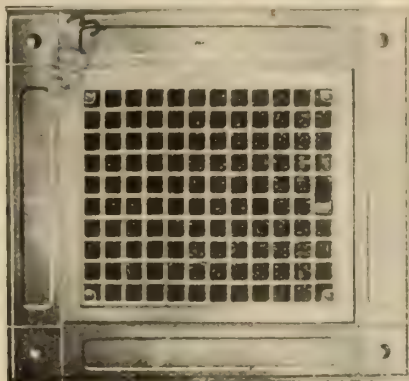
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ONLY
WHOLESALE

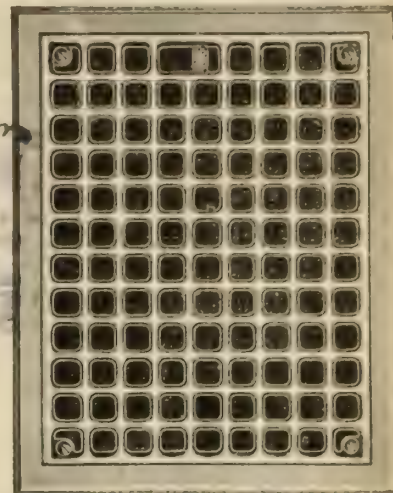


Borders, Stamped Steel.

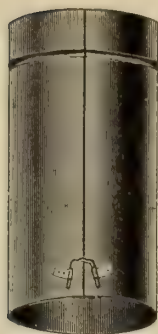
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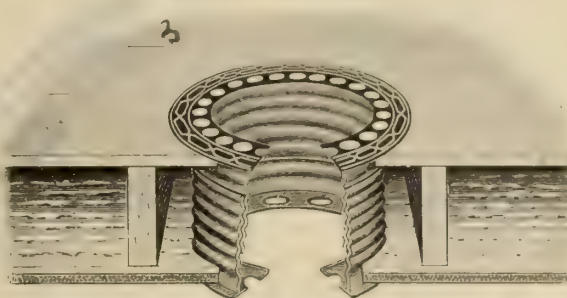
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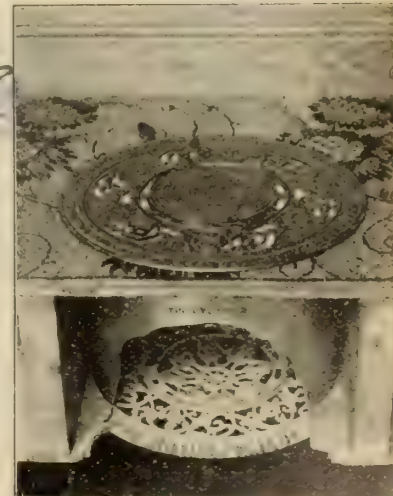
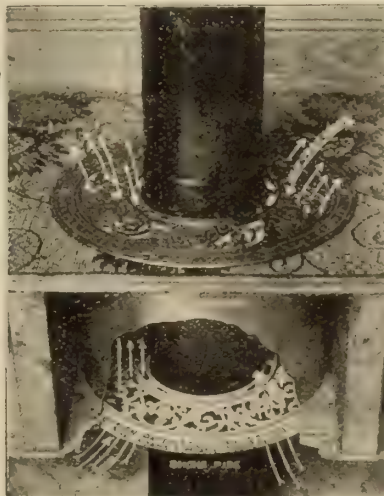
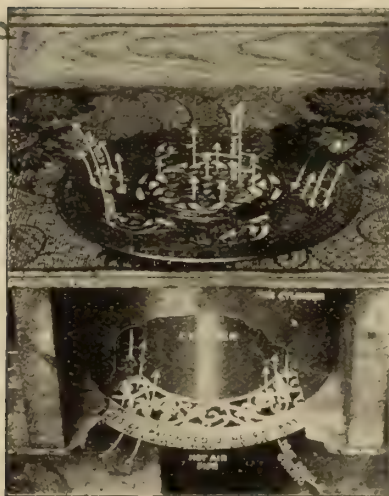


*all to H.S. Howland
see cat book 12 page 85*
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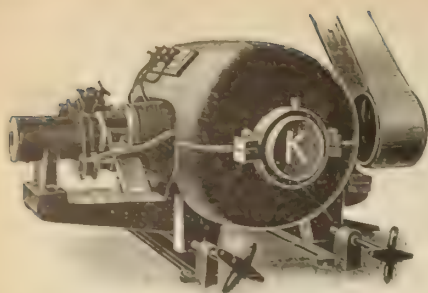
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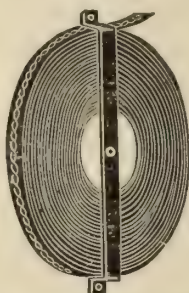
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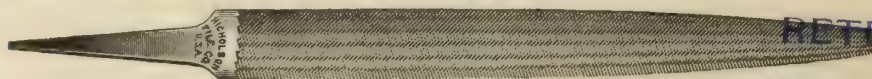
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MACHINERY

NOTES ON HIGH-SPEED TOOL STEELS. *

THE following notes represent officially verified data as to the use of high-speed tool steels in the works of the Union Pacific Railway at Omaha, Neb., and as such are offered as a brief contribution to the subject. As is now well known, these steels are similar in constitution to the Mushet air-hardening steel, the principal difference being that a much higher temperature is used in the tempering process. The steels contain both chromium and tungsten in varying proportions, as well as molybdenum. The method of treatment consists in heating the tool up to about 2,000 degrees F., then cooling rapidly down to about 1,700 degrees F., in a lead bath, and then slowly in air or lime. These steels, of which the Taylor-White is the best-known and earliest example, are able to maintain a cutting edge even when operated at speeds producing a red heat; and, in fact, unless such speeds and temperatures are maintained, they do not give satisfactory results. These tools should be used only for roughing purposes, and the great economy resulting from their use appears when it is found that the forgings can be made with less care as to size, the roughing down to finishing dimensions being made more rapidly and economically in the machine process than in forging. Small chips can be turned from car-wheel tires at lineal speeds of five feet to eight feet per minute, the weight of metal removed being about eight pounds per hour; this is with ordinary tool steel. Turnings, such as the turnings from a locomotive tire, are made with high-speed steel at a speed of 24 feet per minute, removing 100 pounds to 120 pounds per hour; while heavy chips are taken at 18 feet per minute, removing 450 pounds per hour. This latter cut was too heavy for the powering of the lathe, however, and the rate could be maintained for only a short time, but the tool showed no signs of distress.

The following are authenticated records made in the Union Pacific shops at Omaha, Nebraska, U.S., for which the author is indebted to Mr. R. Emerson, secretary

*Read by H. H. Suplee, New York, before the Institute of Mechanical Engineers at Leeds, July 28, 1903.

of the Union Pacific Railroad Board of Tests, the work being done on a wheel lathe, a planer, and two boring mills, with "Novo" Air Hardening Steel.

Test No. 1. Pond lathe machining soft cast iron piston valve bushing. Speed of cut 74 feet per minute; depth of cut $\frac{1}{2}$ inch; feed 3.32 inch.

Test No. 2. Pond lathe machining No. 1 scrap iron 4-inch/piston rod. Speed of cut, 18 feet per minute; depth of cut, $\frac{3}{8}$ inch; feed, 1.16 inch.

Test No. 3. Pond lathe machining No. 1 scrap iron crank pin. Speed of cut, 26 feet per minute; depth of cut $\frac{1}{2}$ inch; feed, $\frac{1}{2}$ inch.

Test No. 4. Niles vertical boring mill machining steel locomotive driving tire. Speed of cut, 40 feet per minute; depth of roughing cut, $\frac{1}{2}$ inch; feed, $\frac{1}{2}$ inch.

Test No. 5. Bullard vertical boring mill machining cast iron piston head. Speed of cut, 20 feet per minute; depth of cut, 13.32-inch; feed, $\frac{1}{2}$ inch.

Test No. 6. Bement-Miles horizontal cylinder boring mill machining very hard cast iron 19-inch locomotive cylinder. Speed of cut, 18 feet per minute; depth of cut $\frac{3}{8}$ inch; feed, $\frac{1}{2}$ inch.

Test No. 7. Pond driving wheel tire lathe turning down hardened driving tire. Speed of cut, 24 feet per minute; depth of cut, $\frac{3}{8}$ -inch; feed, 3.32-inch; weight of metal removed per hour, 90 pounds.

Test No. 8. Pond planer machining No. 1 scrap iron side rod. Speed of cut, 18 feet per minute; depth of cut 9.16 inch; feed, $\frac{1}{2}$ inch; weight of metal removed per hour, 247 pounds.

All of these tests were made with Novo tool steel, forged at high lemon color, cooled slowly in air, reheated to white, almost running heat, then cooled in steady air blast or in oil, the latter giving the best results.

TORONTO RAILWAY POWER PLANT.

THE work on the new power plant for The Toronto Street Railway Co. is being pushed ahead rapidly. Nearly one-half million dollars is being spent by the company on a plant which will almost of a necessity be only a temporary one until power from the Niagara Falls is delivered in Toronto. It has been the subject of some speculation why

the company should spend so much money to increase their facilities for producing electric power, when in a short time any amount of power will be obtainable from Niagara. The reason given by the company is that they cannot wait until the connections with Niagara will be an accomplished fact. The company think that at least two years will elapse before all arrangements are completed for the delivery of power to users in Toronto.

A storage battery of 3,000 ampere-hours is to be erected at the corner of Frederick and Front streets, where power will be stored for use at a time when there is a rush, such as at six o'clock and on holidays.

The additional generators of power consist of, as was stated in "Hardware and Metal" some weeks ago, three batteries of two boilers each, two large engines of 1,600 horse power each and two generators, directly connected. Besides this the switchboard is being remodelled, and 40 miles of feed wire is being placed in position.

Besides making extensive improvements to its plant the company is increasing its rolling stock. At the present time 29 cars of the Summer and Winter convertible style are being built. They will cost nearly \$5,000 each.

NEW ELECTRIC PUMP

THE motor and apparatus which is to run the new electric pump at the upper level reservoir in Montreal has been installed and tested with apparently satisfactory results.

The new pump has a capacity of 5,000,000 gallons per twenty four hours, but as the consumption is only 2,200,000 gallons per day the pump will be in operation for only ten hours out of each twenty-four. It has been decided for economic reasons that it shall run at night instead of in the day.

There is scarcely any possibility of the power ever giving out as the Montreal Light, Heat & Power Co. have three water powers from which they receive their electric energy, and should any one of these fail the other two would be sufficient for all requirements. Even if other sources of power failed the company have a powerful storage plant to fall back upon.

McCABE'S NEW DOUBLE SPINDLE LATHE.

THE accompanying illustration shows the McCabe new style heavy pattern double spindle lathe, 26 to 48 inches swing, with geared plate, for which The Fairbanks Co., of Montreal, Winnipeg and Vancouver, are the Canadian agents. There are some new and superior features about this lathe which make it a pleasure for "Hardware and Metal" to give its readers a full description.

This machine in reality combines two complete lathes, the large size triple geared and the medium size back geared, with all the modern conveniences. It is particularly well adapted for shops in which large work must be done occasionally, but in which there is not sufficient

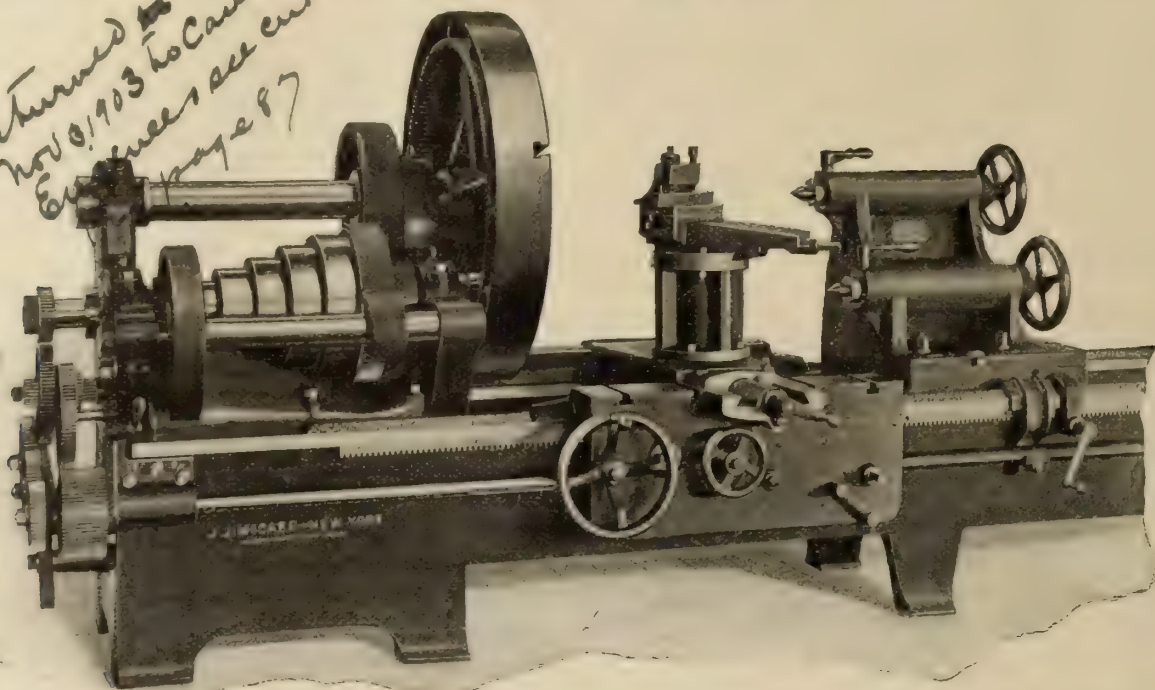
on the front side, and this feature overcomes the tendency to lift spindle in bearings by keeping the pressure constantly downwards. The principle is the same as in roll-turning and gun lathes.

The swing on the upper spindle is 49 inches over bed, 45 inches over the wings of carriage, and 40 inches over the carriage. The bed is as wide as the average standard (48 inches), and therefore the head and tail stock do not overhang but are perfectly rigid in handling heavy work on the upper spindle. The leg under the tailstock end of bed is arranged to swivel, so as to accommodate itself to an uneven floor or foundation. It is practically a three point bearing. The head stock is very wide on base

steel of about 45 points carbon. The cone is large in diameter with five sections, and driven with a 3½ in. double belt. The gearing is strongly proportioned throughout. The lower spindle is back geared in the usual way, while the upper spindle has double the power, being triple geared.

The internal-geared face-plate (ratio about 72 to 1) can be furnished as an extra for unusually heavy work, instead of large plain plate, as it answers the purpose of both. The driving pinion for lower spindle that engages in geared plate is made of steel.

The carriage, gibbed front and back, has a bearing of 18 inches in length on the ways and is 12 inches wide at the bridge or central part. The top is made flush without any projections, and is planed and slotted for clamping large



McCabe's New Style Heavy Pattern Double Spindle Lathe.

of that class of work to warrant the keeping of an expensive tool which would stand idle most of the time. It is also designed to do the work of the familiar "block up" and "gap bed" styles of lathe. Changing from one place to another is done quickly and easily, and the great advantage is that the floor space of but one machine is taken up.

In redesigning this machine all the good points of the older styles have been retained, and a number of new features have been added to make it a thoroughly modern, high-grade tool. These new improvements in the reconstruction of headstock and new arrangement of gearing add greatly to the rigidity and increase the power by 25 per cent.

The back gears, which are completely enclosed and out of the way, are placed

and is rigid in construction. The base is scraped to a flat bearing on the ways of the bed, and is held down by six cap bolts. Four adjustable screws are tapped through the flanges where the headstock sets between flat ways of bed, and the fit is made one thirty-second part of an inch loose at this point. This allows the headstock to be adjusted slightly in order to line up the spindle properly, should the lathe bore taper any time owing to the weight of the boxes.

The boxes are hard bronze, of extra length, carefully scraped and fitted to a perfect bearing. The thrust of the spindles is taken on hardened and ground tool steel washers of ample proportions.

The spindles are large in diameter, and made from a high grade of hammered

pieces in boring. As it is powerfully geared, it can be operated conveniently, and it has quick traverse along the bed with hand wheel of large diameter.

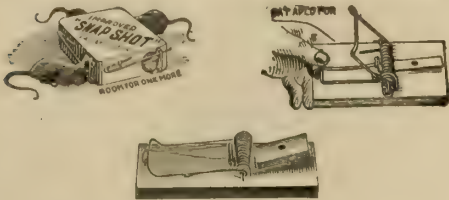
The compound rest is supported on a cross slide 21 inches in length on the carriage, and with a full width of 12 inches. It has sufficient traverse to face full swing on upper spindle without shifting the tool or loosening any of the bearings. The blocking piece for compound rest brings the tool level with the upper spindle, and is made so that it can be quickly taken and rest set down in its regular place.

The power cross feed is operated by means of a slip pinion under the cross feed screw. The screw-cutting range is double that of the ordinary lathe. With the gears regularly furnished some fine

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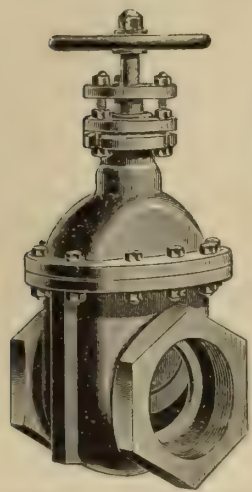
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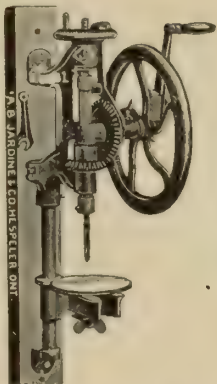
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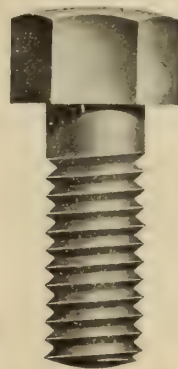
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work can be done as from 1 thread in 2 inches to 32 threads per inch can be cut on lower spindle, and from 1 thread in 1 inches to 16 threads per inch can be cut on upper spindle. The lead screw is 2 inches in diameter and made from a fine grade of carbon steel.

The friction feed is driven with splined screw, the threads of the lead screw being used for screw cutting only. The feed is driven by gearing, and admits of three changes without removing the gears, and, by reversing the position of the gear on the end of the lower spindle and the second gear on stud, three additional changes of feed without using the regular gears that will give almost any feed required. The feed is engaged by a hand wheel large in diameter, so that it is an easy matter to tighten the friction by hand sufficiently to carry the heaviest cut. The rack pinion is arranged so that it can be entirely withdrawn from the rack while cutting threads. It has a double bearing in the apron, which is supported out to the face of the rack and overcomes any tendency to spring. The reverse motion for controlling the feed in the apron is operated by a lever within convenient reach.

The tail stock has a flat bearing 25 inches in length, which is fitted with a taper gib on the front side to take up wear, and is securely held by two binders and four bolts. An improved device for clamping spindle is used, overcoming the necessity of splitting the casting at this point. There is a quick traverse along the bed by means of crank and steel pinion running in the rack. The usual set-over is provided for taper work.

The taper attachment, furnished as an extra, is fitted to slide on back of bed and has the merit of being simple and substantial. The universal tool-holder for heavy boring and turning is furnished as an extra in addition to the regular style for ordinary use. The Steady Rest is heavy and substantial; it has an opening of ten and one-half inches and can be used in connection with both the upper and lower spindles.

OPEN HEARTH FURNACE DISCHARGE

O. J. D. Hughes, U. S. Consul at Coburg, Germany, reports: "In order to enable open hearth steel furnaces to be partially discharged to a greater or less extent, a German inventor provides several tapping holes, or channels, at different levels in open pockets projecting from the wall of the furnace. The process may thus be carried on continuously in a stationary furnace, the amount of the charge withdrawn being replaced by fresh molten pig iron and ore. Slag discharge

channels are provided to draw from a higher level. The whole of the contents of the furnace may be withdrawn whenever required through a tapping hole in the bottom. The pockets are normally open through the wall of the furnace, but communication with the interior of the furnace is cut off when required by lowering a sliding door. The tapping and slag discharge channels are closed by blocks, which can be raised by levers. The various channels are suitably packed during the working of the furnace."

IMMENSE CANTILEVER BRIDGE.

The bill dealing with the subsidies for the Quebec bridge, has at last been carried in the Dominion Parliament. These subsidies amount to \$6,678,200.

This bridge, to span the St. Lawrence at Quebec, is to be the greatest cantilever bridge in the world. The centre span is to be eighteen hundred feet, which will be two hundred longer than the span of the cantilever over the Firth of Forth, Scotland, which is at the present time the largest bridge of that sort in existence. The substructure is now completed, and it is said that it cannot be excelled by anything of the kind on the continent. The cost of construction was more than was at first estimated because the foundation of one of the piers had to go lower down than was called for in the specifications, on account of quicksand being met with.

The need for the bridge was quite apparent to all living in the locality. It would relieve half a million people who were cut off from Quebec except by ferry. It would serve three important railways, the Grand Trunk, the Intercolonial, and the Quebec Central.

MILLING AND PLANING MACHINES.

The relative advantages of milling and planing machines is a subject that frequently comes to the front, says "Scientific American." Both machines occupy an important place in the machine shop, and neither of them could very well be dispensed with profitably. One, however, cannot help but notice that many of the jobs that have until recently been undertaken on the planer are now being relegated to the milling machine, and that the latter is gradually coming more into favor. As regards cost of production by the two methods, we think the advantage is on the side of the milling machine. While the cost of milling cutters is certainly more expensive than planer tools, in making a comparison it should be noted that the milling cutter will do much more work as a rule per tooth, without sharpening, than the planer tool. The time each cutting point or tooth of a milling cutter is actually in the work is usually very short; using a

planer tool it is long. Therefore, the cutting tooth has an opportunity to cool while the planer tool point has not. Thus, while the first cost of the milling cutter is much greater than the planer tool, taking results into consideration it works out the cheapest.

MACHINERY AND ELECTRICAL NOTES.

The Canadian General Electric Co., Peterboro, Ont., have in course of construction a large new building, to be used as a storehouse principally.

The machinery and contents in one of The Flavell Milling Co.'s elevators at Lindsay, Ont., have been damaged to the extent of some thousands of dollars.

The Hamilton Foundry, of Peterboro, Ont., is at present engaged in the turning out of an immense gold dredge for use on the Alexander River, B.C. The dredge is being made for an American gold mining company, at present operating at the Alexander River.

The Canadian Elevator Co., an American company who are going to engage in the lumber trade in the Canadian Northwest, are about to erect a planing mill in Morris, Man., which it is expected will be in operation by January 1, 1904. Spurs will be run from both the C. N. and C.P.R. tracks to the mill.

A. P. Turner, general manager of the works of The Canadian Copper Co., at Copper Cliff, Ont., says that the new smelter, which the company is erecting, will be in operation by next April. This is the first of a million dollars worth of improvements the company are making in order to keep up the standard of the present day.

The work on the large cement abutment dam, which The American Canal Co., of Peterboro, Ont., are constructing across the Otonabee River, is progressing rapidly. The power house is also nearing completion, and already the installation of machinery has commenced. Two large Westinghouse alternating generators are to be installed, and one from The Canadian General Electric Co., Peterboro. A large travelling crane has been put in to facilitate the installing of these generators.

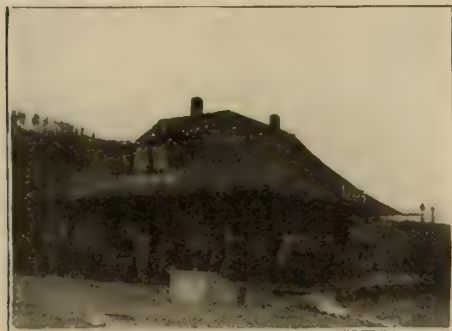
The famous hydraulic lift lock at Peterboro, Ont., is now nearing completion. This lock is the largest of its kind in the world, and is a fitting representation of what can be accomplished by engineers of the present day. It is a work that Canadian engineers and mechanics may well be proud of, as it is almost wholly of Canadian design and construction. All but some particular kinds of castings, which are manufactured only in the States, were made in Canada. The immense castings for the piston rods and the cylinders were made in Dundas, Ont.

IMPRESSIONS OF THE GREAT WEST

Gathered During a Transcontinental Tour with the Canadian Manufacturers' Association.

By W. L. E.

NOTHING in the Great West surprised me more than the appearance of many of the towns and cities. We stopped at 28 different places, if my memory serves me right, and while



At Laggan—Preparing to Start for Lake Louise

our view was, in most instances, necessarily somewhat cursory. I saw enough to convince me that the cities, towns and villages in the Great West are such as the inhabitants thereof may well be proud of. Taking them all round, city for city, town for town, and village for village, they in more than one respect gained by comparison with similar places in the older parts of Canada. The buildings in the business portions are, as a rule, larger, more substantial and more modern in appearance, and the streets are broader and better paved. In a word, there is a more prosperous air about the western than about the eastern towns. Of all the cities of the West, Winnipeg and Vancouver impressed me most favorably. I had heard and read a great deal about both and was possessed with great expectations, but the



The Caretaker's Cottage at Stanley Park, Vancouver, and two admiring excursionists.

realization exceeded my anticipations. If Winnipeg is not before a great many years the greatest distributing centre in

the Dominion, I shall be very much surprised. Winnipeg can only be a failure if the Great West is a failure. It has a population now of about 15,000 and relatively it is to-day the greatest business wholesale centre in Canada. When the present warehouses in the course of construction are completed, the "Prairie City" can, without exaggeration, boast that it has the largest and most imposing warehouses in the Dominion, not even excepting Montreal and Toronto, while cities of similar size in the East are not at all to be compared with Winnipeg in this respect. It is this that warrants me in saying that Winnipeg is to-day relatively the greatest wholesale centre in the Dominion. When, of course, it



The main source of the Old Man River, a subterranean outlet in the side of a mountain.

comes to the manufacturing industries, there are several cities in Eastern Canada of much smaller population which put Winnipeg completely in the shade, but the Province of Manitoba is by no means wanting in those natural resources which are the basis of manufacturing industries, while Winnipeg itself possesses magnificent water power. One natural product which Manitoba does not possess is hardwood, but of pulp-wood there is an unlimited supply and paper-making therefore is one of the possible industries of the "Prairie Province." One thing that should not be forgotten in considering the future of Winnipeg is the fact that the construction of a short canal would com-

plete water communication with the Saskatchewan. A glance at the map will convey some idea of what this means. Edmonton, for example, which is a thousand or more miles away, would be placed



Messrs. Young, H. Cockshutt, D. Waterous, Lloyd Harris on cayuses at Lake Louise.

in direct water communication with Winnipeg.

Vancouver is a marvel among the cities of the Great West. Seventeen years ago the little town was fire swept, only one building remaining. Fifteen years ago the spot on which now stands the handsome and modern Vancouver Hotel was a timber limit from which the extraordinary quantity of 320,000 feet to the acre was being cut. I have this on the word of Mr. Scott, one of the large mill-owners at Vancouver. To-day Vancouver is as modern a looking city as one could desire. The streets are wide and are nearly all paved with asphalt, while the sidewalks on the principal streets are made of wide stone slabs. The buildings, as a rule, are of brick or stone. The whole-



Crow's Nest Mountain.

sale houses are fine, spacious and well lighted, and would do credit to any business centre on this continent. One thing

that impressed me particularly about the hardware business in Vancouver was that every precaution had been taken to ensure good light, consequently the interiors are unusually bright. The retail stores are full in keeping with the whole sale business, the thing which struck me in Vancouver, a fact in every other city and town in the West was the exceeding low prices of articles carried in the stores. A lady who was a member of our party assured me that the quality was much superior to what was found in the average retail stores in the East. Everywhere in the West I heard that the people demanded a better class of goods than those in the East and were prepared to pay for them. This applies to both articles of food and wearing apparel. I can imagine I hear eastern merchants saying that the same condition of affairs ought to prevail with them. Perhaps they will work for that end as well as pray for it they may obtain the desideratum.

While at Vancouver I ran against a crowd of mine, a commercial traveller,

Every precaution is taken by the Canadian Pacific Railway to prevent accidents. Guards patrol every mile of the railway throughout the Rockies before a passenger train passes over it, and in the descent from Hector there are safety switches at intervals so that should anything go wrong with the brakes the train would run into a place of safety. Besides this, men are taken on at Hector whose special duty is to jump from the front of the train and watch that the brakes and couplings are working properly. Each of the men thus employed gets on at the last coach, runs through the train and again jumps off at the front, repeating the operation till the descent is made. While making this particular descent the train does not travel faster than three or four miles an hour, and there is ample opportunity for passengers as well as railway men to jump from the train and run alongside, if they so desire. Some of our passengers did take this opportunity of stretching their limbs. To cross the Rockies on the C. P. R. one is as free from accident as those who travel by electric street car in any of our cities; in fact, judging from records, it is safer.

Among the towns in the West there are none more ambitious than Edmonton. And this is not without good cause. It is situated amidst one of the finest farming districts in the Great West. As we approached Edmonton the appearance of the country reminded me more of Ontario than anything else I had seen since we started on our journey. When we retired the night before we were bounding along over the treeless prairie; in the morning when we awoke we were leisurely travelling over the Calgary and Edmonton branch of the Canadian Pacific Railway. Many of the fields along the C. & E. were fenced; but what reminded me more of Ontario than anything else was the evidence of mixed farming and the clusters of trees which we saw growing here and there. Local authorities informed me that there was no part of the Great West so well adapted for mixed farming as that adjacent to the Calgary and Edmonton branch of the C.P.R. We saw it somewhat under unfavorable conditions on account of a heavy rain which was falling, but from what I saw I am quite prepared to believe the statement. The best of the land for mixed farming I was informed lay from the line of the railway to about 30 or 40 miles eastward. On our way up the C. & E. we had our first sight of a bucking broncho. It was highly entertaining for those who had never seen such an animal before. Several of our party, who professed to be good riders, were requested to try their hand and mount the broncho, but one and all

declined. In fact there was only one out of a number of cowboys who were standing round the station who would undertake the task, and the one who did so was unfortunate enough to get his hand slightly injured. We took up a collection for him and went on our way rejoicing and free from any qualms of conscience. But it is not alone upon the excellent farming country which surrounds it that Edmonton depends for its future prosperity. The town is favorably situated on the Saskatchewan. On the map the river is described as the North Saskatchewan, but it is not safe to call the river by that name in the hearing of the good people of Edmonton. It is "The" Saskatchewan, and should one insert the word "North," he is quickly reminded of his error. The river at Edmonton is broad and deep and a couple of steamboats make the town their headquarters, and the river is navigable for a long distance and no doubt eventually steamers will leave Edmonton and tie up at the wharf in Winnipeg when the possible canal connection is made.

Coal in abundance is all around Edmonton, and the town itself is partly undermined by mining operations; in fact



View Head. From our Steamer

who was on his way east. "I am always glad when I get home," he said. "I have been over the road so many times and know the dangerous spots so well that I always feel nervous until I have passed them." I looked at my nervous, pessimistic friend with something akin to pity. There are certainly dangers on the road and one perhaps shudders a little when looking back upon the spider-like bridges and trestles, crossing yawning canyons and rapid-flowing rivers, which stand open ready to receive him should his train leave its narrow pathway. But fortune is kind to those who travel the 500 miles or more of railway that runs through the Rockies, not during the 18 years that the Canadian Pacific Railway has been in existence has the life of a single passenger been lost on the Rocky Mountain division of the system. This fact ought to drive out fear from the breasts of the most nervous individuals even should there not be enough of the poetic in them to create adoration and dissipate fear in all around them. But the timorous need not have any fear



On the Lower Deck of the Kootenay Lake Steamer. Mr. P. McMichael doffing his hat.

the mayor informed us that they had been compelled to stop mining under the town in order to prevent the danger of a the divisional point. At present Edmonton is already of great importance. At present it is the starting point for the Great North, and merchants in Winnipeg do a large business fitting out traders who go into the "Great Lone Land" for the purpose of gathering furs. These traders, in some instances, travel over 2,000 miles to the north and take three or four months making the journey. The new trans-continental line being built by Mackenzie & Mann will make Edmonton the divisional point. As at present Edmonton is only connected with the Calgary and Edmonton at Strathcona, on the south side of the Saskatchewan, by a short railway four miles long, with one engine and one passenger car. This is a great disadvantage, but when the new railway comes in on the north bank of the river, Edmonton will be much more favorably situated. That this is expected is evident from the boom which is at present on in Edmonton, and land on the main street is held as high as \$700 a foot. Between Strathcona and Edmonton a keen rivalry exists, and both graciously vied with each other in entertaining our party.

(To be continued).

Keep the Dodge Line

in front of you if you are looking for profits.

It offers splendid inducements to wide-awake dealers.

If you are interested in securing more profits and permanent business, write us for our very special offer to hardware dealers.

The Dodge Mfg. Co., of Toronto,
Limited,
TORONTO, ONT.

The Auer Gas Lamp.

"TURNS NIGHT-TIME
INTO DAY-TIME."

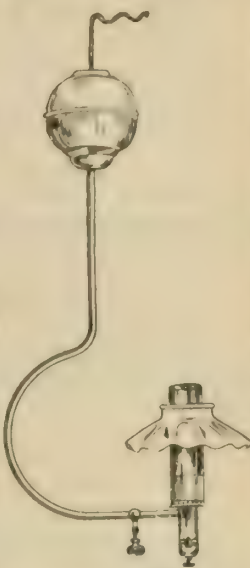
New Styles. Lower Prices.

Are you interested in a lamp which gives 100 candle power?

Are you interested in lighting your store brilliantly? You know it draws trade?

Are you interested in saving half of your bill for coal oil?

Are you interested in having the agency for a lamp which does this?



No. 28
100 Candle Power.

Then write for our Catalogue and Discounts.

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

The Canada Screw Company

HAMILTON

TORONTO

MONTREAL.

ASK FOR OUR . . .

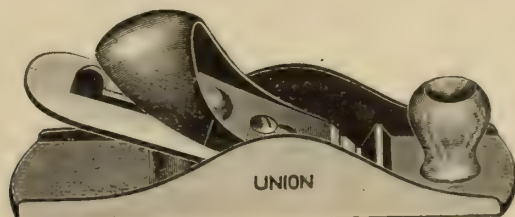


Wood Screws,
Machine Screws,
Tire Bolts,
Stove Bolts,
Rivets,

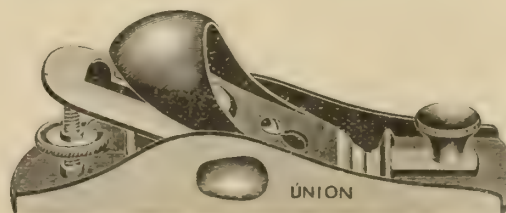
Wire Nails,
Screw Eyes,
Screw Hooks,
Gate Hooks
and Eyes.

**SPECIALS
OF
ALL
KINDS.**

UNION IRON and WOOD PLANER.



No. 110.



No. 9 1/2.

UNEQUALLED IN QUALITY AND FINISH.

Union Mfg. Co., - - New Britain, Conn.

FOR SALE BY ALL PRINCIPAL HARDWARE DEALERS.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

W. Arthur Lydiatt,

TORONTO.

NOTE.—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE HARDWARE AND METAL.

A Business Man Doesn't Know His Business if He Doesn't Advertise it.

THE benefit a man may derive from good advertising can scarcely be over-estimated. This proposition, broad as it is, will probably pass unchallenged among those who have studied the subject carefully. But it does not tell the whole story.

If all advertising were good it would be sufficient to say that it is of incalculable benefit to business. The statement would be incapable of refutation, and most people would be willing to let it go at that.

Unfortunately, however, all advertising is not good advertising. There is, therefore, a possibility that an advertisement may be an injury rather than a benefit. This fact emphasizes the necessity of using care and judgment in the preparation of business announcements.

An advertisement that is carelessly and injudiciously constructed may produce an effect entirely different from what is intended or desired. It may create an impression by no means favorable to the advertiser.

The public are very likely to form an estimate of a merchant's character by reading his advertisements. If the statements contained in them do not ring true, the false notes are quickly detected. The opinion that a merchant is insincere or unreliable is frequently formed by the reading matter that he puts in print. His advertisement forms the criterion by which his character is judged by all who are not intimately acquainted with him. Impressions thus formed may make the public suspicious of him and his goods, or may keep them away from his store altogether.

It is evident, then, that a merchant should use the utmost care in the preparation of his advertising matter. If he attempts to mislead and deceive the public, the chances are, that, instead of attracting them to his store, he will arouse suspicion and distrust that will tend to keep them away. If he undertakes to injure a rival he may find that the missile he hurls will recoil upon himself. If he does not believe the state-

ments he makes he cannot reasonably expect to inspire others with confidence in them.

If he tries to be funny he may only succeed in being coarse; and his buffoonery may give offence to some of his best customers. And, most important of all, if his advertisements do not contain the information the public want, he will have missed the chief aim of advertising, and will have no cause for surprise if the results prove unsatisfactory.

On the other hand, if he sets about the preparation of his advertisements with a determination to tell the public what they want to know, he will have taken the first step in the right direction. If he has full confidence in his goods and the fairness of his prices he will be in a position to inspire his readers with confidence, and be able to convince them that it is to their interest to trade with him.

If he can prepare an advertisement that will awaken the interest and arouse the curiosity of those who read it, he need not worry so much about its attractiveness. The best kind of attractiveness an advertisement can have is the kind that gives a personal interest in the matters on which it treats. Of course, the more attractively written it is, the better it will be; and to have it attractively printed will make it more likely to be read by those who are not customers. But, after all, the most important thing is the information it contains. If a merchant can prepare an announcement in which the public will take a lively personal interest, he will have a good advertisement in the best and fullest meaning of the word. And if he backs up his statements and promises to the letter, he may rest assured that each ad will prove of direct benefit to his business.

Advertising Deeds.

The following item, clipped out of a recent Hamilton advertisement, illustrates the ridiculousness of becoming profuse in describing the commoner articles of every-day use. The impression is prevalent in some quarters that every

ad. must be a poetical, flighty description—such, for instance, as “The glorious sunlight and redolent air of the green country fields glistens through the pinky-white pearly shells of these beautiful Brahma eggs; regular 15c. a dozen, special on Saturday at 12½c.”

Notice the Hamilton specimen, now:

China Department

It would be worth your while to take a look through our collection of Fine China. We have a magnificent range gathered from all parts of Europe.

6-gallon Crocks, special	50c.
4-gallon Crocks, special	39c.
200 White Oyster Bowls, each	5c.
60 dozen Printed Cups and Saucers worth up to \$1.00 dozen, Saturday, each	5c.
Decorated Milk Pitchers, each	15c.

If it is the practice to refer to the common china oyster bowls and cups and saucers as belonging to “a collection of fine imported china,” one would hardly know what to expect if induced to visit the advertiser's store through his graphically descriptive advertisements. If he advertises a fine collection of paintings, we might expect to be referred to the paint department, or if a beautiful array of the season's fashionable dress fabrics were advertised, it might not be surprising to find that that array mentioned referred to prints and wrapperettes.

It is not always necessary to speak of goods in glowing terms, or to misrepresent them in any way, in order to make them sell. I recall an instance where a grocer advertised to sell some fruit that wasn't fresh at a bargain price. He said, as nearly as I can recall it: “We have several bushels of tomatoes that won't keep over Sunday, and we want you to call around for them to-morrow and secure them at a give-away price.”

Don't talk about brass-headed tacks as a fine assortment of brass goods, nor in any other ridiculous way.

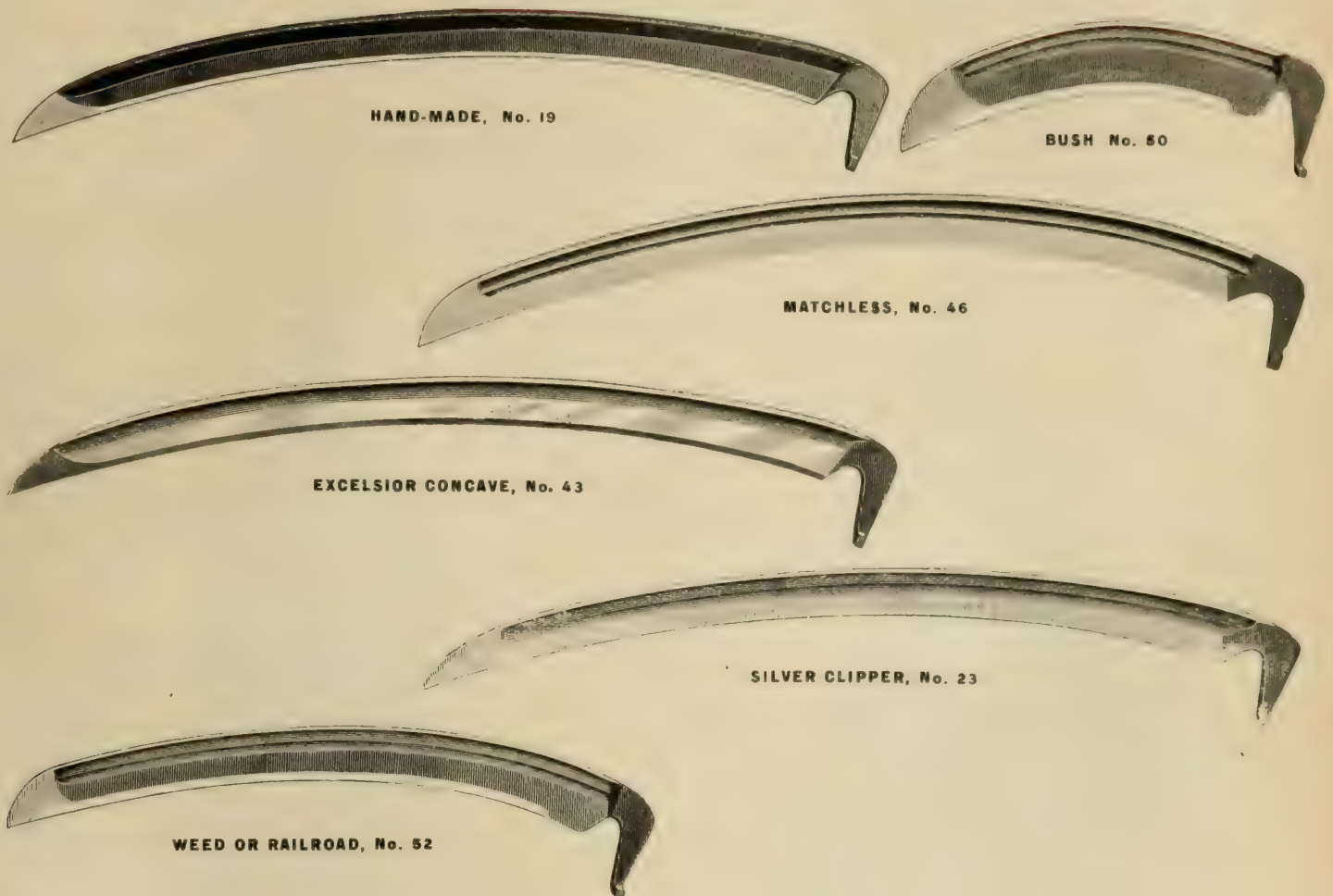
Tell just exactly what a thing is and what you want to sell it for, and if it's worth while, your announcement will usually find purchasers.

"THE KIND THAT GRANDFATHER AND FATHER USED"

is what the prosperous farmer says when he wants a "*Hubbard & Blake Mfg. Co.*" or "*Isiah Blood*" Scythe.

They are still made as carefully, and receive the same thorough test before leaving the Factory, as in the "old days."

The High Standard of *QUALITY* has always been maintained. *It cannot be improved.*



Can be supplied in the *old style* as well as the *20th Century* finishes.

Made in all shapes for Grass, Lawn, Bush, Weed, Bramble, Clover and Grain.

The name "*H. & B. Mfg. Co.,*" or "*Isiah Blood,*" stamped on the heel means *Oakland, Me.,* *Ballston Spa, N.Y.,*

the BEST that Skilled Labor and the Highest Grade of Steel can produce.

Insist on getting the genuine. *If your Jobber cannot supply you, write us direct.*

The above illustrations show a few of the patterns, our catalogue has more and also gives a complete description as well as price list. *Shall we send you a copy?*

MADE ONLY BY _____

THE AMERICAN AXE & TOOL CO., Inc.

J. HOFMANN, Manager of Sales, Canada

Coristine Building, Montreal, P.Q.

If you also wish the BEST in Axes, Hatchets, etc., we have them.

STOVES AND TINWARE

DIFFICULTIES IN THE FURNACE TRADE.

NOT all the troubles in the furnace trade fall to the lot of the retailer. At this season the manufacturers are face to face with conditions that are exceptional. Their trouble is not to sell goods, but rather to turn out furnaces in sufficient numbers to be able to make deliveries as promptly as the trade desire.

Needless to say, when they are at the greatest disadvantage, there are those who fail to make due allowances for the manufacturers' difficulties, and who expect to have their orders filled at once, who insist on special attention, when by all ethics of business, attention should first be given to orders received days and even weeks before theirs.

"Why have they not prepared for the Winter emergency?" asks one insistent customer. The answer is not given in a word.

In the first place the past Summer's work has been, at least as far as several of the foundries are concerned, interfered with by the labor unionists, who have largely curtailed the production, partly by strikes and partly by reducing the number of working hours in the week.

In the second place there has been a development of business in the Northwest that can only be appreciated by those who have endeavored to keep in touch with it. One result of this development has been to greatly increase sales to that part of Canada; another has been to attract many of the best workmen there, thus reducing the supply of labor in Ontario.

In the face of these conditions the furnace and stove manufacturers, the former particularly, have been kept waiting to the last moment by hundreds of customers. In many cases these customers might have sent in their orders months, or at least weeks, ago, but each one has waited until his sales were assured. Now comes the clamor for the goods, and now comes the wail from those who want them in a hurry and find their manufacturer so loaded with orders that they are up against a season of waiting that is likely to bring in small returns to themselves and to give little satisfaction to the householders who will have to wait for the goods.

A stitch in time saves nine, a furnace ordered in time saves nine "cuss" words

DOES A HOOD REMOVE ALL ODORS?

DOES a hood over a range do the work that it is intended to do? asks A.E.V. in The Metal Worker. I do not think it does in all cases, as the bottom of the hood is generally placed about 6 feet from the floor. A person opening a door quickly, or a draft of wind through an open window, a person passing the front of the range quickly, and many other similar movements might force the fumes and odors of cooking outside of the hood, when they rise to the ceiling and are not carried off by the hood. The draft of the vent flue into which the hood discharges will not draw these fumes or odors back, and the consequence is that the smell of cooking passes through the doors (which are 7 feet or 7½ feet in height, or about 18 inches higher than the bottom of the hood), and in this manner find their way into the other parts of the house. I find that doing away with the hood entirely and placing the vent register as near the ceiling as possible gives better results. I offer my views and experience in this matter, as I should be glad to have others give their experiences on the efficiency of hoods as compared with registers in a flue with which a hood might be connected.

A SEASONABLE SUGGESTION.

THIS is the season of the year when the heating apparatus in homes throughout the country will be fired. This is often done by new servants or by those who never before had the care of such apparatus, or have forgotten what it is necessary to do in starting up the fire in order to secure the best results. In many instances the apparatus has had no attention since the last fire of the Spring died out, and, in consequence, it is hardly in the right condition for the best service. Here is the opportunity for the heating contractor to establish himself in the favor of a wide clientele, by giving them a little assistance, even though this is his busiest season, says The Metal Worker. Almost any local paper would be willing to present a few important instructions as having been furnished them by a heating contractor, and the latter would derive considerable benefit from the advertisement this would give to his name and

business. A number of these papers could be purchased and the instructions marked, or the printer would be able to supply, for a moderate cost, reprints of the instructions, which the dealer could use in connection with other circulars for attracting attention to the facilities he possesses for applying remedies to those troubles which the heating apparatus is likely to develop. Such an enterprise would very probably result in orders for smoke pipe, grates, fire pots and other repairs, the need of which only the expert is qualified to discover, and without which considerable annoyance will be felt in the household. Work of this character will go far to gain the confidence of those who need information as well as the repairs which their apparatus must have to be useful. It should not be a difficult task, or one that would occupy much time for a practical man in daily contact with the trade to prepare a set of instructions covering the various questions that have been put to him. A little thought given to this subject may suggest other plans for getting the people to buy what they need, thereby increasing their comforts and the profits of the enterprising dealer.

NOTES OF THE TRADE.

Otton & Co., stove and tinware dealers, Barrie, Ont., have removed to Hamilton.

W. H. Pike, stove and tinware dealer, Strathroy, Ont., is advertising that he intends discontinuing business.

A. B. Ormsby & Co., Toronto, are busy on a contract amounting to upwards of \$10,000, at Longue Pointe, Que. The job is the equipment of the immense roof of The Locomotive Machine Co.'s works with skylights. This roof, with its many extensions, will take in the neighborhood of 300 skylights. Ormsby & Co. are experiencing great success with their new skylight, and the fact that they can successfully tender on work at distant points, paying freights and workmen's fares and board, tells its own story. Skylights are in growing demand as light givers, owing to their cheapness and to the fact that they cause no shadows.

The Guelph Foundry Co. are building an extension to their works, 104 x 68. They are putting in a new cupola, and will employ about 35 moulders. They report trade as excellent. Their business has been steadily growing, especially in the West. They are filling a large number of orders for Winnipeg.

THE "GOOD CHEER" ART

THE LEADER STILL

IN OPERATION, FINISH OR PRICE.

UP TO DATE
IN EVERY
PARTICULAR.

Improved Ransom Duplex Grate.
Fire Pot Removable Through Doors.
Large Sheet Steel Oven.
Every Stove a Double Heater.
High-Grade Nickel Finish.



The Jas. Stewart Mfg. Co.

WINNIPEG WAREHOUSE:
Foot of James St.

WOODSTOCK, ONT., and WINNIPEG, MAN.

LIMITED.

Business Changes

ONTARIO.

THE BRADLEY, LEVY & WESTON Machinery Co., Ltd., Toronto, have changed the firm name to The Bradley, Weston & McLean Machinery Co., Ltd.

G. H. WOOD, general merchant, Comber, has sold out.

NEW WHITE carriage maker, Vankleek Hill, is deceased.

ROBERT COLE, St. Thomas, has sold his plumbing mill to Blawett & Baldon.

J. Carnegie, Port Perry, is advertising his mills and lumber business for sale.

VANDERVOORT & REED, Foxboro, had their saw mill and cheese factory burnt out.

G. F. GROSCH, harness and boot and shoe dealer, Poole, is removing to Milverton.

HUGH CHISHOLM, Toronto, has sold his hardware and paint business to Geo. R. Plumb.

The assets of the general store business of ZOTIQUE DEHAITRE, Rockland, were sold at auction on the 26th inst.

A. KERR & SON, agricultural implement dealers, etc., Annaprior, have assigned. A meeting of the creditors was called for the 30th inst.

ALBERT THOMPSON, agricultural implement dealer, Lucknow, has been succeeded by James Corrigan.

The McEACHERN Heating & Ventilating Co., Galt, have dissolved, and Sheldon & Sheldon will continue the business.

WILLIAM WILSON, painter, Guelph, has sold out.

QUEBEC.

COTE & MARSAN, builders, Montreal, have registered.

AUGUSTE GAGNON, hardware merchant, has registered in Montreal.

W. LEBEL, harness maker, Three Rivers, has effected a compromise.

J. D. WEDGE, saw mill, South Bolton, is offering his business for sale.

BERTRAND & BERNIER, plumbers, etc., have registered in Montreal.

A. CHENARD, general merchant, Griffin Cove, is offering to compromise.

LUDGER LACOMB, general merchant, St. Victor de Ting, has compromised.

JOSEPH PIGEON, general merchant, Beloeil, has assigned to H. Lamarre.

ROBIN & FONTAINE, general merchants, Valcourt, have dissolved partnership.

The assets of the names business of A. A. LEFEBVRE, Labelle, have been sold.

PRICE BROS., general merchants, Iberville, are offering 35c. on the dollar, cash.

P. THERRIEN & CO., general merchants, St. Remi, are offering 40c. on the dollar, cash.

BOURBONNIERE & LAPIERRE, plumbers, etc., Montreal, have dissolved partnership.

A demand of assignment has been made to J. S. CUTHBERTSON & CO., contractors, Montreal.

LOUIS BERGEVIN, general merchant, Landreville, was burnt out; covered by insurance.

The assets of the general store business of H. A. BIRON & CO., St. Telephore, are to be sold.

V. E. PARADIS has been appointed curator to B. NERON, general merchant, St. Jerome (Chicoutimi County).

J. AYOTTE, general merchant, St. Mars Des Carrieres, has assigned to Lefavre & Taschereau, provisional guardians.

The assets of the general store business of L. P. GARON, St. Michel (Bellechasse County), were sold on the 27th inst.

A meeting of the creditors of C. LAWTON WORK, saw mill, St. Adolphe De Howard, will be held on the 31st inst.; Gagnon & Co. are the curators.

MANITOBA AND N.W.T.

JAMES McDOWELL & SON, harness dealers, Dauphin, have dissolved.

STILL & GAV, contractors, Lloydminster, have dissolved partnership.

R. KENNY, Didsbury, has sold his harness business to John Findley.

JACOB WIENS, of Jacob Wiens & Co., lumber merchants, Gretna, is deceased.

MCLEOD & SON, blacksmiths, Elkhorn, have been succeeded by Andrew & Rogers.

TYRRELL & LOW, harness dealers, Blackfalds, have sold their business to W. Beard.

T. E. DURNIN & CO., harness makers, Neepawa, have sold their business to E. J. Harris.

STEELE & FALCONER, blacksmiths and implement dealers, Deloraine, have dissolved partnership.

J. J. SMITH, lumber merchant, etc., Yorkton, is advertising his general stock for sale.

H. A. CAMPBELL, general merchants, Carnduff, have sold their business to J. H. Elliott.

DUNCAN STEWART, hardware merchant, Lethbridge, has sold his business to G. L. Vrooman.

CHAS. F. PETERSON, hardware merchant, Bowden, has sold his business to Henry W. S. Lockhart.

ROBERTSON BROS., general merchants, Vegreville, have sold their business to Fleming & Spence.

T. A. MCCULLOUGH, implement and lumber dealer, Lethbridge, has assigned to W. McNichol, Lethbridge.

NEW BRUNSWICK.

The Union Foundry & Machine Co., Ltd., St. John, have been incorporated.

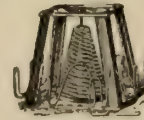
JOHN ROBERTSON, lumber merchant, Burnsville, had his mill and lumber burned.

Brick Linings and Castings

Quick! We have them in stock for all makes of stoves. Fire clay in any quantity.

JONES BROS.

Phone Park 1287. **BRACONDALE P.O., ONTARIO.**



Wire-Cane Incandescent Toaster

Only perfect Bread Toaster for Gas or Gasoline Stoves. No smoky taste to bread toasted on this toaster. Write for prices.

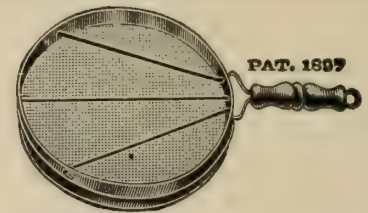
H.O. Eddy, Montreal. E.T. Wright & Co., Hamilton. HARKINS & WILLIS, Manufacturers and Inventors, ANN HARBOR, Mich.

This is the time to buy ASBESTOS, FURNACE CEMENT, STOVE PUTTY and PLASTIC STOVE LINING.

Put up in all sizes removable cover cans, tubs and barrels. Write for samples and prices.

Manufactured by **G. F. Sterne, Brantford.**

For Sale by **J. H. Hanson, Montreal. Batty Stove and Hardware Co., Toronto.**

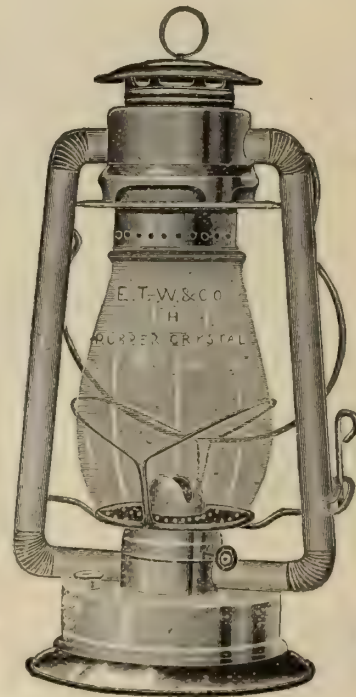


The FAIRGRIEVE GAS TOASTER

Retails at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.

THE FAIRGRIEVE MAN'FG. CO., 295 COLLEGE ST., TORONTO.

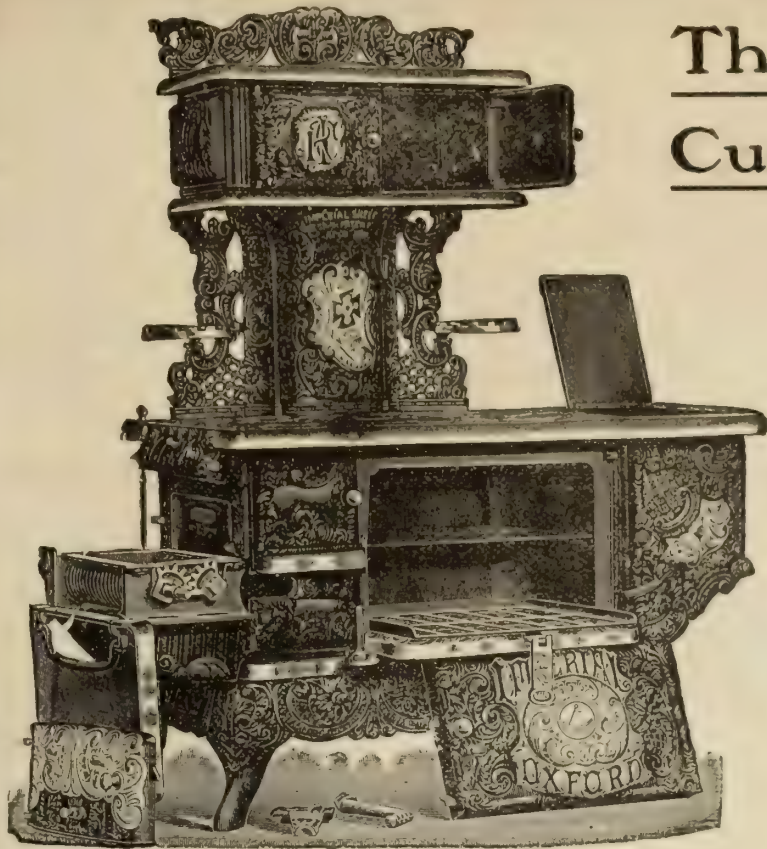
U. S. Branch: 289 Jefferson Ave., DETROIT.



When placing your order for Lanterns, ask for **WRIGHT'S Gold Blast Lantern**, which is the only genuine Gold Blast Lantern made. They are the best, and we will guarantee prices against all other makers for this season and for next.

E. T. Wright & Co., Manufacturers, Hamilton and Montreal.

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal



The Range Your Customers Know.

When an article is half sold before the purchaser comes into your store, it means more profit and less trouble for you. The

Imperial Oxford Range

is known to the greatest majority of stove buyers as the best on the market. If you try to sell them some other range when they ask for IMPERIAL OXFORD, you will have a lot of trouble, and your customer will always be dissatisfied with a "just-as-good." Why not sell them an IMPERIAL OXFORD RANGE and win their confidence, their thanks and their trade?

Let's talk it over.

The GURNEY FOUNDRY CO., Limited

TORONTO, WINNIPEG, VANCOUVER.

THE GURNEY-MASSEY CO., Limited, Montreal.

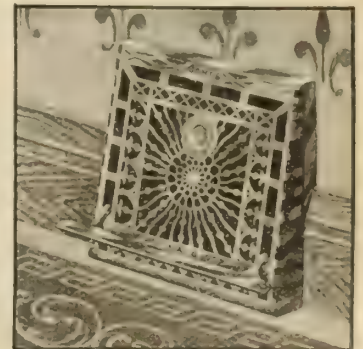
We positively **GUARANTEE** that **FURNACES** installed with

JONES side-wall REGISTERS

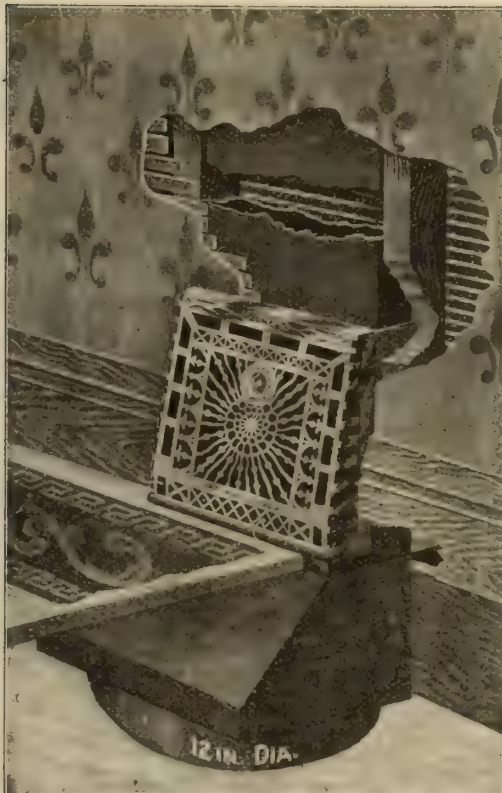
Will give better satisfaction and consume less fuel than when installed with the old style out-of-date floor registers.

Several thousand of the best furnace dealers in the United States and Canada tell us the same thing.

GET OUR
COMPLETE CATALOG.



Showing a Register placed in wall



The Jones Side-Wall Register in position.

The United States Register Co.,

LIMITED

61 E. State Street,
BATTLE CREEK, MICHIGAN.

CANADIAN
REPRESENTATIVE: CHARLES D. CHOWN, Kingston, Ont.
FOR SALE BY JOBBERS EVERYWHERE.

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75 CENTS per cent 2 cents per word first insertion. 1 cent per word subsequent insertions. Contractions count as one word. Initials and abbreviations (such as St. and Co.) may pass as one word. Cash remittance to cover ads. must in all cases accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents a month must be included for forwarding same. Many large business deals being brought about through advertisements of 2 or 3 words. Clerks can be secured articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

Have you
tried it?

Tried what?

SELLING
MANTELS.



This is in your line of business, and it will
pay you.

The Batty Stove & Hardware Co
76 YORK ST., TORONTO.

WINNIPEG WAREHOUSING

COLTART & CAMERON

Will be prepared about Nov. 1st, to receive consignments (large or small) of all kinds of hardware, etc., for unloading, warehousing, reloading and distributing to all points in Manitoba and the West.

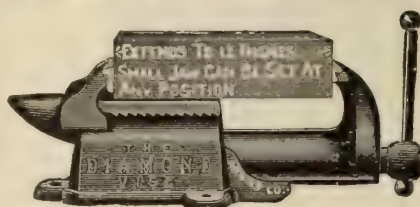
Our new warehouse on transfer track, (in centre of wholesale district) will be equipped with every facility for handling goods promptly. We are also prepared to act as representatives for manufacturers and others. Correspondence solicited.

COLTART & CAMERON,

Manufacturers' Agents
and Warehousemen, 141 and 143 Bannatyne St. East, WINNIPEG.

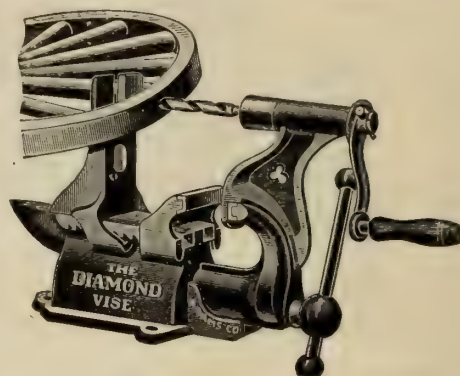
DIAMOND VISE AND DRILLING ATTACHMENT.

U. S. Patent Jan. 15, '95. Canadian Patent July 22, '95



JAWS are faced with steel $\frac{3}{8}$ inch wide, 4 inches long, firmly fastened to jaw, checked and hardened. VISE weighs 38 pounds. DRILL weighs 13 pounds. For Sale by Jobbers of Hardware.

Made by—
The Adams Company, Dubuque, Iowa, U.S.A.
Made by Taylor-Forbes Co., Limited, Guelph, Ont.



ESTABLISHED 1860

INCORPORATED 1895.

Davidson's Milk Can Trimmings for 1904

This demonstrates the popularity of

Davidson's Patent Milk Can Bottoms

You should buy our Milk Cans and Trimmings, because: our Broad Hoop Bottom has all the advantages of a seamless bottom without the strain that spinning entails. The rim is turned in with edge of bottom, giving double durability and heavy rolled edges that will not tear factory floors nor waggons.

They have no air spaces (which make soldering difficult) but sufficient space is left between bottom proper and rim to allow body of can to be inserted $\frac{1}{4}$ of an inch, making permanent joint.

Bottoms are thus sweated in with half the solder.

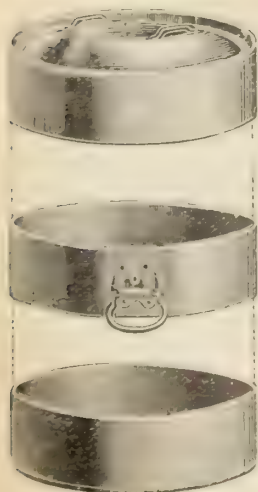
Bottoms are concave, draining to the centre, therefore are easier to wash out.

They will not corrode like those which drain to the side. They have flush side handles.

Top bands are "SHOULDERED" and have cut out at joint, making neater and cleaner job in half time than with old style hoop.

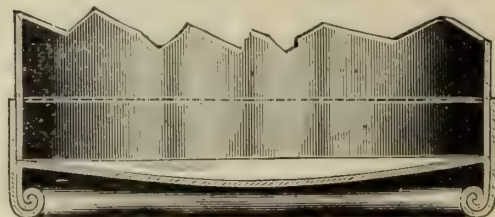
All bands have retinned edges.

For durability, finish and economy in making up, our Trimmings are unequalled.



BROAD HOOP PATTERN.

(See how the Outer Rim and Inner are rolled in.)



SECTION OF BOTTOM.

The Thos. Davidson Mfg. Co., Limited, Montreal.

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Domestic Wire and Iron Co., London, Ont.
Dominion Wire-Mfg. Co., Montreal and Toronto.
Greening, B. Wire Co., Hamilton.
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HARDWARE AND METAL

*all in F.W. h
see cut book 14 page*



Trade Mark.

No. 4045, Combination Pliers.

F. W. LAMPLOUGH & CO., - MONTREAL

"THE REAL" SAFETY RAZOR IS A SELLER



OUR CONDITIONS ARE : Give to likely customers to try and if not absolutely satisfactory return it.

AGENTS FOR CANADA :

RICE LEWIS & SON, Limited, Toronto.

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A New Kind of Razor

You'll be surprised at the way "The Real" Safety Razor shaves—different from any other razor.

It shaves clean and keen—smooth and easy.

It doesn't pull or break hairs.

"The Real" is the only perfect razor for self-shaving.

The rigid handle and the anti-cut guard make it better than the ordinary razor—better control of the blade on face, strop or hone—quicker work possible—no cutting.

It's better than other "safety razors" because it's a razor—not a hoe. Made of the very finest razor steel—full concave— $2\frac{1}{4}$ in. blade.

GEO. W. KORN RAZOR MFG. CO., Little Valley, N.Y., U.S.A.

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Out of Stock or for Direct Importation.

Galvanized Sheets, Flat or Corrugated.
Black Sheets,
Canada Plates,
Tin Plates,

Terne Plates,
Tinned Sheets,
Copper Sheets,
Ingot Tin.

GET OUR PRICES BEFORE BUYING.

The McClary Manufacturing Co.

London, Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B.

"EVERYTHING FOR THE TINSHOP."

HARDWARE AND METAL

President:
JOHN BAYNE MACLEAN,
Montreal.

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THE KERNEL OF SUCCESS

ENDEAVOR at all times to please your customers. The faculty of doing so is the kernel of successful business methods. The customer may be a small purchaser, but he may become a large one. But at any rate he is probably able to influence other buyers. It is therefore all-important that misunderstandings should be removed. It is only by removing them that high reputation can be attained.

When a customer is dissatisfied, make it a rule of the store, warehouse or factory that he must be satisfied even if a small loss is entailed thereby.

As a rule, it is more profitable in many ways to lose a few dollars than one customer. This is the principle upon which the largest and one of the most successful retail stores in Canada works. Not long since a mail order for six cents worth of sewing silk was received. The particular color was not in stock, and another was sent, accompanied by a letter to the effect that if it would not do the customer was to return it at the expense of the firm. It did not suit, but although such an insignificant amount of money was involved in the order, the firm persisted until it had satisfied the customer.

It frequently costs a good many dollars to get a customer, but it usually costs a good many more to lose him. In order to hold an offended customer it is not necessary to "eat humble pie." All that is necessary is a little tact and a touch of magnanimity.

TAKING THINGS FOR GRANTED

IT is not good policy to take everything for granted. Be sure you are right, then go ahead. To go ahead without being sure that you are right is surrounded with more or less danger. To fathom the situation and weigh the circumstances may take time, but it pays in the long run; and it is certainly accompanied with a great deal more safety. Many a merchant, as well as many a mariner, has been wrecked because of the habit of taking everything for granted, instead of carefully investigating before taking action.

One cannot always be sure; and to refrain from doing certain things because the results were not sure would be business cowardice. One must take a venture in business as well as in matrimony. What is to be discountenanced is taking a venture when by making an investigation certainty might be acquired.

To take everything for granted is, after all, a type of laziness, and for that reason should be ignored in the practice.

KNOWN AND UNKNOWN FIRMS.

THE lamented American humorist, Artemus Ward (J. F. Brown), used to narrate that on the first night of his arrival in England he was importuned by a man he met on the street to accompany him to a political meeting. Artemus declined, on the ground that he knew nothing of English politics. The Englishman said, "Who are you, anyway?" The humorist replied, "Artemus Ward, the great showman of America." His English friend said, "I assure you that I never heard of you or your show before," when Mr. Ward expressed his surprise that a man of such confessed ignorance should be entitled to a vote.

A feeling akin to this would doubtless imbue the minds of many non-advertising manufacturers should they visit the outlying towns and villages of the Dominion;

but they would soon be compelled to recognize that a very large proportion of even the better class of trade were utterly in ignorance of their very existence. When some of our oldest business concerns are approached on the matter of advertising, they tell you "We have our travellers." Very true, but do they ever consider how they handicap their representatives?

The ranks of the country merchant are being constantly recruited from the school-house and the farm, and settlers from the United States and Great Britain. Bradstreet's reports show that 18,000 new firms began business in Canada from September 1, 1902, to August 30, 1903. The impressions of a new beginner in mercantile life are generally formed from the papers of the trade to which, naturally, he looks for information.

Suppose a representative from an advertising and one from a non-advertising concern were to make a concurrent call on a merchant just commencing business, which one of the houses would commend itself to the buyer? Which one would receive the preference?

The recent excursion of the Manufacturers' Association to the Pacific Coast was a revelation to many of the benefit of advertising. Quite a number went with the idea of combining business with pleasure, and on their return excused their paucity of orders on account of their house being so little known in the West.

As against this, a gentleman very prominent in his own line of business, who did an immense trade in every section of the trip—booking one order of over \$7,000 from one of the wealthiest corporations in Canada—told a representative of the paper in which he advertises that his success was largely due to his persistent advertising in the paper referred to, and that, without an exception, his advertisements in this particular paper were mentioned by every merchant upon whom he called.

Is it necessary to say that the people who do THE business of Canada are the people who use publicity? Consider the growing prosperity of the country, consider the great possibilities of its expanding trade, and seriously ask yourself the question, "Does it not pay to advertise?"

CLAIMS FOR SHORTAGE.

WHOLESALESALE often complain of the fault-finding of their customers. There is not a jobber of any standing who does not exercise great care in having the goods shipped from his house carefully checked and properly packed. It is to his own interest that he should exercise this care for, otherwise, he would very soon fall behind in the race for trade. Active competition compels him to be careful. Yet in spite of the precautions taken by all first-rate houses, there are some retailers who are constantly making complaints. No doubt there are occasions when complaints are justified, but equally true is it that there are some retailers—fortunately, very few—who have the reputation among the wholesale trade of being confirmed kickers, who, seldom or never, receive a shipment of goods without sending in a claim either on account of shortage or on account of damaged goods. In conversation with the writer the other day, a leading jobber put the case in this way: "There are some men who, when they receive a bill of goods amounting to \$100, seem to imagine that the jobber's profit on it is \$99.99 and they immediately commence to send in their claims in order to collect as much of that \$99.99 as they possibly can. Now every wholesale firm of any standing takes good care that no mistakes are made, that there are no shortages, and that only goods in first-class condition are allowed to leave the warehouse. Goods are carefully checked, usually by three different employes. Of course it is possible that mistakes may sometimes occur, but it is incredible that they should always occur with the same men. It is needless to say that, when a man has made several complaints, very special precautions are taken to ensure that no mistakes be made again in shipping his goods. The jobber is anxious that he may have no excuse to kick. When, after such special care has been taken in sending a shipment of goods, the retailer sends in a claim for shortage it is evident that there can be only one explanation, and that a most unpleasant one."

Inquiries among different wholesale

houses show that the number of such customers is fortunately very small in the grocery trade, but, no doubt, every house has more or less of this kind of trouble. As stated above, it is recognized that there are instances, more or less frequent, in which a complaint on the part of the retailer is quite justifiable. He would be foolish not to complain of an actual shortage. But we agree with the jobber quoted above that there is something wrong when, in spite of extra precautions taken, complaints continue to come in from the same customers. It is difficult to find any adequate remedy, but in this connection it is interesting to note the method employed by a number of American houses to protect themselves from such claims. With every shipment of goods, these houses send a card reading somewhat as follows:

NOTICE.

All goods billed on this invoice were shipped as specified on invoice. The goods were checked three times and were delivered in good condition to Transportation Company. If any shortages are found, make claim at once to Transportation Company. Our responsibility CEASES when we deliver goods in good condition to Transportation Company.

Respectfully yours,

.....

To our mind, this remedy is too drastic, as it relieves the wholesaler of all responsibility. We imagine that the retailer would find some difficulty in compelling the transportation company to make good claims for shortage. No railroad could properly be held responsible for a shortage in a case of goods the contents of which it never checked. No railway would assume such responsibility, and in all cases of shortage the retailer would be certain to be the loser. Claims for damaged goods should always be made to the transportation company, which can properly be held responsible when goods are delivered to it in good condition.

We call attention to this American practice not from any desire to approve or disapprove, but merely to show how this ever-present difficulty is actually met by some United States firms. The problem is a difficult one, and most jobbers are anxious to find a solution. It is an easy matter to criticize a proposed remedy; it is more difficult to suggest a workable

substitute. But to the American method there is the fatal objection that, if generally adopted, it would stifle all complaint, legitimate as well as illegitimate. The jobber would be relieved of all responsibility. He is exceedingly careful now but it would be only human nature if, with all checks removed, divorced from all responsibility in the matter, there should be an unconscious slackening of his vigilance. There would be more mistakes made, and the retailer would have practically no remedy. For these reasons we are not inclined to advocate this American plan. But there should be some remedy; we are not inclined to dismiss the subject with a "laissez faire." This paper would be pleased to receive from its readers suggestions whereby the wholesaler may avoid the loss to which he is now subjected by the despicable conduct of a few retailers without stifling bona fide claims from the great body of his customers. Suggestions from the trade are invited.

PECULIAR JOURNALISM.

"VULCAN," a staff writer on The Ironmonger, an English journal, on October 10, quoted *HARDWARE AND METAL* as authority for the statement that "the Canadian spade and shovel manufacturers pay a subsidy of £1,000 a year to the British Spade and Shovel Makers' Association on condition that the latter abstain from offering their goods in the Canadian market." In the following issue of The Ironmonger, in response to several criticisms of the question, "Vulcan" tries to shift responsibility by crediting this paper with inaccuracy in the matter.

If "Vulcan" will kindly put on his spectacles and read the only two references to the matter published by this paper he will see that all the inaccuracy rests with himself. Our first reference to the matter was a press despatch from London, Eng., which we credited in an unmistakable way as a press despatch. In the succeeding issue we referred to the matter editorially, showing how little credence was placed in the yarn in this country.

Care in reading, Mr. "Vulcan," would obviate the necessity of embarrassing explanations and excuses.

HIGHER EDUCATION FOR BUSINESS.

IN these days of enlightenment, when one hears so much about higher education, the value of a practical business training is a topic almost forbidden. The opinion of one of the most prominent clergymen in Canada and for a time himself a university professor—on this subject is worthy of consideration. In speaking of University vs. Business—and unfortunately one seems to be more or less antagonistic to the other—he remarked incidentally that he would like to see some of our university professors in a down-town office for one week; it would be worth more to them in immediate, practical results than all the logic of the schools. He had a large number of business men in his parish who, as far as general information, practical sagacity, and general ability were concerned, could walk all round the average university lecturer.

Strange to say, the man of the marketplace is to-day the power most influential in shaping the future of this new country—not the man pursuing an academic career pure and simple; the man of strenuous life, not the recluse. Yet a senior at the university is sure to have become tainted with the notion—and his professor is largely to blame—that a business career is no career at all. If, perchance, he should ever descend into the midst of the vulgar throng, he would go there, not to pursue his vocation, but only a vocation. Business was a sort of necessary evil. Between it and the sort of life he intended to lead there was a "great gulf fixed." The summum bonum would be reached when matters of business had been relegated to a secondary place—if not to the closet—and in their place, the "activity of pure thought" supreme. The man down town carried an imaginary stigma with him, and because of it he was unworthy of common consideration from his high and mighty brother up at the college. This was a sin of which certain associates of our universities were guilty every day. On the other hand, of the two highest callings in this world he considered the Christian ministry as first and

foremost; next in the van came that of the business man. There is no better training school in practical theology than business.

Notwithstanding the fact that some people will persist in pointing the finger of scorn at the strenuous life of the business man, thousands are finding their way into the practical business world. Canada, with its grand possibilities, offers a splendid future to her young men. Without doubt, the field of business is going to be the most attractive for many years to come. Is it not significant that the university graduate is gravitating thither, notwithstanding counter influences which are being exerted? Business is a great vocation—just the thing for the newly-fledged graduate who has completed a thorough drill in mental gymnastics and ought to be in a position to use what brains he has to the best advantage. It is the duty of every university man going into business to do all he can to dissipate false notions that have come to be associated with business because of certain misguided academicians.

C.I.F. AGAIN.

READERS of *HARDWARE AND METAL* will remember the long discussion in the columns of this journal about a year ago as to the exact meaning of the term C.I.F. They will be interested to learn that this hotly disputed question is soon to be decided by the courts, as the case of *The Canada Hardware Co., Ltd., versus Suren, Hartmann & Co., of London, England*, will be heard in Montreal on October 11. It might be well briefly to recall the circumstances of the case. The Canada Hardware Company, of Montreal, after receiving written prices c.i.f. Montreal, from Mr. Gerald Lomer, agent for Suren, Hartmann & Co., of London, England, signed a contract for goods. The goods arrived in a rusty and unsalable condition. The Canada Hardware Co. claimed that, because the goods were not insured to cover such loss, the shippers should be held responsible. On the other hand, Mr. Lomer claimed that

the contract called only for ordinary insurance, and that therefore his firm are not liable. The difficulty centred about the interpretation of the expression c.i.f. Does the term insurance mean insurance against all risk or merely insurance against some kinds of risk? As this is a test case on a point of very great importance to all importers, *HARDWARE AND METAL* will give its readers a full account of the trial.

FALL TRADE ACTIVITY.

IT is beyond dispute that since early Spring many of Canada's shrewdest business men have been looking forward to the Fall trade with much concern. The impression was everywhere manifested that the crest of the wave of business expansion had been mounted, and that from last Summer we should witness a contraction rather than further expansion of business.

The activity of all classes of business men, in the hardware trade at least, is a pleasant surprise to those who have been looking for a reduction in the volume of business this year. Manufacturers of practically all hardware lines have been compelled to keep on full staffs, and in many cases to work overtime. In fact, manufacturers of several lines have been literally unable to keep up with the demand for their goods. This, too, in spite of the fact that the last two years have witnessed an era of factory building and extension unprecedented in this country.

Crops in Manitoba and the Northwest have not been nearly so abundant as in the previous year or two, yet as prices have ranged considerably higher than in the last few years, there has been no curtailment of buying in the West. In fact, on the other hand, the rush of immigration has caused a steady expansion of trade in that part of Canada. In the older provinces the factory extension above noted has given employment to a much larger number of men than in the past, with the inevitable result that an era of building operations has been necessitated. This activity has naturally caused a particularly heavy demand for many lines, and has given steady employment to a large body of mechanics, who in turn have been liberal buyers of all other lines.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, Oct. 30, 1903.

LARGE orders are still going out before the close of navigation and the advent of Winter freight rates on the railways. But new orders are not coming in as fast as might be desired in some lines. All building supplies and builders' hardware generally are in excellent demand, especially for shipment to the Northwest. There is noticeable, however, a lack of confidence in some lines, due, no doubt, to the present dullness in the United States. The general feeling among business men in Montreal is that Canada should be now, to a very considerable extent, independent of conditions in other countries. With our Northwest filling up with immigrants, and the consequent development, we should go ahead rapidly even if older countries experience a depression. It is satisfactory to note that payments, while not so good as might be desired or expected at this season, yet show very considerable improvement over August and September. Prices during the week have remained steady and there are no indications that reductions are coming, despite the fact that many merchants, because of the present flurry across the line, are buying light stocks in anticipation of a drop. The stocks held by wholesale houses are light, as great difficulty has been found all through the season in procuring supplies of some particular lines, specified before in these columns, from the manufacturers. About the only change during the week has been in the price of screen wire cloth, which for 1904 delivery will be sold at \$1.42½ per 100 square feet, a slight decline from the price for 1903.

WIRE NAILS. These goods are still in great demand, and large shipments are being hurried forward before the close of navigation to all points which can be reached by boat. Prices are firm and unchanged. Quotations are as follows: \$2.40 per keg in carlots, and \$2.45 per keg in small lots f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

CUT NAILS. The above remarks apply with equal force to cut nails, which are also going out in considerable quantities. Little slackening is anticipated before the end of November. We quote: \$2.45 f.o.b. Montreal; carlots \$2.40.

PRESSED SPIKES. Trade is still active and good shipments continue to be made. The discount is 20 per cent.

FENCE STAPLES. A good trade is being transacted in fence staples, particularly with points in the Northwest. Large orders are going out this week. Prices are unchanged. Our quotations are: \$3 per 100 lb. keg for galvanized, and \$2.80 for bright. 25 and 50-lb. packages 25c. extra.

HORSENAILES.—Still in good demand, although the shipments this week are not

so large as for some weeks back. Large quantities will continue to go out, however, until the close of navigation. We quote: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Counter sunk" heads, 55 per cent.; "C" brand, 40, 40 and 7½ per cent. off; "Monarch," 50 and 7½ per cent. and "Peerless," 50 per cent.

HORSESHOES.—The demand is still active, but shipments this week show a slight decline over last. Good shipments are being made to points in the Northwest where Montreal houses have succeeded in establishing a splendid trade. Prices are unchanged. Our quotations are as follows: Iron shoes, light and medium pattern, No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; X.L. steel shoes, new light pattern, sizes 1 to 5, \$5.35; light steel shoes, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05; featherweight, all sizes, 0 to 4, \$5.35; toe weight, all sizes, 1 to 4, \$6.60. Shoes more than one size in a keg, 10c. per keg extra f.o.b. Montreal only.

SLEIGHBELLS.—A brisk trade in sleighbells is reported to us this week. The demand is increasing with the approach of Winter of which the first snow falls have been a reminder. We quote the following unchanged prices: Back straps, 30c. to \$2 each; body straps, 70c. to \$2.50 each; shaft gongs, 2 bells, 20c.; 3 bells, 35 to 60c.; 4 bells, 55c. to \$3 each; brass team bells, No. 1, \$1.90 per dozen; No. 2, \$2.40 per dozen; No. 3, \$2.70 per dozen; No. 4, \$3.70 per dozen; No. 5, \$4.65 per dozen; York eye bells, No. 10, \$1.35 per dozen; No. 12, \$1.65; No. 14, \$1.90; saddle gongs, \$1.10 to \$3 each.

SKATES.—Good orders are now coming in, and a further increase in the demand is bound to come. Dealers are commencing to stock up for the Winter months. We quote: Halifax pattern, 37c. per pair; nickel-plated, 65c.; ladies' nickel-plated, 75c. to \$1.25; ladies' concave nickel-plated, \$1.45; plain hockey, 27c. to \$1.35; nickel-plated hockey, 60c. to \$2.50; double end hockey, \$1.65 to \$3. Skate straps, 70c. to \$1.35.

HOCKEY STICKS. These are now beginning to move in large quantities, the best orders being reported from Manitoba, although inquiries are now coming in from Quebec and Ontario points. Our quotations are: Best second growth goalkeeper's, \$2.80 per dozen; ash, \$2.70; elm, \$2.48; boys' elm, \$1.10. Regulation pucks, \$1.50 per dozen; boys', \$1.15 per dozen.

FIRE SHOVELS. There is an increasing demand, although the volume of business is not yet very large. Our quotations are as follows: No. 70, 30c. per dozen; No. 55, 55 to 82c. per dozen; No. 57, 82c. to \$1.10 per dozen; No. 60, 70 to 88c. per dozen; No. 65, \$1.10 to \$1.23 per dozen; Duplex, No. 7, 96c. per dozen; No. 9, \$1.20 per dozen; No. 11, \$1.54 per dozen.

SNOW SHOVELS.—There is now considerable inquiry for these goods and the wholesale houses are commencing to send them out. We quote: "Habitant," \$2.50 to \$2.75 per dozen; "Victor," 30 per cent. off; steel railroad shovels, 45 per cent. off.

SCREEN WIRE CLOTH. The price for 1904 delivery was fixed this week at \$1.42½ per 100 square feet.

GALVANIZED WIRE.—A fair business has been done during the week at unchanged prices. Our quotations are as follows: No. 5, \$3.70; No. 6, 7 and 8, \$3.15; No. 9, \$2.55; No. 10, \$3.20; No. 11, \$3.25; No. 12, \$2.65; No. 13, \$2.75; No. 14, \$3.75. In carlots f.o.b. Cleveland: No. 5, \$2.20; Nos. 6, 7, 8 and 9, \$2.15; No. 10, \$2.20; No. 11, \$2.25; No. 12, \$2.30; No. 13, \$2.40; No. 14, \$2.50. In less than carlots, 12½c. per 100 lb. extra charged.

BARB WIRE.—Good orders continue to be received from the Northwest, some for immediate shipment, but most of it for 1904 delivery. Business during the week has been fairly satisfactory. We quote: \$2.80 per 100 lb. f.o.b. Montreal, and \$2.55 f.o.b. Cleveland. Carlots of 15 tons, \$2.15 f.o.b. Cleveland.

SMOOTH STEEL WIRE.—The printer made havoc of these quotations last week, putting under this heading the figures for horsenails. Business during the week has been fair. Prices are unchanged, and our quotations are again as follows: Bright and annealed, \$2.50 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, \$2; oiling, 10c.; spring wire, \$1.25; best steel wire, 75c.; bright soft-drawn, 15c.; hay-baling wire, 20 to 25c.

FINE STEEL WIRE. Trade is only fair this week. The discount is still 25 per cent., with net extras as follows: 1 and 2-lb. hanks, 25c. per 100 lb.; ½-lb. hanks, 37½c., and ¼-lb. hanks, 50c.

BRASS WIRE.—Business is fair at unchanged discount, viz., 60 per cent.

COPPER WIRE.—Business fair; discount 60 per cent.

RIVETS AND BURRS. In this line trade continues exceptionally active. Prices remain unchanged as follows: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swede rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS AND NUTS.—It is still impossible to get some special sizes of carriage bolts. Trade is still very active and prices rule firm and unchanged. We quote: Common carriage bolts, 50 per cent.; full square carriage, 55; machine, 50 and 5; coach screws, 66 2-3; sleighshoe bolts, 65 and 5; blank bolts, 50 and 5; bolt ends, 50 and 5; plough bolts, 50 and 5; tire bolts, 67½ per cent.; stove bolts,

67½ per cent. Nuts, square, 3¼c. per lb. off list; hexagon nuts, 3¾c. per lb. off list.

SCREWS.—Trade is still active. All building supplies and incidentals are in splendid demand, as was noted above, and screws are no exception to the general rule. Our quotations are as follows: Round head bright, 82½ per cent.; flat head bright, 87½ per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

SHOT.—Trade is still brisk and prices are firm and unchanged. Our quotations are: Ordinary drop shot, A.A.A. to dust, \$6.50 per 100 lb.; chilled, Nos. 1 to 10, \$7 per 100 lb.; buck and seal, \$7.50 per 100 lb.; ball, \$8 per 100 lb. Trade discount 17½ per cent. f.o.b. Montreal, Toronto, Hamilton, London, St. John, N.B., and Halifax.

LANTERNS.—Still in good request, but it is hard to get some particular lines. We quote the following unchanged prices: Lift, hinged or tilt, \$4 to \$4.25 per doz.; cold blast No. 2, \$7 to \$7.50; painted dashboard, \$6.50 to \$6.75; plain dashboard, \$6 to \$6.25; searchlight, \$20 to \$24 doz.; brass cold blast, small, \$9.75 to \$10.

CORDAGE.—For the quiet season of the year, business is fair. Our quotations are as follows: Pure manila, 14½c.; British pure manila, 12c.; sisal, 11½c.; double lath yarn, 11c.; single lath yarn, 10½c.; Russian tarred spun yarn 13½c.; jute rope, ¾-in. in diam. and upwards, 9c.; cotton rope, 16½c.; cotton twine, 17 and 20c. for 3 and 4 ply. Cotton bedcord, 90c. to \$1.35, according to length.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required: Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond McCall & Co.

MONTREAL, QUE

or to

Canada Iron Furnace Co.

MIDLAND, ONT. Limited

BUILDING PAPER.—This line, like all building goods, is in very special request just at present. Good orders are being shipped almost every day. Our quotations are as follows: Tarrad felt, \$1.85 per 100 lb.; 2-ply ready roofing, 90c. per roll; 3 ply, \$1.15 per roll; carpet felt, \$2.25 per 100 lb.; dry sheathing, 10c. per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O.K. and I.X.L., 70c. per roll; heavy straw and sheathing, \$35 per ton; slaters' felt, 65c. per roll.

FIREBRICKS.—Trade continues dull and prices are unchanged. English are quoted at \$16 to \$22 per 1,000, and Scotch at \$17 to \$22.

CEMENT.—A very active trade is still being transacted, large orders continuing to go to various points in the North-west. Our quotations are: Canadian cement, \$1.90 to \$2.25; German, \$2.25 to \$2.40; English, \$2.15 to \$2.25; Belgian, \$1.70 to \$1.95 per bbl. ex-store, and American, \$2.29 to \$2.49 ex-cars.

PLUMBING GOODS

General plumbing supplies continue in very good demand and as was remarked the other day by a supply man, hardware merchants are demanding more of these goods than ever before. For all points which can be reached by boat large shipments are being made before the close of navigation.

LEAD PIPE. In good demand by the plumbing trade at unchanged prices. Composition and waste sell at 8c.; ordinary at 7c. The discount is 35 per cent.

IRON PIPE. This line is in splendid demand at present, but it is thought that after November 16, when the Winter freight rates go into effect, there will be a considerable slackening. We quote the following unchanged prices: Standard pipe, per 100 feet, in lengths under 19 feet — black, ¼ in., \$2.30; ½ in., \$2.30; ¾ in., \$2.35; 1 in., \$2.50; 1 ¼ in., \$2.55; 1 ½ in., \$2.65; 1 ¾ in., \$2.70; 2 in., \$2.75; Galvanized — ¼ in., \$3.20; ½ in., \$3.45; ¾ in., \$3.90; 1 in., \$5; 1 ¼ in., \$7.20; 1 ½ in., \$10.05; 1 ¾ in., \$12.20; 2 in., \$16.85. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, ¼ in., \$4.20; ½ in., \$5.25; ¾ in., \$7.55; 1 in., \$10.55; 1 ¼ in., \$12.75; 2 in., \$17.60. Galvanized — ¼ in., \$5.20; ½ in., \$6.65; ¾ in., \$9.55; 1 in., \$13.25; 1 ¼ in., \$16; 2 in., \$21.

SOIL PIPE AND FITTINGS.—In good demand at unchanged prices. We quote following discounts: Light soil pipe, 3 to 6 in., 50 and 10 per cent.; medium and extra heavy soil pipe, 2 to 6 in., 60 per cent., and 5 per cent.; extra heavy soil pipe, 8 in., 45 per cent. Light fittings, 2 to 6 in., 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6 in., 60 and 5 per cent.; extra heavy fittings, 8 in., 45 per cent.

SOLDER. A good business has been transacted during the week at unchanged prices. We quote: Wire solder 19c.; bar 18c.

METALS.

With little more than two weeks left before the Winter freight rates go into effect the heavy metals are now being shipped in considerable quantities, but for future delivery there is very little enquiry. English advices just to hand indicate a weakness in Canada plates, tinplates and terne plates, but it is not like-

TINPLATES

"DOMINION CROWN"—Best Best Charcoal, tinned.

"ALLWAYS"—Best Charcoal

"CANADA CROWN"—Charcoal

"LYDBROOK"—Best Coke.

"TRYM"

All standard brands. Accept no substitute.

A. C. LESLIE & CO.

509-512 Merchants Bank Building,

MONTREAL.

What Better Pumps

could you handle than ours?

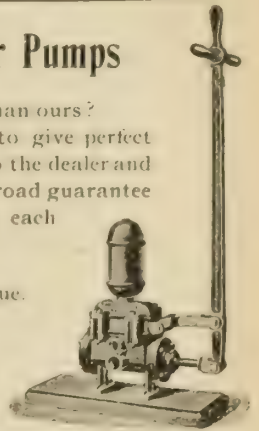
They are made to give perfect satisfaction both to the dealer and the user, and our broad guarantee is at the back of each pump we make.

Send for catalogue.

The R.
McDougall
Co., Limited.

Made in
Canada.

GALT, ONT.



Pig Tin

BOUSTEAD & CO.'S PENANG.

INGOT COPPER

LAKE AND CASTING.

PIG LEAD

SPELTER

ANTIMONY

PIG IRON

ADAM HOPE & CO.

Hamilton, Ont.

NOVA SCOTIA STEEL

& COAL Co., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

OPEN HEARTH STEEL

Hardware and Metal. Montreal markets just at present, appear to be stronger this week and are likely to mount higher. In the future, however, are arranged to per pound.

PIG IRON. A fair business is being done at prices quoted last week, which are slightly lower than as follows: Standard, \$19.75 to \$20.00; Carlton, No. 1, \$18.50 to \$19.00; Midland, No. 3, \$17.15 to \$17.50; Ayer, No. 1, \$20.00 to \$20.50; No. 3, \$19.10.

BAR IRON. Until the close of navigation the shipments will continue to be heavy. It is said that it is very difficult to get iron this time. We quote the following: heavy red brass, 10c.; heavy yellow, 8½c.; light brass, 5½c.; lead, 2½ to 2½c.; zinc, 2½ to 3c.; iron, No. 1 wrought, \$13 to \$14; machinery scrap, \$13 to \$15; stove plate, \$12; malleable and steel, \$6; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6 to 6½c. per lb.

BLACK SHEETS. Good shipments are now coming out for Fall and Winter requirements. Prices remain unchanged, as follows: 28 gauge, \$2.15; 26 gauge, \$2.10; 22 to 24 gauge, \$2.35; 18 to 20 gauge, \$2.30; and 8 to 10 gauge, \$2.10.

GALVANIZED IRON. Business continues very fair. Our quotations are as follows: 28 Queen's Head, \$4.30; Apollo, 10½ oz., \$1.30; Fleur-de-Lis, \$1.00; Comet, \$1.00; Bell brand, \$1.00. In less than case lots 25c. extra.

FINISHES. As noted above, English advices indicate a slight weakness which is not likely to affect markets here. Cokes sell at \$1 and charcoals at \$1.25.

INGOT TIN. There was a typographical error in our report last week. This item, which is always uncertain, has advanced since last issue and is now quoted at 31c. per lb. for round lots and 32c. for small quantities.

BERNE PLATES. English advices indicate a slight weakness in the Old Country markets which is not expected to make any effect here. We quote at \$6.75 to \$7.

COIL CHAINS.—Trade continues fair at unchanged prices. There is nothing of special interest to note. We quote: No. 6, 5, 3, 1, 4, 8½c.; No. 3, 7, 1, 1, 6, 1, 5, 16 in., \$1.90; ½ in., \$1.20; 7 in., \$1.00; 1, ½ in., \$3.90; 9 in., \$3.75; 1, 1, 1, \$3.60; 1, 1, 1, \$3.50; 1, 1, 1, \$3.45; and 1, 1, 1, \$3.40, with 10c. allowance on carlots.

CANADA PLATES.—As noted above, English advices just to hand indicate a further slight weakness in the British markets but it is not thought sufficient to have any effect on local markets. Our quotations are as follows: 52s., \$2.15 to \$2.10; 60s., \$2.60 to \$2.70; 75s., \$2.70 to \$2.75; full polished, \$3.65 and galvanized \$1.15 to \$1.25; galvanized, \$1.60, \$1.65 to \$1.75.

STEEL. A fairly active trade is reported this week. There are no changes and we again quote as follows: Sleighs, \$2 to \$2.05; tire, \$2.10 to \$2.20; spring, \$2.85 to \$3; reeled machinery, \$2.75 to \$3; toe-calk, \$2.55 to \$2.75; machinery (iron finish), \$2.05; square barrow, \$2.65.

TOOL STEEL. Business is fair at unchanged prices. We quote as follows: Black Diamond, 8 to 9c.; Sanderson's, 8 to 9c., according to the grade; Jessop's 12c.; Jonas & Colver's, 10 to 20c.; "Air Hardening," 50 to 65c. per lb.; Conqueror, 7½c.

INGOT COPPER. An active trade is reported during the week and prices are very firm. It is thought that copper will go still higher. We quote \$11.75.

PIG LEAD. Demand is good. Prices are firm. We quote at \$3.20 to \$3.30.

SHEET ZINC. No changes. We quote: Cask lots \$6; smaller quantities \$6.50.

ZINC SPELTER.—No changes. We quote at 6c.

SCRAP METALS.

In sympathy with the advance in ingot copper there has been a slight improvement in price for copper. Our quotations are as follows: Heavy copper and wire, 10½c. per lb.; light copper, 10½c.; heavy red brass, 10c.; heavy yellow, 8½c.; light brass, 5½c.; lead, 2½ to 2½c.; zinc, 2½ to 3c.; iron, No. 1 wrought, \$13 to \$14; machinery scrap, \$13 to \$15; stove plate, \$12; malleable and steel, \$6; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6 to 6½c. per lb.

ASHES.

There is so little business being done at present that it is impossible to quote prices with any degree of confidence in their correctness. In the meantime we give same prices as last issue:

First pots	5 85
Seconds	5 50
Peats, per 100 lb.	6 75 7 60

HIDES.

Opposition buyers are paying as high as 75c. for lambskins, although the regular price is now fixed at 70c. Beef hides have been advanced ½c. We quote: No. 1 beef hides, 9½c.; No. 2, 8½c.; No. 3, 7½c.; No. 1 bull sheepskins, 77 to 79c.; lambskins, 70 to 75c.; No. 1 calfskins, 11 to 12c.; No. 2, 9 to 9½c.

RAW FURS.

Next week we hope to give our readers the revised list of prices on the local market. A number of changes will then be noticed. Most Canadian furs are a little cheaper, but the drop has not been sufficient to affect the market very materially. With few exceptions last year's prices will be a safe guide. The greatest decline has been in bear skins. This is due to the fact that bear is not suitable for the present styles of manufactured garments, and a weak demand has lowered prices. Muskrat is considerably higher. Below we give a special report from C. M. Lampson & Co., New York, of their sale, which occurred a few days ago. The New York market will be followed more or less closely here:

Fox, silver, same as in March.	
blue	
white, 10 per cent. lower than in March.	
red	
grey, 20 " " " "	
Cat, wild, same as in March.	
house	
Badger	
Opossum, Australian, 20 per cent. lower than in June.	
Wallaby, 25 per cent. lower than in June.	
Wombat, 30 " " " "	
Kangaroo, same as in June.	
Muskrat, Canadian and Eastern, 15 per cent. higher than in January.	
Muskrat, Delaware and Maryland, 10 per cent. higher than in January.	
Muskrat, Western and North-Western, 25 per cent. higher than in January.	
Beaver, all kinds, 30 per cent. lower than in March.	
Raccoon, 15 " " " "	
Mink, 10 " " " "	
Marten, 15 " " " "	
Chinchilla, real, same as in June.	
bastard	
Otter, 15 per cent. lower than in March.	
Lynx, 10 " " " "	
Beaver, 10 " " " "	
Wolf, 25 " " " "	
Wolverine, 10 " " " "	
Hare, seal, dry, same as in March.	
Salted fur seal, Cape Horn, seasoned, 10 per cent. lower than in June.	
Salted fur seal, Cape Horn, stogy, sold badly.	
Salted fur seal, Cape of Good Hope, 10 per cent. lower than in June.	

MONTREAL NOTES.

The Canada Hardware Co., Ltd., Montreal, have in stock a large assortment of "Savage" rifles, prices of which will be issued on application.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion. Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

SITUATIONS WANTED.

SITUATION wanted as traveller by hardware clerk; best of references. Apply Box 61, HARDWARE AND METAL, Toronto. (46)

SITUATIONS VACANT.

FIRST-CLASS traveller for wholesale paint and oil house. Box 77, HARDWARE AND METAL, Toronto. (44)

WANTED.—An experienced traveller for hardware specialties, for Western Ontario, and another for City of Montreal and vicinity; must have good connections. None but first-class, steady men need apply. Address Box 76, HARDWARE AND METAL, Montreal. (46)

WANTED—Hardware clerk, with three or four years' experience. Apply, giving references, stating salary expected, to Ross & Matthews, Cannington. (44)

WANTED—Immediately; first-class general tinsmith; one with knowledge of plumbing preferred; steady work and good wages; state experience, etc. E. Rolston, Ladysmith, B.C. (44)

FOR SALE.

A COMPLETE, carefully selected, well bought stock of hardware, stoves, tinware and house furnishings.

The owner is compelled to retire from business solely on account of ill-health, and desires to sell building also, or lease same at moderate rental.

This business is situated in Toronto, on Kirg St. East, near St. Lawrence Market, a very desirable location, and on account of the number of years established, as well as the large business connection controlled by the present occupant, should be an excellent opportunity for those interested.

For further particulars apply to A. A. McMICHAEL, care of The James Robertson Company, Limited, Toronto. (44)

HARDWARE, stoves, and tinware. W. H. PATTERSON, Harriston, Ont. (46)

HARDWARE and tinsmithing business in Formosa; a good stand for furnace work and caving; no opposition; reason for selling, retiring from business. Apply to GEO. H. KRAEMER, Formosa, Ont. (44)

THE proprietor wishes to dispose of a frame store with dwelling attached, stable, and a fruit garden of one acre. Store did a general business last year of about \$10,000. Price \$800; half cash, balance to suit purchaser. Address Box 74, HARDWARE AND METAL, Toronto. (44)

To Manufacturers' Agents

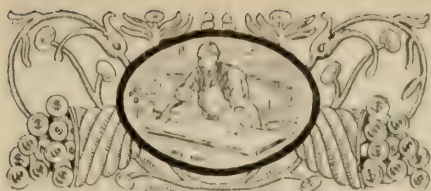
HARDWARE AND METAL has inquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of inquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

HARDWARE AND METAL
Montreal and Toronto



Fall and Winter Trade— What are you doing about it ?

—just letting it take care of itself, or are you getting busy and telling grocers where to find what they want, and showing them that they want what you have ?

Others are doing this in all sorts of ways—principally through advertising in **HARDWARE AND METAL**. This is certainly the best and quickest—also the surest—way to reach all those engaged in the hardware, metal, machinery and plumbing trades throughout the Dominion.

Here you have a large audience made up entirely of all the hardware dealers, etc. worth while in Canada, who are constantly on the lookout for opportunities to buy to better advantage. They look through **HARDWARE AND METAL** every week for the opportunities, and **HARDWARE AND METAL** advertisers benefit.

Our Department of Advertising Service helps advertisers in **HARDWARE AND METAL** to get the greatest possible results out of their expenditure by rendering expert assistance in the preparation of effective advertising copy. This service is rendered free of charge to those who desire it.

Communicate with us about rates, etc.

Hardware and Metal,

232 McGill St., 10 Front St. East,
MONTREAL. TORONTO.



THE MARKETS

ONTARIO MARKETS.

Toronto, October 30, 1903

BUSINESS is at high pressure at the moment. The hardware trade, from manufacturer to retailer, have learned to expect a rush of business during October. Some months ago some doubt was manifest as to whether trade would this Fall reach the great volume of last year but the experience has been an expansion instead of a contraction of business. Retailers, contractors, manufacturers and lumbermen are uniting in sending in a number of orders that are keeping jobbers on a constant hustle to keep up. A feature of the trade has been the unprecedented demand for annual traps. Last year the orders were above the average, this year has brought an increase in the demand to some manufacturers of fully 90 per cent. There is a particularly heavy sale of guns and ammunition, several orders calling for delivery by express, to ensure promptness. Sales of cutlery are increasing, especially of lines suitable for the Christmas season. This remark applies in about equal degree to silverware and fancy goods. A steady trade keeps up in staple lines at unchanged prices.

WIRE. There is a fair business at unchanged prices.

WIRE NAILS.—While there is still some discussion as to the merits of the agreement signed by manufacturers of wire rods there seems to be no doubt as to the stability of the market in Canada at present. Prices are firm with a good demand. We quote the base price for nails at \$2.50 per keg f.o.b. Toronto.

HORSE NAILS.—A steady business continues at unchanged prices. Our quotations are as follows: "C" brand, oval head, 40 and 10 and 7½ per cent.; on "Monarch," 60 per cent.; "M," "Oval" and "Countersunk" head, 55 per cent.; on "Peerless," 45 and 7½ per cent.

HORSE SHOES.—A brisk business is still reported. Prices are steady. Our quotation are f.o.b. Toronto as follows: Iron shoes, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05. Steel, new light shoes, No. 2 and larger, \$3.95; No. 1 and smaller, \$4.20. Snow shoes, No. 2 and larger, \$4.05; No. 1 and lighter, \$4.30. If shipped from factory, 15c. less. If assorted, more than one size in a keg, 10c. per keg extra.

SCREWS. It is stated that manufacturers of some smaller sizes are having trouble in keeping ahead of their orders. Prices are steady. We quote: Flat head bright, 87½ per cent. discount; round head bright, 82½ per cent.; flat head brass, 75 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze, 75 per cent.

RIVETS AND BURRS.—A good steady trade is reported at unchanged prices. Our quotations are: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.

BOLTS AND NUTS.—The volume of business continues large. Prices are firm. Our quotations are as follows: Carriage bolts, common (\$1 list), 50 and 10 per cent.; carriage bolts, full square (2.10 list), 55 and 10 per cent.; carriage bolts, Norway iron (3 list), 55 and 10 per cent.; machine bolts, all sizes, 50, 5 and 10 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.

Hardware and
Metal

Oakey's 'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and
Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street
MONTREAL



COVERT MFG. CO.

West Troy, N.Y.

Auto Screw Jack

Harness Snaps, Chain, Rope and Web
Goods, etc.

FOR SALE BY JOBBERS AT 40% PRICE

PRIEST'S CLIPPERS

BALL
BEARINGS

Largest Variety.
Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Cutting and
Shear-Making Machines.

WE MAKE THEM.

SEND FOR CATALOGUE TO

American Shearer Mfg. Co., Nashua, N.H., U.S.A.

The Best Door Closer is . . .

NEWMAN'S INVINCIBLE FLOOR SPRING.
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS,

Hospital St.,

BIRMINGHAM

Oncida Community Goods

HALTERS, COW TIES, SNAPS, etc., etc.,

in all sizes and styles. May be had of all
jobbers throughout Canada.

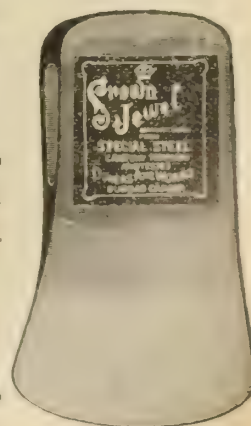
Factory—NIAGARA FALLS, ONT

We have made
further improve-
ments in our
"Crown Jewel"
Axe. There is no
axe that will sell
more readily at a
good profit.

Dundas Axe

Works.

DUNDAS, ONT.



WHEN YOU WANT FILES

You will make no mistake in ordering either of the following brands, which are Standard Makes, and are Full Weight, made from Selected Steel, by Experienced Workmen and Warranted:

Nicholson

Kearney & Foot

Great Western

Arcade

American

Globe

ALL SIZES.

ALL SHAPES.

ALL CUTS.

FOR SALE BY THE WHOLESALE HARDWARE TRADE THROUGH-
OUT THE DOMINION OF CANADA.

CORDAGE.—Some sizes of rope are selling well. Prices are steady as follows: Pure manilla, 11½c.; British pure manilla, 12c.; sisal, 11½c.; double lath yarn, 11½c.; single lath yarn, 11c.; double shingle yarn, 11½c.; single shingle yarn, 11c.; sashcord, 25 to 30c.

CUTLERY.—Sales of cutlery have been large this season and the volume of business is steadily increasing.

WOODENWARE.—An improvement in demand is reported. Our quotations are: Washboards—Victor, \$1.25; Crown, \$1.30; Improved Globe, \$1.15; Standard Globe, \$1.55; Original Solid Globe, \$1.70; Superior solid back, \$1.85; Jubilee, \$1.85; (2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron (\$3 list), 55 and 10 per cent.; Tubs—No. 0, \$10.75; No. 1, \$8.50; No. 2, \$7.50; No. 3, \$6.50. Pails—No. 1, 2 hoops, \$1.70; No. 1, 3 hoops, \$1.90.

CEMENT.—Considerable cement from the United States has been offering at lower prices and the Canadian manufacturers have lowered their quotations to meet this competition. A big trade is going at the prices now quoted: Canadian Portland, \$2.05 to \$2.65 Toronto, and \$1.65 to \$1.90 at the works, according to quality; American Portland, \$2 Toronto.

FIREBRICKS. There is not much doing, but prices are maintained at 28 to 32c. for English and 30 to 35c. for Scotch.

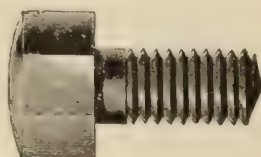
BUILDING PAPER.—Trade keeps well up to the large volume of recent weeks. Prices are firm. Our quotations are as follows: Tanned felt, \$1.85 per 100 lb.; 2 ply ready roofing, 95c. per roll; 3 ply, \$1.20 per roll; carpet felt, \$2.20 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O.K. and I.X.L., 70c. per roll; heavy straw and sheathing, \$25 per ton; slaters' felt, 65c. per roll.

GUNS AND AMMUNITION. The feature of this trade has been the particularly good demand for rifles for deer hunting. There is, too, an excellent sale of guns, ammunition and shooting supplies.

PLUMBING GOODS.

Sales are still large. The week has manifested activity in brass goods particularly, yet there has been generous activity in iron pipe, lead pipe and enameled ware plumbing supplies. There is no change in prices.

LEAD PIPE. There is a good business.



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs,
Etc. Cold Punched Nuts of every variety of finish.
INGERSOLL, ONT.

NEW RAILS Sessenwein Bros.,

12, 14, 16, 18, 20, 24, 30, 35 and 56 lbs. to
the Yard—carried in STOCK for prompt ship-
ment. TRACK REQUISITES.

103 Shannon St.

.. MONTREAL.

The market is fairly steady, the discount being 35 per cent.

SOIL PIPE AND FITTINGS. An improvement in demand is noted. Prices are as follows: Light soil pipe, 45 and 5 per cent.; light soil pipe fittings, 50 and 5 per cent.; medium and extra heavy pipe and fittings, 55 and 5 per cent.; 7 and 8-in. pipe, 40 and 5 per cent.

BRASS GOODS.—An improvement is reported in the demand for brass goods and all steam fittings.

IRON PIPE.—An active trade is reported. Prices are unchanged. We quote: Per 100 ft.: Black pipe, ½-in., \$3.15; ¾-in., \$2.50; 1-in., \$2.65; 1½-in., \$3; 2-in., \$3.70; 2½-in., \$5.25; 3-in., \$7.35; 3½-in., \$8.95; 4-in., \$12.55; 4½-in., \$20; 5-in., \$23; 6-in., \$30; 8-in., \$36.

METALS

While there is no disposition to place forward orders, the consumption is so large that the volume of business has swelled to a great total. In fact the movement is such that were the trade to suddenly become convinced of the wisdom of buying ahead there could not fail to be a congestion. It is still felt that the pig iron market is so uncertain that heavy buying of iron and steel would be inadvisable. Tin and copper, however, seem to have fallen until the lowest price probable has been reached and the next change is likely to be upward. Other lines are steady.

PIG IRON.—Quotations of \$20 for Mid-lesboro and \$23 for Summerlee have been received this week, but Canadian producers are making prices to dispose of all their output and the consumption

seems to be just about sufficient to absorb that. We quote Midland and Hamilton No. 1 at \$19.50 to \$19.75.

BAR IRON.—There is a fairly good trade but there is some cutting. The base price is still nominally \$2, but some business is being done at \$1.95. We quote: For extras cut to length while rolling: 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft., by special agreement according to length and size.

TOOL STEEL.—A steady business continues at unchanged prices. We quote: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 10 to 18c.; ditto, "Air Hardening," 70c. per lb.; Chas. Leonard's, 8 to 9c.; Park's "Silver," 11 to 13c.; Park's "Special," 15 to 17c.

BLACK SHEETS.—A steady demand is reported at unchanged prices. Our quotations are as follows: 10 to 16 gauge, \$2.25; 18 to 20 gauge, \$2.70; 22 to 24 gauge, \$2.90; 30 gauge, \$3.

CANADA PLATES.—A good demand is still manifest, with prices unchanged. We quote: All dull, \$2.60; half polished, \$2.70; and all bright, \$3.50.

GALVANIZED SHEETS.—A big demand in this line for the building trades is reported. Our quotations are as follows: Queen's Head, \$4.50 for 28 gauge; American, \$4.40 for 24 gauge; Bell brand, \$4.30 for 28 gauge; Gordon Crown, \$4.50 for 28 gauge.

TIN.—Prices have evidently reached a steady basis and the tendency both in New York and London as well as on the local market is upward. Locally there

is no change, the quotation still being \$29.50 to \$30.50 per cwt.

TINPLATES.—A fairly good demand continues at steady prices in these. We quote: Coke plates, bright, 14x20, \$4; charcoal plates, \$4.25.

COPPER.—An active trade in ingot is reported. Sheet is fairly busy. Prices are steadier than for some time, locally and outside. We quote: Ingot copper, \$14.50, and sheet copper \$20.50 per 100 pounds.

BRASS.—Is unchanged in price. Demand is fair. Discount, 10 per cent.

LEAD.—More activity is shown. Prices show no change. We quote: \$3.50 per 100 lb. for pig lead, and \$3.75 for bar lead.

ZINC SPELTER.—There is an excellent demand. Prices are firm at 6½ to 6¾c. per lb.

ZINC SHEETS.—Prices are still firm. Business continues active. We quote: Cask lots, \$6.75 to \$7, and part casks, \$7 to \$7.25.

SOLDER.—Demand is improving; prices are steady. Guaranteed half-and-half is quoted at 18 to 19c., and wiping 17 to 18c.

PETROLEUM.

The demand from all quarters continues to increase. An advance of ½c. is noted all round. Canadian prime white, 18½c.; Canadian water white, 20½c.; American prime white, 19½c.; American water white, 21c.

OLD MATERIAL.

Trade continues light and prices remain unchanged from last week. We quote: Heavy copper and wire, 10½ to 10¾c. per lb.; light copper, 9c. per lb.; heavy red brass, 9½c. per lb.; heavy yellow brass, 8c. per lb.; light brass, 5½c. per lb.; lead, 2½c. per lb.; scrap zinc, 3c. per lb.; iron, No. 1 wrought, \$5; machinery cast scrap, \$15.50; stoveplate, \$10; malleable and steel, \$6; old rubbers, 6c. per lb.; country mixed rags, 50c. per 100 lb.

HIDES SKINS AND WOOL

There has been a big drop in hides in Chicago owing to largely increased supplies and dealers locally anticipate a corresponding decline here almost immediately. No change is to be noted in calfskins, but for sheepskins there is a good demand. Wool is steady, with no special feature. Prices are firm all round. We quote:

HIDES.—No. 1 green, per lb., 8c.; No. 2 green, 7c.; No. 1 steers, 8½c.; No. 2 steers, 7½c.; cured, 8½c.

CALFSKINS.—Veal skins, No. 1, 6 to 14-lb. inclusive, 9c. per lb.; No. 2, ditto., 7c.; No. 1, 15 to 20-lb. inclusive, 8c. per lb.; No. 2, ditto., 6c.; deacons (dairies), each 60 to 70c.; lamb and sheep skins, 65c.

WOOL.—Unwashed wool, per lb., 9 to 10c.; fleece wool, 16 to 17c.; pulled wools, super, per lb., 17 to 19c.; ditto, extra, 20 to 21c.

TALLOW.—We quote 4¾ to 5c. per lb.

NOTES.

Bar iron is being sold at \$1.95 in some cases.

There is a run on animal traps and manufacturers are away behind in their orders.

EASTLAKE SHINGLES

ARE SO EASY TO HANDLE.

They fit together perfectly by means of their patent side lock—can be quickly laid by any handy man—and last so long, being absolutely Fire, Rust, Leak, and Lightning Proof. These are the points that commend them to your customers.

They're the popular steel shingle of Canada.

You're not doing all the business you might do, unless you keep Eastlakes in stock.

The Metallic Roofing Co., Limited

TORONTO

MONTREAL

WINNIPEG

A screen wire cloth manufacturer suggests that buyers of screen doors, when placing orders for next year, be careful to see that 100-ft. rolls are specified, this size of roll taking up much less room and leaving less waste. This suggestion is well worth considering.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., Oct. 24, 1903.

WHAT the Alaskan Boundary Commission has done in shearing off a huge slice of the Northern British Columbia coast and interior land and handing it over to the United States is the absorbing topic here this week. Everywhere is heard unmeasured condemnation and in many quarters the expression is given to independence proposals. There are those who say, as well be annexed to the United States at once as be handed over piecemeal.

To the business men, who are deeply concerned on account of the intimate connection they have with the trade of the Klondike, which is so effectually barred off from the rest of the province and of the Dominion by the new boundary line, the matter has been one of serious and anxious inquiry. There is no question whatever that the business relations of British Columbia with the Canadian Yukon territory will be most adversely affected.

The sentiment is universally expressed with regard to that trade, that the time has now come when not only British Columbia and the Yukon district, but all Canada, must take hold of a Coast Yukon Railway. There are still ports which can be made a terminal for a transcontinental railway, but the need of a railway paralleling the coast and giving direct and independent connection between British Columbia and the northern gold fields of Canada, is imperatively needed now.

There is a widespread feeling that the requirements of the case are such that a

purely Canadian road, preferably Government owned, should be built. It is not only a question of preserving the trade of the valuable northern Canadian gold fields, it is the question of bonding together the more outlying portions of the country. Only in that way can a national spirit be developed and national unity be attained. With such views held by the quiet, thinking business men, it will not be surprising to hear of some concrete action before long.

Returning miners and others who have spent some months in the Atlin district speak very favorably of the gold-bearing area. The output of gold this year is variously estimated up to \$1,000,000. It is likely to reach that figure. The development has been very satisfactory this season. While the work of individual miners on their single claims has been progressing with very fair results, there have been big steps in advance in the installation of big dredging plants. In fact men of practical experience and who have long been identified with the Atlin camp, claim that it is just in its infancy; that the beginning of very prosperous times is marked by the putting in of large and expensive hydraulic machinery. The big plant put in by The Western Mining Co., which is to operate on a property on Gold Run, cost nearly \$300,000 to instal. It is now complete and ready to run. It is to be run by electric power which is generated by the water power on Pine Creek. The session of the court held recently by Judge Henderson, who went up for that purpose, settled many vexatious legal troubles over titles to properties. In many other ways prosperity and improvement are marked in the northern British Columbia camp. A very good electric light plant is now installed to light the town of Atlin, and telephone communication with the Creek is also a convenience.

The big Dominion Government dredge, King Edward VII, originally intended for dredging the mouth and channel of the Fraser river to give access to vessels of

Recent dredging going to New Westminster, on the bank of that river, is the subject of an interesting controversy between the City of New Westminster and Victoria. The good people of the island are full with usual discrimination, successfully sought the service of the dredge to deepen their upper harbor, and not actually fill up the James Bay flats, an unsightly flat between the city and the handsome Provincial Government buildings. A big retaining wall was built on the street crossing the flats and caused this big dredge has for several months been depositing large quantities of mud, rocks, marl and other material taken up from the bed of the harbor. The work has progressed very well and not only is the upper harbor being appreciably deepened, but the big mud flat, owned by the city, now presents the appearance of a large reclaimed area. On this it is now proposed to build the big tourists' hotel which the C.P.R. Co. is arranging to erect in Victoria, therefore the people of Victoria are very anxious to have the dredge remain and complete the task of filling in the flats. But over in the old royal city on the banks of the Fraser the good citizens of that big have come to the conclusion that patience at some point ceases to be a virtue, and in the matter of the dredge, they claim that the cessation point has long since been passed. In fact they demand a full stop. Yesterday Mayor Campbell, of Victoria, waited on the Board of Trade of New Westminster, and in his most persuasive manner endeavored to induce the citizens to overlook the absence of the dredge for just a little longer. But the Westministerites are obstinate. There is a big sailing ship due almost any time with a cargo of steel rails to be discharged in the Fraser river for the Great Northern Railway construction. There was one shipload discharged at Moodyville, in Burrard Inlet, Vancouver's harbor, because it could not go across the bar into the Fraser. Now the citizens of New Westminster are tired of waiting and seeing their port closed to this class of shipping when they had a dredge built expressly to put them at ease. But the outcome will be hard to tell.

THE SOUTH AFRICAN TARIFF

While South Africa gives Great Britain a preference in that market and the proposal is now made to have the preference extended to Canada it is worth noting that many items are on the free list in South Africa, which eliminates the value of the preference in such lines. Among the items on the free list are agricultural implements and machinery, glue, gun cotton, brome litharge, borax, glycerine, and nitrates for manufacturing purposes; arti-

ficial manure, potash, carbonate and bicarbonate of soda, caustic potash, crystals and silicates, carbonate of ammonia, lymph, toxin, and serum.

SMELTING ZINC BY ELECTRICITY.

United States Consul Bergh, Gothenburg, Sweden, reports that a large establishment for smelting or extraction of zinc by a method invented by Dr. Gustaf de Laval is being built at the Hallstahammar Works, in the Province of Vestmanland. The method is the same as that by which fine results have been obtained both at Trollhattan and in Norway. The power station for the establishment is located at Hallstahammar Bruk, close to the railroad station of the same name, where the Kolback Creek (Kolbacksan) falls 35 feet. All work on the power station is carried on by the Hallstahammar Company, which for this purpose employs about 300 men. The establishment is expected to be finished this year. Dr. de Laval is a well known inventor who resides in Stockholm, and in his method above referred to electricity is used in smelting or extracting the metal. A similar method, invented by the French engineer Heroult, is used by steel works at Korfors, Sweden, with good results, it is said. At Gysinge Bruk, Gysinge, Sweden, electricity is also used in the manufacture of steel. Thus it seems that the use of electricity in metallurgy is gaining ground, especially in places where coal is expensive but water power plentiful.

TO MAKE CLOCK MOVEMENTS.

The Berlin & Racyele Mfg. Co., Ltd., makers of bicycles and plumbers' supplies, are making a new and somewhat novel departure in the manufacturing line. They are getting ready to make clock movements and already have installed the most of the necessary machinery. This, they say, will be the only place where clock movements are made in Canada. About ten years ago The Hamilton Clock Mfg. Co. failed and since then Canada has been without such an industry. When the Hamilton company was in operation there was a duty of 35 per cent. on clocks entering this country. This has since been lowered to 25 per cent.

All the brass plates used will be nickel plated and finely polished. The American firms merely use an ordinary brass plate. They have also a number of first class improvements which they will announce later. They expect to have clocks ready for the market by Christmas.

PERSONAL MENTION.

Mr. W. A. Detrick, of The Abingdon Trap Co., Abingdon, Ill., was in Toronto

this week in the interests of his house.

Mr. C. S. Archibald, representing The Portland Rolling Mills, Ltd., and The Maritime Nail Co., Ltd., St. John, N.B., paid a visit to Ontario centres this week.

Mr. Peleg Howland, of H. S. Howland, Sons & Co., Toronto, has returned from a flying visit through Manitoba and the Northwest, travelling as far west as Calgary, a town which Mr. Howland says bears every evidence of solidity and growth.

The many friends of Mr. P. D. McLaren, formerly traveller for The James Morrison Brass Mfg. Co., of Toronto, will be pleased to hear of his marriage to Miss Anna G. Weekes, of Varna, Ont., on Thanksgiving Day. Mr. McLaren is now residing in Winnipeg where he is looking after the plumbing supply end of The Fairbanks Co.'s business.

Coltart & Cameron, of Winnipeg, are showing an attractive line of nickel plate goods manufactured by The Rome Mfg. Co.

MANITOBA MARKETS.

Winnipeg, October 26, 1903.

THE hardware trade of the week has been a very steady one and all houses declare they have about all the business they can attend to. In staple hardware lines there have been no changes of price for the week, but the discount on harvest tools for 1904 has been announced as 60. This makes scythes a little cheaper than last year, but hay knives will sell at the same price. Bucksaws have advanced to \$1.25 per dozen. In paints, oils and glass the trade is as brisk as ever. Turpentine is very firm, but has not advanced. The only change announced in this price list is the advance in orange shellac, which has advanced 50 to 75c. per gallon, the present quotation being \$2.75 to \$3 per gallon. We quote:

Barbed wire, 100 lb.....	\$3 15
Plain galvanized.....6 to 8	3 39
".....9	2 50
Plain galvanized.....10	3 50
".....12	3 10
".....13	3 20
".....14	3 90
".....15	4 45
".....16	4 60
Barbed wire, 100 lb.....	3 25
Plain twist.....	3 25
Staples.....	3 65
Oiled annealed wire.....10	3 42
".....11	3 48
".....12	3 56
".....13	3 66
".....14	3 76
".....15	3 91

WANTED.

GOOD live agent for metal and hardware trade goods for English firm. Only those having long experience need apply. Box 78, HARDWARE AND METAL, Toronto. (44)

Annealed wires (uncoiled) 10c. less.	
Horsenails, 40 per cent. discount.	
Horseshoes, iron, No. 0 to No. 1.....	\$4 75
No. 2 and larger	4 45
Snow shoes, No. 0 to No. 1	4 60
No. 2 and larger.....	4 45
Steel, No. 0 to No. 1.....	4 45
No. 2 and larger.....	4 20

Cut Nails—	Wire Nails—
2d 1 in.....\$1 10	1 in.....4 25
3d Fin. 1½ in. 4 10	1½ in.....4 20
3d 1½ in.....3 75	1½ ".....3 80
4d 1½ in.....3 50	1½ ".....3 60
5d 1½ in.....3 50	1½ ".....3 60
6d 2 in.....3 40	".....3 50
8d 2½ in.....3 25	2½ ".....3 35
10d 3 in.....3 20	3 ".....3 30
20d 4 in.....3 15	3½ ".....3 25
30d 4½ in.....3 10	4 ".....3 20
40d 5 in.....3 10	4½ ".....3 20
50d 5½ in.....3 10	5 ".....3 20
60d 6 in.....3 10	5½ ".....3 20
	6 ".....3 20

Bar iron, \$2.60 basis.	
Swedish iron, \$4.75 basis.	
Sleigh shoe steel	2 85
Spring steel	3 25
Machinery steel.....	3 50
Tool steel, Black Diamond, 100 lb.....	8 50
Jessop	13 00
Sheet iron, black, 10 to 16 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 gauge	3 90
26 gauge	4 00
28 gauge.....	4 10
Galvanized Iron, Apollo, 16 gauge	4 00
18 and 20 gauge.....	4 00
22 and 24 gauge.....	4 25
26 gauge.....	4 25
28 gauge.....	4 50
30 gauge or 10½ oz	4 75
Extra sheets, 36 in. wide an advance	
of 25 p.c. per 100 lb.	
Queen's Head, 24 gauge.....	4 25
26 gauge.....	4 50
28	4 75
Extra sheets, 36-in. wide, an advance	
of 25 p.c. per 100 lb.	
Genuine Russian, per lb.....	11
Imitation ".....	07 to 08
Tinned, 24 gauge, 100 lb	8 00
26 gauge	8 50
Tinplate, 1C charcoal, 20 x 28, box	10 00
IX	12 00
IXX	14 00
Ingot tin.....	35
Canada plate, 18 x 21, 18 x 24 and 20 x 28.	3 25
Canada plate, full polished.....	4 00
Sheet zinc, cask lots, 100 lb	7 50
Broken lots	8 00
Pig lead, 100 lb.....	5 50
Black iron pipe, ½ inch	3 30
" ¾ ".....	3 30
" 1 ".....	3 40
" 1½ ".....	3 70
Black iron pipe, ¾ inch.....	4 35
" 1 ".....	6 25
" 1½ ".....	8 70
" 2 ".....	10 50
Rope, sisal, 7-16 and larger, basis.....	11 75
Manila, 7-16 and larger, basis.....	15 25
Lath yarn.....	11 25
Solder.....	20
Axes, chopping.....\$ 6 75 to 12 00	
" double bitts	12 00 to 18 00
Bluestone.....	5 70
Screws, flat head, iron, bright.....85 and 10 p.c.	
Round ".....	80 p.c.
Flat " brass.....	75 and 10 p.c.
Round "	70 and 10 p.c.
Coach	65 p.c.
Bolts, carriage.....	50 p.c.
Machine.....	50 and 5 p.c.
Tire.....	60 and 5 p.c.
Bolts, Sleigh shoe.....	65 p.c.
Plough	50 p.c.
Flat head stove	60 and 5 p.c.
Round head.....	60 and 5 p.c.
Elevator	60 p.c.
Rivets, iron.....	50 and 10 p.c.
Copper, No. 8.....	32
No. 12	36
Coil chain, 3-16 inch.....	10½
" ¼ inch	8½
" 5-16 inch	5½
" ¾ inch	5½
" 7-16 inch	5
" ¾ to ¾ inch.....	4½
Spades and shovels.....	40 and 5 p.c.

Harvest tools	60 p.c.
Axe handles, turned, s.g. hickory, doz..	\$3 15
No. 1	1 90
No. 2	1 60
Octagon extra	2 30
No. 1	1 60
Files common.....	70 and 10 p.c.
Diamond	60 p.c.
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol.....	30 p.c.
military.....	15 p.c.
American R.F.....	30 p.c.
C.F. pistol.....	5 p.c.
C.F. military.....	10 p.c. advance.

Loaded shells:	
Eley's soft, 12 gauge black.....	16 50
chilled, 12 gauge.....	18 00
soft, 10 gauge.....	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 20
Chilled	6 60
Powder, F.F., keg	4 75
F.F.G.....	5 00
Tinware, pressed, retinned.....	70 and 10 p.c.
plain.....	75 and 2½ p.c.
pieced.....	
Japanned ware	37½ p.c.
Enamelled ware, white.....	45 p.c.
Famous.....	50 and 10 p.c.
Imperial.....	50 and 10 p.c.
Green Wire Cloth.....	1 50

PETROLEUM.

Water white American	26½c.
Prime white American.....	24½c.
Water white Canadian.....	24c.
Prime white Canadian.....	22½c.

SCRAP.

No. 1 cast iron	\$16 per ton
No. 2 ".....	8
Wrought iron scrap	5
Copper (heavy).....	7c. per lb.
Yellow brass (heavy).....	7½c. "
Light brass	5c. to 6c. "
Lead pipe, or tea lead.....	2c. to 2½c. "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels.....	\$ 0 84
Less than barrel lots.....	0 89
Linseed oil, raw	0 57
Boiled	0 60
Lubricating oils, Eldorado castor.....	0 28½
Eldorado engine.....	0 27½
Atlantic red.....	0 33½
Renown engine.....	0 42
Black oil.....	19½ to 21½
Cylinder oil (according to grade).....	55 to 74
Harness oil.....	0 56
Neatsfoot oil.....	1 00
Steam refined oil	0 85
Sperm oil	2 00
Pure castor oil, first pressure.....	0 10
Lubricating oil.....	0 10

NOTES.

Hardwaremen throughout the whole West have learned with regret of the accidental shooting of Harry B. Boxer, at Lake Manitoba. Mr. Boxer was just under thirty years, but had for several years occupied the important position of manager for The Merrick, Anderson Co.'s large business, and was a most highly valued employe.

E. G. Lowe & Co. have taken over the premises and business until lately carried on by Horace Wilson, on Market street east. The new firm will carry a full range of stoves, furnaces and hardware, and will also handle the agency of The Rochester Silver-Nickleware. Mr. Lowe has travelled in the West for eighteen years and is a popular man with the trade.

The town of Morden has exempted the new cement works from taxation for twenty years. Morden is also to have a pump and novelty manufacturing company. The names of leading townsmen appear on the request for letters patent and the enterprise promises well. Morden is one of the most substantial towns in Manitoba.

Good Morning!

How is your stock of "C" Brand Horse Nails? We want your order in good time before the 15th November, when R. R. freight rates advance to winter basis.

We have been "on-the-go" from Winnipeg to Victoria, and find as the result of careful enquiry, that the "C" Brand Horse Nails are in stock in a majority of the hardware stores, and are well and favorably known by all. Those Western men know "a good thing," and are wise in keeping the best horse nails. It don't pay to use "cheap" horse nails, as no man can plead that the price prevents his using the "C" brand. It only requires on the average about one-third of a pound of nails to shoe a horse, and the difference in price between the "C" brand and others is about twenty-five cents per 25 lb. box, or one cent a pound, so that you only reduce the cost of nails, by using inferior or low-priced nails, about one-third of a cent for a full set of shoes. The wear and burden of the shoe depends upon the nails used. It is supreme folly to spend a dollar and a half or two dollars to get your horse shod, and then talk about the increased cost of one-third to two-thirds of a cent for the "C" Brand Nails. That is "penny wise and pound foolish" with a vengeance.

We respectfully solicit your preference in ordering for the "C" Brand Horse Nails.

Canada Horse Nail Company

MONTREAL.

Canada's Necessities in Trade Affairs

By Mr. J. D. Allan.

THE primary duty of all governments is to further the interests of the trade and commerce they control. This is only possible to any extent where countries have a department of commerce that is more than a bureau for the registration of statistics, one that must be in touch with the necessities of purchasing countries, and able to direct to possible markets producers who are desirous of opening up new avenues for the disposal of their wares. Its head should be one trained in commerce, with a thorough knowledge of the trend of the trade of the world and the adaptability of the productions of the country, to the foreign markets.

KEENNESS OF COMPETITION.

Never in the history of commerce has competition been so keen, never before have manufacturers given such keen attention to the cost of production, seeking out every new device that science has discovered, or genius invented, that will assist in lowering the cost of the finished product and making it adaptable to the needs of some (to them) unknown part of the consuming world.

COMMERCE AND WARFARE.

It has been said the wars of the future are to be commercial. If the true meaning of this be, because of the keenness of competition between countries for trade, how important it is that philosophers, however gifted, or politicians, however sympathetic, be not allowed to control the business destinies of our country, but that the one department, so vital to the increase of our trade and the development of our resources, shall have as its head a man of business experience and business ideas, able to direct the business interests of the country; in short, a man of wide experience and genuine enthusiasm in commercial affairs.

THE DEPARTMENT OF TRADE AND COMMERCE.

What Britain needs to-day more than anything else is a Minister of Commerce, and what Canada needs is the realization that her Department of Trade and Commerce, to be of any material aid to the country, requires complete reorganization. Business methods change, but not so with the necessities of changing to meet them is apparently the view of this department in the Canadian Government. Has any commercial interest ever discovered of what value it has been or what aid it has rendered in the extension of the country's commerce? Has any serious effort been made to follow any suggestions in the

reports of any of the commissioners sent to various countries at different times? Under both political parties the result has been the same, and business interests have suffered in consequence.

WAKE UP, CANADIANS.

It cannot be denied Canada has increased her volume of trade since 1896, and no one can but rejoice at this, but we must not forget that certain exceptional circumstances have contributed to this result, and the commerce of the world increased $2\frac{1}{2}$ times in 30 years. And is it not a weakness of some of our people to be continually exhibiting the comparative positions of our trade in former years with that of to-day as evidence of our increasing cleverness? Instead of looking for the commodities which should be profitably disposed of in other markets, that are now being wasted at home, we are boasting of the success we have met with in a few special lines in agricultural produce, in some of which, owing to increased competition and (I regret to say) the questionable quality exported, we have probably reached our limit. Notably this is the case with our butter, of which we supply Britain with 5 per cent. of her consumption, while Siberia, which has only been engaged in dairying for 10 years, already supplies her with 25 per cent. of her wants.

PROGRESS OF THE WEST.

The Minister of Customs, in his speech at the Convention Banquet of the Manufacturers' Association in September, stated that agricultural implements made in Canada are to be found in twenty-five different countries of the world. This is a most encouraging announcement, but it is feared there has been no such distribution of any other manufactured product. In the settlement of our great West our chief anxiety seems to be to get in immigrants, and forgetting that production and distribution must go hand in hand, we are not paying sufficient attention to the securing of markets for the increased output resulting.

ORIENTAL TRADE.

In the discussion of our railway projects we only refer to the possibility of an east-bound traffic. Do we forget our position as a midway station in the route of the world's commerce? Have we ever considered the possibility of oriental trade where undoubtedly exist the greatest undeveloped opportunities for trade? We already have steam communication with Japan and China, but the development of trade has not been vigorously pushed. Think of

the position, directly facing us across the Pacific from Singapore and Bangkok to Vladivostok. There is a coast line of 4,000 miles and a population of over five hundred millions to be supplied. The character of their requirements, it may be urged, is below that of any other people, but is it not a fact that they are slowly adopting western ideas? In the articles of food, where ten years ago not a pound of flour was imported into China, last year from the Pacific coast ports of the United States, about ten million dollars was the value of this commodity sent there. And as an evidence of the growth of the United States trade with China, in 1880 the value of their exports to China was \$1,101,383, and in 1902 they had grown to \$24,722,906.

VALUE OF CHINA'S TRADE.

The foreign trade of China now amounts to less than \$1.00 per head. With the opening up of the interior, and improvement of conditions, this will soon increase to \$5.00, which, with a population of four hundred millions, will represent \$2,000,000,000.

POSSIBILITIES OF TRADE WITH JAPAN.

In 1870 Japan was an unknown factor in trade. To-day she has a foreign trade of \$6.00 per head, or \$360,000,000. Korea has a foreign trade of \$20,000,000; Siam of \$40,000,000. The foreign trade of the United States Pacific coast in 1892 was \$92,566,000, and in 1902, \$142,958,000.

AN INTERESTING FIELD FOR TRADE.

We have a feeling of pride in contemplating the increased foreign trade of Canada, but is it not a fact that an infinitesimally small amount of this can be credited to China? And yet China presents to-day the most important and most interesting field for trade, not yet extensively exploited. And being directly opposite our Pacific Coast, China affords a wonderful commercial opportunity, worthy of our best efforts.

In conversing with a Chinese merchant at Nijni Novgorod, I learned that when the Yangtse river was first opened, two steamers were sufficient for the trade. That is only twenty-five years ago. To-day a finer and larger class of steamers than now navigate the Mississippi is necessary to carry the freight, which in value amounts to seventy-five million dollars annually. China has at present about five hundred miles of railway. What will be the effect

on commerce when railways penetrate every portion of the interior?

WHAT RUSSIA IS DOING.

An instance of the expected value of Chinese trade on the part of Russia is shown in her remitting the duty on all tea imported over the Trans-Siberian Railway; in the establishment at Vladivostok of a college at an annual cost of \$55,000, with fifteen teachers, and attended by about eighty students; of another at Moscow, at an expense of \$30,000, with nine teachers and seventy students, in which the languages and customs of the Chinese and Eastern Asiatic peoples are taught. The German Government also has a similar institution at Berlin for the same purpose, showing what a keen eye to the future these nations possess, and yet I venture to say, if any one were to apply to any government department in Canada for definite information on subjects relating to possible Asiatic commerce, it could not be supplied.

CHINA IS AWAKENING.

That China is awaking to the necessity of letting the world know of her resources is proven by her having for the first time in her history appropriated from the Imperial Treasury \$300,000 for the expense of exhibiting at the St. Louis Exposition, and with other Asiatic countries has applied for one-third of the space in the "Varied Industries" department. This has probably been decided upon because of the satisfactory increase of United States trade with her, as shown by the increase of imports from 2.9-10 per cent. in 1890 to 9.3-10 per cent. in 1902. The United States occupied, in 1902, fourth place among the countries from which China drew her imports, while in 1870 she was at the bottom of the list, and while the United States Bureau of Statistics reports a reduction of \$106,000,000 in total exports for 1902, it is very significant that their exports to China increased \$14,000,000 over 1901.

CANADA'S PROXIMITY TO THE ORIENT.

Does not our proximity favor our entering as a competitor for the trade of a country in which these figures prove our neighbors found so little resistance? The result of our successful prosecution of this trade would be a reviving influence in the condition of British Columbia, which would react beneficially upon the whole country, and indeed it might be within the range of possibility to employ some of her magnificent mountains in furnishing water power for the generation of electricity for the motors of factories yet to be erected for supplying demands from trans-Pacific consumers. Is there any other possibility that will so powerfully stimulate Pacific Coast development and create a permanent and increasing demand for the too slowly developing natural resources of that portion of our land?

CANADA'S NEED.

The need of Canada to-day is to quietly and judiciously consider what are the forces of competition arrayed against her, and in what way can she successfully meet this competition. Business to-day is a science. No great success can be achieved unless the merchant be possessed of large ideas, with ability to direct and organize, and the object in view in presenting these rambling thoughts has been solely to arouse the commercial community to assert itself.

LACK OF BUSINESS MEN IN GOVERNMENTAL AFFAIRS.

Time and again have we seen our country despoiled of portions of her territory, because, as I believe, of the absence of practical business men's advice and assistance in determining the issues. Had business men been consulted, Alaska would not have been allowed to become United States territory for the paltry sum of \$7,000,000, and we would have been spared our present humiliation in our latest sacrifice. If Britain is losing her pre-eminence in trade, it can be attributed to the absence of the commercial element in the counsels of the country to a greater degree than will perhaps be conceded.

We boast of our great country, and it is indeed a noble heritage, but let us not forget that mere bulk is no advantage. Greatness consists, not in breadth, but in the skill and resource with which the varied interests of our country are directed. The development of our resources, aided by scientific invention, will outrun the dreams of the wildest enthusiast. In advance of this, let us, as far-seeing merchants, conscious of the responsibility resting upon us, prepare for the distribution of these varied products to distant peoples, inspired by the thought that while bringing profitable returns to our own people, we are satisfying the wants of some fellow-being, and assisting in solving the problem of economic distribution, so that every human being on the surface of the earth may have his legitimate needs satisfied.

PERSONAL MENTION.

Mr. Forrester B. Leslie has been appointed representative in Western Ontario for A. C. Leslie & Co., Montreal, with his headquarters at Room 503, McKinnon Building, Toronto (Telephone Main 5115). Increase of the firm's business in Western Ontario has rendered this step necessary.

Mr. H. C. Hindom, representing E. Lloyd & Co., London, Eng., has been on a visit to the different trade centres in Canada and the United States during the past few weeks. Lloyd & Co. are handlers of tin plate, sheet steel, etc., and during his stay in Toronto he appointed Mr. T. Mortimer, 27 Front street west, the firm's resident representative in Canada. Mr. Hindom sails from New York to-day (Saturday) for home.

Mr. R. E. Thorne, manufacturers'

agent, with headquarters at Montreal, was a caller last week at our Toronto office. Mr. Thorne represents Goodlass, Wall & Co., Ltd., of Liverpool, dry color manufacturers. While in Toronto he was taking orders for a line of bronze powder, for which he is the representative in Canada for a German firm. Mr. Thorne reports that notwithstanding the surtax the sales of his particular line are more than satisfactory.

The death of Mr. F. G. Terry, which occurred a week ago, will not affect the continuation of the business which he for so many years carried on in Toronto. Mr. Wm. B. Terry, a son, will assume the management, and the old firm name of The F. G. Terry Co. will be preserved. Builders' supplies, such as lime, cement, fire brick, will constitute as hitherto the business of this firm. The late Mr. Terry was one of Toronto's best known and most respected citizens, having been in business for over 33 years. He was in his 65th year.

"Hardware and Metal" regrets to report that one of the oldest business men of Toronto, Mr. W. J. Whitten, 173 King street east, is compelled to retire from business on account of ill health. He has been ailing for some time, and through advice of his physicians is selling out his entire business. This is one of the oldest and best established stands in Toronto.

Mr. R. J. Doyle, of The R. J. Doyle Mfg. Co., Shallow Lake and Owen Sound, died on Monday afternoon, aged 69. He was well known as the first Portland cement manufacturer in Canada, and was the originator of The Owen Sound Portland Cement Co.

Mr. Geo. A. Brown has opened up a general hardware business at 359 Talbot street, St. Thomas. Mr. Brown was formerly with the Acheson hardware firm of this city.

Mr. S. A. Crawford, formerly in business at Tilbury, Ont., has bought and will carry on the general hardware business of Mr. Acheson, 219 Talbot street, St. Thomas.

DEMAND FOR STOVES IN BRAZIL.

K. K. Kenneday, U.S. Consul at Para, Brazil, writes that there is a large field in that country for stoves, and that the sales of light American cooking stoves are gaining steadily and are likely to increase in even greater proportion. Canadian stove founders should be able to get a slice of this trade.

The Record Foundry & Machine Co. of Moncton, N.B., are preparing a factory in Montreal, and it is thought that they will begin to manufacture within two or three months. The concern has a paid up capital of \$800,000. J. Peters is at the head of the Montreal enterprise.

PAINT, OIL AND BRUSH TRADES

PATRIOTISM IN BUSINESS

(O)NE observer of modern conditions has ventured the prophecy that "wars of the future will be commercial wars." Whether he be right or not it is indisputable that the spirit of patriotism in Canada at least, is rapidly widening in its scope. To day loyalty to Canadian industrial enterprises, to domestic commercial interests, seems to be essential to a proper spirit of patriotism in Canada. The following correspondence between a leading Canadian firm of architects and a United States varnish firm, illustrates in a fine manner the degree to which this spirit has developed among thoughtful Canadians. Such a spirit is surely more effective protection than could be any high tariff wall.

At the same time the correspondence is well worthy of the attention of Canadian business men, the three letters being superb examples of the persistent yet courteous aggressiveness which is a feature of American business methods, a feature which is credited with contributing in a large measure to its success.

Messrs. _____, N.Y., October 3rd, 1903.

Toronto, Ont.
Dear Sirs,—We are extremely anxious to interest you in our _____ specialties and beg to solicit an opportunity of placing them before you.

Notwithstanding that we are the largest producers of _____ in the world, we are the only ones making a specialty of _____ finishes. We have an exclusive and thorough system of tracing work, which places us in a position to secure for you and your clients absolutely satisfactory results from the use of our goods.

If you will kindly advise us, should you specify our goods, we shall be pleased, upon request, to ascertain for you whether or not the grade of goods you have specified have been purchased by the _____, and also whether a sufficient quantity to properly execute the work. Our system has enabled us to be of help to many _____ and we earnestly hope that, on some of your future work, we may serve you in this respect.

May we hope to be favored with a reply from you?

Yours very respectfully, _____

The reply, it was pointed out by the writer, was written before the Alaska boundary award. Consequently, it will be seen that the writer was loyal to British as well as Canadian interests:

Messrs. _____, N.Y., October 7th, 1903.

Dear Sirs,—Yours of the 3rd inst. is received. Much as we would like to specify your goods, we feel it incumbent upon ourselves to aid as far as possible British and Canadian goods. This, as you will admit, is quite natural under the circumstances, as "Uncle Sam" has put a very high barbed fence, with a view to keeping out our manufactures.

Yours truly, _____

AN ATTEMPT AT SPECIOUS ARGUMENT.

Messrs. _____, N.Y., October 8th, 1903.

Toronto, Ont.
Gentlemen,—We have your kind favor of the 7th and have carefully noted its contents.

While we assure you that we thoroughly appreciate and admire your loyalty, in respect to specifying British and Canadian goods, we would respectfully call your attention to the fact that we have appointed Messrs. _____, of your city, our distributing agents for Ontario, and that we have spent a great deal of time, money and labor in the promoting and advertising of our products in your country and in establishing a foothold there.

We are paying heavy duties to the Canadian Government for the shipment of our goods and, inasmuch as our products are of the very highest quality and their high standard should gain for them the consideration of _____ users in your country, we really feel that you would not be acting in any way contrary to your principles should you include the names of our goods in your specifications and place us on a fair basis of competition with the other makes of _____ you specify.

We earnestly hope that you will give this matter further thought and that we shall have the pleasure of hearing from you again.

Thanking you for the courtesy you have shown us,—we are,

Very truly yours, _____

NO MISTAKING THIS REPLY.

Toronto, Ont., October 12th, 1903.

Messrs. _____, N.Y.
Dear Sirs,—Yours of the 9th inst. received. We do not think you quite understand our contention re foreign goods. The fact that you pay heavy duties to the Canadian Government and have agents in our city does not seem to us sufficient reason for using your goods.

What we want to see is your factory, or a branch of the same, located in our country, so that the profits and wages will remain on this side of the line. That is practically the only basis on which a Canadian can do business on your side. You shut us out with an abnormally high tariff wall, and our only salvation is to do as you do,

Yours truly, _____

THE RESULT OF THE CORRESPONDENCE.

Messrs. _____, N.Y., October 14th, 1903.

Toronto, Ont.
Gentlemen,—Replying to your esteemed favor of the 12th inst., let us explain to you that we are as much an English house as we are an American.

You have, no doubt, heard of _____ & Co., Ltd., of _____; this firm and _____ makers, are owned by identically the same people. We would say further that it is our intention to establish another _____ plant in Canada. In fact, the directors have already been over the ground in your city and vicinity.

We feel sure that, knowing these facts, you will be glad to incorporate the names of our _____ in your specifications.

Thanking you very much for the consideration you have shown us, and trusting that we shall have the pleasure of hearing from you again, we are,

Yours very truly, _____

STRONG TURPENTINE MARKET.

INQUIRY among various paint and oil men in Montreal, who are authorities on the subject and in a position to know whereof they speak, shows a unanimity of opinion that the present high price of turpentine is bound to be main-

tained throughout the Winter months, and that in all probability we shall see a recurrence of the high prices which prevailed last Spring. The reasons are not far to seek. There can be no doubt that supplies are much short of what they were at this season one year ago and very much less than they were in the month of October, 1901. This shortage would of itself be sufficient to account for a very strong market but coupled with it is another influence tending in the same direction which must not be forgotten. The Standard Oil Co. is now in a position to control the market, and everyone knows what has been the effect of its control of the petroleum output. The octopus is now the real master of the situation and with a short supply for excuse—if excuse be needed—is certain to keep prices at a high level. That there are independent operators is true, but their number is decreasing and they are not now the factor on the market that they were even two years ago. Moreover, importers find that it is almost impossible at this distance to get the spirits through from Savannah when purchased from firms independent of the Standard Oil Co. The octopus has the railroads under its control, and tank cars can not be obtained. So many obstacles are put in the way of importers who do not buy from the trust that very few now make the attempt. Now and then, turpentine is brought to Canada by schooner from Savannah, but this is a rare occurrence.

The present shortage furnishes a legitimate reason for a strong market, and the Standard Oil Co. might be expected to maintain high prices even had they no excuse. Hence, unless the trust should discover some special reason for "bearing" the market, cheaper turpentine is not among the probabilities. Nothing but new and unexpected opposition to the Standard Oil Co. could furnish a reason for lowering the price. The trade may therefore be reasonably sure that the present high prices will be maintained, and there need be no surprise if we see a return to the abnormally high prices of last Spring. Even dollar turpentine is not impossible.

NEW PAPER AND WALL COATING.

O. J. D. Hughes, U.S. Consul at Coburg, Germany, reports the existence of a new German composition for coating or impregnating pasteboard and similar

LINSEED OIL

Raw and Boiled

"GUARANTEED PURE"

MANUFACTURED BY

Canada Linseed Oil Mills,
MONTREAL. LIMITED,

 **BARRELS WANTED!!**

We are open to buy good sound, oak
Linseed Oil, Turpentine, Varnish, and
Machine Oil Barrels.

If You Buy

Varnishes

Paints

Japans

Colors

Lacquers

Glues

Stains

Bronzes

Fillers

Chamois

Sponges

WRITE TO

R. C. JAMIESON & CO.

LIMITED

MONTREAL.

AGENTS FOR ASPINALL'S ENAMEL.

GET RIGHT IN THE PAINT SWIM



cut Book 14

P. 92

G.W.D.



The

Francis-Frost Co.,

Limited

TORONTO, ONT.



material for roofing and other purposes, also applicable for coating the walls of buildings, etc. It consists of a combination of resins and fats which are practically nonspontaneous, such, for instance, as the cholesterol fats, the composition being applied in a molten condition or dissolved in a highly volatile liquid, such as benzine, turpentine, etc. Linseed oil, carnauba wax, and magnesium oxychloride are added to the mixture. In a recipe given, the following proportions are recommended: Sixty parts of colophony, 25 of neutral yolk and 5 each of carnauba wax; linseed oil, and magnesium oxychloride. The material under treatment is immersed for about ten minutes in the fused composition and passed through heated rollers.

TO GET BEST RESULTS FROM GLUE.

FOR glue to be properly effective it requires to penetrate the pores of the wood; and the more a body of the glue penetrates the wood, the more substantial a job will remain. Glues that take the longest to dry are to be preferred to those that dry quickly, the slow drying being always the strongest, other things being equal. For general use no method gives such good results as the following: Break the glue up small, put it into an iron kettle, cover the glue with water, and allow it to soak 12 hours. After soaking, boil it until done. Then pour into an air-tight box, leave the cover off until cold, then cover up tight. As glue is required, cut out a portion and melt in the usual way. Expose no more of the made glue to the atmosphere for any length of time than is necessary, as the atmosphere is very destructive to made glue. Never heat made glue in a pot that is subject to the direct heat of a fire or of a lamp. All such methods of heating glue cannot be condemned in terms too severe. Do not use thick glue for joints or veneering. In all cases work it well into the wood, in a similar manner to what painters do with paint. Glue both surfaces of your work, except in cases of veneering. Never glue hot wood, as the hot wood will absorb the glue.

PAINT AND OIL MARKETS.

MONTREAL.

GUM SHELLAC is soaring to almost prohibitive figures, and, in consequence the manufacturers have again advanced their prices in shellac varnish. Our quotations are given below. The week has been remarkable for large shipments in white lead, which is the only weak item on the list. Cutting in white lead has been prevalent for some time, and, in consequence, we have still further reduced our quotations this issue. At present prices there is little or no profit for the grinders. Some makers of established brands are said to be hold-

ing out for figures slightly in excess of those quoted before and still representing a very small profit. Linseed oil and turpentine remain steady at prices quoted in last issue. General business during the week has been of a reasonable character with nothing of special interest to note. We quote:

GROUND WHITE LEAD.—Best brands, Government standard, \$4.65 to \$4.90; No. 1, \$4.25 to \$4.52½; No. 2, \$4.05 to \$4.15; No. 3, \$3.67½ to \$3.77½; No. 4, \$3.30 to \$3.40, all f.o.b. Montreal. Terms, four months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—\$1.25 in casks, and in kegs \$1.50.

DRY WHITE ZINC.—Pure dry, in casks, 6¼c.; in 100-lb. kegs, 6¾c.; No. 1, zinc, in casks, 5¼c.; in 100-lb. kegs, 5¾c.

WHITE ZINC (ground in oil).—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No. 2, 6c.

PUTTY.—We quote: Bulk, in barrels, \$1.50; in 25-lb. tins and irons, \$1.85; bladder putty in barrels, \$1.75.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, 7¼c.; smaller quantities, 8¼c.

RED LEADS.—Genuine red lead, in casks, \$4.25; in 100-lb. kegs, \$4.50; in less quantities, \$5.50 per 100 lb. No. 1 red lead, casks, \$4; kegs, \$4.25, and smaller quantities, \$5.25.

LITHARGE.—Ground, casks, 5c.; in less quantities, 5¼c.; flake litharge, casks, \$5; smalls, \$5.50 per 100 lb.

LINSEED OIL.—Raw, 1 to 4 bbls., 48c.; boiled, 51. Raw, 5 to 9 bbls., 47c.; boiled, 50c. Terms, net cash in 30 days. Delivered in Ontario between Montreal and Oshawa at 2c. per gallon advance.

TURPENTINE.—Single barrels, 85c.; 2 to 4 barrels, 84c. Standard gallon of 8.6 pounds. Terms, net cash in 30 days.

BENZINE.—25 to 26c.

SHELLAC VARNISH.—Pure white, \$2.60 to \$2.80; pure orange, \$2.60 to \$2.80; No. 1 orange shellac, \$2.40 to \$2.60.

MIXED PAINTS.—\$1.20 to \$1.40 per gallon.

CASTOR OIL.—8¼ to 9¼c. in wholesale lots, and ¾c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37¼c.

TORONTO.

The feature of the market is the weakness of the white lead market, some dealers quoting a decline of 10c., a frequent quotation for best grades being \$1.90. There is an excellent demand for painters' goods, particularly for varnishes, prepared paints, etc. Turpentine and linseed oil are in fair demand. Prices are steady except in white lead. Quotations are:

WHITE LEAD.—Ex-Toronto, pure white lead, \$4.90 to \$5.05; No. 1., \$4.45 to \$4.65; No. 2, \$4 to \$4.25; No. 3, \$3.75 to \$4; No. 4, \$3.50 to \$3.75 in packages of 25 lb. and upwards; ¼c. per lb. extra will be charged for 12½-lb. packages; genuine dry white lead, in casks, \$5.02½.

RED LEAD.—Genuine, in casks of 560 lb., \$4.75 to \$5; ditto, in kegs of 100 lb., \$5.25 to \$5.50; No. 1, in casks of 560 lb., \$4 to \$4.25; ditto, in kegs of 100 lb., \$4.25 to \$4.50.

LITHARGE.—Genuine, 6 to 6¼c.

WHITE ZINC.—Genuine, French V.M., in casks, \$6 to \$6.25; Lehigh, in casks, \$6 to \$6.25.

SHINGLE STAIN.—In 5-gallon lots, 60 to 85c. per gallon.

PARIS WHITE.—90c. to \$1 per 100 lb.

WHITING.—60 to 65. per 100 lb.; Gilders' whiting, 75 to 80c.

SHELLAC.—Pure orange, in bbls., \$2.35; white, \$2.50 per gallon; No. 1, 15c. less; in less quantities 30c. extra, including price of can.

GLUES.—Broken sheet, in 200-lb. bbls., 8 to 8¼c. per lb.; cabinet glue, in bbls., 11½ to 12c.; emery glue, in bbls., 17c.;

THE PAINT

That pleases the consumer
and
Brings trade to the dealer
is

"Anchor" Liquid Paint

The white lead used in its manufacture is the best the world produces,
BRANDAM'S B. B. GENUINE.

Our advertising is strictly up to-date.

HENDERSON & POTTS

ESTABLISHED
1874,

Halifax and
Montreal.



Send us a
post card
and let us
tell you all
about it.

bookbinders', ground, 10½c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

PUTTY.—Bladders, in bbls., \$2.25; bladders, in 100-lb. kegs, \$2.40; bulk, in bbls., \$2.05; bulk, less than bbls. and up to 100 lb., \$2.20; bladders, bulk or tins, less than 100 lb., \$2.95.

PLASTER PARIS.—New Brunswick, \$2 per bbl.

PUMICE STONE.—Powdered, \$2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots and 8c. in bbls.

LIQUID PAINTS.—Pure, \$1.20 to \$1.40 per gallon; No. 1, \$1.10 per gallon.

BARN PAINTS.—65 to 70c. per gallon.

CASTOR OIL.—English, in cases, 8 to 9c. per lb.; and 9 to 10c. for single tins.

LINSEED OIL.—Raw, 1 to 2 bbls., 51c.; boiled, 54c.; 3 to 5 bbls., raw, 50c.; boiled, 53c., delivered. To Toronto, Hamilton and London, 2c. less.

TURPENTINE.—Single bbls., 86c.; 2 to 3 bbls., 85c., delivered. Toronto, Hamilton and London, 2c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

WINDOW GLASS.

MONTREAL.

As stated last week stocks through the country are now pretty well sorted. Prices for small quantities are unchanged but considerable concessions can be obtained for large quantities for direct shipment from the wharf. We quote as follows: First break, 50 ft., \$1.85; second break, \$1.95 for 50 ft. First break, 100 ft., \$3.50; second break, \$3.70; third break, \$4.20; fourth break, \$4.45.

TORONTO.

A steady business continues in all lines this week. Quotations are: Star, under 26 in., \$3.80; 26 to 40 in., \$4; 41 to 50 in., \$4.50; 51 to 60 in., \$4.75; 61 to 70 in., \$5; 71 to 80 in., \$5.50, Toronto, Hamilton and London.

A NEW ROBE CONCERN.

Some retailers have been experiencing difficulty in getting Winter robes and rugs owing to various reasons. It is a fact that several of the large factories are taxed to their full capacity and are not accepting new orders. A new firm has begun the manufacture of rugs and robes, namely The Berlin Robe & Clothing Co., Ltd., and are able to supply the needs of those who have had trouble in obtaining this class of goods. Their rug is described in their advertisement, to be

found elsewhere in this issue. "Arctic Buffalo robes" are a capital idea, and the sale of them this year ought to be heavy. The firm will be in an excellent position to canvass for the season of 1901, since they will be able to report a good first season history and will show a robe at once attractive and substantial. The fact that it is moth proof will appeal to dealers who have suffered losses from the ravages of moths when compelled to carry over from one season to another.

Genuine Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

CONSOLIDATED PLATE GLASS COMPANY

—five warehouses completely equipped with the best Plate and Sheet Glass, Etc. We transact business in an exceptionally satisfactory way and invite your next order to prove it. Send it to the nearest office.

TORONTO

OTTAWA

MONTREAL

LONDON

WINNIPEG.

No Accident...

about **GLOBE PAINTS**. They are scientifically made, and the ingredients are of honest quality. A brand of paint that has been on the market nearly nine years must have merit.

Our salesman has other good things to tell you.

The Globe Paint Co.,

Limited

422-424 Adelaide St. W., Toronto.



"Island City" Paint and Varnish Works.

We offer the Finest and Whitest ENAMEL in the market—Aluminum, Gold and Silver.

P. D. DODS & CO., Proprietors, Montreal, Toronto, Vancouver.

A BUSINESS MAN FOR THE SENATE.

THIS paper has always advocated the election and appointment of M.P.'s and Senators from among our business men and it is a hopeful sign that such appointments are becoming more and more common. The Hon. Thomas R. Black, of Amherst, Nova Scotia, who is prominently mentioned for the Senate and whose appointment is said to be assured, is a fine example of the type of men who should be more common in our Houses of Parliament.

Mr. Black was born in Cumberland County, on October 16, 1832, and is thus in his seventy-first year. He is a prominent citizen of the growing town of Amherst, a farmer and stock-breeder, real estate owner, builder, and local politician, having been a valued member of the Local Legislature since the year 1884.

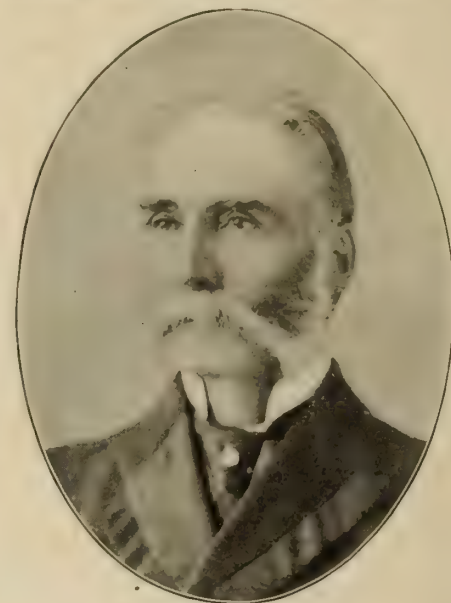
He is of Scotch ancestry, his great grandfather being William Black, born in Paisley, in 1727. William Black, who was the son of a gentleman of independent fortune, lived for a time in Huddersfield, England. In 1774 his attention was drawn to Nova Scotia, and he took passage in a vessel which arrived at Halifax in May of that year. Having visited the section now known as Cumberland County, and being pleased with the country, he purchased an estate which is still largely in the hands of his descendants. In 1775 he returned to England, chartered a vessel and transported his family to Nova Scotia. A notable fact is that he brought with him some stock of improved breeds,—and to-day his great-grandson is one of the most successful breeders of and believers in improved breeds of cattle, sheep and horses.

Thomas R. Black was brought up on the farm adjoining Amherst, and received his education in the grammar school of that town. Early in life he moved into the town and though he still continued farming, he engaged largely in real estate, in building operations, and grew up with the town. He is an engineer, architect and builder of no mean ability, designs, plans and superintends the erection of his buildings and is credited with some of the most ornamental and substantial buildings in the town, both in wood and stone. He has also constructed some of the most important bridges in the county.

Mr. Black has always taken the greatest interest in the improvement of stock, and in connection with his son, Wm. W., this valuable and profitable work is carried on—not valuable alone to himself, but to the whole province. He is not a visionary enthusiast but has practical ideas on this subject which he puts into practice,

and he considers the problem as one in which there may be almost indefinite improvement. He has naturally taken a large share in the development of the annual Nova Scotia Exhibition. On their extensive stock farm may be seen the finest of herds of Hereford and Jersey cattle, and French Percherons, Clydesdales, and Hackney horses.

Mr. Black has always taken the deepest interest in the affairs of the town of Amherst, and his public spirit has won for him the esteem of his fellow citizens, and he has several times been called on to serve in a public capacity. In July, 1884, this esteem was shown by the fact that in a strongly Conservative county he was elected to the Local Legislature by acclamation. He was re-elected at the head of the poll in 1886, and again in

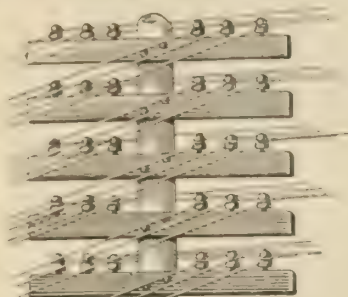


Hon. Thomas R. Black.

1891 and 1897. In July, 1896, he was appointed a member of the Murray administration.

Hon. T. R. Black is a man of broad views and wide experience; thoroughly imbued with the importance of Nova Scotia as a part of the Dominion, and of the Dominion as a whole, he is well qualified to fill a seat in the Senate. As a matter of political advancement, no man in Nova Scotia has more right to look to his party for preference. His influence in the County of Cumberland for the Liberal party has been great, he has held his own party together, and such is their confidence in his ability to further the interests of Cumberland and the province in general that he receives the endorsement and support of the better element of the Conservative party throughout the county. The appointment will be a very popular one.

THE MUSIC OF THE WIRES!



THE TWO POLES REPRESENT THE RELATIVE OUTLAY
FOR TELEPHONE AND TELEGRAPH SERVICE BY THE
CANADA PAINT COMPANY FOR THE YEARS 1893 AND
1903.



1903

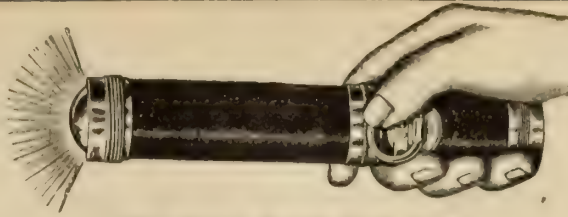
1893

We receive a most excellent service from The Bell Telephone Company at Toronto and Montreal. Direct wires also with the telegraph companies. Expert salesmen are ready to receive orders at each wire. Quick shipments.

THE
Canada Paint
Company
LIMITED



"Ever Ready"
Trade Mark.



"Ever Ready" Electric Flash Light.



"Ever Ready"
Electric Candle.

"EVER READY" FOR THE TRADE

A LINE OF GOODS YOUR CUSTOMERS DESIRE.

They are **Practical, Useful, Novel**, and make attractive and pleasing presents for the holiday trade. Write to-day for our illustrated catalogue with trade discounts.

"Ever Ready"
Electric Clock.



American Electrical Novelty and Mfg. Co.

232 St. James St.,

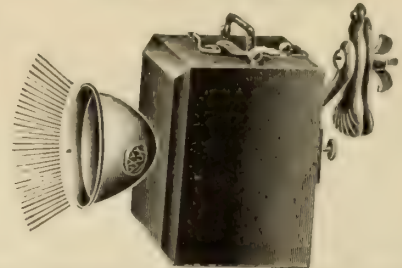
MONTREAL,
QUEBEC.

Branches —

London, England.
Sydney, Australia.
New York, U.S.A.

Chicago, U.S.A.
Paris, France.
Berlin, Germany.

"Ever Ready" Carriage Lamp.



OUR
TRADE MARK
A

AUER LIGHT MANTLES
LONGEST LIFE & BRIGHTEST

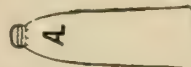
OUR
TRADE MARK
A

The Value of Annealing.

Annealing is the most costly step of mantle making—consequently a cheap mantle cannot be properly annealed—That is the reason a cheap mantle caves in like this if you lay it on its side, after burning off the coating—Try one—They injure your trade.



Mantles branded **A** are thoroughly annealed over pressure gas—They fit the burner—They don't shrink—They stand up this way—They are reliable—They help your trade.
—We are the sole manufacturers of **A** mantles.
—Write us if you are interested.



Lowest prices on Mantles, Shades,
Chimneys, Globes and Sundries.

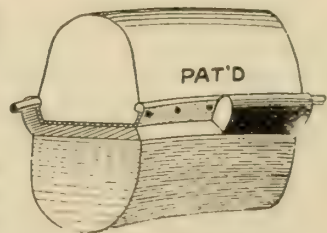
AUER LIGHT CO., MONTREAL.

You Owe it to Them.

You owe it to your customers to consider the claims of every article of merit in your line.

THE DUNLOP Side Wire Tire

is so far ahead of anything else in vehicle tires that you want it exclusively.



Cross-bars vulcanized in the rubber every three-quarters of an inch. Their ends engage a wire setting outside the rubber tire around the rim of the wheel. A non-givable grip. No inner or under wear upon the rubber.

Write for prices and particulars.



THE DUNLOP TIRE CO., Limited.
TORONTO, CANADA.

Agencies: Montreal, St. John, Winnipeg, Vancouver.

CHRISTMAS TRADE IN THE HARDWARE STORE.

By M. A. C.

CHRISTMAS is the season of joy, peace and plenty in all households of Canada. No matter how poor or how lacking in sentiment the head of the family may be he recognizes Christmas as the season of seasons when he should do something special for his family. While the retailer should be pleased to know that joy and peace are abroad in the land about Christmas time he should not fail to remember that he is one of the factors in making the term "plenty" expressive in the true sense to the housekeepers.

The Christmas season should be of particular value as well as of interest to the hardwareman. At this season he, by judicious advertising and display should



Dolls with Several Costumes.

secure a particularly good business in several of his regular lines.

ATHLETIC GOODS.

To the hardwareman one naturally turns when desiring to buy skates, hockey supplies, punching bags, boxing gloves, etc. Moreover, there is nothing more looked for by the average boy on Christmas morning than something of this nature, particularly skates and hockey sticks. It is not necessary to cut prices to sell these goods at this season. Talk quality and make an effective display and the business will come.

Should a hardwareman handle such a line as dolls? It is a question that must be decided by circumstances. If, after sufficient counter or shelf space has been given to the usual hardware lines one still has space for a counter show case or a few shelves on which dolls can be shown to advantage, and if one can spare the capital, not a great amount, this line will be found an excellent one. But it is one that should never be touch-

ed unless space can be given it for display and time for its sale. A point worthy of consideration is that for \$2 or \$3 per week one can easily get a bright young boy or girl who in the busy part of the day can look after the doll or fancy goods tables and in the rest of the day can be used to advantage at something else.

Granting the advisability of handling dolls, how should they be bought, handled and sold? It is not a moment too soon to place orders for either toys or dolls. They should be bought for delivery in late November or early December and at once displayed.

AN EXHIBIT OF DOLLS.

The doll of to-day with its delicate clothes and dainty millinery is so easily soiled by the hands of careless shoppers, that one of the problems of handling it is to place them where they can be seen but not soiled. Where stocks are large, provision must be carefully made for the display, even though the expense be great, and where stocks are small the question is still worthy of consideration.

The best way to show dolls is to enclose them in upright positions in large glass cases against the wall, but as this is more expensive than many feel they can afford, a compromise has been affected in some cases by the use of counters with glass tops, beneath which the dolls are placed on their backs. The advantage of this scheme is that such a counter is really the best for all purposes, as everything can be shown with the best success in such a case, and the merits of it are of permanent value in all lines. Dust and handling is avoided, and yet a neat display is made.

One large store has dolls arranged on end in their boxes on the front of the shelving, beyond the reach of customers, and yet in plain sight. A doll, when asked for, is taken down and shown in the box, so that unless the customer is very favorably impressed, no hand touches the delicate clothing. Another merchant has built a small room in his store with a side of the store forming the back of the room, and two partitions about eight feet high jutting out at right angles making the sides. A sloping platform of about 15 degrees from the perpendicular, is built around the walls, and on this the dolls are placed in their

boxes (with the tops off, of course), and narrow slats retain them in position. The slats are distanced to suit the different sizes of dolls, and the slant prevents the boxes from falling forward.

TOYS IN THE HARDWARE STORE.

Toys hold much the same place as dolls, and are about as valuable a line to carry at the Christmas season. Every child must have its toy, whether it is home-made or not, and every store carries something in the toy line. But it is left for the merchant to decide how and when to carry toys, what lines to handle, what class to satisfy, and how best to arrange the stock. With them, be it tops, or banks, dolls, or leaping clowns, rattles or speaking figures, price, display, quantity and all the other little details are earnestly considered.

Every stock in these days is made up, for a great part, of mechanical toys, and in this branch particularly every year is producing a profusion of new ideas that makes the buying season a nightmare for anxiety and variety, and a pleasure for the novelties shown, to every merchant.



Humpty-Dumpty's Jointed Figures.

Toys that run around when wound up can now be bought for the smallest piece of silver, and all the bankings of a child can be spent in spouting whales that swim around in water, or twining, twisting figures that do all the actions of the vaudeville stage. Cheap tin trains on wheels stand beside mechanically correct steamboats that float around and spurt water through hose, and locomotives run rapidly around circular tracks, drawing parlor and dining cars.

WIRE NETTING, WIRE, ETC.

Rylands Bros., Limited, Warrington, England, have appointed Jaffe & Sons, of Manchester, as sole sales agents for the sale of their manufactures in Canada. Mr. Alexander Gibb, 13 St. John street, Montreal, is the Canadian representative of Messrs. Jaffe & Sons, and will be glad to furnish quotations on netting and plain or barb wire.



Correct
Models.

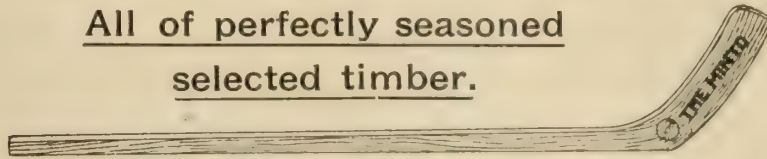
THE Victor

Selected
Materials.



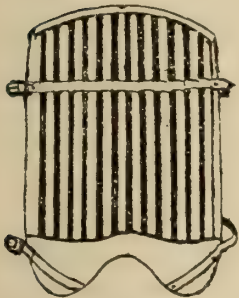
HOCKEY STICKS AND SUNDRIES

All of perfectly seasoned
selected timber.



THE Victor

Minto Stick is the one the best clubs use. It is perfection in Hockey Sticks. Many other lines to suit every demand.



THE Victor **Shin Guards**

—ARE MADE IN—

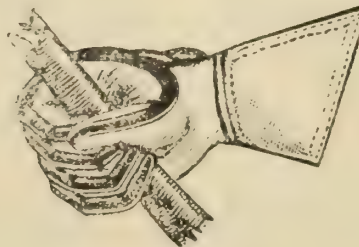
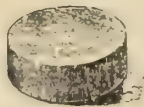
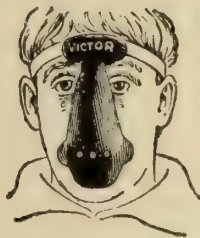
Seventeen Different Styles.

Each pair has its merit.

*all returned
see Nov 13. 18.*



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HOCKEY
GOODS



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Canada.

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on SPORTING GOODS means something to the player and to the dealer. They cost no more than goods with meaningless brands.

THE Victor

Hockey Goods are
like all "VICTORS"

The Most Satisfactory to Players
The Most Profitable to Dealers

SPECIAL ATTENTION TO MAIL AND TELEGRAPH ORDERS.

A Card will bring FULLY ILLUSTRATED PRICE LIST.



The Fancy Goods Company
of Canada, Limited,

50 YONGE and 6 WELLINGTON STREET W., TORONTO



HEATING AND PLUMBING

DISPOSAL OF HOUSE SEWAGE FOR FARM HOMES.

(By W. T. QUINN, Toronto).

(Continued from last week.)

A BRIEF explanation of the construction and operation of the septic tank system will be of value to those who are anxious to have their premises in the best possible sanitary condition, and who are willing to go to a comparatively small amount of trouble to produce the desired results.

Referring to the accompanying cut, it will be seen that a tank (fig. 1) constructed preferably of bricks or stone well bedded in cement to prevent leakage, is built at such a level as to allow the discharge pipe "D," which is of glazed tiles 4 inches in diameter, to leave it at a depth of not more than 12 inches beneath the surface of the earth. Where the sur-

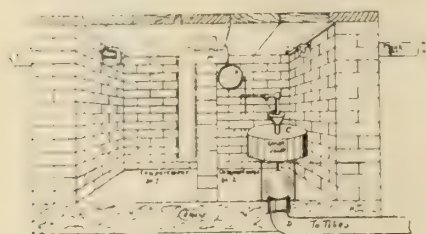


Fig. 1.

rounding land is level this tank may be located quite close to the building where, if covered over with earth (and sodded if desired), it will not cause any inconvenience. If more convenient, it may be placed any distance from the house, and the inlet pipe "E" laid along a mound or ridge of earth, and covered with earth to protect it from the frost; this pipe must, under any circumstances, have a slight continuous fall from the building, too, and must enter the tank at the top as shown. If, however, there is a considerable slope to the land, the tank may be buried beneath the surface, it being borne in mind that the branches from pipe "D," which may be taken off at any distance from the tank, must not be more than 12 inches beneath the surface and must be perfectly level. From pipe "D" about every 2 feet ordinary "T" fitting will give just the desired length, are run branches of field tiles (fig. 2), 4 inches in diameter, the total contents of which

should be equal to the amount of water which will be discharged at each operation of the valve, and allowing 13 tiles to every cubic foot to be discharged, the number required will be readily found. The bend connecting the tank to the system of sub-surface tiles should be of iron, solidly cemented into the bottom of the tank to allow of the caulking in of the valve with lead.

The valve can be set at any level, will open and close automatically, and, as it needs no adjusting it can be put in by almost any person. It overcomes the only objection ever made to the septic tank system, viz., that when the emptying of the tank depended upon a servant or some other member of the family to put a plug at regular intervals, replacing it when all the liquid had escaped, it was sometimes forgotten and the tank overflowing caused the pipe between it and the house to fill up, thereby causing a great deal of annoyance and expense.

It will be noticed that a dividing wall is built in the centre of the tank to a height of about 2 inches from the top, the latter space being left for the free passage of fresh air. In this partition is built overflow "F," the lower end of which should be "caged" with wire netting, $\frac{3}{8}$ in. mesh, to prevent paper, etc., from passing through with the water. Pipe "J" permits the entry of fresh air, which passes over the sewage and up through the soil pipe "E" to the roof. Manholes "G" "G" provide access to both tanks.

The operation of the tank is as follows: All the sewage from the building enters the tank through pipe "E" filling compartment No. 1, the solids being compelled to float by the gases generated underneath. When this compartment is filled the liquid overflows, through "F" into compartment No. 2, the valve "C" of which is closed. When, however, the liquid rises to the level at which float "H" is set the valve opens, discharging the whole contents of compartment No. 2, be it 50 or 5,000 gallons, into the sys-

tem of sub-surface tiles through which it soaks into the earth, there to be taken care of by nature as already explained.

As the valve closes automatically when the tank is nearly empty, it will be seen that sufficient time will be given for that which has just been discharged to soak away before the tank fills again and the operation is repeated.

A word respecting the solid portion of the sewage retained in compartment No. 1. The value of the system will be appreciated when it is stated that so thorough is the action of the millions of bacteria on this body, causing the almost immediate disintegration and decomposition of everything entering the tank, that tanks when opened after a year's use, and into which the sewage from buildings containing many inmates was emptied, were found to contain not more than two or three pails full of a kind of

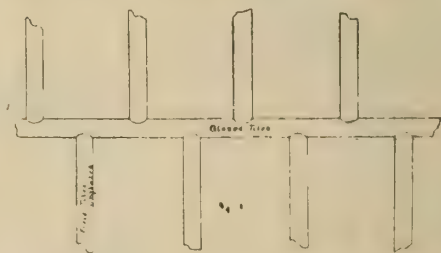


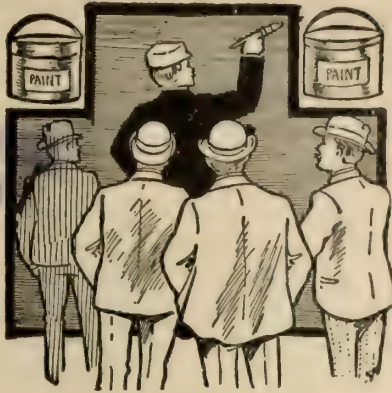
Fig. 2.

earthy substance, from which scarcely any odor was perceptible. It must be borne in mind, of course, that no disinfectants are necessary with this system, and nothing in the shape of chemicals should be allowed to enter the tank if the life of the bacteria, which is so essential to its success, is to be preserved.

Regarding the size of the tank necessary, it may be said that for an ordinary family a tank 4 feet long by 3 feet wide, and from 30 to 36 inches high would be sufficient, while for hotels or institutions one large enough to hold about 12 gallons for each inmate would be ample.

The septic tank system has the endorsement of all scientific men who have given the subject of sewage disposal close study. It will not give any trouble if built according to the directions given, and, contrary to the general supposition, it will not freeze in winter; if the tiles are placed under a garden most valuable results may be obtained in flowers, fruit or vegetables.

HE DEMONSTRATES.



Don't you think you might try a first-class line of paints in your business and let it demonstrate what can be made out of it?

Are you getting all the trade you want or can get in the paint business to-day?

Why not take up a line of

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and let us tell you how we will help to make it a line in your business that will bring you money and help to increase your sales in other goods as well?

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THE PAINT
MAKERS

We sell

Pig Iron.
Ingot Tin.
Ingot Copper.
Zinc Spelter.
Pig Lead.
Babbit Metals.
Solder.
Cotton Waste.

We buy

Scrap Rubber of all kinds.
—Rubber Boots and Shoes.
—Rubber Bicycle Tires.
—Rubber Carriage Tires.
—Rubber Hose.
—Rubber Springs.

We buy

Drosses of all kinds.

—Tin,
—Lead,
—Type Metal,
—Zinc

Brass Ashes.
Metal Residues.

We buy

Scrap Metal

—Iron,
—Copper,
—Brass,
—Zinc,
—Lead.

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Sole manufacturers of the STEVENS EMPIRE LOW-DOWN COMBINATION CLOSET, the only up-to-date low-down Closet on the market.

We make the best genuine JENKINS DISC VALVE.

This valve is made of the very best selected Steam Metal. Every valve guaranteed. Send for sample and prices.

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STEVENS IMPROVED



THE GAS FITTER'S OPPORTUNITY.

THE long evenings are already at hand and the season affords an opportunity for the progressive gas fitter to extend his business along profitable lines, says The Metal Worker. Within the past few years many changes and substantial improvements have taken place in apparatus and fixtures for lighting residences. Almost every family nowadays enjoys a well-lighted house, particular attention being paid in this respect to the living room, where the evenings are spent in reading and other light occupations. Old gas fixtures can be replaced with more modern and attractive chandeliers and portables, or they can be equipped with new burners, which will give a far better light without increasing the gas bills. The new incandescents have not yet found their way into many homes and the gas fitter can use his evenings to some profit by making a conspicuous display of the fixtures, globes and burners, showing them all lighted up. A show window so equipped will stand out attractively of an evening, even in the glare of a street arc light. Then, with a line of tapers and supplies and a little personal persuasion, a few families may be induced to equip their homes with the improved light and these customers are likely to do valuable work for the gas fitter in expressing to their visitors the benefit derived from the change. A little circular, judiciously distributed, can be used to let the people know where such fixtures can be had. In catering to this trade, customers will be secured for other things and an opportunity will be afforded to talk about the other kinds of goods and work the gas fitter is prepared to supply. One of the most important things for any tradesman to do is to keep his place of business attractive and worthy of comment and patronage by the people in his vicinity. The Fall season is a good time to push gas lighting equipment, whether burners and mantels in the cities or acetylene apparatus in the suburban districts.

BUILDING NOTES.

A municipal gas plant is in prospect for Winnipeg.

The Dominion Coal Co. intend to erect a new station at Glace Bay, N.S.

The building record in Winnipeg for the present year has reached \$5,522,400.

Paquette & Gadbois, St. Hyacinthe, Que., have the contract for erecting a new court house at Sherbrooke, Que., at a cost of \$112,000.

Important additions to the plant of The Berlin, Ont., lighting system are in progress. The new wing will have a frontage of 75 and 65 feet on two streets and will be of brick and concrete with

steel structural roof. A building, known as the regenerating house, where the by-products of gas will be reclaimed, is also in course of erection. New gas engines and modern appliances are also being installed, making the plant one of the most complete on the continent.

BUILDING PERMITS ISSUED.

TORONTO.

Thos. Butler, two-storey brick detached dwelling on Euclid avenue, to cost \$2,100.

Stauntons, Limited, one-storey store house on 930 Yonge street, to cost \$1,200.

E. A. Drummer, five detached brick dwellings on Withrow avenue, to cost \$7,000.

H. R. Lockhart, a two storey and attic brick dwelling on Beatrice street, to cost \$2,500.

R. J. Lytle, a two storey and attic brick dwelling on Simpson avenue, to cost \$2,300.

Walter Stubbings, a two storey and attic brick dwelling on Grove street, to cost \$1,800.

Walter Colwell, a detached two-storey brick dwelling on Delaware avenue, to cost \$3,000.

G. V. May, a detached two-storey and half brick dwelling on Havelock avenue, to cost \$3,000.

Mr. Alderson, a two-storey and attic brick detached dwelling on Cowan avenue, to cost \$3,200.

Jarvis Concrete Co., a one-storey addition to factory on Marlborough avenue, to cost \$1,000.

James Craig, one pair of two-storey and attic brick dwellings on Tranby avenue, to cost \$4,000.

Delworth and Braybon, a two-storey and attic brick dwelling on Bathurst street, to cost \$5,500.

Watte & Watson, a brick warehouse on the corner of Royce avenue and Dundas street, to cost \$3,000.

Wm. Topping, pair of two-storey and attic semi-detached brick dwellings on Manning avenue, to cost \$3,500.

OTTAWA.

C. Pothier, brick veneered dwelling, Sussex street, \$15,000.

Corporation of Ottawa, frame fat stock building, Bank street, \$13,000.

E. C. Depotie, Egerton street, for a storey and a half brick dwelling.

John Shearer, Jr., brick double dwelling-house, Strathcona avenue, \$2,300.

Eclipse Office Furniture Co., Ltd., re-pairing factory building, Albert street, \$8,000.

J. F. Fitzgerald, Hamilton Road, for the erection of a two-storey double brick dwelling.

HAMILTON.

Board of Education, for improvements to the value of \$3,329 in Barton street school.

David Brown now has the right to spend \$2,000 in putting up a brick dwelling on Ontario avenue.

J. S. Case is going to spend \$2,200 to put up two brick dwellings on Leeming street, between Cannon and Barton streets.

VANCOUVER.

E. Hunt, frame dwelling, lot 15, block 13, sub-div. 185, Pacific street, value \$1,500.

John McEwen, frame dwelling, lot 9, block 357, sub-div. 526, 9th avenue, value \$1,400.

W. Edwards, frame dwelling, lot 12, block 329, sub-div. 526, 9th avenue, value \$1,500.

J. R. Dafoc, frame dwelling, lot 8, block 56, sub-div. 185, Bidwell street, value \$1,500.

E. Hobson, frame dwelling, lot 19, block 59, sub-div. 185, Comox street, value \$2,000.

E. Hobson, frame dwelling, lot 11, block 60, sub-div. 185, Comox street, value \$1,400.

S. Kelland, frame dwelling, lot 17, block 105, sub-div. 541, Richards street, value \$1,200.

S. Brown, brick and stone building, lot 9, block 6, sub-div. 541, Water street, value \$3,500.

C. Thompson, frame dwelling, lot 2, block 335, sub-div. 526, 8th avenue, value \$2,300.

W. A. Brown, frame dwelling, lot 7, block 50, sub-div. 302, Quebec street, value \$2,000.

St. Paul's Hospital, addition, lot 48, block 9, sub-div. 185, Pendrill street, value \$25,000.

W. G. Jewitt, frame dwelling, lot 25, block 40, sub-div. 185, Pacific street, value \$3,400.

J. E. Tipper, frame dwelling, lot 6, block 45, sub-div. 184, Hastings street, value \$1,200.

Mrs. M. Dyke, frame dwelling, lot 2, block 70, sub-div. 185, Comox street, value \$2,000.

Leek & Co., brick and stone, lot 17, block 21, sub-div. 541, Pender street, value \$6,000.

J. P. Matheson, frame dwelling, lot 4, block 23, sub-div. 185, Comox street, value \$1,000.

J. P. Matheson, frame dwelling, lot 6, block 69, sub-div. 185, Nelson street, value \$4,000.

O. L. Barrett, frame dwelling, lot 607, block 51, sub-div. 200A., Westminster avenue, value \$1,300.

TRANSFERS.

Decalcomanie Decorations for carriage trade, also special designs and trade marks. Write for new catalogue and discounts.

PALM FECHTELER & CO.

NEW YORK.

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CANADIAN AGENT...

J. N. WARMINTON,

207 St. James St., Montreal.

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In silverware can be made as good as new at a cost of a dollar or so, if given to an expert electroplater.

Hardware dealers, there is a suggestion in this to you. Solicit work of this sort in your community. Then send me the goods. I guarantee satisfaction.

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DEALERS.



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MOP
THAT
THE
SUN
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Self-wringing Mops and Mop Cloths

Much, very much, depends upon the cloth with which the S. W. Mop is fitted, as to whether it attains its highest value, or, for that matter is, of any value. One of our regular standard Cloths would redeem, in a large measure, a very poor imitation of our Mop; but 'twould be better business acumen to insist upon getting the regular, true

"Tarbox" Self-wringing Mop

with its full value and completeness and thereby give your customers value received in the start.

It means better results in the line and greater confidence between buyer and seller. A very large percentage of the better class of jobbers of kindred articles handle our goods.

TARBOX BROS., Toronto, Canada

The Main Thing

for the dealer to consider when buying anything is its selling qualities. Many a man has bought goods he liked, but which weren't what his customers liked.



Arctic Buffalo Robes

are liked by both dealers and customers. They are made of rich dark brown fur, lined with red or dark green Astrachan cloth, and interlined with rubber. Made in three sizes:—52x54; 62x54; and 72x54. They are nicely trimmed, and are rain, wind and moth proof. They are certainly the best robe of the sort offered to the Canadian trade. Send for prices.

Order a sample rug. Better still, get the agency for your community. Do it to-day.

BERLIN ROBE & CLOTHING CO.,
MANUFACTURERS LIMITED
BERLIN, ONTARIO.

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It is one of the greatest trade producers in the Dominion.

It contains everything that the people want, and although it sells at equitable prices, it offers a fine profit.

Write for our electric light and gas fixture proposition.

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**Jas. Morrison
Brass Mfg. Co.,
Limited**

Toronto, Ont.

INDUSTRIAL GOSSIP

HARDWARE AND METAL would be pleased to receive from any authoritative source industrial news of any sort: the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news, etc. All such correspondence will be treated as confidential when desired.

THE Williams Iron Mines Co., Ltd., Sault Ste. Marie, Ont., with a share capital of \$2,000,000, have been incorporated by the Ontario Government to carry on a mining, milling, reduction and development business. The provisional directors are: J. E. Burchard and H. Hulbert, St. Paul, Minn.; C. C. Williams, Sault Ste. Marie, Mich.; J. C. Burchard, M. W. Harden, D. D. Forbes, Marshall, Minn., and J. McKay, Sault Ste. Marie, Ont.

The Waterloo Broom & Brush Co., Ltd., which lately took over the business of The Berlin Brush Co., are building a large new three-storey building to meet the demands of their increasing trade. The new building is made of cement, and has 10,000 feet of flooring. They will now put out a more complete line of brushes in addition to the brooms, whisks, etc.

A Toronto manufacturer predicts hard times in Canada, and particularly in Toronto, as a consequence of the aggressiveness of the labor unions. He thinks hard times will be the only thing that will check the unions in what he considers their absurd insistence of higher pay than the high scales of wages now being paid in all trades.

L. McBrine Co., Ltd., makers of trunks and valises, are putting up a new building, to be ready about January 1, 1901. The building will be about 128 x 128, three storeys and a basement, the boiler and engine-room adjoining the main building. The building they are in at present will be occupied by The Berlin Robe & Clothing Co., to whom it belongs.

A new company has been formed in Berlin. The Merchants Rubber Co., Ltd. They are putting up a large building, 200 x 60, four storeys and a basement, which they expect to have completed by the latter part of December. The company is composed principally of Berlin men, although there are a number of boot and shoe merchants throughout the country interested in it. T. H. Rieter, the present secretary of the company, will be the manager.

Petrolia Torpedo Co., Ltd., Petrolia, Ont., have been incorporated with a capital stock of \$20,000, to manufacture and deal in nitro glycerine, dynamite and to pursue mining and boring operations for oil, and to deal in pumping and drilling rigs. The provisional directors are: A. T. Gurd, W. M. Lowery, S. M. Low-

ery, Petrolia; David Barr, Dutton; J. H. Kittermaster, Township of Moore, county of Lambton.

NOTES.

The Guelph Axle Mfg. Co. are about to commence building an extension to their works.

C. Kloefer, M.P., intends erecting a factory in Guelph for the manufacture of carriage woodenware, such as wheels, bodies, etc.

The organization of The Ontario Mining & Milling Co., Hamilton, has been completed. The mines of the company are at Warren, Idaho.

By order of the Ontario Government the corporate name of The Colonial Typewriter Co., Ltd., has been changed to that of The Colonial Ink Co., Ltd.

Martin Frere & Cie., Montreal, are trying to make a deal with Maisonneuve Council, agreeing to erect a factory at a cost of \$65,000 if granted certain concessions.

One of The Flavell Milling Co.'s elevators suffered damage to building, machinery and contents amounting to several thousand dollars. Building and contents were insured.

The Locomotive & Machine Co., Montreal, have been authorized to increase their capital from \$1,000,000 to \$3,000,000: The Empire Tobacco Co., Montreal from \$300,000 to \$600,000.

John Reinhart, manufacturer of all kinds of carriage tops and trimmings, Guelph, Ont., is enlarging his works, and, in addition to the lines already made, will put out seats and bodies.

The first of the new German engines for the C.P.R. has been given an official trial with favorable results. Within the next two months 20 engines similar in structure are to be delivered in Montreal.

The Lamontagne Harness Mfg. Co., one of the largest in Montreal, in refusing to recognize The United Brotherhood of Harnessmakers, dismissed all the union men in their employ on Monday. Seventy men were paid off.

Montreal is to have a new crematory, conducted by The Crematory Co., Ltd., having a capital of \$10,000. The directors are: Senator George Drummond, R. B. Angus, J. Crathern, E. S. Clouston and Senator Mackay.

The Glengarry Mills, Ltd., Toronto, have been incorporated with a share capital of \$50,000 to carry on a real

estate business. The provisional directors are: A. W. McDougald, D. A. Rose and E. V. Portway, all of Toronto.

The Standard Chemical Co., Ltd., Toronto, who have extensive factories in Ontario and Quebec for the reduction of hardwood, have opened a charcoal department at 303 Wellington street west, Toronto, where charcoal is put up for domestic use.

Moor-Moulthrop Co., Ltd., Michigan, have been granted a license by the Ontario Government to carry on in Ontario a general real estate, lumber and trading business to the extent of \$10,000. The secretary is W. C. Moulthrop, John Island, Algoma.

The University Co., Ltd., incorporated by the Dominion Government, have been granted a license by the Ontario Government to transact all business of the said corporation comprised within its powers at incorporation. The attorney is A. MacMurchy, Toronto.

The Siemon sawmill, Wiarton, Ont., belonging to The Canada Furniture Co., was completely destroyed by fire recently, together with several hundred thousand feet of oak lumber. The loss upon mill and lumber will be about \$50,000, covered by insurance.

The report that The Connell Anthracite Mining Co., Ltd., is the same as the old People's Coal Co. is authoritatively denied. The Connell Anthracite Mining Co., Ltd., purchased outright the business of The People's Coal Co., in Toronto and Hamilton, in March, 1902.

The Avenue Realty Co., Ltd., Montreal, have been incorporated with a capital stock of \$100,000, to deal in real estate of every kind. The provisional directors are: D. C. MacCallum, E. S. C. Desbarats, David Watson, D. Shephard, T. Brosseau, all of Montreal.

The Bradley Torpedo & Oil Co., Ltd., Petrolia, with a share capital of \$30,000, have been granted a charter to manufacture and sell petroleum oil, nitroglycerine and other explosives. The provisional directors are: W. J. Bradley, J. Falconer and H. J. Dawson, all of Petrolia.

Tenders are asked by C. H. LaBillois, Chief Commissioner, Department Public Works, Fredericton, N.B., before November 2, for the Northwest Miramichi Bridge; before November 9 for Wood's Mill Bridge; before November 16 for the superstructure of French Fort Cove Bridge.

The Sprouted Food Co., Ltd., Toronto, have been incorporated with a capital of \$100,000, to manufacture and deal in milling apparatus and carry on a general grain and cereal business. The provisional directors are: J. N. Lake, R. S. Hudson, J. P. Murray and J. Montgomery, Toronto; and J. Millar, Walkerton.

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CANADIAN, ENGLISH,
GERMAN and BELGIAN.
FIRE BRICKS, FIRE CLAY,
ENAMELLED BRICKS, all colors.
BUILDING BRICKS.
SEWER PIPES, CULVERT PIPES,
WHEELBARROWS,
FOUNDERS' and CON-
TRACTORS' SUPPLIES.

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31 WELLINGTON ST., MONTREAL

FULL STOCK

Salt Glazed Vitrified

Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
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Fire Bricks, Fire Clay, etc.

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We make only one quality and that the best.
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Manufacturers of

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CHARLES D. PHILLIPS,

Cables— Emlyn Engineering Works,
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**EXPANSION and
TOGGLE BOLTS**

For fastening all kinds of material to Brick,
Stone or Cement,

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MADE IN ENGLAND.
HACK SAW BLADES
MADE BY
CHAS. BAYNES
KNEZDEN BROOK
BLACKBURN

"DOMINION BRAND" TARRED FELT

EXTRA HEAVY for
LUMBERMEN'S use

"SHIELD BRAND" Ready-Roofing, 2 and 3 ply.**ORDER NOW BEFORE THE RUSH!**

MANUFACTURED ONLY BY

Lockerby & McComb, 65 Shannon St., Montreal

Bell Telephone Main 1989.

The Saw That Sells Itself.

When placed in the hands of the intelligent mechanic the **ATKINS** High Grade Silver
Steel Hand Saw sells itself. You simply show it and the saw does the rest.

ATKINS Silver Steel Hand Saws with Perfection Handles are warranted
the **FINEST** Saws on earth in material, temper, grinding and finish.

Write for Catalogue and Prices.

E. C. ATKINS & CO.

H. P. HUBBARD, Sales Agent for Canada.

Toronto Office: 30 Front St. East. Tel. Main 1896



**ATKINS
ALWAYS AHEAD**

Leading Saw and Tool Manufacturers
Factories: **INDIANAPOLIS, IND.**
Northwestern Branch: **Minneapolis, Minn.**

Window and Interior Displays

Timely Hints and Suggestions.

THE WINNER OF SECOND PRIZE.

THE second prize in the window dressing competition was won by Mr. David Millar, of Toronto, with a model kitchen display.

The window is about 11 x 12 ft., and was entirely arranged to represent a kitchen, with the various articles necessary to its furnishing. The walls are made with a wood frame covered with

of the various things. It was a good idea to have a figure set up as if busily engaged in her household duties, and dressed in accordance. A card at one side marked the point of the exhibit by these words: "The Servant Girl Question solved, by using an Oxford gas range and Hoosier kitchen cabinet. It makes play of housework." A large interrogation mark drew attention to the card.



Second Prize Window, decorated by Mr. David Millar, Toronto.

canvas and afterwards papered with a glazed paper of the tile effect. On the floor was linoleum of plain, diamond-shaped pattern in blue and white. Set up in their several places were a coal range, nickel-plated kitchen boiler, gas range, gas water heater, refrigerator, kitchen cabinet and porcelain sink, which is not seen in the photo.

Much interest is added to the picture by means of a chair, a household scale weighing flour, a few kettles and pans, packages of breakfast food, kitchen groceries on the cabinet, and the natural arrangement

Many decorators would have made the mistake of hanging ornaments on the wall, or of placing in a lot of small articles that are to be seen in the average kitchen, but Mr. Millar used nothing to take the attention from the principal articles, and just enough to carry out the kitchen idea and avoid marked bareness.

The window is very simple of construction, and a similar one, or one combining most of the features, can be arranged by any hardwareman. A few points worth remembering in arranging such a display are to confine the articles wholly to kitchen

wares, to use only the principal utensils or furnishings of a kitchen, and not to have a sample of every pot, pan, or dish in the store a part of the exhibit, and to observe strict plainness in the general appearance. For variety, and to enable the window to be retained longer, the different furnishings should be shifted around every day or two. In this window the dummy appeared in a different position each day, and the interest was thus kept up longer than would have been possible in an unaltered arrangement.

Excellent for Window Display.

The B. Greening Wire Co., Limited, last year issued a lithograph of a cow's head, an excellent, full-sized likeness, mounted on a board cut out to shape. This was for the use of the trade for advertising cow ties, and during the year has been used to great advantage by many retailers in all parts of the Dominion. The company have a few of these business-getters yet, and would readily furnish one to any readers of *HARDWARE AND METAL*. Now is the time to use one, when the farmers are preparing to stall their cattle for the Winter.

Suit Your Customers.

In the trimming of the window great attention must be paid to the class of customers desired, or the class represented in the largest numbers in the town. If the town is a factory town, with nine-tenths of the inhabitants of the poorer class, great displays of expensive goods will only deter the workingman or his wife from entering the store, although that style of goods should not be neglected in the stock and demand some attention in the window. A luxury in such a town should be surrounded with cheaper lines to show its value.

UNDER ONE MANAGEMENT.

The selling agencies of The McCormick, Deering, Plano, Champion and Milwaukee Harvesting machine Companies, instead of operating their own offices respectively, are hereafter to be under one management, viz.: The International Harvesting Co. of America. By doing this it is contemplated that the company will save \$500,000 annually in salaries and office expenses.

Dependable Wrapping Paper

is what you need. Our brown and manilla wrapping papers protect your parcels. They wear well. Every order is full weight and full count.

MADE IN CANADA.

Canada Paper Co., Limited

Toronto, Montreal and Windsor Mills, Que.

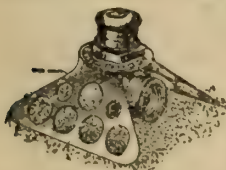
ONTARIO SILVER CO.,

Limited,

NIAGARA FALLS, CANADA.

Manufacturers of **FLATWARE, CUTLERY and ELECTRO PLATE.**

Ask for our Catalogue and Quotations.



**"Pullman"
Lawn Sprinkler**

**IS YOUR
ORDER IN ?**

Send for Folder No. 14.

PULLMAN MFG. CO.
Rochester, N.Y., U.S.A.

WE TAKE IT OFF YOUR HANDS.

If Solarine fails to satisfy, you risk nothing—our claims we guarantee.

It's better than ordinary metal-polish—better try some next time. Direct shipment or care of your agent. Write for prices.

Solarine Depot, - 60 George St., Toronto.



**ONTARIO WIND ENGINE
& PUMP CO.,**
Limited.

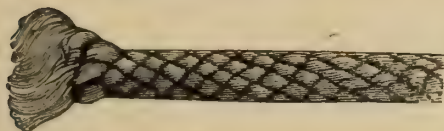
GALVANIZING.

Phone
Park 822

Atlantic Ave., Toronto



Buy the Best.

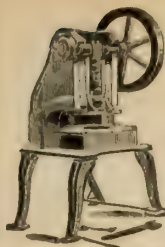


HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.



G. A. Crosby & Co. of Ontario,
SARNIA, ONT. LIMITED

Manufacturers of

**Patent Automatic Can Making Machinery, Presses,
Dies and Special Machinery for Working Sheet Metal**

H. W. Petrie, 111-145 Front Street West, TORONTO Selling Agent.

CARRIAGE WHIPS.

Malacca and Holly Carriage Whips—a gentleman's whip. Style and quality the best we can make, and we know the business.

THE MORGAN CO., Limited, TORONTO.



A \$2.00 Wonder.

The Hamilton Model 19 "Take-Down" Rifle actually is a mechanical marvel in metal. Beautiful in design, and wonderfully accurate in its fitting and finish, it is a positive revelation of the infinite possibilities of "Gumption" when concentrated upon the perfection of a single article. No really "live" merchant can read a little "crisp" circular of our "get," describing the Hamilton Rifle, and escape the conviction that he could sell freely precisely such an admirable gun. Shall we mail you a copy of that document?

The HAMILTON RIFLE CO.,
Box No. 71. PLYMOUTH, MICH.

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

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OTTAWA, ONT.
VANCOUVER, B.C.

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QUEBEC, QUE.

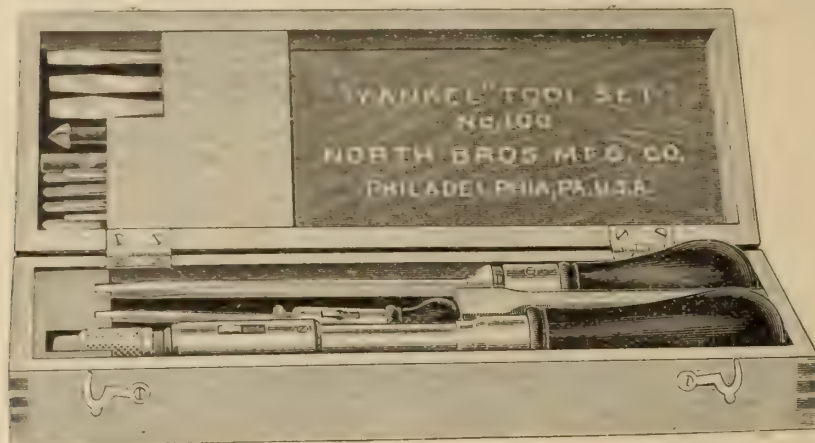
LONDON, ONT.
ST. JOHN, N.B.
WINNIPEG, MAN.

MONTREAL, QUE.
TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

YANKEE TOOL SET—NO 100

North Bros. Mfg. Co., Philadelphia, Pa., have issued a circular stating that in response to frequent demands for "Yankee" screw drivers put up in substantial and well-finished boxes, to be used by mechanics who desire to keep tools in fine order.



and by gentlemen or amateur mechanics who especially appreciate tools put up in handsome sets, they have prepared the set as illustrated herewith. The box, which is substantially made of oak, handsomely finished, contains one each of the following "Yankee" tools:

Chuck, with drill points, eight sizes, 1/16, 5/64, 3/32, 7/64, 1/8, 9/64, 5/32, 11/64 inch, to use for drilling holes with the No. 30 spiral ratchet screw driver.

Countersink to use in the same tool.

No. 11 ratchet screw driver, with blade 6 inches long.

No. 15 ratchet screw driver, with finger turn on blade, with blade 3 inches long.

These are the styles and sizes of "Yankee" tools most in demand, and the combination in a set covers all the usual requirements in tools for driving and drawing out screws. The tools are easily removed from box, and when it is closed are held firmly in place. The wood box is packed in an attractive paper box, and so packed weighs 3½ pounds per set. Further information will be sent to readers of "Hardware and Metal."

CEMENT COMPANY MEETS

At the annual meeting of the shareholders of The Ontario Portland Cement Co., Ltd., at Brantford, the affairs of the company were found to be in a satisfactory condition. The new sidings into the company's plant have been completed by the G.T.R. The Grand Valley Electric Railway Co., which will connect with the C.P.R., will shortly be in a position to handle freight for the company, thus giving it first class railway facilities. The plant, which is much larger than originally intended, is practically ready for operation. The following officers were elected: E. L. Goold, president; W. S.

Wisner, vice president; W. G. Elliott, managing director, and E. D. Taylor, secretary.

TO MAKE WOODEN NOVELTIES.

Among the increasing number of new industries to be established in Hamilton

is The Ben Hur Mfg. Co., Ltd., for which a charter will shortly be forthcoming. The provisional directors are W. Marshall, H. N. Kittson, E. A. Isard, T. Burrows, Jr., and C. G. Kelly, all of Hamilton. This company is the outcome of a business for the manufacture of novelties in woodenware commenced a few years ago by T. Burrows, Jr., which has assumed such proportions that it has been found necessary to organize a company to carry on the work.

TO MAKE PLUMBING GOOCS.

The Automatic Ventilating Closets Co., Ltd., Toronto, have been incorporated

with a share capital of \$60,000, to manufacture closets, plumbers and builders' supplies, for which H. B. Robinson's patent rights have been acquired. The provisional directors are: H. B. Robinson, C. H. Thompson and J. Dougherty, Toronto; G. E. Silvester, Sudbury; and W. Vanduzen, Toronto Junction.

THE MONTREAL ROLLING MILLS COMPANY.

OUR readers have doubtless seen in the columns of the daily press some references to proposed extensive additions to the already large plant of the Montreal Rolling Mills Company. One or two papers have made these extensions the subject of editorial comment. With a view to getting at the exact facts, a representative of **HARDWARE AND METAL** interviewed a prominent member of the firm early in the week.

When asked for the particulars of these proposed extensions, this gentleman replied that he knew of none in particular at the present time.

"But what have you to say, then, of the reports in the daily papers?" queried the **HARDWARE AND METAL** representative.

"We are not responsible for what has appeared in the papers. A newspaper man came out to the works and we showed him through. We showed him various extensions that have been made to our mills during the last few years, and his story in his paper was that the extensions which have been made are now being contemplated. We have been making additions to our plant for several years, and shall probably continue to do so, but nothing special is being contemplated just at present. You have the authority of the management, Mr. **HARDWARE AND METAL**, to say that the extensions which the papers say we are about to make have already been made."

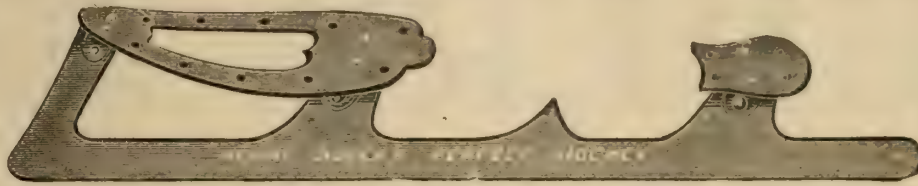
WE HAVE COMMON INTEREST WITH YOU

in galvanized iron: Return a whole sheet for an inch of fault.

It is the proper foundation for business.

American Sheet Steel Company, New York
Representatives for Canada
B. & S. H. Thompson & Company
53 St. Sulpice Street
Montreal

Henry Boker's Skates



FOR SPEED, QUALITY AND FINISH.

FOR SALE BY ALL LEADING HARDWARE HOUSES.

CURRENT MARKET QUOTATIONS.

Oct. 30, 1903.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. \$29 00 \$30 00

TINPLATES.

Charcoal Plates—Bright.

M.L.S., equal to Bradley— Per box.
I C, usual sizes. \$6 75
I X " 8 25
I X X " 9 75

Famous, equal to Bradley—
I C, usual sizes. 6 75
I X " 8 25
I X X " 9 75

Raven and Vulture Grades—
I C, usual sizes. 5 00
I X " 6 00
I X X " 7 00
I X X X " 8 00
D C, 12½x17. 4 50
D X " 5 25
D X X " 6 00

Coke Plates—Bright.

Bessemer Steel—
I C, usual size, 14x20. 3 85
I C, special sizes, base. 4 25
20x28. 8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—
I C, 20x28, 112 sheets. 8 00
-IX, Terne Tin. 10 00

Charcoal Tin Roiler Plates.

Cookley Grade—
X X, 14x56, 50 sheet bxs. }
14x60, " } 7 00
14x65, " }

Tinned Sheets.

72x30 up to 24 gauge. 7 50
26. 8 00

IRON AND STEEL.

Common bar, per 100 lb. 2 00
Refined. 2 40
Horseshoe Iron. 2 40
Hoop steel, 1½ to 3-in. base. 2 80
Sleigh shoe steel. 2 10
Tine steel. 2 30
Reeled machinery. 3 00
Toe calk steel. 2 85
T. Fifth & Co.'s tool steel, per lb. 0 12½
Jessop's tool steel. 0 14
Morton's tool steel. 0 12½
Black Diamond and "B.C." tool steel. 0 10
Chas. Leonard's tool steel. 0 08
Park's "Silver" tool steel. 0 12
"Special". 0 10
Jonas & Colver's tool steel. 0 10
"Air Hardening". 0 70
Drill steel, per lb. 0 08

BOILER TUBES

Per foot.
½ in. 0 09
2 in. 0 10
2½ in. 0 13
3 in. 0 14
3½ in. 0 17
4 in. 0 17

STEEL BOILER PLATE.

½ in. 2 50
¾ in. 2 60
1 in. 2 70
1½ in. 2 80
2 in. 2 90
2½ in. 3 00

BLACK SHEETS.

10 and 16 gauge. 2 55
18 gauge. 2 70
20 " 2 70
22 to 24 gauge. 2 80
26 " 2 90
28 " 3 00

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

All dull, 52 sheets. 2 75
Half-polished. 2 85
All bright. 3 60

IRON PIPE.

Black pipe— Per 100 feet.
1 inch. 3 00
1½ " 3 30
2 " 3 60
2½ " 3 90
3 " 4 20
3½ " 4 50
4 " 4 80
4½ " 5 10
5 " 5 40
Galvanized pipe—
1 inch. 3 20
1½ " 3 45
2 " 3 70
2½ " 4 00
3 " 4 25
3½ " 4 50
4 " 4 80
4½ " 5 10
5 " 5 40
Malleable Fittings—Discount 15 p.c.
Cast Iron Fittings—
On unions, 55 per cent.; on nipples, 60 per cent.; on all others, 50 per cent.

GALVANIZED SHEETS.

Queen's
G.C. Comet Bell. Head
16 gauge. 4 05
18 to 24 gauge. 3 75
26 " 4 25
28 " 4 50
American brands, \$4 40 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN.

oof coil, 3-16 in., per 100 lb. 8 10
" 16 " 7 25
" 7-16 " 4 50
" 9-16 " 4 20
" 1 " 4 05
" 1½ " 4 00
Halter, konnel and post chains, 40 to 40 and 5 per cent.
Cow ties. 40 p.c.
Tie out chains. 35 p.c.
Stall fixtures. 45 p.c.
Trace chain. 45 p.c.
Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

COPPER.

Ingot. Per 100 lb.
Casting. 15 00

Bars.
Cut lengths, round, ½ to 1 in. 23 00
round and square, 1 to 2 inches. 23 00

Sheet.
Plain, 14 oz., and light, 16 oz., 14x48 and 14x60. 22 00
Plain, 14 oz., and light, 16 oz., irregular sizes. 22 50
Tinned copper sheet. 24 00
Planished. 32 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb. 0 23
33 to 45 " 0 22
50-lb. and above " 0 21

BOILER AND T.K. PITTS.

Plain tinned, per lb. 0 28
Spun, per lb. 0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent.
Sheets, hard-rolled, 2x4. 0 23
Tubing, base, per lb. 0 23½

ZINC SPELTER.

Foreign, per 100 lb. 6 25
Domestic. 6 50

ZINC SHEET.

5-cwt. casks. 6 25
Part casks. 6 75

LEAD.

Imported Pig, per 100 lb. 3 25
Bar, per lb. 0 05
Sheets, 2½ lb. sq. ft., by roll. 0 06½
Sheets, 3 to 6 lb. " 0 06

NOTE: Cut sheets 3c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 35 p.c. dis. f.o.b. Toronto.

NOTE: Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

SHOT.

Common, \$6.50 per 100 lb.; chilled, \$7.00 per 100 lb.; buck, seal and ball, \$7.50. Discount, 17½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS.

Light soil pipe, discount, 45 and 5 per cent. fittings, discount 50 and 5 p.c.
Med. and Extra heavy pipe and fittings, dis. 55 and 5 per cent.
7 and 8-in. pipe, discount 40 and 5 per cent.

SOLDER.

Bar, half-and-half, guaranteed. 0 20
Bar, half-and-half, commercial. 0 19
Refined. 0 19
Wiping. 0 17

ANTIMONY.

Cookson's. per lb. 9 00

WHITE LEAD.

Per 100 lb.
Pure. 5 00
No. 1. 4 82½
No. 2. 4 25
No. 3. 3 87½
No. 4. 3 50
Munro's Select Flake White. 5 25
Elephant and Decorators' Pure. 4 90
Brandram's Genuine. 6 25
Decorative. 6 00
"No. 1.. 5 50
"Monarch" brand. 6 12½
Decorators' Pure. 4 90

Essex Genuine. 5 25
Ramsay's Pure Lead. 4 75
Ramsay's Exterior. 4 50

RED LEAD.

Genuine, 500 lb. casks, per cwt. \$4 75
Genuine, 100 lb. kegs. 5 25
No. 1, 500 lb. casks, per cwt. 4 00
No. 1, 100 lb. kegs, per cwt. 4 25

WHITE ZINC.

Extra Red Seal. 0 06
No. 1. 0 05½
No. 2. 0 05

DRY WHITE LEAD.

Pure, casks. 5 25
Pure, kegs. 5 75
No. 1, casks. 5 00
No. 1, kegs. 5 25

PREPARED PAINTS.

In ½, 1 and 1-gallon tins.

Pure, per gallon. 1 20
Second qualities, per gallon. 1 00
Barn (in bbls.). 0 60
The Sherwin-Williams paints. 1 40
Canada Paint Co.'s pure. 1 25
Toronto Lead & Color Co.'s pure. 1 25
Sanderson Percy's pure. 1 20
Standard Co.'s "New Era". 1 30
"Globe" barn. 60
Francis Frost Co.'s "Ark" Bd. 1 25
British Navy deck. 1 50
Henderson & Potts's "Anchor". 1 35
Globe Paint Co.'s mixed. 1 30
"barn and bridge". 0 75
Ramsay's paints, Pure, per gal. 1 20
"Thistle". 1 00
Outside, bbls. 0 55

COLORS IN OIL.

25-lb. tins, Standard Quality.

Venetian red, per lb. 0 03½
Chrome yellow. 0 12
Golden ochre. 0 07
French. 0 06
Marine black. 0 04
Chrome green. 0 10
French Imperial green. 0 14
Signwriters' black. 0 16
Umber. 0 04
Sienna. 0 04

COLORS, DRY.

Common ochre, bbls. 1 15
Yellow ochre (J.F.L.S.) bbls. 2 00
Brass-plate ochre. 2 00
Venetian red, bbls. 1 50
English oxides, per cwt. 3 00
American oxides, bbls. 1 25
Canadian oxides, bbls. 1 25
Super magnetic oxides, 93 p.c. 2 00
Burnt sienna, pure, per lb. 0 10
"umber. 0 08
Raw umber. 0 08
Drop black, pure. 0 19
Chrome yellow, pure. 0 18
Chrome greens, pure per lb. 0 09
Golden ochre. 0 03
Ultramarine blue, in 28-lb. boxes, per lb. 0 06
Fire proof mineral, per 100 lb. 1 00
Genuine Eng. Litharge, per lb. 0 07
Mortar color, per 100 lb. 1 25
Pure Indian red, No. 45, lb. 0 08
Whiting, common, bbl. 0 55
English vermillion 30-lb. bgs. 0 85

BLUESTONE.

Casks, for spraying. 5 50
100-lb. lots do per lb. 0 06

THOS. GOLDSWORTHY & SONS

MANCHESTER, ENGLAND.

EMERY

Cloth Corn Flour

We carry all numbers of Corn and Flour Emery in 10-pound packages, from 8 to 140, in stock. Emery Cloth, Nos. OO., O., F., FF., 1 to 3.

JAMES HUTTON & CO., Wholesale Agents for Canada, **Montreal.**

PUTTY		
Ready mixed	1 70	
Best in less quantity	1 95	
Best in less quantity	2 00	
Best in less quantity	2 25	
Best in less quantity	2 50	
Best in less quantity	2 50	
Best in less quantity	2 50	

VARNISHES		
Imperial lots	Per gal.	Net.
Carriage No. 1	1 50	1 60
Best in less quantity	4 10	4 25
rubbing	2 85	3 20
Good size, Japan	1 50	1 60
No. 1 "brown Japan"	0 85	0 90
Emery-oil	1 50	1 50
Furniture, extra	1 10	1 25
No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Japan	1 75	2 00
Shellac, white	2 40	2 50
orange	2 30	2 40
Turpentine, brown Japan	1 10	1 20
black Japan	1 10	1 20
No. 1	0 85	0 90
Emery-oil	2 00	2 00
Emery-oil finish, per gal.	2 75	2 75
Maple L. d. each channels, size 1.	\$1.20	
size 2, 7/8, size 3, 4/8 each		
Stearns Williams Royal varnish, assorted		
case, from	to 1 gal., \$2.50.	

CASTOR OIL		
British 1st quality in cases, per lb.	0 08 1/2	0 09 1/2
small lots	0 10	0 10 1/2

COD OIL, ETC.		
Cod oil, per gal.	0 50	0 55
Pure olive	1 40	
neatfoot	0 90	

GLUE		
Common	0 08	0 09
French metal	0 10	0 14
White, extra	0 18	0 22
Cellulose		
Strap	0 18	0 20
Copiers	0 19	0 20
Hammer		
Ground	0 12	0 16
Colony genuine		

HARDWARE.

AMMUNITION

Cartridges

B. B. Caps Dominion, 50 and 4 per cent.	
Rim Fire Pistol, discount 10 per cent. American	
Rim Fire Cartridges, Dominion, 50 and 5 per cent.	
Central Fire Pistol, 1 and 1/2, 10 per cent. Amer.	
Central Fire Cartridges, pistol sizes, Dominion, 50 per cent.	
Central Fire Cartridges, Sporting and Military, Dominion, 10 per cent.	
Central Fire, Military and Sporting, American, discount 10 per cent. American	
Loaded and empty, 50 per cent. "Trap" and "Duck" sizes, 10 per cent. advance on list.	
Brass Shot Shells, 50 per cent.	
Primers, Dom. 50 per cent. American, \$1.00	

Wads, per lb.

Best thick white felt wadding, in 1-lb. bags	8 00
Best thick brown or grey felt wads, in 1-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 50
Best thick white card wads, in boxes of 500 each, 10 gauge	0 70
Best thick white card wads, in boxes of 500 each, 8 gauge	0 75
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	

Chemically prepared black edge grey cloth wads, in boxes of 250 each—		
Per M.		
11 and smaller gauge	0 60	
9 and 10 gauges	0 70	
7 and 8	0 90	
5 and 6	1 10	
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each		
11 and smaller gauge	1 15	
9 and 10 gauges	1 40	
7 and 8	1 65	
5 and 6	1 90	

ADZES.

Discount 20 per cent.	
Wright's, 80-lb. and over	0 10 1/2
Hay Budden, 80-lb. and over	0 09 1/2
Brook's, 80-lb. and over	0 11 1/2

ANVILS.

Wright's, 80-lb. and over	0 10 1/2
Hay Budden, 80-lb. and over	0 09 1/2
Brook's, 80-lb. and over	0 11 1/2

AUGERS.

Gilmour's, discount 65 and 5 per cent. off list.	
--	--

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, " "	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 50	10 00

AXLE GREASE

Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

BATH TUBS.

Zinc	6 00
Copper, discount 15 per cent. off revised list.	

BATHS.

Standard Enameled	
54-inch rolled rim, 1st quality	24 00
54-inch " 2nd "	20 00

BABBIT METAL.

"Tandem," A	per lb.	0 27
"B	"	0 21
"C	"	0 11 1/2
Frictionless Metal	"	0 23

Syracuse Smelting Works:

Aluminum, genuine	0 45
Government, " "	0 44
Tough, " "	0 40
Hard, " "	0 40
Dynamo, " "	0 30
Special, " "	0 25
Harmony, " "	0 22
Car Box, " "	0 20
Extra, " "	0 15

The Canada Metal Co.:

Imperial, genuine	0 40
Metallic, " "	0 30
Hercules, " "	0 20
Star, " "	0 15
No. 1, " "	0 12
No. 2, " "	0 10
No. 3, " "	0 05
No. 4, " "	0 05

BELLS

Hand	
Brass, 60 per cent.	
Nickel, 55 per cent.	

Cow

American make, discount 63 1/2 per cent.	
Canadian, discount 45 and 50 per cent.	

Door.

Gongs, Sergeant's	5 50	8 00
Peterboro', discount 46 per cent.		

Farm.

American, each	1 25	3 00
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House.

American, per lb.	0 35	0 40
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BELLOWS.

Hand, per doz.	3 35	4 75
Moulders, per doz.	7 50	10 00
Blacksmiths, discount 40 per cent		

BELTING.

Extra, 60 per cent.	
Standard, 60 and 10 per cent.	
No. 1, not wider than 6 in., 60, 10 and 10 per cent.	
Agricultural, not wider than 4 in., 75 per cent.	

BITS.

Auger.	
Gilmour's, discount 60 and 5 per cent.	
Rockford, discount 50 and 10 per cent.	
Jennings' Gen., net list.	

Car.

Gilmour's, 4 1/2 to 50 per cent.	
----------------------------------	--

Expansive.

Clark's, 40 per cent.		
Gimlet.		
Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07 1/2	0 12
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BOLTS AND NUTS

Per cent.		
Carriage Bolts, common (\$1 list)	50	and 10
" " full sq. (\$2.40 list)	55	and 10
" " Norway Iron (\$3 list)	55	and 10
Machine Bolts, all sizes	50, 5	and 10
Plough Bolts	50, 5	and 10
Blank Bolts	50, 5	and 10
Bolt Ends	50, 5	and 10
Sleigh Shoe Bolts	65, 5	and 10
Coach Screws, cone point	66 1/2	and 10
Nuts, square, all sizes, 3/4c. per lb. off.		
Nuts, hexagon, all sizes, 4c. per lb. off.		
Stove Rods, per lb., 5 1/2 to 6c.		

BOOT CALKS.

Small and medium, ball	per M.	4 25
Small heel	"	4 50

BRIGHT WIRE GOODS.

Discount 62 1/2 per cent.	
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BROILERS.

Light, discount 65 to 67½ per cent.		
Reversible, discount 65 to 67½ per cent.		
Vegetable, per doz., discount 37½ per cent.		
Henis, No. 8.....	per doz.....	6 00
Henis, No. 9.....	".....	7 00
Queen City.....	".....	7 50

BUTCHERS' CLEAVERS.

German	per doz.	6 00
American	"	12 00
		20 00

BUTCHER KNIVES.

Bailey's	per doz.	0 60
		6 30

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	1 85
Ready roofing, 2-ply, not under 45 lb.	
per roll	0 90
Ready roofing, 3-ply, not under 65 lb.	
per roll	1 15
Carpet Felt	per ton 45 00
Heavy Straw Sheathing	per ton 35 00
Dry Sheathing	per roll, 400 sq. ft. 0 40
Tar	" 400 " 0 50
Dry Fibre	" 400 " 0 55
Tarred Fibre	" 400 " 0 65
O. K. & I. X. L.	" 400 " 0 70
Resin-sized	" 400 " 0 45
Oiled Sheathing	" 600 " 1 00
Oiled	" 400 " 0 70
Roof Coating, in barrels	per gal. 0 17
Roof " small packages	" 0 25
Refined Tar	per barrel 5 00
Coal Tar	" 4 00
Coal Tar, less than barrels	per gal. 0 15
Roofing Pitch	per 100 lb. 1 10

BULL RINGS.

Copper, \$2.00 for 2 1/2-inch, and \$1.90 for 2-inch.	
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BUTTS.

Wrought Brass, net revised list.	
Cast Iron.	
Loose Pin, discount 60 per cent	

Wrought Steel.

Fast Joint, discount 65, 10 and 2½ per cent.	
Loose Pin, discount 65, 10 and 2½ per cent.	
Berlin Bronzed, discount 70, 70 and 5 per cent.	
Gen. B rounded	per pair 0 40 0 65

CARPET STRETCHERS.

American	per doz.	1 00
Bullard's	"	6 50

CANTORS.

Bed, new list, discount 55 to 57 1/2 per cent.	
Plate, discount 52 1/2 to 57 1/2 per cent.	

CATTLE LEADERS.

Nos. 31 and 32	per gross	8 50
		9 50

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump	per cwt.	0 60
Red	"	0 05
Crayon	per gross	0 14
		0 18

CHISELS.

Socket, Framing and Firmer.	
Broad's, discount 60 and 10 per cent.	
Warnock's, discount 50 and 10 per cent.	
P. S. & W. Extra, discount 60 and 10 per cent.	

CHURN

Revolving Churns, metal frames—No. 0, \$8	
No. 1, \$8.50; No. 2, \$9.00; No. 3, \$10.00	
No. 4, \$12.00; No. 5, \$16.00 each. Ditto	
wood frames, 20c. each less than the above	
Discounts: Factories, 30 and 30 per cent	
f.o.b. Ottawa, Kingston and Montreal, 40 and	
15 per cent. Terms 4 months or 3 per cent.	
cash in 30 days.	
Churn frames, including bearings, levers, etc.	
Nos. 0, 1, 2 and 3, wood, \$2.40; and 4 and	
5, \$2.65. Metal frames, 25c. extra. Dis-	
count 15 per cent., net 30 days.	

CLIPS.

Axle, discount 65 per cent.	
-----------------------------	--

CLOSETS.

Net.		
Plain York or Ontario Syphon Jet	per pair	\$9 60
Emb.	"	10 20
Fittings	"	1 00
Plain Elgin or Teu, Syphon Washout	per pair	6 00
Emb.	"	6 60
Fittings	"	1 25
Low Down Elgin or Teutonic, plain	per pair	6 00
Low	emb.	6 50
Plain Richelieu	per pair	4 25
Emb.	"	4 50
Connections	"	1 25
Low Down Ontario Syphon Jet, plain	per pair	11 70
Low	emb'd.	12 30
Closet connection	"	1 25
Basins, P.O., 14-in.	per pair	0 70
Basins, oval, 17 x 14-in.	per pair	1 50
Basins, " 19 x 15-in.	per pair	2 25

COMPASSES, DIVIDERS, ETC.

American, discount 62 1/2 to 65 per cent.	
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CONDUCTOR PIPE.

Plain or Corrugated.		
2-inch	per 100 feet	3 00
3 "	"	4 00
4 "	"	5 25
5 "	"	6 75
6 "	"	9 00

CRADLES, GRAIN.

Canadian, discount 20 to 25 per cent.	
---------------------------------------	--

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 17 1/2
S. & D., " 5	"	0 22 1/2
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

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Our Building Papers, Roofing Felts and Wire Edged Ready Roofing are made to give satisfaction to the **User**, and those are the kind of goods the Dealer wants.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

DRILLS.			Fork.			KETTLES.			NAIL PULLERS		
Hand and Breast.			C. & B., discount 40 per cent., revised list.			Brass spun 7½ per cent. discount off new list			German and American		
Millar's Falls, per doz., net list.			Hoe.			Copper per lb. 0 30 0 50					
			C. & B., discount 40 per cent., revised list.			American, 60 and 10 to 65 and 5 per cent.					
DRILL BITS.			Saw.			KEYS.			NAIL SETS.		
Morse, discount 37½ to 40 per cent.			American per doz. 1 00 1 25			Lock, Canadian dis. 40 to 40 and 10 per cent.			Square, round and octagon,		
Standard, discount 50 and 5 to 55 per cent.			Plane.			Cabinet, trunk and padlock,			per gross 3 38 4		
FAUCETS.			American per gross 3 15 3 75			American per gross 0 60			Diamond 1 00 2 0		
Common, cork-lined, discount 35 per cent.			Hammer and Hatchet.			KNOS.			POULTRY NETTING		
EAVETROUGHES.			Canadian, discount 40 per cent.			Door, japanned and N.P., per			24 in. Mesh, 19 w g. dis. 60 per cent.		
10-inch per 100 ft. 10			Cross-Cut Saws.			doz. 1 50 2 50			24 in. Mesh, 16 w g. and heavier, 50 p.c.		
ELBOWS (stovepipe.)			Canadian per pair 0 13½			Bronze, Berlin per doz. 2 75 3 25			OAKUM		
and 6-inch, common per doz. 1 20			HANGERS.			Shutter, porcelain, E. & L.			U. S. Navy per 100 lb. 6 75		
7-inch 1 35			doz. pairs.			screw per gross 1 30 4 00			Plumbers 3 00		
Polished, 15c. per dozen extra.			Steel barn door 5 85 6 00			White door knobs per doz. 1 00			GILLES		
ESCUTCHEONS.			5-inch 6 50			Net prices.			McClary Model galvanized		
Discount 40 per cent.			Lane's covered			HAY KNIVES.			oil can, with pump, 5 gallon,		
ESCUTCHEON PINS.			No. 11, 5-foot run 8 40			Discount, 60 per cent.			per dozen 10 00		
Iron, discount 40 per cent.			No. 11½, 10-foot run 10 80			LANTERNS.			Zinc and tin, discount 50, 50 and 10 per cent.		
FACTORY MILK CANS.			No. 12, 10-foot run 12 60			Cold Blast per doz. 7 00			Copper 1 25 3 50		
Discount off revised list, 40 per cent.			No. 14, 15-foot run 21 00			Ordinary, with O burner 4 00			Brass 1 50 3 50		
FILES AND RASPS.			Lane's O.N.T. track, per foot 0 04½			Dashboard, cold blast 9 00			Malleable, discount 25 per cent.		
Great Western 70 and 10 per cent.			HARVEST TOOLS.			No. 0 5 75			GALVANIZED PAILES.		
Arcade 70 " 10 "			Discount 60 per cent.			Japanning, 50c. per doz. extra.			Duffern pattern pails, discount 45 per cent.		
Kearney & Foot 70 " 10 "			HATCHETS.			Lemon SQUEEZERS.			Flaring pattern, discount 45 per cent.		
Disston's 70 " 10 "			Canadian, discount 40 to 42½ per cent.			Porcelain lined per doz. 2 20 5 60			Galvanized washtubs, discount 45 per cent.		
American 70 " 10 "			HAT ENAMEL.			Galvanized 1 87 3 85			PIECED WARE.		
J. Barton Smith 70 " 10 "			Hen derson & Potts "Anchor Brand"			King, wood 2 75 2 90			Discount 40 per cent. off list, June, 1899.		
McClellan 70 " 10 "			HINGES.			King, glass 4 00 4 50			10-qt. flaring sap buckets, discount 40 per cent.		
Eagle 70 " 10 "			Blind, Parker's, discount 16½ per cent.			All glass 0 50 0 90			6, 10 and 14-qt. flaring pails, dis. 40 per cent.		
Nicholson, 60 and 10 to 60, 10 and 5			Heavy T and strap, 4-in., per lb. 0 06½			LINES.			Creamer cans, discount 40 per cent.		
Royal 80 " 10 "			5-in. 0 06½			Fish per gross 1 05 2 50			Per dozen 6 00 9 00		
Globe 70 to 75 " 10 "			6-in. 0 06			Chalk 1 90 7 40			PICTURE NAILS.		
Black Diamond, 60 and 10 to 60, 10 and 5 per cent.			8-in. 0 05½			LAWN MOWERS.			Porcelain head per gross 1 35 1 50		
Jowitt's, English list, 25 to 27½ per cent.			10-in. 0 05½			Woodyatt, 12-in. wheel 7 50			Brass head 0 40 1 00		
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to \$1.50			Light T and strap, discount 65 and 5 per cent.			Star 4 00			PICTURE WIRE.		
GLASS.			Screw hook and hinge			Daisy 4 90			Tin and gilt, discount 75 per cent.		
Window. Box Price.			6 to 10 in. per 100 lb. 4 50			Philadelphia, 12-in. wheel 6 50			PINE TAR.		
Star			12 in. up. 3 25			Ontario, 14 25			1 pint in tins per gross 7 80		
D. Diamond			Spring per gro. pairs 10 50			Discount, 50 per cent.			1 " 9 60		
Size United			Garden, Mortar, etc., discount 60 per cent.			Maxwell & Sons:			PLANES.		
Inches.			Planter per doz. 4 00 4 50			10½-in. high wheel 7 50 10 00			Wood bench, Canadian discount 40 per cent.,		
Under 26 2 0 3 80 6 75			HOLLOW WARE.			9-in. 5 50 6 25			American discount 50 per cent.		
26 to 40 2 10 4 00 7 25			Discount 45 and 5 per cent.			8-in. 49 0 5 50			Wood, fancy Canadian or American, 37½ to 40 per cent.		
41 to 50 4 50 8 75			HOOKS.			Discount 50 per cent.			PLANE IRONS.		
51 to 60 4 75 10 00			Cast Iron.			Canadian, 40 to 40 and 10 per cent.			English per doz. 2 00 5 00		
61 to 70 5 00 11 5			Bird cage per doz. 0 50 1 10			Russell & Erwin per doz. 3 00 3 25			PLIERS AND NIPPERS.		
71 to 80 5 50 12 50			Clothes line 0 27 0 33			Cabinet			Button's genuine, per doz. pairs, discount		
81 to 85 14 00			Harness 0 72 0 88			Eagle, discount 30 per cent.			37½ to 40 per cent.		
86 to 90 16 50			Hat and coat per gro. 1 00 3 00			Padlocks.			Button's imitation per doz. 5 00 9 00		
91 to 95 18 00			Chandelier per doz. 0 50 1 00			English and Am. per doz. 0 50 6 00			German 0 60 2 60		
96 to 100 20 00			Wrought Iron.			Eagle, discount 20 to 25 per cent.			PLUMBERS' BRASS GOODS.		
A discount of 25 per cent. is offered on "Double Diamond."			Wrought hooks and staples, Canadian discount 47½ per cent.			Machine screws.			Standard Compression work, dis. 60 per cent.		
GAUGES.			Wire.			Flat head, discount 25 per cent.			"J.M.T." Cushion work, discount 50 per cent.		
Marking, Mortise, Etc.			Hat and coat, discount 45 per cent.			Round head, discount 20 per cent.			Fuller work, discount 65 per cent.		
Stanley s, discount 50 to 55 per cent.			Belt per 1,000 0 60			Tin Smiths' per doz. 1 25 1 50			6 dozen lots and over of the above, extra discount 10 per cent.		
Wire Gauges.			Screw, bright, discount 55 per cent.			Carpenters' hickory, " 1 25 3 75			Lever handle Stops and Waste, discount 60 per cent. With, in lots of 2 dozen and over an extra discount of 10 per cent.		
Winn's, Nos. 26 to 33 each 1 65 2 40			HORSE NAILS.			Lignum Vitae 3 85 5 00			"J.M.T." Globe, Angle and Check Valves, discount 55 per cent.		
HALTERS.			"C" brand, 40, 10 and 7½ per cent. off list			Caulking, each 0 60 2 00			Standard Globe, Angle and Check Valves, discount 60 per cent.		
Rope, ¾-inch per gross 9 00			"M" brand, 55 per cent.			MATTOCKS.			"J.M.T." Radiator Valves, discount 55 per cent.		
Rope, 1 to 1½-inch 14 00			Countersunk, 55 per cent.			Canadian per doz. 5 50 6 50			Standard Radiator Valves, discount 60 per cent.		
Leather, 1-inch per doz. 3 87½ 4 00			"Monarch", 50 and 7½ per cent.			MEAT CUTTERS.			Patent Quick-Opening Valves, discount 65 per cent.		
Leather, 1½ " 5 15 5 20			"Peerless" 50 per cent. dis.			American, discount 33½ per cent.			No. 1 compression bath cock net 2 00		
Web 1 87 2 45			HORSESHOES.			German, 15 per cent.			No. 4 2 00		
HAMMERS.			F.O.B. Montreal			Each 1 15			No. 7 Fullers 2 20		
Nail.			No. 2 No. 1			Discount 25 per cent.			No. 4½ 2 30		
Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.			Iron Shoes.			MILK CAN TRIMMINGS.			Patent Compression Cushion, basin		
			and larger smaller.			Discount 25 per cent.			cock, hot and cold per doz. 15 00		
Tack.			Light, medium and heavy 3 65 3 90			NAILS.			Patent Compression Cushion, bath		
Magnetic per doz. 1 10 1 20			Snow shoes 3 90 4 15			Cut. Wire.			cock, No. 2208 2 25		
SI ge.			Steel Shoes.			2d and 3d 3 45 3 45			Square head brass cocks, discount 55 per		
Canadian per lb. 0 07½ 0 08½			XL, sizes 1 to 5 5 35			3d 3 10 3 12			" " iron " 50		
Ball Pean.			Light, No. 2 and larger 3 80			4 and 5d 2 85 2 95			Competition Globe, Angle and Check Valve		
English and Canadian, per lb. 0 22 0 25			Light, No. 1 and smaller 4 05			6 and 7d 2 75 2 80			discount 70 per cent.		
HANDLES.			Featherweight, all sizes 0 to 4 5 35			8 and 9d 2 60 2 60			Thompson Smoke-test Machine \$25.00		
Axe, 2nd growth, per doz. net 3 00 4 00			Toeweight, all sizes 1 to 4 6 60			10 and 12d 2 35 2 55					
Tree door per doz. 1 00 1 50			JAPANNED WARE.			16 and 20d 2 50 2 50					
			Discount and 5 per cent. off list, June 1899			30, 40, 50 and 60d (hase) 2 45 2 45					
			ICE PICKS.			Cut nails in carlots 5c. less.					
			Star per doz. 00 3 25			Wire nails in carlots are \$2.40.					
						Steel cut nails 10c. extra.					
						Miscellaneous wire nails, discount 75 per cent.					
						Coopers' nails, discount 30 per cent.					

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No Soft Blades
No Temper Streaks

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Our Extra Star Rubber Thrasher Belt is
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Other Tools are very
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“YANKEE TOOLS”

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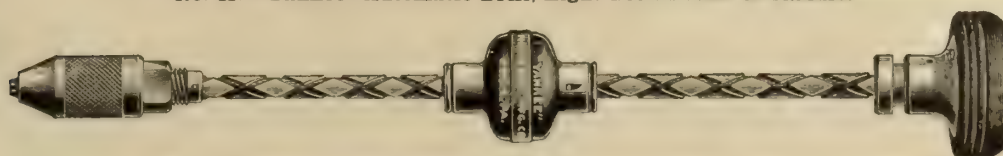
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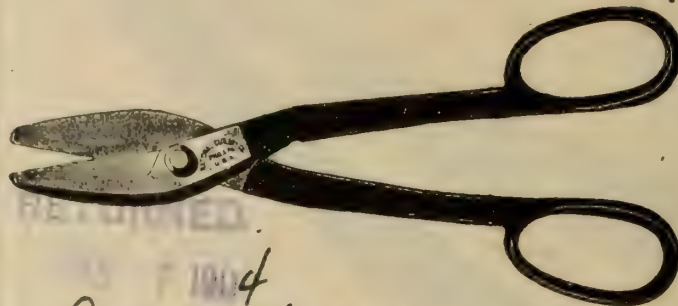
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Cut Bolt 1/4
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Straight and Bent Shears.

Ladies " "

Tailors " "

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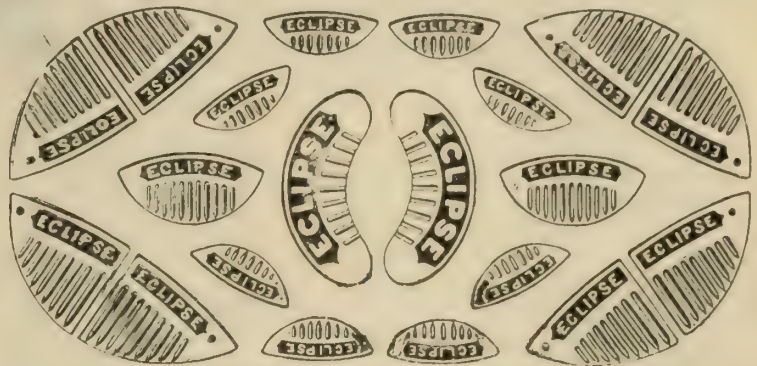
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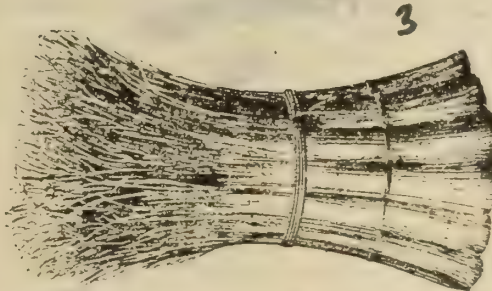
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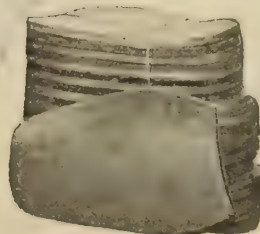


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Shoe Bristles.

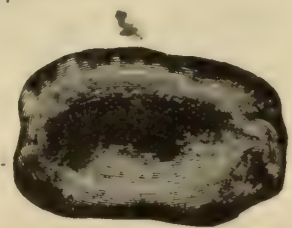
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No. 65 Heel Supports.



Shoe Wax.

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Highest Quality Made,

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SISAL ROPE,

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BINDER TWINE

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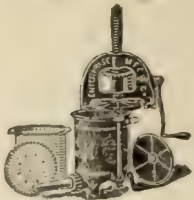
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Rapid Grinding and Pulverizing Mills
10 Sizes and Styles for Hand and Power



No. 3, \$5.50.

Bone, Shell and Corn Mill



No. 750, \$8 50.

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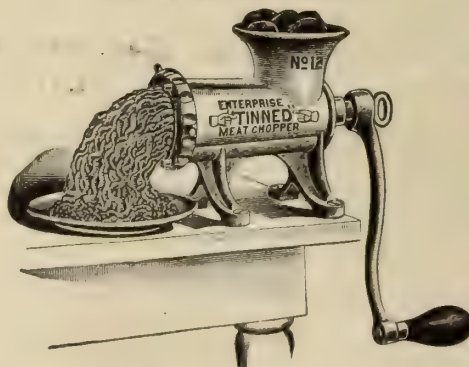
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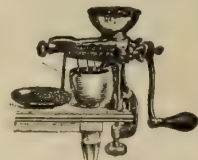


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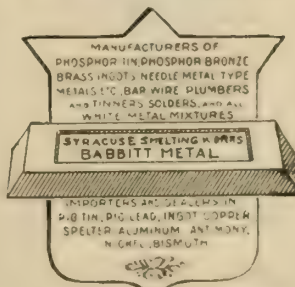
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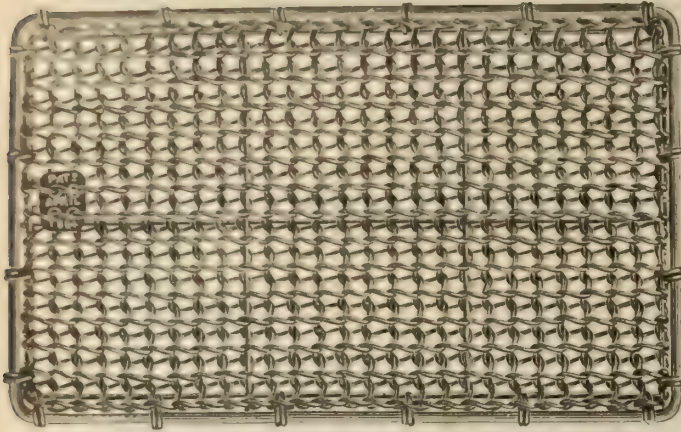
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4 barb 6 in		352 lbs per mile
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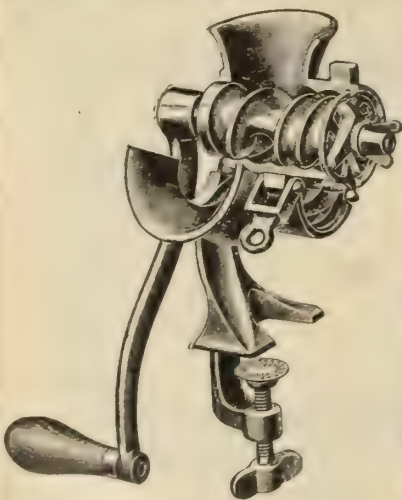
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Russell & Erwin Mfg. Co.
New Britain, Conn., U.S.A.



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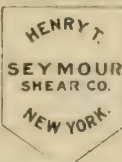
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Helps towards Sanitation

The Cleveland Wall Paper Cleaner is paste and a liquid cleaner and works thoroughly. Makes smoky and dust-covered walls fresh as when first papered. Retains at 2c.

Samples sent for distribution with your order.

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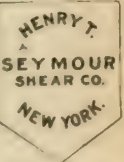
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"QUALITY UNQUESTIONED."

Each pair of our shears bears the above trade mark.

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Latest Catalogue will be sent on exchange for your business card.

Complete Line TRIMMERS, BANKERS', BARBERS' and TAILORS' SHEARS, Etc., Etc.

Henry T. Seymour Shear Company.

WIEBUSCH & HILGER, Limited, NEW YORK, Sole Agents.

Excerpta is a new Coffee Pot.

Monteroy is a new pattern of Table Cutlery, made in 40 different articles and guaranteed to wear for 25 years.

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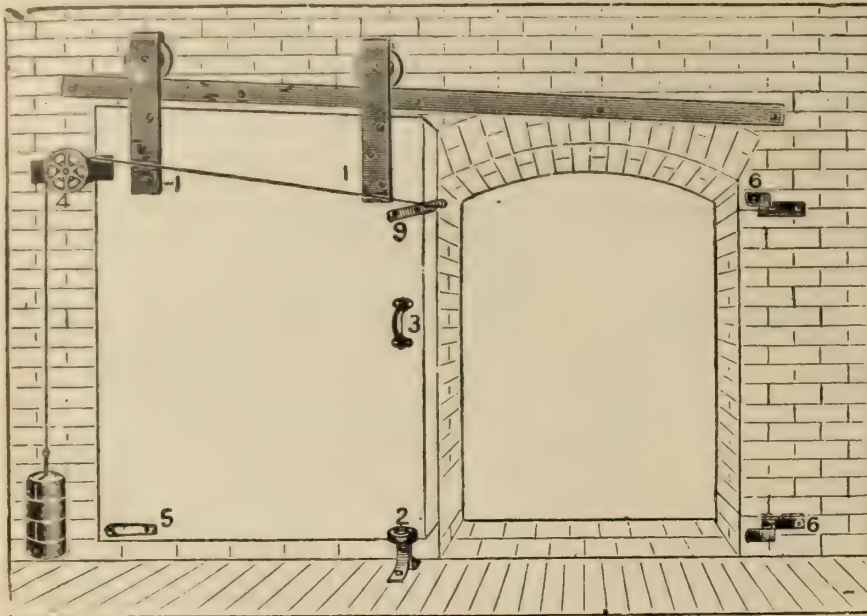
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**BARBED WIRE CALVANIZED PLAIN WIRE
PLAIN TWIST CABLE FENCING**

Telegraph and Telephone Wire; Mattress, Broom, Weaving Wires of every description; Rail Bonds, Bale Ties, Special Wires for all purposes, Springs, Horse Shoes, Wire Rope, Cold-drawn Steel Shafting.



AUTOMATIC FIRE DOOR FIXTURES.

Manufactured by _____

TAYLOR-FORBES CO.
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GUELPH, - CANADA.

We manufacture a complete set of Fire Door Fixtures of the best design on the market. Any one requiring a perfectly **RELIABLE** article will obtain prices for our

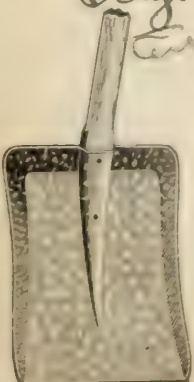
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Arctic Snow Shovels

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Solid Steel Blades.

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Japanned or Galvanized.

Strong. Light. Durable.

Stamped from one piece of solid steel and securely fastened to the handle by two bolts passing through it and two straps of steel at the back of the handle.

Superior to the old-fashioned wooden shovel.

Strong enough for service around the barn.

Fast sellers on account of cheapness.

WE WILL BE GLAD TO ANSWER YOUR ENQUIRIES

IN REGARD TO PRICE.



KEMP MANUFACTURING CO., TORONTO, CANADA.

THE MANUFACTURERS AND THE GREAT WEST

A Symposium of Some
of Their Impressions
Gathered During Their
Recent Trip to the
Pacific Coast.

MOST of those who took part in the trans-continental excursion of The Canadian Manufacturers' Association saw for the first time the Great West. That they were greatly impressed with what they saw no one will question. There were about 170 in the party. All but about 40 of these were men, and men of business. While pleasure was not ignored, the primary object of the excursion was to afford the members of The Canadian Manufacturers' Association an opportunity of gathering some idea of the vastness and realness of the Great West, and of studying the trade situation in that part of the Dominion. With a view to ascertaining what the impressions were that the journey had made upon the excursionists, "Hardware and Metal" addressed a circular letter to each member of the excursion, on his return home. The questions submitted were:

QUESTIONS SUBMITTED

FIRST—What most impressed you from a business standpoint during your trip through the Great West to the Pacific Coast?

SECOND—What is your opinion in regard to the future of Manitoba and British Columbia as manufacturing centres?

THIRD—In what way can manufacturers of the east secure a larger share of the trade of the Great West, that now goes to the manufacturing firms in the United States?

FOURTH—How can business men in the east best assist the people of Manitoba, the Territories and British Columbia in developing the natural resources of their respective parts of the country?

All have not yet replied; but space forbids the publication in this issue of even all the answers that have come to hand.

Secretary R. J. Younge, of the Canadian Manufacturers' Association

While one could not fail to be impressed with the magnificent variety of scenery, and the immensity of the territory, the business man is struck most forcibly by two outstanding facts: First—The tremendous possibilities of the West as a producing and consuming market, and secondly, the buoyancy and optimism of the people which prevails everywhere, from Winnipeg to Victoria. One sees on every side incalculable resources, and finds an unswerving faith in those resources reflected in the spirit which dominates the people.

Undoubtedly Manitoba and British Columbia will become great manufacturing provinces. Their great distance from the producing centres of the east, and their rich supplies of water power and raw material of various kinds will hasten their progress in many lines of industry. Already about \$18,000,000 capital is invested in manufacturing in these two provinces. In British Columbia more than 71,000 people, or 40 per cent. of the entire population, are to-day directly supported by and dependent on the manufacturing industries, while in Manitoba 48,000 out of the total of 255,000 are similarly situated. I think it may be estimated with safety that the proportion of the manufacturing interests in the mining province will largely increase within the next few years, and while this can scarcely be expected on the prairies, the farming districts of the West are already alive to the benefits of having factories at their

doors, and the manufacturers of both Canada and the United States are awakening to appreciate the West as an important field for active operation.

To secure a larger portion of the western trade Canadian manufacturers must take a deeper interest in the West. They must visit the country personally, study its needs, send their best travellers, and, above all else, send the right goods at the right prices. Many of them are already working on these lines. Their success is certain, for the West is dominated by a hearty Canadian sentiment. No Canadian manufacturer can afford to neglect the western market. Cultivated, it will, in many lines, become his best market; neglected, the trade will undoubtedly fall into the hands of his far-sighted, keen competitor.

To build up the West, and cement the bonds of union, commercially and nationally, between East and West, every citizen of the Dominion should see and learn as much as possible of the great western provinces and territories. A trip through the country will not only elicit the admiration of all Canadians, but will induce the investment of capital, and the establishment of business ties. It is safely estimated that 150,000 people have settled in the Northwest during the present year. These are our own citizens. We should not only welcome them, but by a careful study of their difficulties and a willing assistance in solving them, they will be made to feel proud of their country and their fellow citizens. With our 3,000,000 square miles of territory, and our 5,000,000 population we must all recognize as Canadians, that—as a member of the recent touring party remarked—"Canada is too great, and the task committed to her people too stupendous, to allow her citizens to be disunited on any great national question."

Mr. H. Cockshutt, of The Cockshutt Plow Co. Limited, Brantford, Ont.

Question 1.—The optimism of the people, in my mind, is the most striking feature. It gives them confidence, and boldness to branch out and develop, and they become conscious of their own strength, as well as that of the country.

Question 2.—Manufacturing in the West will take some time to develop. At the present time the country is, in my opinion, at the consuming stage. Later on it may arrive at the producing stage, and when it does there is nothing to prevent certain industries in some localities being established and prospering.

Question 3.—The Canadian manufacturers are thoroughly aroused to the question of securing a larger share of the trade of the Great West. They are confident that they can produce as good goods as those made in the States. It is only a question of time, provided we have the opportunity afforded us, when we will be able to entirely, or to a great extent, cut off the trade in manufactured products with the United States, providing the Government give ample encouragement.

Canada is young. The manufacturing industries of the country, in comparison with those of the United States, are very young, and the home manufacturer requires time to supplant foreign made articles and to prove the quality of his goods. Canada has been progressing for the last few years at a very rapid rate, and the manufacturing

business have also been forging ahead. The trade of the West is very strongly fought for by the Americans, and should depression overtake us we would find it still more difficult to maintain our position, unless we have sufficient protection to keep out American slaughtered goods.

Question 1. Business men in every section of Canada have always been favorable to the West, and have tried, and I believe succeeded, in helping forward, to some extent, their transportation problems, which, while they are not yet solved, have been brought to a point where a solution may be said to be in sight. Of course as the country's population increases new demands will arise, and must be met promptly and efficiently.

The promotion of a national sentiment, and the encouragement of the building up in Canada of a strong, self-reliant people, is an achievement greatly to be desired, and can best be done by dropping provincial—or sectional—ism. The East and West should unite in the cause of Canada, and demand of our Government a strong, self-reliant Canadian policy, one that will conserve for Canadians and to Canadians their home markets: one that will develop the national resources of our country.

One of the great needs of Canada is a revised and remodelled tariff, not one that has become obsolete, like our present tariff, but one that will effectually meet the conditions as they are to-day.

We should stand together and go forward, confident in the fact that our country's future, if properly safe-guarded, will be as great as her extent of territory.

Mr. Joseph Allen, British American Dyeing Co., Montreal.

In reply to your four questions regarding my impression of our Great Northwest, I would say to the first, from a business standpoint, I was astonished at the immense possibilities and certainty of expansion, and the alert business manner of the people, their true loyalty, and the unbending belief they show in their country.

Second: As a manufacturing centre: Our hurried journey through gave no time to look into the details for the necessities of a successful manufacturing centre. I certainly think they could manufacture many things in Winnipeg to advantage.

British Columbia, I think, will have to wait for further developments.

In what way can manufacturers of the east secure a large share of the trade? Have good men resident there, as far as possible, where they can have a stock to reach the demands quickly.

How we can best assist the people of the West: First give them another transcontinental railway as quick as possible, assist them in any political grievance that they have, and show them by our sympathy and help that we are one people, Canadians.

Mr. E. D. Adams, Halifax, N.S.

First.—“What most impressed me from a business standpoint?”

I think that the universal hopefulness which seems to animate the people, made the greatest impression upon me. They are all optimists out there. As I heard somebody remark, “You cannot find a pessimist with a fine tooth comb.” There seems to be something in the air which gets into one's blood. Then I was very much struck by the large scale upon which everything is done, and also with the high-class quality of the goods sold, even in the small towns.

No one could pass through those western provinces and territories to the Pacific coast without feeling satisfied that the business opportunities and possibilities are immense. I mean the term, “business opportunities” to include the farmer, the mechanic, the miner and the professional man, as well as the trader and speculator.

It is no wonder that so many of our young men are taking Horace Greely's advice, to “go west.” There is something very fascinating about it.

The thought occurred to me that the time might come when it will be hard to find a market for all the wheat, but no one out there seems to be losing any sleep over that problem. Of course should this time ever arrive the farmers will have general farming to fall back upon.

As regards the relative merits of the principal cities visited, I think Winnipeg presents the greatest business possibilities. The opinion seems to be very general that it will eventually be “The” city of Canada. Personally, however, I think I would prefer to live in Vancouver or Victoria. Perhaps this is because they seem more like home to one who has lived all his life “down by the sea.” Besides, the resources of the Pacific provinces are very great. Lumber, minerals, fisheries, shipping, etc., and, if all those fail, they still have farming and manufacturing left.

It seems hard to realize that the beautiful city of Vancouver has been built up in seventeen short years, and one can allow his imagination to run riot when fancying what it will be in fifty years from now.

I fear that I have gone into generalities instead of confining myself to question number one. However, you can pare it down to suit yourself and I will make the answers to the other three questions very brief.

Second.—“What is my opinion in regard to the future of Manitoba and British Columbia as manufacturing centres?”

I see no reason why they should not, in time, manufacture a very large portion of the goods required for their own consumption, and in some lines for export also. Coal is to be found conveniently situated in many parts of Manitoba and the Territories, while in British Columbia, coal and minerals abound.

Third.—“In what way can manufacturers of the east secure a larger share of the trade of the Great West that now goes to manufacturing firms in the United States?”

First, by carrying stocks of manufactured goods in the principal centres, and, where this is not practicable, by having local agents. Of course in the latter case the delay in getting delivery and high freight charges, especially for less than carload lots, will always be a drawback. Also by taking pains to produce the exact article that the people want.

WIRE NAILS TACKS WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

MODERN HARDWARE RETAILING.

By R. G. CHANDLER.

As conditions have so radically changed and are changing in the business of the country, it is all important that we, as hardwaremen, keep our ears close to the ground, observing the facts that are controlling, and so shape our business and methods to the changing conditions as they come, anticipating them if possible.

The important and controlling policy in any business, and more especially the retail hardware, is every day absolute honesty with our customers, making it the rule in and out all the time. You make such a reputation for your store and you have the strongest factor in the conduct of a retail hardware store that will bring you much and substantial business. Meet your trade with an open hand and a good word, always with the corner of your mouth turned up. This is worth your careful consideration, as taffy beats epitaphy as a bread winner.

DEALERS SHOULD HAVE KNOWLEDGE OF GOODS.

Thorough knowledge of the goods, how they are made and where, in all lines you handle, is necessary and should claim your earnest thought. The more familiar you are with these details the better equipped you are to conduct a retail hardware store. Constant and handy recourse to catalogues and prices, and being up with them all the time, fortifies you for safe conduct of your business. Especially avail yourself of catalogue and department store catalogues and their prices, and thus you are forewarned and forearmed and are better prepared to meet this unequal competition. Avoid as far as it is possible carrying goods so catalogued. True, you are compelled to handle most of them, but sell lines they cannot cut. I have abiding faith in the associations to regulate this in our interest.

The great essential is a complete, carefully selected assortment of all such goods as your particular locality require. Too much cannot be urged on this point, as the store that always has the goods that are called for becomes known in your community and you are advertised by your customers, and it brings much business to your store. See that your assortment is complete all the time. Keep the best of everything in the lines you handle, have your store known as the place to get the best. It is like "bread cast upon the waters;" it will return to you after many days.

The good article always recommends your business. When you sell the inferior article and so represent it, the customer fails to tell that part of it, but never fails to tell where he purchased it. You cannot be too scrupulously particular about your weights and measures. Know that they are absolutely correct. A clean and well-displayed and well-kept stock, making special effort in your display, is also a winner, as with the eye pleased you have

Name _____
Address _____

THE SHERWIN-WILLIAMS CO.
21 St. Antoine St., Montreal.

Please send me full details of your varnish proposition

TEAR OFF HERE

No Stronger Varnish Proposition


than that of The Sherwin-Williams Co. has ever been offered the dealer.

If you want quality, reliability, service, and methods that are right always, if you want to increase your varnish business, there is nothing that will pay you so well as a Sherwin-Williams connection.

Our varnishes are right in every respect—the kind that makes satisfied customers every time.


We advertise them in the most effective manner direct to the dealer's trade. We are backing them with the same advertising force that made our paints the greatest selling paints in the world. We have a varnish sales' department conducted solely to assist the dealer—to give you any and every special help to push your varnish sales more rapidly.

Use coupon to-day.



THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.
Cleveland, Chicago, New York, Newark, Boston,
Kansas City, San Francisco, Los Angeles,
San Diego, Minneapolis, Montreal, Toronto,
Winnipeg, London, Eng.

CANADIAN DIVISION
HEADQUARTERS
21 St. Antoine St., Montreal



nine points in any argument. Aim to have something with each season useful and novel to advertise and talk about which attracts new customers to your store, carrying with it the fact that your store is up-to-date and you are abreast of your business, and keep a constant interest in your trade, and are known as the leading hardwareman in your section. Keep close watch of the markets, never wait to be forced down when goods decline. We are now in a condition of high prices, which will work disaster when the legitimate sequence of present conditions is worked out, unless we are careful not to overstock, which need not occur with our excellent facilities for getting goods quickly. But always keep your assortment good, then you are prepared for any condition that may obtain.

Sell your goods for cash, buy for cash. Of the first proposition, it cannot go wrong, and is the only policy in these times that is a positive winner and safe. In this you have something to inventory and to

bank on. Keep your expenses within your business, keep good paid help and see that it is worth what you pay for it.

CONSUMERS KNOW WHAT IS GOING ON.

This is a day of literature and of widely diffused intelligence and education. The consumer knows full well of all the meetings of manufacturers of different articles, meetings of factors in any line of trade, knows when and where railroad managers meet to fix rates and classifications, he knows you are in session here to-day, and it's a common expression to hear the consumer say, "Well, the magnates met at Detroit, and coal, lumber, hardware, or railroad rates will soon go up to rob us of a little more to contribute to their coffers." With this condition existing much depends upon the retailer in his line to correct wrong ideas in the minds of the consumer, to let him know the exact truth and all the truth, and by so doing get his confidence and hold him as an esteemed friend and constant customer. To my mind it's the retailer's salvation.

With the present great mediums of advertising and communicating intelligence, with the whole country flooded with newspapers, catalogues and circulars, with lower railroad fares, inter-urban car systems, 'phones and express competition, rural free delivery mail service, bringing consumer in close touch with the great markets of the country, in contact with the manufacturer and factor, the retailer is becoming more of a convenience than a necessity, and the retailer is no longer master of the situation, as once was his lot in a community; and you need not wince or be too sceptical when I say there will soon come a struggle as to the existence of the retailer or jobber; one or the other may have to go in the older and more thickly settled portions of the country. The wholesale and retail houses of the larger towns are fast encroaching upon the legitimate trade and territory of the local retailer, and the latter must ever be on the alert or his trade will be vanishing like the dew before the morning sun, hence the necessity of the retailer's closer friendship and confidence of the consumer.

The average consumer is a fair-minded individual and willing the retailer should have a legitimate living profit upon his goods, but unless he is satisfied by a knowledge of the cost of goods to the retailer you cannot bank upon his trade beyond each transaction. To illustrate this point: I once knew a small manufacturer in a small town engaged in wood working, who went to a retailer and offered 10 per cent. margin straight through on everything, which included nails by the keg, bolts by the hundreds, and often 10,000 of one kind in an order; tacks in bulk, screws in 10 to 50 gross lots, lath yarn by the bale and iron by the bundle, to say nothing of the tools, etc., to carry on a shop with 20 to 30 men, but 10 per cent. net was not enough for the retailer, and so he permitted 800 to 1,000 dollars per year cash trade to go out of town to wholesale and retail houses in a neighborhood city. What was true in this instance is only a fair illustration of the consuming position. This retailer, no doubt, felt he would get the trade any way at his own figures of profit, and lost it all.

INQUIRIES FOR CANADIAN SILVERWARE.

W. K. George, of The Standard Silver Co., Limited, Toronto, showed a representative of "Hardware and Metal," when calling a few days ago, letters of inquiry from Madras, India; Georgetown, British Guiana; Perth, West Australia; and Milan, Italy. When asked how it was that inquiries for Canadian goods came to be made in face of the goods from other countries now being freely sold in these several places, Mr. George replied that it was due largely to the fact that Canadian goods were made in attractive forms, which appealed to the artistic sense everywhere. The spirit and energy of the Western World are apparently mak-

IVER JOHNSON

SINGLE BARREL

SHOT GUNS

The Iver Johnson Single Gun has been on the market for thirty years, and is sold by the best and largest jobbers in the country, as a leading single gun. The sun does not set on a land where there cannot be heard the shot of an Iver Johnson Gun.



What better endorsement could any article have?
SEND FOR CATALOGUE.

IVER JOHNSON'S ARMS & CYCLE WORKS,
New York Office, No. 99 Chambers St. **FITCHBURG, MASS.**

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Gauge.
Steel and Twist Barrels
Superior in Design, Workmanship
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Simplest
"Take Down"
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HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers.
Catalog on request. Worcester, Mass., U.S.A.

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Standard of the World.

OUR LINE

RIFLES, PISTOLS, SHOT GUNS.

No Dealer Can Afford To Be Without Our Arms.

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ing themselves felt abroad, and the indications are that there is an excellent field for silverware the shapes and uses of which are not determined by tradition. Mr. George states further that his company have had repeated assurances that

there is a good market waiting Canadian silverware in the United Kingdom. The only reason why these foreign markets have not been cultivated is owing to the difficulty experienced in meeting the demand of the home market.

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H. S. HOWLAND, SONS & CO.,

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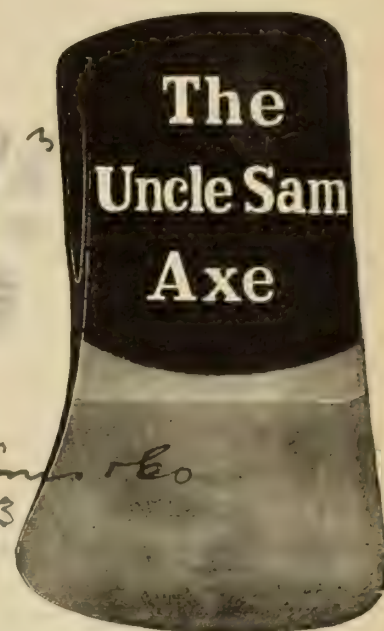
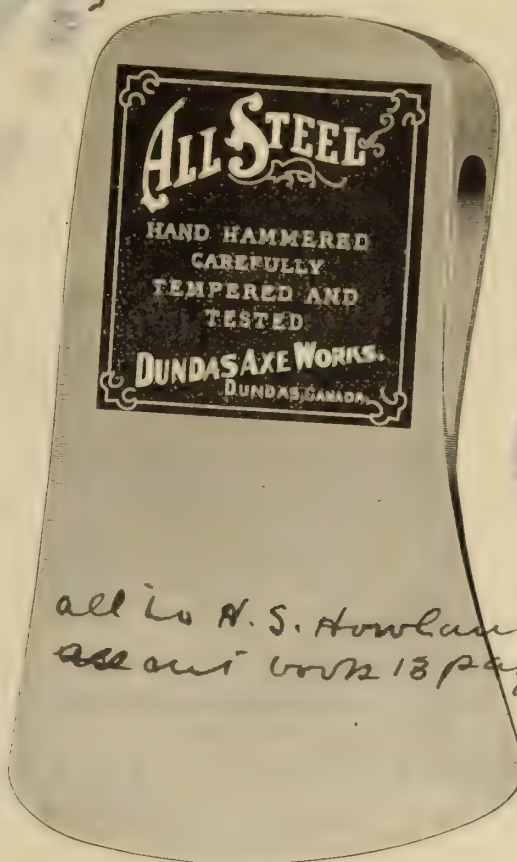
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Axe Handles.
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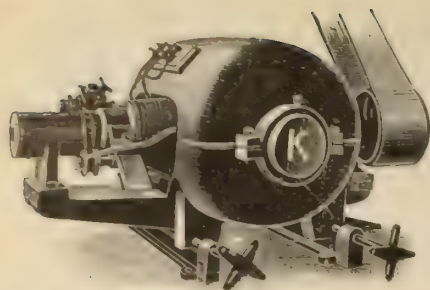
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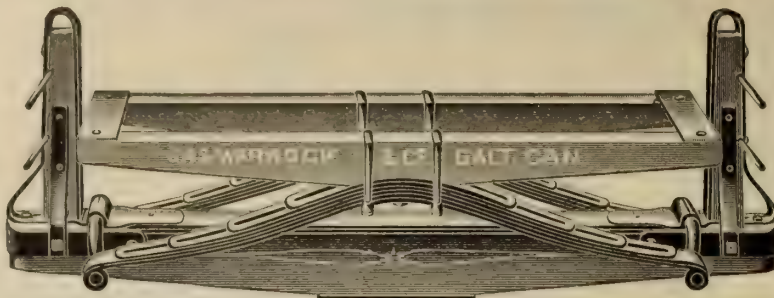
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MADE IN FOUR WIDTHS.
 $\frac{1}{2}$ inch, $\frac{3}{4}$ inch, $\frac{1}{2}$ inch and 1 inch.
PATENTED IN ALL COUNTRIES.

WE STRAP THE WORLD!

Cary's Universal Box Strap

A CONTINUOUS Metal Strap with a series of raised bosses along the edges, to strengthen same and protect nail heads. Put up in coils of 300 feet each, and packed 20 coils in a case. On each coil we put our patent metal reel frame, making it a complete reel.

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THE FAIRBANKS COMPANY

TORONTO, ONT.

OPEN
**November
15th**

WE WISH TO ADVISE our Western Ontario customers and the trade generally that we will be prepared to handle all orders received for our lines from our Toronto Warehouse on and after **NOVEMBER 15th, NEXT.** We shall carry a very large stock of our goods at Toronto and shall ship from Toronto to points west of Kingston, and south of The Canadian Pacific main line. We will continue to ship to points on the main line of the C. P. Ry. from Montreal.

You are cordially invited to visit and inspect our new warehouse, which will be located at

41 FRONT STREET WEST.

The Fairbanks Company
Toronto, Ont.

MACHINERY

MACHINERY AND ELECTRICAL NOTES.

IT is reported that the Port Huron, Mich., Iron Works intend starting a plant in London, Ont. The company manufacture iron for bridge works, and have already two plants in Ontario, one in Hamilton and one in Walkerton. There is some difficulty in procuring a suitable building for the plant in London. The industry would employ 10 hands in London, if started.

The Kerr Engine Co., Limited, of Walkerville, Ont., are putting into Strathroy, Ont., a compound duplex pump with a capacity of 1,200 gallons. This pump will be tested this week.

The Standard Paint & Varnish Works, Limited, of Windsor, Ont., are putting in a new Tuerk engine from Berlin. This is a gas engine and is more especially for the Windsor company.

The Canadian Pacific Railway are going to erect a power house in Hochelaga, Montreal, in connection with their new works. The structure will be 164 feet long by 60 feet wide and will cost \$40,000.

Toronto machinists report trade to be in rather an unsettled condition at the present time on account of the strike. However, no complaints are heard of slackness in trade; on the contrary all seem very busy.

W. H. Banfield & Sons, Toronto, report a rushing business in spite of the unsettled condition of the trade occasioned by the numerous strikes. "But trade would be better still if it were not for the strikes," said Mr. Banfield.

A despatch from Ottawa says that the International Harvester Co. of America have chosen that city as the headquarters of the company for trade throughout Eastern Canada, and that the company may also establish a branch factory there which would give employment to 1,500 hands.

The new works of The Locomotive and Bridge Co., Longue Pointe, Que., are about completed. When finished they will have a capacity of about one locomotive a day; also a corresponding output of bridges, steel rafters and other structural work.

The Montreal Iron Pipe Foundry Co., Three Rivers, Que., are, like other Canadian iron pipe manufacturers, exceptionally busy this season. Their plant was equipped with the latest machinery some

time ago and the most approved methods adopted. Midland pig iron mixed with English is used in their works.

The Jones & Moore Electric Co., 22 Adelaide street west, Toronto, have moved their factory to their new premises at 296-300 Adelaide street west. This firm have just completed the installation of 400 lights with switchboard for The Kemp Mfg. Co., Toronto. They are also installing an electric light plant for The Jas. Robertson Co., Ltd., Toronto.

The large new foundry of A. C. Thompson, North Sydney, has been tested and everything found to be in first class shape. The works are in charge of T. H. Smith, lately owner and manager of the Windsor foundry, who has, for the last couple of months, been superintending the installation of the machinery in the new foundry, and making preparations for the starting of the industry.

The additions to the machinery depot of The H. W. Petrie Machinery Co., Front street, Toronto, are going forward rapidly. The situation of this depot is an ideal one, being as it is, in close proximity to the Union Station, and very many interested in machinery take advantage of the "Thoroughfare" from the station to Front street through Petrie's interesting machinery depot.

The foundry of T. Tomlinson & Son, Frederick street, Toronto, was considerably damaged by fire on October 29. The fire originated in the cupola and is supposed to have been started by an exposed electric wire. The loss on the building is placed at \$200, and on the contents, consisting chiefly of patterns, \$1,500. All loss is covered by insurance. The firm has lost heavily by fire on previous occasions.

Owing to the heavy slump in the American iron and steel markets, F. S. Pearson, consulting engineer, and F. H. Cooper, the resident engineer, for The Mexican Light & Power Co., have secured the machinery necessary for the installment of the different plants at a lower rate than had been estimated in the prospectus of the company. In order to convey this machinery into the interior of the country where the plants are situated a railway sixteen miles in length has been constructed and two engines secured from England.

THE FAIRBANKS CO'S NEW BRANCH

In our advertising columns will be found reference to the fact that the new warehouse of The Fairbanks Co. will be opened in Toronto on November 15. From this branch it is the intention of The Fairbanks Co. to supply the trade through Western Ontario. A full stock will be carried in Toronto from which city goods will be shipped to all points west of Kingston, and south of the main line of the Canadian Pacific. This action of The Fairbanks Co. is a good indication of the energy and push which is characteristic of them in all business transactions, and also shows that they have received a good share of the increased trade which has come to enterprising houses during the "growing time."

A MODERN EMERY STAND.

The Stouffville Brass & Steel Works, Stouffville, Ont., are manufacturers of an emery stand which, though on the market but a short time, has already won an enviable reputation. In finish and workmanship this machine compares to advantage with any on the market. It is extra heavily built with a solid steel mandrel, and runs in extra long bearings. It is fitted with two speed cone and is suitable to carry two large emery wheels. It is also fitted with an iron table, on which tools can be laid when it is desired to sharpen or grind more than one tool. This is, consequently, a first class machine of durable construction.

NEW BOILERS INSTALLED

The Babcox & Wilcox Co., of London, England, and Glasgow, Scotland, have completed the installation of two new safety water-tube boilers of 500 initial horsepower each at the Winnipeg Street Railway power house. These boilers are of the induced draft type and will furnish steam for the new engine being installed for the generation of electrical energy to supply the recent addition to the plant of the company.

The engines are of the cross compound condensing and vertical condensing types. The vertical engine is now in process of erection and the other will probably be ready for use by the Spring.

The Largest Hydraulic Lift Lock in the World.

THE Hydraulic lift lock on the Trent Canal near Peterborough, Ont., is now almost completed. This lock is a worthy representative of what modern engineering skill can accomplish and is worthy of special attention, not merely because it is the only one of its kind on the American continent, but because it is larger in capacity and in height of lift than anything of its type hitherto attempted. All the locks on the Trent Canal, which is to connect Midland Harbor on Georgian Bay with Lake Ontario at Trenton, with the exception of three, are of ordinary type, and are built entirely of concrete. The hydraulic lock is located in a section of the canal built to overcome the obstructions to navigation

to the other reach, when the box or tank is opened and the vessel departs on its way.

HYDRAULIC POWER APPLIED.

The power required to control the lowering or to accomplish the raising, is obtained by having a similar box connected with the other and balancing it. Each of the boxes is carried on the top of a ram, working in a hydraulic press. The two presses are connected with a pipe containing a valve. One of the presses is filled with water by a force pump, and the box is lifted up by the water pressure from below forcing up the ram.

At the upper reach the gates are opened and the arrangement is such that the water in the box is slightly lower than in

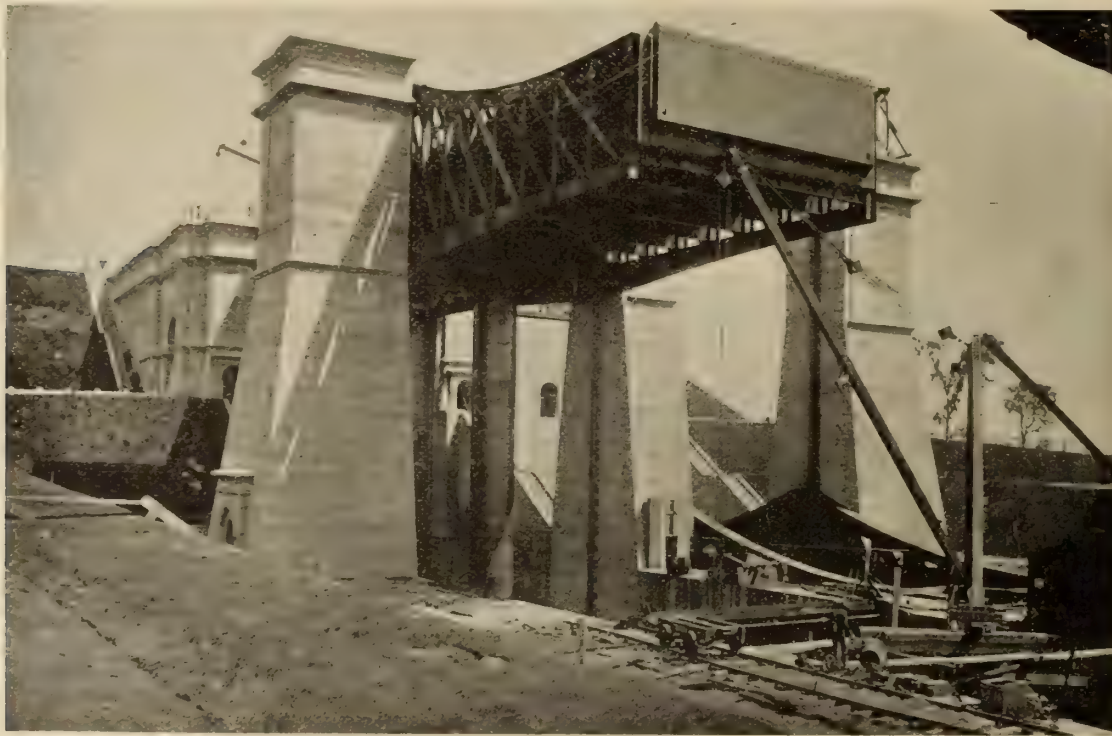
when one box is up the other must be down, their motion and position being controlled by the valve.

It will be readily understood that no difference is experienced when there is a vessel in one of the boxes, since it will displace its own weight of water.

THE CONSTRUCTION OF THE LOCK.

The excavation for the lock was begun in 1896. The foundations in the wells, which are about 80 feet deep, and in which stand the large presses, sustain in round numbers 2,000 tons. These foundations are constructed of blocks of granite, so arranged as to distribute the pressure uniformly over a sufficient area of natural rock.

The cylindrical form of the wells is 16



LIFT LOCK NEAR PETERBOROUGH.

From The National Monthly, Toronto.

found in the Otumbea, where it passes Peterborough. Between lock a difference in height of 65 feet is to be overcome in one lockage.

The hydraulic lift lock is theoretically an automatic machine, and is devised to take the place of the ordinary lock, where great differences in elevation are found in a comparatively short distance. With the contrivance involved a lockage is performed by the vessel floating into a box or tank of water, which can be shut off from the adjacent reach. The box or lock chamber, with the water and the floating vessel, is then raised or lowered

the reach, and, consequently, water flows in until the level is the same. Then, when the gates have been closed, that box is heavier than the one at the lower reach, since it contains more water, and when the valve in the pipe connecting the two presses is opened, the lighter box naturally rises. Upon reaching the upper reach it gets more water in the same way as the other. Meanwhile, however, the gates of the first box have been opened into the lower reach, and the extra amount of water runs off into the reach. Then when the valve is again opened, the first box rises again and the second lowers. Thus,

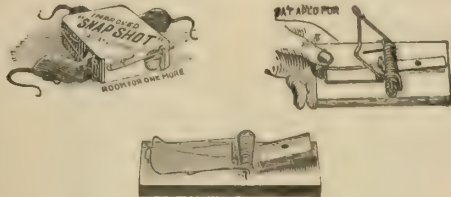
feet, 6 inches in diameter, which has a lining of sufficient thickness to give a diameter of 14 feet, 2 inches. Although these linings are practically water-tight, it is not necessary that they should be so, since the cylinders are kept filled with water by pumps afforded for that purpose.

The substructure of the lock is built entirely of concrete, and contains about 26,000 cubic yards. The substructure consists of a main or breast wall, which serves the purpose of a retaining wall for the upper reach; the side walls, which form retaining walls for the earth along the sides of the lock; the towers, three in

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Everything First-Class.

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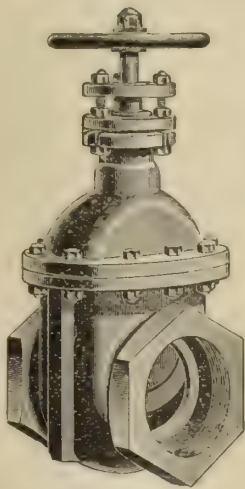
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RAT and MOUSE TRAPS

Strongest Traps Made.

Prices Exactly Right.

CANADIAN AGENTS

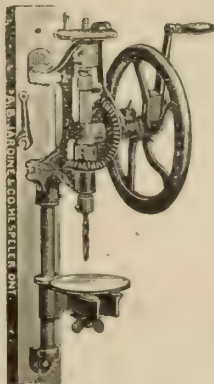
Edwin H. Grenfell & Co., London, Ont.



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VALVES.**

They give
satisfaction
every time,
Catalogue
on application.

The Kerr Engine Co.
LIMITED
Walkerville, Ont.



**Blacksmiths'
Hand
Drills.**

The very
best.

A. B. JARDINE & CO.
HESPELER, ONT.

"Say, Friend,"

your aim should be to start up for yourself.

Why Work

from morn till night for somebody else instead of
pushing a business for yourself and thus reap the full
profit of your labor?

We Will

start men of ability and good character in every
County in the Dominion.

WRITE FOR PARTICULARS TO

The Empire Machine and Metal Stamping Co.
Limited

1012 Yonge St.

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TIME CAN'T WAIT.

Get up early and use

HERCULES BABBITT

and THE CANADA METAL CO. guarantee time will
fill a long way for that box again requires metal

THE CANADA METAL CO., WILLIAM STREET, TORONTO



CAP SCREWS.

SET SCREWS.

Square and Hexagon

COLD PRESSED NUTS

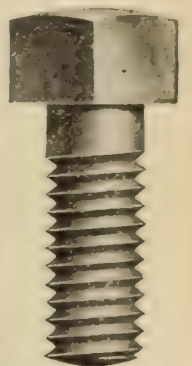
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HEINISCH SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinnors' Snips, etc.



ACKNOWLEDGED THE BEST.

R HEINISCH'S SONS CO.

NEW YORK OFFICE, 158 Chambers St.
NEWARK, N.J., U.S.A.

purpose the study of which is to maintain the lock chambers in their vertical position and the lower gate ways, which fill the lower reach. All the walls form deep pits into which the metal lock chambers descend.

In the main wall, which is 40 feet in thickness and 80 feet high, is a chamber, which is called the pumproom. In this room are installed the turbines and the pumps. Access to this room from the roadway, which goes right through the main wall in a longitudinal direction, is provided for by a passageway and staircase in the solid concrete.

The towers are situated in the same transverse line as the two wells. The height of each of these is about 100 feet. The lower gateways extend from the rock to the top of the side walls, and are formed to accommodate the steel gates which close the ends of the lower reach. In the centre between the gates is a small chamber which contains the hydraulic engine used to operate the gates.

The cement used in the construction of the substructure was of the best quality of Portland, 95 per cent. of that used being of Canadian manufacture, and the remainder German Portland.

ERECTION OF THE SUPERSTRUCTURE.

The superstructure of the lock was commenced in 1898, under the contract of The Dominion Bridge Co., of Montreal. The different important parts of the superstructure are the lock chambers, the guides, the gates, and their operating machinery, and the auxiliary mechanical plant.

The lock chambers are 139 feet long and 23 feet wide, with a free board of 9 feet, 10 inches, these chambers being twice as large as those in any lock previously built. The load of water which each of these chambers contains is about 1,700 tons, and this is the maximum load which is necessary to provide for, since, as was before stated, when a vessel is floating in the chamber it is merely a question of displacement. The trusses which carry the load of the chambers are double cantilevers. They are simple, and no provision has been made for alternate stresses in any of the members, since the load is constant and always in the same direction. All the connections are rivetted and stiff. The plating of the chambers is steel, in the lower part $\frac{1}{2}$ in. thick, with $\frac{5}{16}$ in. along the side. The rivetting of the plating is put in the same way as for boiler work, and all the edges of the splice plates are calked by the concave method.

The guides, which are required to overcome the teetering tendency, are placed at the centre of the trusses, at the sides and at the upstream end. The central and most important guides are placed on the

line of the top and bottom chords and connect with the towers.

UNIQUE OPERATING MACHINERY.

The gates and the operating machinery are of a very different type from anything that has been before employed for this purpose. In the European locks it has been the custom to hang and raise them vertically, but since the gates of this lock are of a necessity twice the length of the European ones, it did not seem desirable to operate them in the old manner. Instead the gates are hinged along the length of their lower edges, and are arranged so that they will fall flat above the bottom of the gate-recesses. The reach gate is controlled directly by a small three-cylinder hydraulic engine, and the chamber gate is automatically connected with it. The gates themselves are of steel throughout, and, in order to render them less cumbersome in handling, the space between the vertical beams is taken up by light, water-tight, galvanized iron boilers. The buoyancy gained by the use of these boilers will make the gate so that it can be readily maintained in any desired position. Water-tightness is ensured within the gates and chambers, or reaches, by means of a rubber air tube fastened along the sides and bottom of the frame, against which the gate closes.

The immense presses which constitute the key, so to speak, of the whole mechanism, also differ materially from anything before constructed. The rams have an external diameter of 90 inches, and the inside diameter of the presses is $92\frac{1}{2}$ inches, giving a clear space of $1\frac{1}{4}$ inches all round the ram. The rams are built of cast iron, made up in sections. Instead of cast iron sections being used in the construction of the presses, a special kind of steel castings, the product of some of the large steel casting manufacturers in the United States, was adopted, since cast iron at such high pressure has been found in previous hydraulic presses to be unreliable in tension. The tops of the presses are finished with a stuffing box of rectangular form, filled with braided hemp, tightened down by means of a steel gland. It has been found that the hemp packing is kept quite tight under a pressure of 1,200 pounds per square inch.

The method of connecting the two presses with a pipe is different to any employed before. The pipe is made of steel castings 1 inch in thickness. Midway between the two presses and below the central tower is the main valve before mentioned. Besides the main valve, there are two auxiliary valves, which are closed or opened automatically by the lock itself during its motion. These valves are to guard against possible accident.

As was before stated, the hydraulic lock is theoretically automatic, but it is quite evident that certain leakage about the glands of the main presses cannot be avoided. For this reason it is necessary that some

SUPPLY OF WATER UNDER PRESSURE.

always be maintained ready for use. In one of the side towers is an accumulator for that purpose. The accumulator consists of a cylinder in which a ram works, the ram carrying a weight which may be increased or diminished as different pressures in the presses are required. The supply of water for the accumulator is received from a pressure pump located in the pump room. The accumulator is built after the same manner as the presses. The gates and the capstans for towing vessels in and out of the chambers, are operated by the water pressure in this accumulator. The Brotherhood three-cylinder hydraulic engines being used to operate the gates, and the hydraulic capstans, were manufactured by The Hydraulic Engineering Co., Chester, Eng.

The pumps in the pump-room before referred to are built in the most substantial manner, having bronze pistons, and piston rods, and bronze lined cylinders. They are directly connected to the turbines by which they are driven. The turbines derive their power from the 65 foot head of the upper reach, the water being taken in through a screen at the side of the reach and led down a penstock to the pump room, where it is discharged into two draft tubes, and thence to the lower reach by way of a culvert. Each of the turbines is 16 inches in diameter, and is of the "Crocker" type. The dynamo is situated in the centre of the pump-room, and is belted directly to one of the turbines.

ONLY THREE MEN FOR OPERATION.

The operation of the lock will require three men, the lockmaster and two gate men. The lockmaster will control the operating of the lock from his cabin, situated at the top of the central tower. The levers for controlling the gates, water tight joints, capstans, and all parts of the apparatus, will be interlocked so that none of them can be moved out of proper order, thus guarding against possible accident, and giving the lockmaster complete and sure control over the entire mechanism of the lock.

The Clifton Natural Gas Co., Limited, has been organized with a capitalization of \$40,000 and head office at Niagara Falls, to supply Niagara Falls and adjacent territory with natural gas for manufacturing and domestic purposes.

ARE YOU LOOKING FOR MORE BUSINESS?

If so you will get on the right track by writing for details of our line of pulleys, shafting, hangers and other Dodge power transmission appliances which are meeting daily demand in your vicinity and which will enable you to build up a permanent and profitable trade.

The Dodge Mfg. Co., of Toronto,
Limited.

TORONTO, ONT.

The Auer Gas Lamp

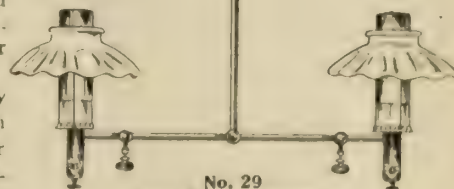
"Turns night-time
into day-time."

New Models. Lower Prices.

Would you buy a lamp which
doesn't smell or smoke?

Would you buy a lamp which
will save you
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coal oil?

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a lamp which
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No. 29
200 Candle Power.

Would you buy a lamp which you can return, for full price,
if you don't like it?

That's the kind of a lamp we make.

EVERY LAMP GUARANTEED

Write for our Catalogue and Discounts.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

TO SUPERSEDE EMERY

CRAIG MINE

CRYSTAL CORUNDUM



ABRASIVE CATECHISM.

NOT ADULTERATED WITH EMERY.

Q.—Why does emery cut?

A.—Because it contains 30 per cent. of corundum.

Q.—Why does CRAIG MINE CRYSTAL CORUNDUM do three times as much cutting as emery?

A.—Because it is 98 per cent. corundum?

Q.—Why does emery rub and burn and draw the temper of steel?

A.—Because it contains 70 per cent. of non-cutting substances, such as oxide of iron, combined alumina, etc.
(Try it with a magnet and see for yourself).

Q.—Why does CRAIG MINE CRYSTAL CORUNDUM cut cold and fast?

A.—Because it is free from emery and other impurities.

Q.—Why did people buy emery as an abrasive, since it is over two-thirds non-abrasive or waste?

A.—Because they could not get any quantity of corundum until CRAIG MINE CRYSTAL CORUNDUM was put on the market.

Q.—Is there a large quantity of CRAIG MINE CRYSTAL CORUNDUM?

A.—Yes; Craig Mine Mountain is estimated (Ontario Government Report, Bureau of Mines, Vol. 7, Part 3), to have in sight several millions of tons of merchantable corundum.

Q.—Then CRAIG MINE CRYSTAL CORUNDUM is displacing emery?

A.—Yes; every manufacturer of abrasive wheels in Canada has contracted for 21 years to use it exclusively, and it has been adopted by almost every abrasive wheel maker in the United States

Q.—Where can CRAIG MINE CRYSTAL CORUNDUM be obtained?

A.—From the sole producers of grain corundum in Canada.

NOT ADULTERATED WITH EMERY.

The Canada Corundum Co., Limited, Toronto, Canada

Note: Craig Mine Crystal Corundum grains are numbered as follows: 12, 14, 16, 20, 24, 30, 36, 40, 54, 60, 70, 80, 90, 100, 120, 150, 200.

IMPRESSIONS OF THE GREAT WEST

Gathered During a Transcontinental Tour with the Canadian Manufacturers' Association.

By W. L. E.

It seems impossible that one could visit Calgary without carrying away a favorable impression of it. Surrounded by the rolling prairie and the rushing Bow and Elbow rivers, with the snow-capped Rockies seemingly only a few hours walk to the west, Calgary, while not like a city upon a hill, is indeed prettily situated. The day before we had spent amid rain and mud, and Calgary looked doubly pleasing in the bright sunshine which was beaming upon her on the morning that our train steamed in from the north. "Calgary looks like a smiling maiden one would like to embrace," I remarked to a bachelor friend of mine. "That's so," he replied, "but I would

and means are being devised for making it so. One thing that interested us during our brief stay in Calgary was the number of Indians mounted on ponies that we saw on the streets of the town. We never saw as many Indians in one place during the whole of our journey. They were small in stature and lacking in intelligence, but they were always active in getting out of the way of the kodak fiend, "one of whom I am which."

...

When crossing the prairie, by train at any rate, one does not see the bleached bones of the buffalo that the guide book so vividly describes. But while the trans-continental traveller does not see bones, flesh or hides of the buffalo, there are not wanting evidences of the day when that lordly monarch roamed the prairie. These evidences are the buffalo trails and buffalo wallows, which are to be seen in every direction. These trails are pathways, not at most more than a foot wide and two or three inches deep. But though no buffalo has trod them for a score of years they were trod so well that time has not effaced them. And the traveller on the swiftly-moving train has no difficulty, after they have once been pointed out to him, in discerning them as they cross and recross each other like a huge piece of network over the prairie leading to and from water-ways. The wallows, the half-moon shape indentations which the buffalos had made in the prairie while in the act of rubbing off in the Spring their Winter garments, covered the prairie everywhere. To-day, where a couple of decades ago were to be seen herds of buffalo which for number could not be counted, are scattered herds of healthy-looking cattle, fattening themselves for the markets of Eastern Canada and Great Britain. Occasionally one finds an odd steer or so chewing its cud in the wallow which some industrious buffalo had formed in the prairie surface probably a generation or more ago. And thus is the old giving place to the new throughout the Great West. Many thousand cattle now reign where buffalo roamed, and by and by, as the Great West becomes more thickly populated, domestic cattle will exceed in number the wild buffalo that once held sway on the prairie, providing the Indian with his meat and a good deal of the material which contributed to the comforts of his home, such as it was. In some parts of

the Great West, however, ranching has reached its limit. This is not due to any falling off in the possibilities of the country, but due to the fact that as the Northwest becomes more settled individual farms become more numerous and the agricultural industry is not confined to raising live stock. As one husky-looking man in McLeod remarked to a couple of us who were conversing with him: "You don't see much ranching after barb wire fences begin to be put up." Besides cattle, one when crossing the prairie frequently sees droves of horses, which temporarily stop feeding as the train approaches, and gallop off with tails elevated and mairs flowing in the breezy prairie air. The horses which one sees grazing on the prairies are fine, substantial-looking animals as a rule, much more in fact than I had expected



A Group from C of B

rather embrace a smiling maiden." Calgary has excellent stone quarries in her vicinity and these have been well utilized in the erection of the business blocks which adorn the main streets. The interiors of the stores, as well as the exteriors, are attractive, and would not suffer by comparison with those in any city in Ontario or Quebec. Like all western towns, Calgary is ambitious and the members of our party were well supplied with literature to assure us of the great possibilities that are in store for the busy little place. The people of Calgary are people who act. At present they are possessed with the idea that their town is favorably situated as a wholesale point for distributing merchandise, and ways



Excursionists Buying Out Hamelin Bros.' Store at Napinka, Man.

to see. Twice a year the cattle and horses which range the prairie are rounded up and branded; and the animal which hereafter bears his owner's peculiar mark is as safe as though he were cooped up in a narrow field in Eastern Canada. . . .

Writing about buffalos calls to my mind the fact that the buffalo is not exactly as extinct on the plain as a short time ago he was supposed to be. It has been learned within a comparatively recent period that away up north on the Lone Lands is a herd of about 350. While in Edmonton I met a trader from the far north who is well acquainted with this herd. At any rate he sees it at least once a year. "But," said he, in reply to a question of mine, "the number seems to keep about the same. The wolves kill the calves and that prevents the herd from multiplying as it otherwise no doubt would."

(To be continued).

OUR TRADE MARK **AUER LIGHT MANTLES** LONGEST LIFE & BRIGHTEST OUR TRADE MARK

Our Chief Business



is making mantles that last the longest and give the most light. **A** is indelibly branded on the best mantles made.

Our factory is equipped with up-to-date appliances; our output is the largest; our goods the most reliable—We use nickel steel wire supports.

We handle other goods, in such quantities that we can quote you lower prices than you can import them for. No charge for cases or packing.





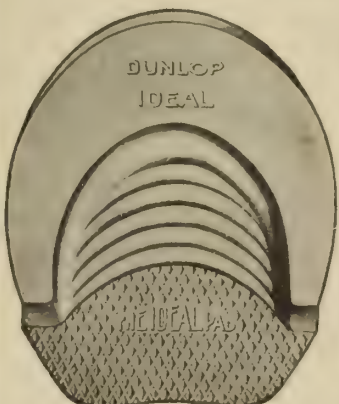
Write for our quotations on:

HIGH GALLERIES	} Best Quality
LOW GALLERIES	
LOW GALLERIES	} 2nd Quality
STRAIGHT CHIMNEYS	
BARREL	}
MICA	
MICA CANOPIES	
OPAL SHADES	PEAR GLOBES
APPLE GLOBES	SUNDRIES



AUER LIGHT CO., - MONTREAL.

Plainness Talks . . .




Any article with a good, plain purpose talks for itself and allows the merchant to save his breath.

DUNLOP

Improved "Ideal" Horseshoe Pads

need neither introduction nor explanation. They are a necessary supplement to the iron horseshoe and the time is fast coming when every owner of a horse will adopt these pads as a means of prolonging its working life.

"Ideal" Pads to prevent balling in winter time, and to save the horse in slippery places.



THE DUNLOP TIRE CO., Limited,
TORONTO, CANADA.

Agencies: Montreal, St. John, Winnipeg, Vancouver.

Weather Strips

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IN TWELVE FEET LENGTHS



NO. 1—FOR LOWER SASH OF WINDOWS.

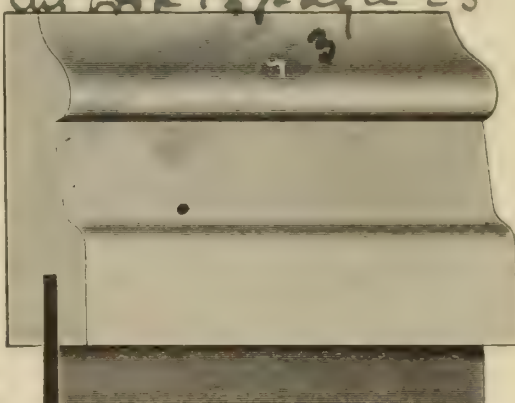


NO. 1 1/2—FOR SIDES AND TOPS OF DOORS.



NO. 4—FOR BOTTOM OF LIGHT DOORS.

all as James ordered Perth all cut for 12 page 45



NO. 7—FOR BOTTOM OF HEAVY DOORS.

Caverhill, Learmont & Co.

St. Peter St., MONTREAL.

STOVES AND TINWARE

A NEW FOUNDRY FOR MONTREAL.

FRESH evidence that this is Canada's "growing time" is to be seen in the large new foundry now being erected on Mill street, Montreal, by The Record Foundry & Machine Co., of Moncton, N.B. As our readers cannot fail to be aware, this is one of the oldest foundry concerns in Canada, but although they have for years had their selling agents in Montreal, it was not until 1903 that it was decided to manufacture in that city.

The history of The Record Foundry & Machine Co. is a story of steady progress, a story of a steady growth without any "boom" or any serious set-back. When the energetic Peters brothers bought the business in 1882 it had been carried on for 30 years in a quiet unostentatious way by Charles B. Record, by whom it was founded, and from whom it has received its name. Mr. Record never aimed at doing more than to supply the local demand, but the care which he took to turn out only first-class goods made a reputation for the Record stoves and laid the foundation for a large and successful business in years to come.

Twenty-one years ago there was little capital in the Maritime Provinces invested in manufactures and it required great confidence in the future of the country and no little foresight to induce men of means to devote their capital and energies to manufacturing industries of any kind. Such foresight, combined with very considerable business ability, the Peters brothers possessed, as is evidenced by the steady growth of The Record Foundry & Machine Co.

For the first few years after taking over the business they devoted all their energies to developing their trade in the Maritime Provinces. Their efforts met with good success, and the trade was then extended to the Province of Quebec. Finally Montreal and Toronto were invaded and through their sales agents at these points they developed a very considerable trade. By studying the requirements of their customers and giving them improvements even in their favorite lines The Record Foundry & Machine Co. have established themselves in the Provinces of Quebec and Ontario.

All this time great extensions have been made at the Moncton works, which now

cover three acres of ground, the plant having been doubled in 1901. Twenty years ago employment was given only to 35 men, whereas 400 men are now employed the whole year through at these Moncton works. But notwithstanding these enlargements it has been found difficult to meet the increasing demands from territory already worked, and absolutely impossible to touch the trade in the Northwest. Under these circumstances it was decided to establish at Montreal another foundry which will give employment to 400 additional men. Mr. Joshua Peters looked over the ground and in spite of inducements offered by other municipalities decided to locate on busy Mill street, Montreal.

The site selected is one of the oldest in the city. Here stood one of the earliest and most prominent machine shops in Montreal. To this property belongs the first water power on the canal ever granted to any firm or individual, and it was from the Government that the property was first acquired by The St. Lawrence Engine Co. From this company the property passed into the possession of The Malleable Iron Co., from whom it was acquired by the present owners.

For a manufacturing establishment of the kind, the site is an ideal one. The plot extends from the canal on the north side to the harbor front on the south, and it is divided into two parts by Mill street. So far, building operations have been carried on only in the northern part, but new buildings are to be erected in the Spring on the property across the street, acquired from The Sparham Fireproof Roofing Cement Co. On the canal, the company have a frontage of 200 feet which will give them every facility for shipping and unshipping goods and supplies directly to and from inland vessels, while they have also a frontage of 200 feet opposite the new high level wharf which the Harbor Board are constructing. As is well known to Montreal business men, a system of tracks is to be laid along this portion of the harbor front to which all railways will have access. The shipping facilities are, therefore, unsurpassed.

On the north side of Mill street has been erected a large four-storey, red brick building of substantial appearance which

is intended to be used as a finishing shop. This is now almost completed and the machinery is being put in position. Facing the canal is also a large moulding shop which should afford every facility for first class work, while between the two and connecting directly with each is the mill room and cleaning shop. On the south side of the street almost an exact counterpart of the present plant will be commenced in the Spring. The whole property purchased by Mr. Peters embraces over 60,000 square feet and has a valuable water privilege from the canal capable of developing 200 horse power.

As noted above, it is the intention of the company to invade the Northwest with goods manufactured at Montreal. Whether they will be content to confine their energies to the Canadian trade, time alone will tell. A good export trade might easily be developed. In 1901, the company sent an exhibit to the Paris Exposition and the merits of their kitchen range secured for them a first prize. Inquiries were received from numerous European agencies all of which were anxious to handle this company's stoves and ranges, but as it was difficult to supply the home demand only a few small shipments were made to Europe.

The Record Foundry & Machine Co. have now a capital of \$1,000,000, of which \$800,000 is paid up. The president is A. E. Peters, of Moncton, N.B., and Joshua Peters, the manager of the Montreal branch, is treasurer.

CHOOSING A FOUNDRY CUPOLA.

A common cupola of good height, with single or double rows of tuyeres, and blast regulated to suit the nature of the melting being done, will produce good results. Ireland's cupolas gave the best results a generation ago because they were tall, and height utilizes the heat to the best advantage. Belts of tuyeres, and double rows of tuyeres are better than two or three tuyeres only, because they distribute the blast more equally. Double rows, capable of regulations, permit of melting light or heavy charges at will, and of more rapid melting than a single row, while a receiver is a useful addition to big casts, as tending to a better mixing of the metals. Increasing blast pressure results in more rapid melting; but pressure must also be varied to suit the coke, hard coke requiring more than a softer quality.

"GOOD CHEER" STOVES

OUR NEW STEEL RANGE
The Regal "Good Cheer"
FOR COAL AND WOOD.



FIRST-CLASS IN EVERY RESPECT.

Full Nickel Trimmings, including base sections. Duplex Grate. Spring balanced drop oven door. Asbestos-lined throughout.

Two Sizes—Nos. 9-18 and 9-20, square or with reservoir.

Supplied with water front. High shelf or high closet as desired

IF OUR STEEL RANGE BOOKLET HAS NOT REACHED YOU, WRITE US.

THE JAS. STEWART MFG. CO., LIMITED

WOODSTOCK, Ont., and WINNIPEG, Man.

Business Changes

ONTARIO.

JAMES NELSON & BRO., hardware and wall paper dealers, Windsor, have suffered loss by fire; covered with insurance.

Waderlow Bros., foundry, Leamington, are removing to Windsor.

Pink Bros., agricultural implement dealers, Ottawa, have retired from business.

The assets of the general store business of **J. W. Desjardins**, Plantagenet, are sold.

H. J. F. Lambke, tinware and hardware merchant, Hanover, is giving up business.

John W. James, hardware merchant, Courtright, is advertising his business for sale.

The **Wm. McCann Milling Co.**, Toronto, suffered loss by fire; covered with insurance.

The assets of **A. Kerr & Son**, contractors and agricultural implement dealers, Arnprior, are to be sold.

Andrew Apostle, grocer, Sault Ste. Marie, has assigned to **Count Von Ohlenhausen**.

BRITISH COLUMBIA.

E. T. Johnston, general merchant, Castlegar, has sold out.

QUEBEC.

Hewlett & Johnson, painters, Montreal, have registered.

N. A. Campbell is starting a general store business in Buckingham.

Masson & Dubois, plumbers and roofers, Lachine, have registered.

A. Chouinard, general merchant, Griffin Cove, has effected a compromise.

The assets of the hardware business of **Jos. Martineau**, Montreal, have been sold.

The assets of the general store business of **M. Goldenberg**, Grand Mere, were sold.

The assets of the general store business of **G. A. Biron & Co.**, St. Telephore, are sold.

Beaumont & Gauvin, lumber merchants, Anicette Lorette, have dissolved partnership.

The assets of the general store business of **Jean Simard**, Chicoutimi, will be sold on the 6th inst.

The assets of the general store business of **J. L. Thihaudeau & Co.**, Quebec, were sold on the 3rd inst.

The **East Broughton Lumber Co.**, East Broughton, had their mill destroyed by fire; partially insured.

Wilks & Michaud have been appointed curators to **The Thomas Forrester Co.**, mill supplies, Montreal.

The assets of the general store business of **Joseph Ayotte**, St. Marc des Carrières, were sold on the 4th inst.

Gagnon & Caron have been appointed curators for **C. Lawton Work**, sawmillers, etc., St. Adolphe De Howard.

The stock of the general store business of **L. P. Caron**, St. Michel (Bellechase County), were sold at 32c. on the dollar to **G. Rochette**.

Alex. Desmarteau has been appointed curator to **Damase Parizeau**, lumber merchant, Montreal, and a meeting of the creditors was held on November 3, when it was decided to sell the firm's assets.

MANITOBA AND N.W.T.

N. T. Peuck, planing mill, Ponoka, are removing to Wetaskiwin.

George Kimball, general merchant, Fort Saskatchewan, is selling out.

C. E. Dalman, general merchant, Selkirk West, is consulting creditors.

Creditors are in possession of the general store business of **S. Lebedinsky**, Carman.

A. C. Beach, general merchant, Craven, has sold his implement business to **George Haffner**.

Steinberg Bros., general merchants, Rosenfeld, were burnt out; covered with insurance.

S. A. Grimond, general merchant, Shepard, was burnt out and will not continue the business.

T. A. Hatfield, general merchant, Calgary, suffered loss by fire, but was covered with insurance.

T. Bullock & Son, millers, Swan River, have sold their business to **McFadden Bros. & Clink**, Keewatin.

Thorburn & Sons, Limited, general merchants, Broadview, have sold their business to **J. M. Closson**.

Campbell & Anderson, agricultural implement dealers, Teulon, have been succeeded by **Campbell & Cook**.

Pierre Gerard, miller, St. Jean Baptiste, has been succeeded by **The St. Jean Baptiste Grist Mill & Elevator Co., Limited**.

J. W. Sutherland, of **Sutherland & Blyth**, hardware merchants, Esterhaz, has sold his interest in the business to **James Wilson**.

Hastings & Musgrove, general merchants, Estevan, have dissolved partnership, and **F. J. Musgrove** will continue the business.

A. S. Rosenroll & Co., lumber merchants, Wetaskiwin, will be succeeded by **The Rosenroll Lumber Co., Limited**, on January 1, 1904.

Steinberg Bros., general merchants, Rosenfeld, have assigned to **C. H. Newton**, Winnipeg, and a meeting of the creditors was held on the 5th inst.

NOVA SCOTIA.

Thomas Dunlap, of **Dunlap Bros. & Co., Limited**, wholesale and retail hardware merchants, Amherst, is deceased.

Brick Linings and Castings

Quick! We have them in stock for all makes of stoves. Fire clay in any quantity.

JONES BROS.

Phone
Park 1287

BRACONDALE P.O., ONTARIO.



Wire-Cone Incandescent Toaster

Only perfect Bread Toaster for Gas or Gasoline Stoves. No smoky taste to bread toasted on this toaster. Write for prices.

H.O. Edy, Montreal. **E.T. Wright & Co.**, Hamilton.

HARKINS & WILLIS,

Manufacturers and Inventors, ANN HARBOR, Mich.

This is the time to buy **ASBESTOS, FURNACE CEMENT, STOVE PUTTY and PLASTIC STOVE LINING.**

Put up in all sizes removable cover cans, tubs and barrels. Write for samples and prices.

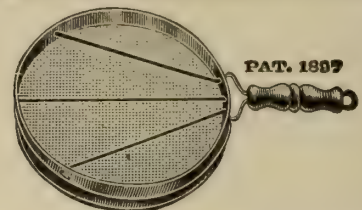
Manufactured by

G. F. Sterne, Brantford.

For Sale by

J. H. Hanson, Montreal

Batty Stove and Hardware Co., Toronto



PAT. 1887

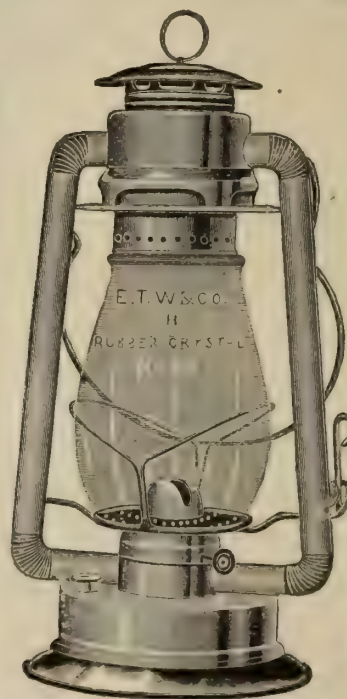
The FAIRGRIEVE GAS TOASTER

Retails at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.

THE FAIRGRIEVE MAN'G. CO.,

295 COLLEGE ST., TORONTO.

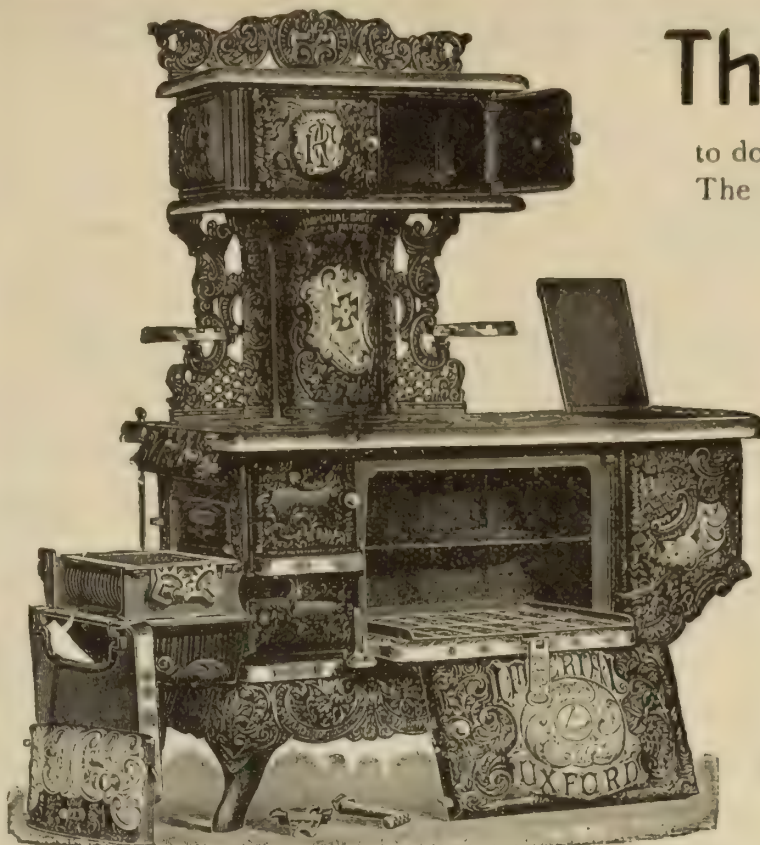
U. S. Branch: 289 Jefferson Ave., DETROIT.



When placing your order for **WRIGHT'S Cold Blast Lantern**, which is the only genuine Cold Blast Lantern made. They are the best, and we will guarantee prices against all other makers for this season and for next.

E. T. Wright & Co., Manufacturers, Hamilton and Montreal.

Persons addressing advertisers will kindly mention having seen their advertisement in **Hardware and Metal.**



The Only Way

to do good business is to sell reliable goods.
The purchaser takes your word and holds
you responsible for what you sell.

If you supply your customers
with the

Imperial Oxford Range

they will ever after have a good word
for your store.

The Imperial Oxford Range is the
easiest range on the market to sell.
Why don't you sell it ?

The GURNEY FOUNDRY CO., Limited

TORONTO, WINNIPEG, VANCOUVER.

THE GURNEY-MASSEY CO., Limited, Montreal.

WINSLOW D. JENNINGS

Plumbing, Heating and Lighting, Specifications,
Drawings, and estimates furnished or contracts
made for above work of any description.

1508 BROAD STREET
EITHER PHONE 350.

Sacramento, Ind., May 2d, 1907

United States Register Co.,
Battle Creek, Mich.

Gentlemen:--Your letter of the 4-25 was referred
to me for reply, having assumed control of this part
of the business.

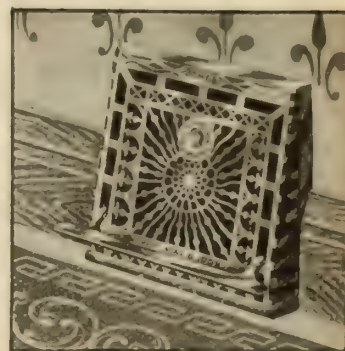
As regards the Jones Registers will say, that I
certainly wish to continue our agency, as I have never
had a register that gave such satisfaction as your goods.

Last season I installed fourteen jobs in which I
used Jones Registers and will say, that for ease in
connecting, capacity of heat area, saving of pipe leads
and fittings, together with the positive heat shut off
the Jones is far in advance of any register on the
market.

I also wish to say, that with your registers a job
can be put into place with a saving of from \$15.00 to
\$25.00, as it does not require as many leads nor
fittings by just half.

Respectfully,

Winslow D. Jennings.



THIS CUT shows the JONES
Register with its interior set
allowing air to circulate between
the rooms of a house, and
to be collected into the best
floor room and the (1st) cap-
acity of the same, due to the
second floor room.

FOLDING COUNTER SEAT.

Never out of the market. Always out of the way.
Warranted not to break or
lose shape. Frame of malleable iron, aluminum or
steel. Seats of oak or maple, mahogany or wal-
nut.

SAMPLE SEAT, sent anywhere in Canada,
safely boxed, charges pre-
paid, for **\$2.00**.

Also see hardware novelties. Send for circular.

NOVELTY MFG. CO.,
237 King St. E., TORONTO

Have you
tried it?

Tried what?

**SELLING
MANTELS.**



This is in your line of business, and it will
pay you.

The Batty Stove & Hardware Co
76 YORK ST., TORONTO.

WINNIPEG WAREHOUSING

COLTART & CAMERON

Will be prepared about Nov. 1st, to receive consignments (large or small) of all kinds
of hardware, etc., for unloading, warehousing, reloading and distributing to all points
in Manitoba and the West.

Our new warehouse on transfer track, (in centre of wholesale district) will be
equipped with every facility for handling goods promptly. We are also prepared to
act as representatives for manufacturers and others. Correspondence solicited.

COLTART & CAMERON,

Manufacturers' Agents
and Warehousemen, 141 and 143 Bannatyne St. East, WINNIPEG.

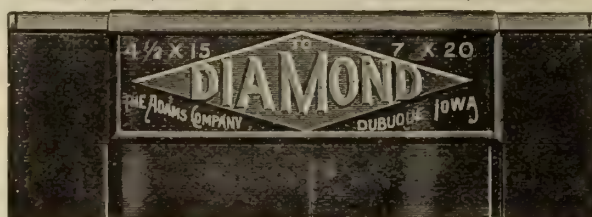
DIAMOND EXTENSION STOVE BACK

They are easily
adjusted and
fitted to a stove
by anyone.

Patented, July 11th, 1893.

Canadian Patent, June 14th, 1894.

Sold by
Jobbers
of - - -



Please your
customers by
supplying them
immediately
with what
they want.

**Hardware
Tinware
and
Stoves.**

EXTENDED.

Manufactured by **THE ADAMS COMPANY**, Dubuque, Iowa, U. S. A.

" " **TAYLOR-FORBES CO**, Limited, Guelph, Ontario.

ESTABLISHED 1860.

INCORPORATED 1895.

Davidson's Milk Can Trimmings for 1904

This demonstrates the popularity of

Davidson's Patent Milk Can Bottoms

You should buy our Milk Cans and Trimmings,
because: our Broad Hoop Bottom has all the advantages
of a seamless bottom without the strain that spinning
entails. The rim is turned in with edge of bottom,
giving double durability and heavy rolled edges that will not tear factory floors nor waggons.

They have no air spaces (which make soldering difficult) but sufficient space is left between bottom
proper and rim to allow body of can to be inserted $\frac{1}{4}$ of an inch, making permanent joint.

Bottoms are thus sweated in with half the solder.

Bottoms are concave, draining to the centre, therefore are easier to wash out.

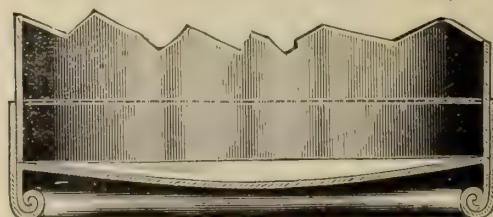
They will not corrode like those which drain to the side. They have flush side handles.

Top bands are "SHOULDERED" and have cut out at joint, making neater and cleaner job in half
time than with old style hoop.

All bands have retinned edges.

For durability, finish and economy in making up, our Trimmings are unqualified.

(See how the Outer Rim and Inner are rolled in.)



SECTION OF BOTTOM.



BROAD HOOP PATTERN.

The Thos. Davidson Mfg. Co., Limited, Montreal.

The Kennedy Hardware Co., Limited,

49 Colborne St., TORONTO.

BOKER'S SKATES.

The following numbers of **Spring** and **Hockey** in stock :

Nos. 5, 10x Heel Cap, 0530 $\frac{1}{4}$, 0535 $\frac{1}{2}$, 692,
1414, 1531, 1632.

LETTER AND 'PHONE ORDERS RECEIVE SPECIAL ATTENTION.

STRICTLY WHOLESALE.

English full
hollow ground.



EVOLUTION IN RAZOR GRINDING.



German
full concaved.

THE AMERICAN DOUBLE HOLLOW.

Have you ever seen a razor too good to be used on your face?

The old-fashioned way to grind a razor was the English full hollow, but it was found that, if ground thick, it was harsh on the face, if very thin it would vibrate or would not shave clean.

About 30 years ago a new style of grinding was invented, the German full concaved; this was found better; it had only one fault, being thick above the edge it cannot easily be kept sharp on a strop, you have to hone it very often. We are making a newly Patented Razor, the American Double Hollow, which has two distinct hollows. This razor, if properly used on a strop, practically never needs honing, because it is so thin above the edge. Try it and you will be more than pleased.

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Rice Lewis & Son, Limited, Toronto.

GEO. W. KORN RAZOR MFG. CO.,

LITTLE VALLEY, N. Y.
U. S. A.



Steel Frame Churn.

DAVID MAXWELL & SONS

ST. MARYS, ONT., CANADA.

"Maxwell Favorite Churn" Lawn Mowers.

PATENTED FEATURES: Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive, and Detachable Driving Link. Improved for season of 1901. Steel or Wood Frame as desired.

High and Low Wheels, from 12 in. to 20 in. widths. Cold Rolled Steel Shafting. Crucible Steel Knives and Cutting Plate.

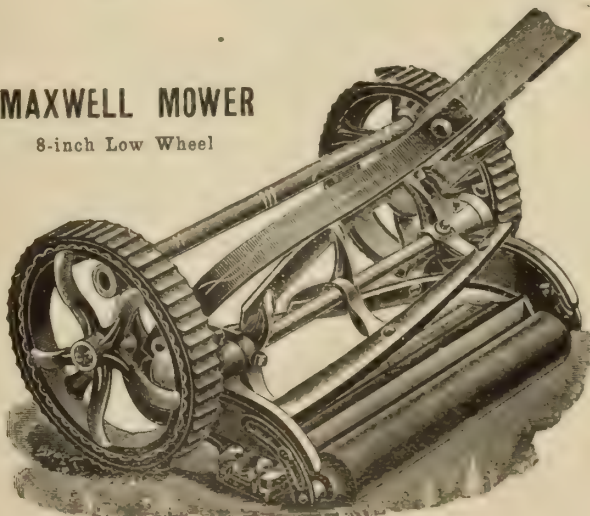
If your Wholesale House does not offer you these articles

SEND DIRECT TO US.

Wheelbarrows. In Four Different Sizes.

MAXWELL MOWER

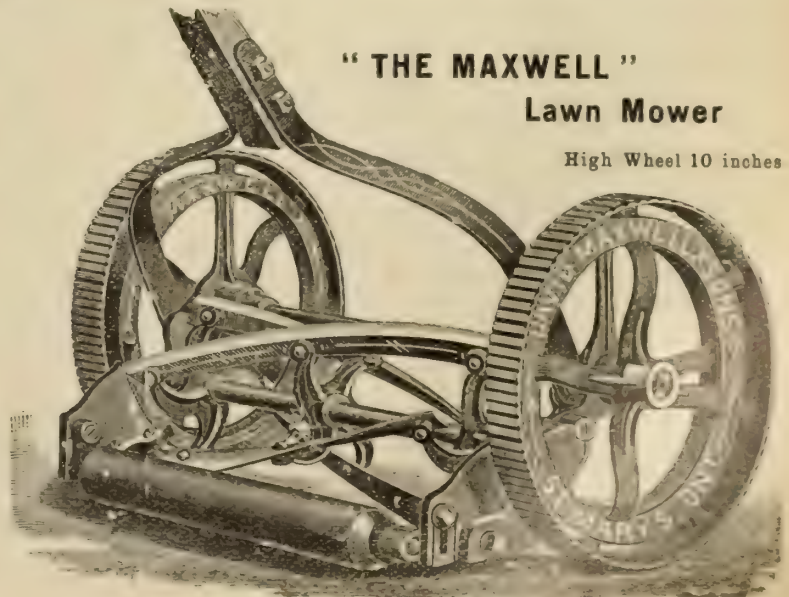
8-inch Low Wheel



"THE MAXWELL"

Lawn Mower

High Wheel 10 inches



The John Bowman Hardware and Coal Co'y

LONDON, ONT.

RETURNED

JUL 15 1904

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Page 28

Ammunition.

Rifles.

Guns.

Revolvers.

Canvas
Goods.



COMPLETE STOCK OF

Guns and Gun Implements

Vulcan Shells Loaded With Empire Powder.
Trap Shells Loaded With Black Powder.
Winchester Shells Loaded With Hazard Powder.
Nobel's Smokeless Powder.
Dupont Smokeless Powder.
Hazard Smokeless Powder.
Full Stock of Black Powder.

Grand Prix
Cases.

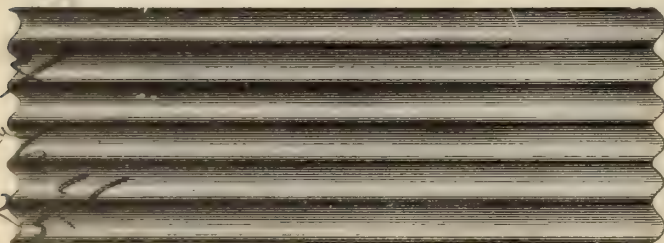
Challenge
Cases.

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Vulcan
Cases.

Leader
Cases.

MAIL ORDERS RECEIVE SPECIAL ATTENTION.



CORRUGATED SHEETS

PAINTED OR GALVANIZED. All sizes and gauges.

Metals

Out of Stock or for Direct Importation.

Galvanized Sheets,
Black Sheets,
Canada Plates,
Tin Plates,

Terne Plates,
Tinned Sheets,
Copper Sheets,
Ingot Tin.

GET OUR PRICES BEFORE BUYING.

The McClary Manufacturing Co.

London, Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B.

"EVERYTHING FOR THE TINSHOP."

HARDWARE AND METAL

President:

JOHN BAYNE MACLEAN,

Montreal.

The MacLean Publishing Co. Limited

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				Telephone Main 1255.
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LOYALTY OF EMPLOYEES.

THE relationship of employer and employe may be looked upon as one either of mutual rights or of mutual duties. The rights are in no danger of being left unasserted. The corresponding duties are not always so readily recognized.

The extent of these duties depends altogether upon the circumstances of the case. In the first place, it is always incumbent upon the employer to recognize the manhood of his employe, while the latter is bound, while he remains in the pay of his employer, to render him due and faithful service. This applies where the relationship is but the remotest cash nexus, where personality counts least, where mutual duties are the simplest.

When, however, the relationship is raised to a higher plane than this, when the employe is taken into the confidence of his employer and is made acquainted with the secrets of the business, a more complex set of duties arise. He has become in a sense a trustee for certain intents and purposes. To betray that confidence, to be false to that trust, is a most dishonorable action and one that should be discountenanced by all respectable men of business. An employe who left one firm to join another in the same line of business

was thus enjoined by his new principal. "You know the secrets of the firm you are leaving. Keep them to yourself. I don't want you to tell them to me. And should you at any time leave here, I shall expect you to treat me in a similar manner."

Such is the proper spirit. An employe who seeks to gain favor with a new employer by betraying the confidence of a former one is but advancing a valid reason for being excluded from any future confidence on the part of his new employer. He has shown himself unworthy of it. A nimble tongue has run many a man's head off.

Business men are always anxious to get employes they can trust. The betrayal of one is not likely to win the confidence of another. There is an idea held by some people that one code of ethics applies to private life and another to business. "That is all very well but it is not business," is a maxim that has been made to glose over no end of contemptible meanness. There is no such distinction. The fox in the business life is a cad in the social world; and the man who betrays a confidence placed in him by his employer is not likely to be any more true to his social obligations.

The employe who hopes to retain his self-respect, to say nothing of the respect of his fellows, will repay the compliment incident to a confidence by showing himself worthy of it.

PERFECTION IN BUSINESS.

HEADS of firms often express their discouragement at the faculty for making mistakes which seems to reside in so many employes. "I have been all my life correcting mistakes," a veteran newspaper man used to say. "I have corrected millions of them in my day, but there are still fools left to keep up the supply." There is probably not a head of a firm now doing business who has not on occasion held the same conviction, with the probable addenda that he alone of all the world was singled out by an inscrutable Providence for affliction by a more than ordinarily exasperating and ubiquitous set of fools.

But he is, without doubt, no more right than the hot-headed patriarch, who said in his wrath that all men were liars. The wonder of it all is that there are not more mistakes. In this highly organized world of ours there is no one of us, not even in private life, who is not absolutely dependent for his daily bread, clothing, fuel and transportation upon countless numbers of his fellowmen, of whom he has not the slightest knowledge, who, in faithful observance of their daily tasks, act as wheels in this great mechanism of civilization, of which we are at once the parts and the product.

If the private individual is so dependent upon his fellow creatures, what can be said of the man in business? The larger the business the greater the number of men in whom he must repose a trust and upon whom he is, by that much, dependent. It is not to be expected that the employe will be more careful than his employer, and when human liability to err and grow slack is considered, it is not to be wondered that there should be mistakes.

But mistakes are costly. They must be rare indeed. In some departments they must not even be possible. What is the remedy? Eternal vigilance on the part of the employer. It is the price of leadership. It is the tribute exacted by success.

BRING IN NEWFOUNDLAND.

NEWS comes from Newfoundland of the formation of a new political party, under the leadership of former Premier Sir William Whiteway and former Attorney-General Donald Morrison. The policy which will be propagated by the new party is that of union with Canada. It will oppose both the present Government and Opposition.

The inclusion of Newfoundland in Confederation is a policy on which, in Canada, business men and politicians of both political faiths have long been at one. It would at once round out our Dominion and facilitate trade with the islands in the Gulf. Here's success to the Confederation movement in Newfoundland.

The United States Steel Corporation have reduced the price of steel billets \$1 per ton, the lower prices going into effect on Thursday.

CUTTING IN WHITE LEAD.

FROM bad to worse has been the course of the white lead market. Cutting on the part of manufacturers and wholesalers has been the order of the day, with the result that prices are being quoted which are utterly beyond the limits of reason. Judging from the price of raw material and the cost of production, \$4.75 would be a low price at Ontario and Quebec points, yet quotations of \$4.50 and even less are reported. Why such cutting prevails is inexplicable. That it should exist is to an equal degree inexcusable.

APPEALS TO BUSINESS MEN.

A UNIQUE and encouraging feature of Mr. Chamberlain's campaign is the business basis he is giving to the discussion of the fiscal problem. Discarding abstract theories, he submits his proposition to business men as a pure matter of business, with no political mystery about it whatever. On one hand there is something to give, on the other something to get. The problem resolves itself into a simple matter of appraisal. Is the object to be gained a desirable one, and if so, is it more desirable than what it is proposed to exchange for it?

Mr. Chamberlain is addressing himself very assiduously to the business men, and his method should appeal to them with great force. **HARDWARE AND METAL** has had occasion to point out that he has been wrong in his estimate of what Canada would be willing to give for a preference on her wheat. Yet we must recognize the strength of his manner of placing his arguments before the country. The trouble with the ordinary free trader or protectionist is that he is an extremist. He has his little pet theory, and he sees things only in the light of that theory. As to the circumstances and conditions which may affect and modify the application of the abstract doctrine he is totally oblivious, and so renders useless or worse economic maxims because he does not have regard to their practical applicability. The consideration of these questions from a broad business standpoint will often cut the knot the politicians strive in vain to undo.

This turn of events is in line with the policy long advocated by this paper.

The brains and experience of business men should be called in to solve questions of this kind instead of leaving them to the tender mercies of professional politicians who are not infrequently quite incapable of appreciating the conditions which govern the matter at issue.

BOLT WORKS WANTED.

A FEATURE of the industrial situation in Canada to-day is the shortage of some lines necessary as materials for manufacturing. One line especially affected is bolts, some sizes of which cannot be secured except by waiting for weeks after orders are placed. Canadian bolt manufacturers have greatly extended their works during the past year or two, but it is evident that either further extensions must be made or new bolt works must be started. The latter is considered by many manufacturers as the inevitable result of the present situation.

THE RETAILER'S RESPONSIBILITY.

THE industrial conditions existing in Canada at the moment place upon the retailer a unique responsibility. A widespread feeling of doubt and hesitancy has influenced manufacturers and wholesale dealers for some months, yet the demand for all lines has been such that factories, instead of reducing their output, as was expected, have been compelled to work full time and with full staffs. Wages have been high, so it is sound argument to maintain that the people of Canada are well able to buy freely during the coming season.

Granting an ability to buy on the part of his customers, the retailer's duty is to persuade him to buy as much as possible. Thus he adds to his own revenue, and at the same time contributes to a continuance of prosperity in the country by keeping manufacturers and labor busy.

Can the retailer materially influence purchasing? Most assuredly, and particularly in the holiday season. By making his store bright and attractive, by earnest advertising, by stocking the class of goods likely to add to his sales, he can interest all his customers and persuade

many to increase their purchases beyond their intentions. "It is up to" the retailer.

THE LONG SESSION.

HARDWARE AND METAL has been a persistent advocate of the policy of sending business men to Parliament. After all, the problems which have to be solved at Ottawa are but questions of business on a large scale, in the solution of which little help is to be expected from the member who, having failed at everything else, has turned professional politician. Who, if not the successful business man, should be called into council in such matters as deciding on a fiscal policy, or the construction of a transcontinental railway?

If, however, future sessions are to equal in length the one just concluded there will be great difficulty in inducing business men to accept parliamentary honors.

The Canadian Magazine in the current number calls attention to this fact and shrewdly urges that the session was designedly spun out by professional politicians for the express purpose of freezing out business men. The article in question is as follows:

It is becoming more and more evident that Canadian business men must lay aside their partisanship and study politics from the business standpoint only. The present long session at Ottawa was designed by professional politicians and grafters to scare business men out of Parliament. These wily individuals desire to keep the business men and independents at home so that the professionals will have entire control of the country's revenues. They know that there are few business men who can afford to spend eight months of the year in Ottawa and that a few eight-month sessions will drive the business men out of Parliament. The attempt should be frustrated. This can only be done by business men using their influence with the newspapers and the electors to frown down this contemptible trickery. The majority of the next House should be business men pledged to shorter sessions—business men of both Conservative and Liberal leanings. The battle must begin in the conventions. These will soon be held all over Canada, and now is the time to plan the reform. The professional politicians, men with no special calling, no visible means of support, should be beaten in the conventions. Only thus can the House of Commons be kept wholesome and efficient. It is a duty which lies upon every merchant and manufacturer in the country.

The suggestion that the politicians be checkmated in their game by returning business men on both sides of the House is quite in line with what we have long advocated and will meet with the approval of the thinking electorate.

The Effects of the Surtax in Montreal.

THE surtax on German goods has now been in operation for over a month, and, with a view to discovering its effects, a **HARDWARE AND METAL** representative interviewed a number of prominent business men, who are in a position to estimate its results.

So many men, so many minds,
Every man in his own way

As will be readily seen from the interviews published below, there are many different opinions on the subject.

DORKEN BROS. & CO., MONTREAL.

As Dorken Bros. & Co. are agents for several cutlery and hardware manufacturers, both in Germany and England, they have exceptional opportunities for observing the effects of the surtax. In conversation with **HARDWARE AND METAL** Mr. H. W. Dorken talked quite freely of the present situation.

"Is the consumer paying the surtax on German cutlery?" asked **HARDWARE AND METAL**.

"Certainly, he is paying it," replied Mr. Dorken. "Only one German firm which I represent have reduced their prices, and their reason for doing so is that they have not been long enough on the Canadian market to be well established here. No other firms have made any reductions. In fact, it would not be possible for them to do so, for the competition among the different German cutlery manufacturers is so keen that they are already quoting their lowest possible figures. They can't afford to meet the surtax by a reduction."

"Has there been any slackening in the demand for German cutlery?"

"Not yet, but perhaps it is too soon to speak with confidence. However, I do not think that the German trade will suffer at all. The German cutlery is now well established, and people will have it, no matter what the cost."

"Is there no possibility of the English makers supplanting the German on our market?"

"No, I do not think there is. There are very few lines of German cutlery which come into competition with either English or American goods. The German specialties are razors, scissors and pocket knives, while the English manufacturers lead all their competitors in table knives, carvers, butcher knives, etc. Broadly speaking, the English and German cutlery manufacturers do not come into competition on the Canadian market."

"Is this due, as is sometimes alleged, to the slowness of the British manufacturer to adopt new ideas and change the style of his goods to meet the demands of new markets?"

"Most decidedly not. So far as my experience goes, the English manufacturer is just as ready as any other to adapt his

goods to meet new requirements. In my opinion, this talk about the British manufacturer being slow is all nonsense. The Sheffield manufacturers do not compete with the Germans in these goods simply because they haven't enough skilled labor to produce them."

MR. F. O. LEWIS.

"There is one thing which The Toronto Globe forgot," said Mr. F. O. Lewis, of Lewis Bros. & Co., Montreal, when shown The Globe surtax interviews and asked his opinion on the subject, "and that is that, while in some instances the consumer may now be paying the surtax, in the end the German trade will be driven into other channels, English, American and Canadian. If the German manufacturer does not reduce his prices to meet the surtax he will curtail his trade. I could instance many lines of goods, formerly imported from Germany, which are now, owing to our tariff, being manufactured in Canada. The increased protection afforded by the surtax will benefit the Canadian manufacturer, and as it gives the British manufacturer a more substantial preference in our markets he should capture some German trade."

"I might mention the trade in tools as an example of what I mean. This trade at one time belonged to the American and English manufacturers. The Germans copied the American makes, and their cheap labor made them formidable competitors, although the Americans with their improved machinery ran them very close. But the surtax will now result in diverting the tool trade very largely to American and English firms. It should also encourage the manufacture of tools in Canada."

"What about cutlery, Mr. Lewis?" asked THE **HARDWARE AND METAL** representative.

"The German trade will suffer and the English will make a corresponding gain. The two countries are competitors in all except the cheaper grades, which the English have left to the Germans as they have all they can do at present to supply the demand for the more expensive goods. There has been a market in Canada for both English and German cutlery, but the surtax will undoubtedly affect the sales of the latter in favor of the former under present conditions."

ANOTHER MONTREAL JOBBER.

A **HARDWARE AND METAL** representative interviewed another prominent Montreal jobber who talked quite freely on the subject.

"Here is a young man who wants to know who pays the surtax," said he to another member of the firm. "Why, who could pay it but the consumer?"

"Is there no chance of German trade being captured by the English?" asked **HARDWARE AND METAL**.

"None whatever; the Germans have established themselves in the Canadian market, and they are not to be driven out. We have advanced our prices on their goods to the extent of the surtax, and other houses are doing the same. We have just given an order for 1904 delivery of German goods. The consumer will have to pay the extra duty."

"The English manufacturers are too slow," added the other member of the firm. "They will not make the kind of goods we want."

MR. JAMES DAVIDSON.

Mr. James Davidson, of The Thomas Davidson Mfg. Co., when asked by a **HARDWARE AND METAL** representative for his opinion on the surtax, made the following statement:

"The surtax imposed by Canada on goods of German manufacture seems to be generally discussed in connection with the preference to goods of British manufacture and protection to goods of Canadian manufacture. Do Canadians pay the surtax? Only to a limited extent, I think, although in some lines of goods it is very likely that they do pay it. The Germans have lost much of their trade to Austria, Belgium and France, and have already been selling their goods cheaper in Canada and other foreign markets than they sell them at home. As their prices were already very low in some lines of goods, there was not much room for reduction in price, and hence for certain goods it is likely that Canada does pay the surtax. But what of that? It goes to the revenue of the country, and shows, moreover, that there is room for higher duties without stopping the imports, as some profess to fear. It is too soon yet for Canadian manufacturers to produce goods here to take the place of the German imports. It will take considerable time, but it is bound to come."

"I believe the surtax shows that the duties imposed by Canada are, as a rule, too low. We have to compete with the United States for labor, and in order to get the proper men and retain our immigrants here we must pay as high wages as American manufacturers. We have to compete with Germany, where wages are very low. To compete with cheap foreign labor Canada needs a readjustment of the tariff."

"As to preference to Great Britain, there is no doubt that it has injured some industries, but one of its worst features is the permission to enter foreign goods under it if they are of 25 per cent. British manufacture. How that 25 per cent. is made up in some cases is a mystery. Sometimes it may be a stretch of conscience to have a small amount of British handling and the profit on the goods called the 25 per cent. I believe, if the preference is to be continued that more stringent definition of the mode of manufacture should be insisted upon."

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, November 6, 1903.

HARDWARE.

WINTER freight rates on the railroads go into effect on November 16, and although the present mild weather seems to promise several weeks yet before the close of navigation there has been a big rush of heavy goods for shipment. The rolling mills report orders booked ahead which will keep them running at full pressure until Christmas. Among the wholesale trade there is noticeable a more conservative tendency and the opinion is expressed by leading business men that caution in buying is to be strongly advised just now. This is, no doubt, due to the slight depression now existing in the United States. There is, however, a general feeling that Canada is still on the right side of the wave of prosperity, although due caution may be necessary to navigate safely through 1904. As has been mentioned from time to time in these columns, it is impossible to get cast iron hollow ware from the American manufacturers who are now over a year behind in their orders. In conversation with a leading jobber to-day, "Hardware and Metal" was informed that there is now on the market a new kind of steel-tinned hollow ware which makes a most acceptable substitute. It is a trifle more expensive but is much better value. The lantern manufacturers are now catching up with their orders and the difficulty mentioned before in these columns is now almost over. Prices during the week have been steady in most staple lines and the changes made are of little importance. Carpenters' chalk is a little cheaper. Lamps and lantern burners have been advanced slightly. Combination mop sticks are about 10 per cent. cheaper. "Emigrant" primers are now quoted at \$1.75 per 1,000, which is an advance of 15c.

WIRE NAILS. The volume of business is still exceptionally large. Hurry orders are now being rushed out by boat and rail before November 16. The Northwest is calling for large shipments. As in the case this week with all staples, prices are steady and unchanged. We quote: \$2.10 per keg in carlots, and \$2.45 per keg in small lots f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

CUT NAILS. The above remarks also apply to cut nails, which also continue in good demand, although the quantity sold is, of course, far short of the quantity of wire nails sold. We quote: \$2.45 f.o.b. Montreal; carlots, \$2.10.

PRESSED SPIKES. Large shipments are still being made. The discount is 20 per cent.

FENCE STAPLES. These goods are still in good demand, especially from the northwest where the farmers are now beginning to do considerable fencing

large shipments are going out at the following unchanged prices: \$3 per 100 lb. keg for galvanized, and \$2.80 for bright. 25 and 50 lb. packages, 25c. extra.

HORSE NAILS. Business continues brisk at unchanged prices. Our quotations are: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Counter-sunk" heads, 55 per cent.; "C" brand, 40, 10 and 7½ per cent. off; "Monarch," 50 and 7½ per cent. and "Peerless," 50 per cent.

HORSESHOES.—The demand is still active and little, if any, decline as compared with last week's business, has occurred. The largest orders have come from the Northwest where, as was mentioned last week, Montreal houses are building up a splendid trade. Our quotations are: Iron shoes, light and medium pattern, No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; X.L. steel shoes, new light pattern, sizes 1 to 5, \$5.35; light steel shoes, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05; featherweight, all sizes, 0 to 4, \$5.35; toe weight, all sizes, 1 to 4, \$6.60. Shoes more than one size in a keg, 10c. per keg extra f.o.b. Montreal only.

SLEIGH BELLS.—Business in this line is now very brisk at prices quoted in last issue. We again quote as follows: Back straps, 30c. to \$2 each; body straps, 70c. to \$2.50 each; shaft gongs, 2 bells, 20c.; 3 bells, 35 to 60c.; 4 bells, 55c. to \$3 each; brass team bells, No. 1, \$1.90 per dozen; No. 2, \$2.40 per dozen; No. 3, \$2.70 per dozen; No. 4, \$3.70 per dozen; No. 5, \$4.65 per dozen; York eye bells, No. 10, \$1.35 per dozen; No. 12, \$1.65; No. 14, \$1.90; saddle gongs, \$1.10 to \$3 each.

SKATES.—Wholesale houses report the receipt this week of some good orders for skates, which are now in increasing demand. Prices are firm and unchanged as follows: Halifax pattern, 37c. per pair; nickel-plated, 65c.; ladies' nickel-plated, 55c. to \$1.25; ladies' concave nickel-plated, \$1.45; plain hockey, 27c. to \$1.35; nickel-plated hockey, 60c. to \$2.50; double end hockey, \$1.65 to \$3. Skate straps, 70c. to \$1.35.

HOCKEY STICKS.—The demand is brisk at unchanged prices. Our quotations are as follows: Best second-growth goalkeeper's, \$3.80 per dozen; ash, \$2.70; elm, \$2.18; boys' elm, \$1.10. Regulation pucks, \$1.50 per dozen; boys', \$1.15 per dozen.

FIRE SHOVELS. For fire shovels there is now a fair demand which is expected to improve as the season advances. We quote: No. 70, 30c. per dozen; No. 55, 55 to 82c. per dozen; No. 57, 82c. to \$1.10 per dozen; No. 60, 70 to 88c. per dozen; No. 65, \$1.10 to \$1.23 per dozen; Duplex, No. 7, 96c. per dozen; No. 9, \$1.20 per dozen; No. 11, \$1.54 per dozen.

SNOW SHOVELS. Inquiries for these goods are now coming in quite freely from all parts of the country and the

local jobbing houses are commencing to deliver them. Prices are unchanged as follows: "Habitant," \$2.50 to \$2.75 per dozen; "Victor," 30 per cent. off; steel railroad shovels, 15 per cent. off.

SCREEN WIRE CLOTH. As stated in our last issue, the price for 1904 has been fixed at \$1.42½ per hundred square feet.

GALVANIZED WIRE.—Business is only fair this week. Prices are firm and unchanged. We quote: No. 5, \$3.70; No. 6, 7 and 8, \$3.15; No. 9, \$2.55; No. 10, \$3.20; No. 11, \$3.25; No. 12, \$2.65; No. 13, \$2.75; No. 14, \$3.75. In carlots f.o.b. Cleveland: No. 5, \$2.20; Nos. 6, 7, 8 and 9, \$2.15; No. 10, \$2.20; No. 11, \$2.25; No. 12, \$2.30; No. 13, \$2.40; No. 14, \$2.50. In less than carlots, 12½c. per 100 lb. extra charged.

BARB WIRE.—A number of good orders for 1904 delivery have been received from the Northwest and a few orders for immediate delivery are also reported. We quote: \$2.80 per 100 lb. f.o.b. Montreal, and \$2.55 f.o.b. Cleveland. Carlots of 15 tons, \$2.15 f.o.b. Cleveland.

SMOOTH STEEL WIRE.—For the season of the year, business in general lines is all that could be expected. Hay-baling wire is the line in particular request, but the others are by no means neglected. We quote: Bright and annealed, \$2.50 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, \$2; oiling, 10c.; spring wire, \$1.25; best steel wire, 75c.; bright soft-drawn, 15c.; hay-baling wire, 20 to 25c.

FINE STEEL WIRE.—A fair trade is reported to us this week at unchanged prices. The discount is still 25 per cent., with net extras as follows: 1 and 2-lb. hanks, 25c. per 100 lb.; ½-lb. hanks, 37½c. and 1-lb. hanks, 50c.

BRASS WIRE.—Business is fair at unchanged discount, viz., 60 per cent.

COPPER WIRE.—Business fair; discount 60 per cent.

RIVETS AND BURRS.—These goods continue in very special request, good orders being constantly received from almost all sections of the country supplied by Montreal houses. The discounts remain unchanged as follows: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swede rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS AND NUTS.—As has been noted many times before, the wholesale houses complain that it is impossible to get some sizes of carriage bolts. In lines which can be supplied, business is very brisk and prices continue firm and unchanged. Our quotations are as follows: Common carriage bolts, 50 per cent.; full square carriage, 55; machine, 50 and 5; coach screws, 66 2-3; sleighshoe bolts, 65 and 5; blank bolts, 50 and 5; bolt ends, 50 and 5; plough bolts, 50 and 5;

tire bolts, 67½ per cent, stove bolts, 67½ per cent. Nuts, square, 3½c. per lb. off list; hexagon nuts, 3½c. per lb. off list.

SCREWS. A brisk trade is being done at the following unchanged prices. Round head bright, 82½ per cent.; flat head bright, 87½ per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

SHOT. There is still a fair trade although most of the orders now received are of a sorting nature. Their aggregate makes a fair volume of business. There are no changes. Our quotations are. Ordinary drop shot, A. A. A. to dust, \$6.50 per 100 lb.; chilled, Nos. 1 to 10, \$7 per 100 lb.; buck and seal, \$7.50 per 100 lb.; ball, \$8 per 100 lb. Trade discount 17½ per cent. f.o.b. Montreal, Toronto, Hamilton, London, St. John, N.B., and Halifax.

LANTERNS.—As noted above, manufacturers are now commencing to overtake their orders and they expect to be "out of the woods" in a fortnight. We quote: Lift, hinged or tilt, \$1 to \$1.25 per doz.; cold blast No. 2, \$7 to \$7.50; painted dashboard, \$6.50 to \$6.75; plain dashboard, \$6 to \$6.25; searchlight, \$20 to \$24 doz.; brass cold blast, small, \$9.75 to \$10.

CORDAGE. For the quiet season of the year business is very satisfactory. Some sizes of rope are said to be selling very well. We quote: Pure manila, 14½c.; British pure manila, 12c.; sisal, 11½c.; double lath yarn, 11c.; single lath yarn, 10½c.; Russian tarred spun yarn 13½c.; jute rope, 2-in. in diam. and up-

wards, 9c.; cotton rope, 16½c.; cotton twine, 17 and 20c. for 3 and 4 ply. Cotton bedcord, 90c to \$1.35, according to length.

BUILDING PAPER. General building supplies are in splendid demand just at present, and building paper is no exception to the general rule. We quote: Tarred felt, \$1.85 per 100 lb.; 2 ply ready roofing, 90c. per roll; 3 ply, \$1.15 per roll; carpet felt, \$2.25 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O.K. and I.X.L., 70c. per roll; heavy straw and sheathing, \$35 per ton; slaters' felt, 65c. per roll.

FIREBRICKS. There is very little business in firebricks just at present. Supply houses have good stocks on hand having received some large shipments during October. English are quoted at \$16 to \$22 per 1,000, and Scotch at \$17 to \$22.

CEMENT. Trade is still active at unchanged prices. We quote: Canadian cement, \$1.90 to \$2.25; German, \$2.25 to \$2.40; English, \$2.15 to \$2.25; Belgian, \$1.70 to \$1.95 per bbl. ex store, and American, \$2.20 to \$2.40 ex-cars.

PLUMBING GOODS.

If the large orders being received by the supply houses are any indication the plumbers must be very busy at present and must expect good business during the Winter. All the items quoted below are now in very particular request, lead and iron pipe perhaps being most in demand. A supply man says that the hardware merchants through the country are commencing to handle plumbing goods to a very considerable extent.

LEAD PIPE.—In particularly good demand at present from the plumbing trade. Telegraph orders are now coming in to the supply houses for delivery before the close of navigation. Prices are unchanged, composition and waste selling at 8c. and ordinary at 7c. The discount is 35 per cent.

IRON PIPE.—A number of particularly large orders have been received during the week for immediate shipment and these added to a number of smaller orders make a particularly large volume of business for the week. Prices are firm and unchanged. We quote: Standard pipe, per 100 feet, in lengths under 19 feet — black, 1-in., \$2.30; 1½-in., \$2.30; 2-in., \$2.55; 2½-in., \$2.85; 3-in., \$3.65; 4-in., \$5.20; 4½-in., \$7.35; 5-in., \$8.95; 6-in., \$12.55. Galvanized — 1-in., \$3.20; 1½-in., \$3.45; 2-in., \$3.90; 2½-in., \$5; 3-in., \$7.20; 4-in., \$10.05; 4½-in., \$12.20; 5-in., \$16.85. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, 1-in., \$1.20; 1½-in., \$5.25; 2-in., \$7.55; 2½-in., \$10.55; 3-in., \$12.75; 4-in., \$17.60. Galvanized — 1½-in., \$5.20; 2-in., \$6.65; 2½-in., \$9.55; 3-in., \$13.25; 4-in., \$16; 5-in., \$21.

SOIL PIPE AND FITTINGS.—Business is brisk at unchanged prices. There is nothing of special interest to note. We quote the following discounts. Light soil pipe, 2 to 6-in., 50 and 10 per cent.; medium and extra heavy soil pipe, 2 to 6-in., 60 per cent., and 5 per cent.; extra heavy soil pipe, 8 in., 45 per cent. Light fittings, 2 to 6-in., 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6 in., 60 and 5 per

TINPLATES

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"ALLWAYS"—Best Charcoal.
"CANADA CROWN"—Charcoal.
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All standard brands. Accept no substitute.

A. C. LESLIE & CO.

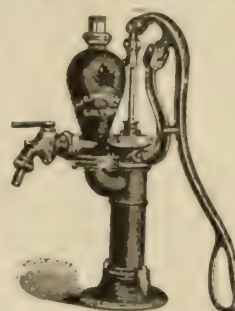
509-512 Merchants Bank Building.

MONTREAL.

YOU CAN DRAW TRADE

—by selling—

McDougall
Pumps



The man who buys a McDougall Pump is sure to be satisfied with it and will come to you for other things.

Send for catalogue.

The R. McDougall Co., Limited
GALT, ONTARIO.

Pig Tin

BOUSTEAD & CO.'S PENANG.
INGOT COPPER
LAKE AND CASTING.

PIG LEAD
SPELTER
ANTIMONY
PIG IRON

ADAM HOPE & CO.
Hamilton, Ont.

NOVA SCOTIA STEEL
& COAL Co., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

OPEN HEARTH STEEL

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required: Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond McCall & Co.

MONTREAL, QUE

or to

Canada Iron Furnace Co.

MIDLAND, ONT.

Limited

—at extra heavy fittings, 8 in., 45 per cent.

SOLDER. A good business has been transacted during the week at unchanged prices. We quote: Wire solder 19c.; bar is.

METALS.

From all points which can be reached by steamer, numerous "rush" orders are now being received. The last boat for a Nova Scotia port had to refuse a great quantity of freight as it had offers for three times its capacity. There are few changes this week. Bar iron is a trifle stronger and changed quotations will be noted below. English cable advices just received tell of a further weakness in tinplates which have declined 1½d. per box. Business here is quiet just now and the weakness on the English market is not apt to affect prices here. Prices of ingot tin are same as last week, but some concessions may be obtained for good round lots. Since our last report ingot copper has pursued its erratic course, having weakened and strengthened within the week. At time of writing quotations are same as last week. In pig iron there is not much doing as winter supplies have been bought.

PIG IRON. As noted above, prices are unchanged and business is quiet. We quote: Summerlee, \$19.50 to \$20; Carron, No. 1, \$21; do, No. 3, \$18.50 to \$19; Mid-lesboro', No. 3, \$17 to \$17.50; Ayer some, No. 1, \$20; do, No. 3, \$19.40.

BAR IRON.—Prices have been reduced 5c. this week. Trade continues brisk and good orders are going out by what may be the last boats. We quote: Merchant's bar, \$1.90; horseshoe iron \$2.15; forged iron, \$2.10.

BLACK SHEETS. Large quantities continue to go out for Fall and Winter requirements. There have been no changes, and we again quote: 28 gauge, \$2.45; 26 gauge, \$2.40; 22 to 24 gauge, \$2.35; 18 to 20 gauge, \$2.30, and 8 to 10 gauge, \$2.40.

GALVANIZED IRON.—Trade continues brisk at unchanged prices. Our quotations are: 28 Queen's Head, \$4.30; Apollo, 10½ oz., \$4.30; Fleur-de-Lis, \$4; Comet, \$4; Bell brand, \$4. In less than case lots 25c. extra.

TINPLATES.—There is little doing on the local market as very few orders are being booked ahead, hence the weakness on the English market is not likely to have any effect on prices here. Cokes are selling at \$4 and charcoals at \$4.25.

INGOT TIN. We quote at 31 to 32c. It is probable that for large orders the price may be shaded below 31c.

TERNE PLATES.—The English market continues weak but prices here are unchanged. We quote at \$6.75 to \$7.

COIL CHAINS.—There have been no changes. Trade is reported brisk at the following quotations: No. 6, 19c.; No. 5, 19c.; No. 4, 18c.; No. 3, 17c.; 1 in., 6½c.; 5 16 in., \$4.90; 2 in., \$4.20; 7 16 in., \$4; 1 in., \$2.90; 9 16 in., \$3.75; 1 in., \$2.60; 1 in., \$3.50; 2 in., \$2.45; and 1 in., \$2.40, with 10c. allowance on carlots.

CANADA PLATES. The weakness on the English markets has not affected prices in Montreal, which are still 52s., \$2.45 to \$2.60; 60s., \$2.60 to \$2.70; 75s., \$2.70 to \$2.75; full polished, \$2.65 and galvanized \$1.15 to \$1.25; galvanized 60, \$1.35 to \$1.45.

STEEL.—Trade is active at unchanged prices. Our quotations are as follows: Sleighshoe, \$2 to \$2.05; tire, \$2.10 to \$2.20; spring, \$2.85 to \$3; reeled machinery, \$2.75 to \$3; toe-calk, \$2.55 to \$2.75; machinery (iron finish), \$2.05; square harrow, \$2.05.

TOOL STEEL.—Prices are unchanged since last issue. Business is fair. Our quotations are as follows: Black Diamond, 8 to 9c.; Sanderson's, 8 to 9c., according to the grade; Jessop's 13c.; Jonas & Colver's, 10 to 20c.; "Air Hardening," 50 to 65c. per lb.; Conqueror, 7½c.

INGOT COPPER.—Since last issue there was a temporary decline but this has been followed by a rally and ingot copper is again quoted at \$14.75.

PIG LEAD.—Demand is good. Prices are firm. We quote at \$3.20 to \$3.30.

SHEET ZINC.—No changes. We quote: Cask lots \$6; smaller quantities \$6.50.

ZINC SPELTER.—No changes. We quote at 6c.

RAW FURS.

This week we publish the revised list of prices on the local market. As predicted in our last issue, there has been a very considerable drop in bear skins, due to the fact that bear is not suitable for the present style of manufactured garments. The decline since March has been about 30 per cent. Fall muskrat has advanced 15 per cent. since January. Otter and marten have declined 15 per cent. since March, while fox and mink have declined 10 per cent. The fine warm weather prevailing for the last few days has interfered somewhat with trade but prospects are good for November and December business. We quote:

BEAVER	Labrador and choice Eastern	Large \$6.00	Medim \$5.00	Small \$2.75	Kitts \$1-1.50	Fall Beav. \$2.00 to \$2.50 per pound.	Spring Beav. \$3.00 to \$3.25 per pound.	
	Territory Rocky Mountains and Western							
	Strictly Prime, or, No. 1	6.00	4.00	2.00	.50-.75			
	Partly Prime, or, No. 2	4.00	3.00	2.00	.50			
	Unprime, or, No. 3	3.00	2.00	.25	.40			
	Flat, weak, or poor, or, No. 4	2.50	.50	.75	.25			
BEAR—Black—Choice only		Large 12.00	Medim 8.00	Small 6.00	4.50	3	4	
" Brown		10.00	6.00	4.00		2.00	1.00	
		1	2	3	4			
BADGER—Of all sections		.50	.25	.10	.05			
		Dark	Brown	Pale		3	4	
FISHER—Eastern and far North-Eastern		7.00	5.50	5.00	3.00	1.75	.50	
Territory and Western		7.60	5.50	3.50	2.00	1.00	.50	
		Large	Small	2	3	4		
FOX—Red—North-Eastern and similar fine bright red kinds		4.00	3.00	1.25	.75	.20		
Territory and Western		4.00	3.00	1.40	.50	.20		
		Dark	Fair	Pale	2	3	4	
" Cross—Value principally as to beauty, also size & richness		15.00	7.00	4.00	2.50	1.50	.50	
" Silver—Eastern and far Northern		125.00	75.00	40.00	20.00	9.00	4.50	
" Pacific Coast, Territory and Western		100.00	50.00	30.00	15.00	5.00	2.50	
		Large	Medim	Small	2	3	4	
LYNX—Far North-Eastern		5.00-8.00	3.4-5.0	2.25	2.00	.75	.25	
Territory and Western		5.00-8.00	3.4-5.0	2.25	2.00	.60	.20	
		Dark	Brown	Pale	2	3	4	
MARTEN—British Columbia, Northern Pacific and similar		7.00	5.00	2.50	1.75	1.00	.25	
" Territory and Western		3.50	2.25	1.50	1.00	.60	.20	
" Quebec and Ontario		3.00-4.00	2.25-3.00	2 to 2.25	1.00	.50	.25	
		Large	Medim	Small	2	3	4	
MINK	Halifax, far North-Eastern and choice	4.00	3.25	2.50	2.25	1.50	.40	
" Territory and Western		1.50-2.00	1.50	1.00	.75	.25	.15-25	
		Spring	Winter	Fall	Kitts			
MUSKRAT—Eastern, best large		.15 to .18	.10 to .15	2 to 7				
Territory and Western		.5 to .10	7	2 to 4				
		Large	Small	2	3	4		
OTTER—Labrador and far North-Eastern		\$10-15	7.00-10	5.00	2.50	2.00	1.00 to \$2.00	
" Territory and Western		6.00	4.50	3.50	2.25	.50	.25 to .50	
		Large	Small	2	3	4		
RACCOON—		.75-1.50	.60-1.00	.33-.65	.25	.15		
Black—Value according to darkness, size and beauty		2.25	2.00	1.00	.50	.25		
		Black	Sh rt	St Long	St White			
SKUNK		.75-1.25	.75	.40-.50	.05-15			
		Dark	Brown	Pale	2	3	4	
WOLVERINE—Value according to darkness, size and beauty		5.00	4.00	2.50	1.50	.75	.25	
CASTOREUM—		\$5.00 to \$6.00 per pound.						

SCRAP METALS.

The only change has been a decline in No. 1 wrought. Our quotations are: Heavy copper and wire, 10½c. per lb.; light copper, 10½c.; heavy red brass, 10c.; heavy yellow, 8½c.; light brass, 5½c.; lead, 2½ to 2½c.; zinc, 2½ to 3c.; iron, No. 1 wrought, \$13 to \$14; machinery

scrap, \$13 to \$15; stove plate, \$12; malleable and steel, \$6; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6 to 6½c. per lb.

HIDES.

Competition among buyers is as fierce as ever and a further advance in lamb-skins is expected. We quote: No. 1 beef hides, 9½c.; No. 2, 8½c.; No. 3, 7½c.; No. 1 bull sheepskins, 77 to 79c.; lambskins, 70 to 75c.; No. 1 calfskins, 11 to 12c.; No. 2, 9 to 9½c.

MONTREAL NOTES.

The Canada Hardware Co., Ltd., Montreal, report the receipt of a large quantity of "Favorite" brand files for which they will be pleased to quote prices.

A. Dussault & Co., of Montreal, are at present handling from two to three carloads of ranges per week and are also doing a good furnace business.

ONTARIO MARKETS.**HARDWARE.**

Toronto, Nov. 6, 1903.

BUSINESS conditions continue most satisfactory and while there is still much talk of "the inevitable depression" one has to have recourse to the imagination to discover it in business conditions at the moment. The fine weather has undoubtedly had the effect of increasing the amount of building operations done in all parts of the country and so has resulted in a greater need for a wide range of goods than would have been the case had the weather been unfavorable. (Generally speaking, stocks

are light, some lines, such as certain sizes of bolts, washers, etc., being easy to sell but hard to get. Some jobbers are already predicting a shortage of skates. Prices throughout are steady, the only cutting reported being in screen doors in the hardware line, and in white lead in paints and oils.

"C"

Horse Nails

Have been "made in Canada" by us for the past 38 years, and have never been surpassed in quality, pattern or durability by any horse nail in the world.

We use only the best material known in the world for making "C" Horse Nails—a special quality of Swedish charcoal steel, which is hot-forged into the desired shape, and finished by special processes used only in our works in Canada.

The "C" horse nails, like other good things, cost a trifle more at first, but their greater durability and other special features make them the best and most economical to buy.

Remember, that for every twenty-five cents a box less than the "C" brand price, it only reduces the cost of the 32 nails used in shoeing a horse one-third of a cent!

If you were getting a horse shod, would you hesitate to pay such a small difference to secure the best horse nails?

You can satisfy your farrier customers best by selling the best horse nails. We ask your kind preference and orders for the "C" brand. All the best hardware stores have them on sale.

Canada
Horse Nail
Company,

MONTREAL.

WIRE.—There is still a good trade in bay-baling wire and a fair business is being turned over in fence wire. Prices are steady.

WIRE NAILS.—Business keeps good, with prices steady. We quote the base price for nails at \$2.50 per keg f.o.b. Toronto.

HORSE NAILS.—Prices are steady. There is a good trade. Our quotations are as follows: "C" brand, oval head, 40 and 10 and 7½ per cent.; on "Monarch," 60 per cent.; "M," "Oval" and "Countersunk" head, 55 per cent.; on "Peerless," 45 and 7½ per cent.

HORSESHOES.—Business has been even larger than last week. Prices are steady. We quote f.o.b. Toronto as follows: Iron shoes, No. 2 and larger, \$3.50; No. 1 and smaller, \$4.05. Steel, new light shoes, No. 2 and larger, \$3.95; No. 1 and smaller, \$4.20. Snow shoes, No. 2 and larger, \$4.05; No. 1 and lighter, \$4.30. If shipped from factory, 15c. less. If assorted, more than one size in a keg, 10c. per keg extra.

SCREWS.—It is stated that manufacturers of some smaller sizes are having trouble in keeping ahead of their orders. Prices are steady. We quote: Flat head bright, 87½ per cent. discount; round head bright, 82½ per cent.; flat head brass, 8 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze, 75 per cent.

RIVETS AND BURRS.—A good trade keeps up at steady prices. Our quotations are as follows: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.

BOLTS AND NUTS.—The demand keeps up, but in some sizes manufacturers are months behind their orders. We quote: Carriage bolts, common (\$1 list), 50 and 10 per cent.; carriage bolts, full square (2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron (\$3 list), 55 and 10 per cent.; machine bolts, all sizes, 50, 5 and 10 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.

CORDAGE.—Some sizes of rope are selling well. Prices are steady as follows: Pure manilla, 14½c.; British pure manilla, 12c.; sisal, 11½c.; double lathvarn, 11½c.; single lathvarn, 11c.; double shinglevarn, 11½c.; single shinglevarn, 11c.; sashcord, 25 to 30c.

CUTLERY.—Sales of cutlery have been large this season and the volume of business is steadily increasing.

WOODENWARE.—An improvement in demand is reported. Our quotations are: Washboards—Victor, \$1.25; Crown, \$1.30; Improved Globe, \$1.45; Standard Globe, \$1.55; Original Solid Globe, \$1.70; Superior solid back, \$1.85; Jubilee, \$1.85; Pony, \$1.05. Tubs—No. 0, \$10.75; No. 1, \$8.50; No. 2, \$7.50; No. 3, \$6.50. Pails—No. 1, 2 hoops, \$1.70; No. 1, 3 hoops, \$1.90.

BUILDING PAPER.—Business was never better. Factories are taxed to their utmost capacity. Prices are easy. We quote: Tarred felt, \$1.85 per 100 lb.; 2-ply ready roofing, 90c. per roll; 3-ply, \$1.15 per roll; carpet felt, \$2.25 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O.K. and I.X.L., 70c. per roll; heavy straw and sheathing, \$35 per ton; slaters' felt, 65c. per roll.

OAKEY'S
'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL

COVERT MFG. CO.
West Troy, N.Y.
Auto Screw Jack
Harness Snaps, Chain, Rope and Web Goods, etc.
FOR SALE BY JOBBERS AT MFRS. PRICE

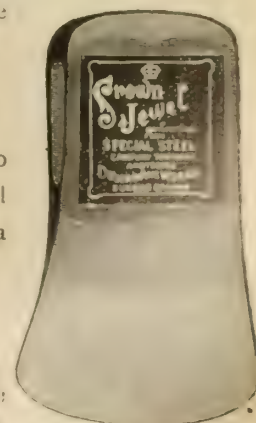
PRIEST'S CLIPPERS
Largest Variety.
Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.

Don't Forget the Name...
NEWMAN'S INVINCIBLE FLOOR SPRINGS
Strong, Quick, Reliable, Effective.
Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.
W. NEWMAN & SONS, Birmingham.

Oneida Community Goods
HALTERS, COW TIES, SNAPS, etc., etc.,
In all sizes and styles. May be had of all jobbers throughout Canada.
Factory—**NIAGARA FALLS, ONT.**

We have made further improvements in our "Crown Jewel" Axe. There is no axe that will sell more readily at a good profit.

Dundas Ave Works,
DUNDAS, ONT.



WHEN YOU WANT FILES

You will make no mistake in ordering either of the following brands, which are Standard Makes, and are Full Weight, made from Selected Steel, by Experienced Workmen and Warranted:

Nicholson

Kearney & Foot

Great Western

Arcade

American

Globe

ALL SIZES.

ALL SHAPES.

ALL CUTS.

FOR SALE BY THE WHOLESALE HARDWARE TRADE THROUGHOUT THE DOMINION OF CANADA.

CEMENT. The trade is phenomenal and will continue so as long as the fine weather lasts. Facilities for transportation are better than last week. We quote Canadian Portland at \$2.05 to \$2.65 Toronto, and \$1.65 to \$1.90 at the works; American Portland, \$2 Toronto.

FIREBRICKS. It is early in the season, but trade promises well. We quote: 28c. to 33c. for English and 30 to 35c. for Scotch.

PLUMBING GOODS.

Wholesale dealers in plumbing goods are still congratulating themselves on the continuance of a demand which has been during the entire Fall season much superior to anything previously experienced at this time of the year. Business has been, in fact, fully as busy as in the Spring. The sale of plumbers' earthenware has been large; the demand for lead and iron pipe, soil pipe and fittings of all kinds has been brisk, but the feature of the market has been the exceptional demand for steam fitters' supplies, particularly for greenhouses and factories. Prices are, if anything, slightly lower than before, but since the reduction a steady tone has dominated the market.

LEAD PIPE.—There is a big trade doing. We quote: Lead 7c.; lead waste pipe 5c.; discount 35 per cent.

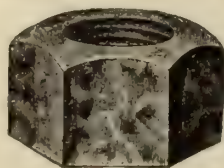
SOIL PIPE AND FITTINGS.—A steady trade is doing at firm prices. Our quotations are: Light soil pipe, 45 and 5 per cent.; light soil pipe fittings, 50 and 5 per cent.; medium and extra heavy pipe and fittings, 55 and 5 per cent.; 7 and 8-in. pipe, 40 and 5 per cent.

IRON PIPE FITTINGS.—Activity in this line continues unabated. We quote discounts as follows: Malleable fittings 45 per cent.; cast iron (not standard), 57½ per cent.; flanges, 52½ per cent.; flanged unions, 52½ per cent.; bushings and plugs, 57½ per cent.; unions, 55 per cent.; nipples, 2 in., 65 per cent.; nipples, 2½ to 6 in. inclusive, 60 per cent.

RANGE BOILERS.—A satisfactory demand is recorded. Prices are steady since the discount on copper boilers was increased to 25 per cent.

BRASS GOODS.—The sale of all brass goods for steam fitters' use is exceptionally large and prices keep firm. The discount on iron cocks has been increased to 60 per cent., except for 2 in., for which it is still 50 per cent.

IRON PIPE.—Prices have been again arranged, 1 in. being increased 10c.



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs
Etc. Cold Punched Nuts of every variety of finish.
INGERSOLL, ONT.

NEW RAILS

Sessenwein Bros.,

103 Shannon St.

.. MONTREAL.

12, 14, 16, 18, 20, 24, 30, 35 and 56 lbs. to
the Yard—carried in STOCK for prompt shipment. TRACK REQUISITES.



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Tegg Bros.

Engraving Co.

5 Jordan St. Toronto.



HALF TONE
ZINC ETCHING
WOOD ENGRAVING
ELECTROTYPING
COMMERCIAL
PHOTOGRAPHING

and other sizes reduced 10 to 15c. We quote f.o.b. Toronto as follows: 1-in., \$3.25; 1½ in., \$2.40; 2 in., \$2.65; 2½ in., \$2.85; 3 in., \$3.65; 4 in., \$5.20; 4½ in., \$7.35; 5 in., \$8.95; 6 in., \$12.55; 8 in., \$20; 10 in., \$23; 12 in., \$30; 14 in., \$36.

METALS

Generally speaking, the demand is satisfactory, yet the disposition to buy only for immediate requirements is still in evidence. There is practically no pig or bar iron coming into the market from foreign countries at the moment as domestic producers are able to meet the demands and are keeping prices low enough to shut out English and United States iron. Prices are easy throughout there being several changes. Copper is ½c. lower; coke tinplates are ½c. down; discount on brass has been put up to 15

per cent., the last quotation being 10 per cent.; lead is ½c. lower; galvanized sheet has been reduced ½c. Other lines show no change.

PIG IRON.—There is still large buying of domestic for immediate consumption, but as there is no buying ahead the production of native iron is large enough to create a surplus and local makers are shading prices to prevent importations. We quote Midland and Hamilton at \$19.35 to \$19.60.

BAR IRON.—Prices are easy, the general quotation being \$1.95 f.o.b. Toronto for extras cut to length while rolling; 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft., 20c. over 20 ft., by special agreement according to length and size.

TOOL STEEL.—A fair trade is doing. Our quotations are as follows:

Hides are $\frac{1}{2}$ c. per lb. lower; sheep skins 10c. each dearer.

WINNIPEG

Barbed wire, 100 lb.	.....	2	15
Plain galvanized.	.....6 to 8	2	15
Plain galvanized.	.....	2	15
"	.....	3	10
"	.....	3	10
"	.....	3	60
"	.....	4	45
"	.....	4	60
Barbed wire, 100 lb.	.....	3	25
Plain twist	.....	3	25
Staples	.....	3	60

Galvanized wire	10	3 42
.....	11	3 48
.....	12	3 56
.....	13	3 66
.....	14	3 76
.....	15	3 91
Wire (1 lb. uncoiled) 10c. less.		
Shoes, iron, No. 0 to No. 1	.....	\$4 75
No. 2 and larger	.....	4 45
Snow shoes, No. 0 to No. 1	.....	4 60
No. 2 and larger	.....	4 45
Steel No. 0 to No. 1	.....	4 45
No. 2 and larger	.....	4 20
Wire Nails—		
2 1/2 in. \$1 10	1 in.	4 25
3 1/4 in. 1 10	1 1/4 in.	4 20
3 1/2 in. 3 75	1 1/2 in.	3 80
4 1/4 in. 3 50	1 3/4 in.	3 60
4 1/2 in. 3 50	2 in.	3 60
4 3/4 in. 3 40	2 1/2 in.	3 50
5 1/4 in. 3 45	3 in.	3 35
5 1/2 in. 3 20	3 1/2 in.	3 30
5 3/4 in. 3 15	4 in.	3 25
6 1/4 in. 3 10	4 1/2 in.	3 20
6 1/2 in. 3 10	5 in.	3 20
6 3/4 in. 3 10	5 1/2 in.	3 20
6 1/2 in. 3 10	6 in.	3 20
Bar iron, \$2.60 basis.		
Swedish iron, \$4.75 basis		
Single shoe steel	.....	2 85
Spring steel	.....	3 25
Machinery steel	.....	3 50
Tool steel, Black Diamond, 100 lb.	.....	8 50
Jessop	.....	13 00
Sheet iron, black, 10 to 16 gauge, 100 lb.	.....	3 50
18 to 22 gauge	.....	3 75
24 gauge	.....	3 90
26 gauge	.....	4 00
28 gauge	.....	4 10
Galvanized Iron, Apollo, 16 gauge	.....	4 00
18 and 20 gauge	.....	4 00
22 and 24 gauge	.....	4 25
26 gauge	.....	4 25
28 gauge	.....	4 50
30 gauge or 10 3/4 oz.	.....	4 75
Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.	.....
Green's Head, 24 gauge	.....	4 25
26 gauge	.....	4 50
28	.....	4 75
Extra sheets, 36-in. wide, an advance of 25 p.c. per 100 lb.	.....
Genuine Russian, per lb.	.....	11
Imitation	07 to 08	
Tinned, 24 gauge, 100 lb	.....	8 00
26 gauge	.....	8 50
Finplate, IC charcoal, 20 x 28, box	.....	10 00
IX	.....	12 00
IXX	.....	14 00
Ingot tin	.....	35
Canada plate, 18 x 21, 18 x 24 and 20 x 28.	.....	3 25
Canada plate, full polished	.....	4 00
Sheet zinc, cask lots, 100 lb	.....	7 50
Broken lots	.....	8 00
Pig lead, 100 lb.	.....	5 50
Black iron pipe, 1/2 inch	.....	3 30
" 3/4	.....	3 32
" 1	.....	3 40
" 1 1/4	.....	3 70
Black iron pipe, 3/4 inch	.....	4 35
" 1	.....	6 25
" 1 1/4	.....	8 70
" 1 1/2	.....	10 50
" 2	.....	14 50
Rope, sisal, 7-16 and larger, basis.	.....	11 75
Manila 7-16 and larger, basis.	.....	15 25
Lath, various	.....	11 25
Solder	.....	20
Axes, chopping	\$ 6 75 to 12 00	
" double bits	12 00 to 18 00	
Bluestone	.....	5 70
Screws, flat head, iron, bright	85 and 10 p.c.	
Round	80 p.c.	
Flat " brass	75 and 10 p.c.	
Round "	70 and 10 p.c.	
Coach	65 p.c.	
Boats, carriage	50 p.c.	
Machine	50 and 5 p.c.	
Tire	60 and 5 p.c.	
Bolts, Sleigh shoe	65 p.c.	
Plough	50 p.c.	
Flat head stove	60 and 5 p.c.	
Round head	60 and 5 p.c.	
Elevator	60 p.c.	
Rivets, iron	50 and 10 p.c.	
Copper, No. 8	.....	32
No. 12	.....	36

Coil chain, 3-16 inch	10 1/4
" 1/2 inch	8 1/4
" 5-16 inch	5 1/4
" 3/4 inch	5 1/4
" 7-16 inch	5
" 1/2 to 3/4 inch	4 1/4
Spades and shovels	40 and 5 p.c.
Harvest tools	60 p.c.
Axe handles, turned, s.g. hickory, doz.	\$3 15
No. 1	1 00
No. 2	1 60
Octagon extra	2 30
No. 1	1 60
Files common	70 and 10 p.c.
Diamond	60 p.c.
Building paper:	
Anchor, plain	65c.
" tarred	70c.
Pure fibre, plain	65c.
" tarred	80c.
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells:	
Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 20
Chilled	6 60
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned	70 and 10 p.c.
plain	75 and 2 1/2 p.c.
" pieced	
Japanned ware	37 1/2 p.c.
Enamelware, white	45 p.c.
" Famous	50 and 10 p.c.
" Imperial	50 and 10 p.c.
Green Wire Cloth	1 50

PETROLEUM.

Water white American	27 1/2 c.
Prime white American	25 1/2 c.
Water white Canadian	25 1/2 c.
Prime white Canadian	24 1/2 c.

SCRAP.

No. 1 cast iron	\$14 to 15
No. 2	7
Wrought iron scrap	5
Copper (heavy)	8 1/2 c. per lb.
Yellow brass (heavy)	7 1/2 c.
Light brass	5c. to 6c.
Lead pipe, or tea lead	2c. to 2 1/2 c.
Zinc scrap	1c.

PAINTS, OILS AND GLASS.

Turpentine, pure in barrels	\$ 0 91
Less than barrel lots	0 96
Linseed oil, raw	0 60
Boiled	0 57
Lubricating oils, Eldorado castor	0 28 1/2
Eldorado engine	0 27 1/2
Atlantic red	0 33 1/2
Renown engine	0 42
Black oil	19 1/2 to 1 1/4
Cylinder oil (according to grade)	55 to 74
Harness oil	0 56
Neatsfoot oil	1 00
Steam refined oil	0 85
Sperm oil	2 00
Pure castor oil, first pressure	0 10
Lubricating oil	0 10

NOTES.

Among visitors in the city this week has been T. E. Aikenhead, of Aikenhead & Sons, Limited, Toronto. This firm has the contract for the ironwork and building hardware of the branch here of the Bank of British North America.

The Watson Mfg. Co. have decided on a new warehouse, the site being the corner of Logan and Xena streets, in the railway section of the city, and not far from the new Manitoba Iron Works, Limited. Part at least of the work will be done this year.

The carpenters' strike is over, two-thirds of the contractors having signed the agreement. This was sufficient to ab-

sorb all union men. The contractors who would not sign declare they have sufficient non union men for their work, but this is considered doubtful.

The Winnipeg Wholesale Implement and Carriage Dealers' Association met during the past week. The main items of business were two resolutions, one referring to the Federal legislation regarding threshermen's weights, and the second the matter of lien notes in the Northwest Territories. The spirit of the threshermen's legislation was commended and further improvement suggested. This resolution also expressed the thanks of the association to Mr. Fife, Deputy Minister of Inland Revenue, for his interest in the subject of threshermen's weights, manifested by a recent visit to the West for the purpose of studying the question. In the matter of lien notes in the Northwest Territories it was decided to endeavor to have the ordinance amended at the current session of the Northwest Legislature to conform to the Manitoba practice. The association also decided to tender a complimentary banquet to three of its members who are leaving the city. These are Mr. Forsyth, of Massey-Harris; Mr. Donaldson, of McCormick's, and Mr. Heath, of The Deering Co. Mr. Forsyth goes to Regina, Mr. Donaldson to Grand Forks, N.D., and Mr. Heath to Peoria, Ill.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., Oct. 31, 1903.

ON Monday and Tuesday of this week there was an important joint meeting of the two big lumber associations of the province. The meeting was held in Nelson. The two associations are the British Columbia Lumber and Shingle Manufacturers' Association, representing all the lumber and shingle mills of the coast district, and the Mountain Lumber Manufacturers' Association, which represents all the mills in the interior of the province. The delegation from the coast, which went up to attend the meeting, was comprised of R. H. H. Alexander, of the B.C. Lumber and Shingle Mfrs. Association; J. G. Scott, of The Pacific Coast Lumber Co.'s mill; E. H. Heaps, of Heaps & Co.'s shingle and lumber mills; H. DePencier, of North Pacific Lumber Co. (The McLaren mill at Barnet); P. D. Roe, of The Canadian Pacific Lumber Co.; W. T. Stein, secretary of the local branch of the Canadian Mfrs. Association, and R. Kirkpatrick. There were about 32 members of the two associations present at the meeting.

One of the most important measures considered was the framing of a resolution which is to be forwarded to the Dominion Government. This resolution will set forth the conditions governing the lumber trade, both in this province and in the Northwest, in regard to the shipments of American lumber, which is being constantly sent into the country free of duty. The resolution will ask the Federal Government to impose a retaliatory duty on American lumber and shingles coming into the Northwest, the said duty to be equal to that imposed by the American tariff on Canadian lumber and shingles entering into the States.

The total annual output of the mills represented at the joint session was figured up and found to be 600,000,000 feet annually. Estimates were made of the amount of lumber and shingles annually

shipped to the markets of Manitoba and the Northwest, and also the probable amount which would be required for next season's trade. It was the opinion of the meeting that the present output of the mills would be more than sufficient to supply the entire demand for lumber which might be made from that section of the country. Unless a marked increase in demand takes place the present output will have to be materially curtailed.

Authoritative reports from men well posted on the conditions of the trade in the Northwest state that not only has American rough cut lumber obtained a secure foothold in the Northwest Territories, but the importations are increasing to such an extent that it is jeopardizing the interests of the British Columbia lumber trade. Under the present free entry terms, lumber, not dressed, is admitted into the Dominion free of duty. The American millmen are taking advantage of the condition and are laying their lumber down in the Northwest at a marked cut under the prices of the British Columbia mills, who are all in a selling association.

Some years ago an unsuccessful attempt was made to induce the Dominion Government to impose a duty on rough lumber. At that time an open letter was addressed to all the members of the Dominion House, dealing with the question and setting forth the reasons why such a duty should be imposed.

Just now, it is declared, the home market of the American millmen is so glutted that the manufacturers are glad to sell their stocks at any price, and, of course, conditions in the Northwest have been very favorable to their exploitation of that field. At the same time it is claimed by the other side of the case that the prices of lumber from this province are so high that the Americans can sell at reduced figures and still make a good profit.

Just now local millmen complain of falling off in their trade. For the first time in two years the mills have caught up to their Northwest orders, and cars having been supplied in better quantities, the mills have been facilitated in filling the demand in the Northwest. The shipping in of rough lumber from the United States is, of course, blamed for some portion of the slackness in trade, but the mills have shipped an enormous quantity of lumber to the big territories east of the mountains this season. The effect of the unusual building activity on the hardware and kindred trades is to keep all brisk. Prices are steady and stocks good.

A SERIOUS FAILURE.

CONSTERNATION was occasioned in business circles by the failure of The James Cooper Mfg. Co., Montreal. The firm was known to possess an excellent connection and to do business along conservative profitable lines, so when the failure was reported the question rose in many minds whether this was the first failure in a reaction from the recent prosperous times. It is known, however, that there are no grounds for such fears, and that the failure is due to causes quite apart and distinct from business losses or influences.

The accompanying trial balance presents a statement of the nominal assets and liabilities, but it is known that when the assets are realized upon, the condition of affairs will be found to be much more serious for the creditors:

EXTRACT FROM TRIAL BALANCE OCT. 1st, 1903			
ASSETS			
REAL ESTATE, BUILDINGS AND PLANT			
At Rockhill, Que.		\$36,811.40	
Paid first payment on new fire extinguisher system		1,938.40	
		\$38,749.80	
At St. Henry	\$26,776.83		
Less mortgage	8,000.00	18,776.83	
At Rossland, B. C., Warehouse and Plant		749.58	
Office fixtures		965.87	339,242.08
PATTERNS.			
Patterns earned at nominal value of		17,732.94	
CASH.			
Cash on hand		2,031.78	
OPEN ACCOUNTS.			
Pledged to Molsons Bank			
Bills Receivable	1,892.97		
Accounts	34,818.48	56,711.45	
STOCK.			
Material on hand finished and in process of manufacture and raw, say		140,000.00	
		\$565,717.95	
LIABILITIES—			
BILLS PAYABLE.			
Pre-notes issued to creditors.....	\$32,574.39		
Open accounts due to creditors	39,128.24		
		\$72,002.63	
JAMES COOPER.			
Moneys advanced	\$62,262.82		
James Cooper advanced through Molsons Bank paper on which endorser.....	50,000.00	112,262.82	
MOLSONS BANK.			
Advanced against open accounts due and contracts partly finished	60,000.00		
BANK OF COMMERCE.			
Advanced against bonds of \$200,000.00 with James Cooper as endorser.		99,999.14	
		\$356,164.59	

PERSONAL MENTION.

Mr. Hiram Johnson, fur dealer, of St. Paul street, Montreal, has returned to business after an extended hunting excursion extending over a month.

Mr. James R. Kinghorn, general sales agent of The Montreal Rolling Mills Co., whose serious illness was noted some weeks back in these columns, is now convalescing across the border. His friends in Montreal will be glad to know that he is expected very soon to resume his duties with The Montreal Rolling Mills Co.

Mr. Robt. Kerr, the managing director of The Kerr Engine Co., Limited, of Walkerville, Ont., is making a trip through Ontario and Quebec, and reports business excellent all along the line.

Mr. Geo. W. Baines, of The Preston Metallic Roofing Co., was in town this week looking after the growing interests of his firm. Mr. Baines, who represents his house throughout Ontario, Quebec and the Maritime Provinces, is a firm believer in the efficacy of advertising.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, to a word first insertion, to a word each subsequent insertion. Contractions count as one word, but five figures as \$1,000 are allowed as one word. Cash remittance to cover cost must accompany all advertisements. In no case can the rule be overlooked. Advertisements received without remittance cannot be acknowledged. Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

SITUATIONS WANTED.

BY an old hardware traveller, with nine years experience on the road and several years in the retail trade, a position as traveller for hardware, granite and tin goods, paints and oils or plated ware. Box 79, HARDWARE AND METAL, Toronto. (45)

SITUATION wanted as traveller by hardware clerk, best of references. Apply Box 91, HARDWARE AND METAL, Toronto. (46)

TORONTO shipping agent desires to add several lines for 1904. American, English or German lines. Can also handle Ontario for Eastern houses. Address Box 30, HARDWARE AND METAL, Toronto. (48)

WANTED—By electrical engineer, position as general superintendent power, railway or light; 15 years' experience; highest references. Box 146, HARDWARE AND METAL, Toronto. f

SITUATIONS VACANT.

BOILERMAKERS—Four first-class, on heavy work. Box 144, HARDWARE AND METAL, Toronto. f

STEAMFITTER—At once. Apply Box 145, HARDWARE AND METAL, Toronto. f

TINSMITH—At once; good on furnace work and jobbing; strictly temperate. Apply, stating age and experience, Box 147, HARDWARE AND METAL, Toronto. f

WANTED—An experienced hardware clerk; must be well up in retail, shelf and heavy hardware, and have good references. Box 143, HARDWARE AND METAL, Toronto. f

WANTED.—An experienced traveller for hardware specialties, for Western Ontario, and another for City of Montreal and vicinity; must have good connections. None but first-class, steady men need apply. Address Box 76, HARDWARE AND METAL, Montreal. (46)

FOR SALE.

HARDWARE, stoves, and tinware. W. H. PATTERSON, Harriston, Ont. (46)

To Manufacturers' Agents

HARDWARE AND METAL has inquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of inquiries in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager
HARDWARE AND METAL
Montreal and Toronto

Window and Interior Displays

Timely Hints
and Suggestions.

THE hardware merchant is too apt to confine himself too much to certain lines in his consideration of window dressing. He never forgets carpenters' tools, gardeners' tools, hunters' supplies, cutlery, stoves, paints, and a few others, but there are still very many lines, which, although always in his stock, are seldom included in window displays. Any merchant can arrange a fairly attractive tool or hunters' window, without any great strain on his ingenuity, but the window that contains the unusual, is the one that advertises the store the best, and attracts more eyes.

The minds of the proprietor, the window-dresser, the clerks should be ever alive to ideas. One of the mistakes of many stores is the shifting of all responsibility upon the regular dresser. No matter how clever he may be, there are numerous schemes which will never present themselves, and the dullest clerk will sometimes grasp an idea of great value to the dresser. It may be the window-dresser's business, but the success of the window-dresser means the success of the store, and the windows are therefore of great importance to the youngest salesman. If the dresser knows his business he will not be averse to receiving ideas, although he should have a free hand in the carrying out of them.

All window-dressers have a great pride in their profession, and feel more or less resentment when the work is divided up, but if the pride has reached that extent where suggestions are unwelcome, it will be found the best plan to let him go. Make him feel he is under the proprietor, but above all things make him understand that efforts are not going to be senselessly handicapped, by being bound down to details, which cannot be properly grasped by the untrained mind.

Where many window-dressers fail is in their conservatism. They have been accustomed to displaying only certain lines, and

outside of these they do not care to venture. They have sufficiently attractive and numerous schemes in these staple lines to constantly maintain interesting windows, but the scope is small, and one section of the store suffers, while the other is progressing. To prevent this a window-dresser must be thoroughly acquainted with the stock, and possess the individuality that departs from beaten tracks, that thinks out new lines to show, and new ways to show them.

Such a neglected line is that of harvesters' supplies. Mr. A. Karges, for Gardner

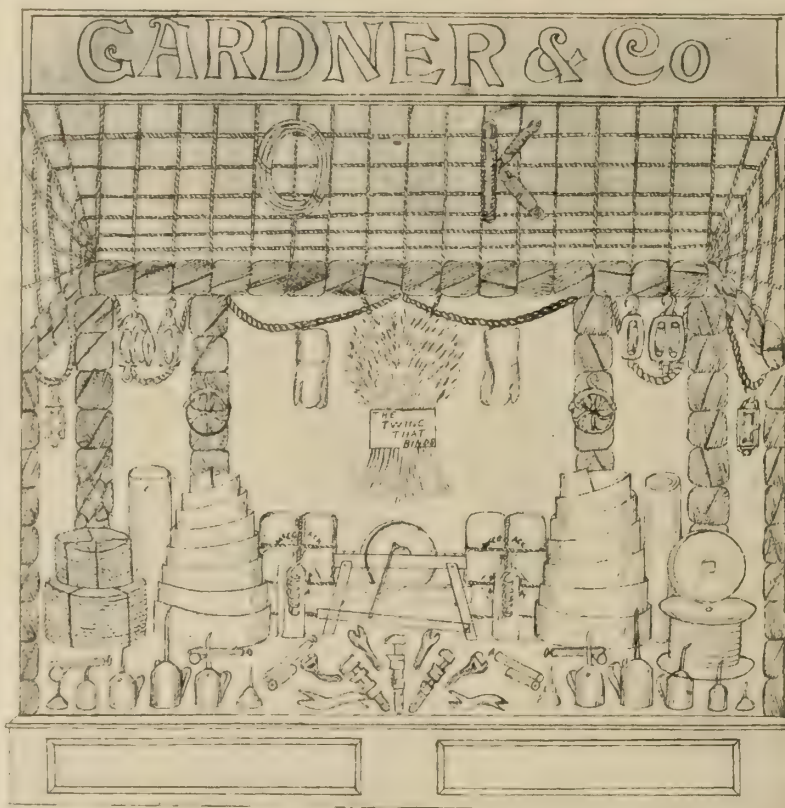
window in which the display was made is 10 feet long by 8 feet high, and 4½ feet deep. The pillars of twine were first placed in position by sliding them over fork handles, which were held in place by wiring them to the cross section, it being securely fastened at both ends of the window. The lattice work of the top is made of one piece of ½-inch manilla rope, looped around screw hooks at the top and back, and stretched from side to side in the same way. The O.K. is made of a bundle of hose, one of sash cord, and two of cotton clothes lines. The O.K. denotes the brand of twine Gardner & Co. handle.

The remainder of the exhibit is made up of oil-cans, wrenches of different kinds, rope, harvesting mitts, pulleys, a grindstone, bales of twine and a few other articles. All are so arranged as to not only advertise the different articles shown, but also to make up an artistic display, one that is symmetrically worked out. The sheaf of grain hanging in the centre lends life to the display, and makes it of interest to others than farmers. It is these little touches of what appears to be of an extraneous nature, but in reality is not, that lends an added interest to any window, and gives it a less "shoppy" appearance.

It is the same idea that is carried out in many of the best windows. A grocer has an incubator set up where outsiders can see it, a hardware man has a miniature lawn made up, another a house in his window, and

although each of these may appear disconnected with such a store, they each draw attention to a line that is handled, the first to eggs and poultry, the second to gardening or lawn tools, and the third perhaps to a brand of paint. Passers will stop much more readily to look at such objects, than at the best arrangements of the lines themselves, without any such aid.

The window shown can be arranged, Mr. Karges says, within four or five hours, and there is no expense in connection with it.



Third Prize—Harvesting display arranged by Mr. A. Karges for Gardner & Co., Woodstock, Ont.

& Co., Woodstock, has gone off on a track of his own, and arranged a window that is worthy of the highest praise, and fitted it out almost solely with the articles that are used in the harvest field. The drawing itself, which took third prize, was also of considerable merit, although some of the perspective was a little faulty.

The scheme is excellent and must have attracted much attention, both on account of its merits as a display, and on account of the unusualness of the lines shown. The

WINDOW —GLASS!

WE HAVE 6,000 CASES OF WINDOW GLASS
MUST BE SOLD AT ONCE.

Quality the Best.

Special Strong Packing.

Contents Sound.

AT PRICES THAT WILL INTEREST YOU.

Write for Special Prices
at Once.

THE HOBBS MANUFACTURING CO.

LIMITED,

LONDON, ONT.

PAINT, OIL AND BRUSH TRADES

SHERWIN-WILLIAMS' MONTREAL PLANT.

WORK on the new paint factories, warehouses and office buildings, which The Sherwin-Williams Co. are erecting at Centre, Atwater and Patrick streets, Montreal, is going forward rapidly, as may be judged from the accompanying view of the works, taken a few days ago.

The architects' plans of the new plant were described in a former number of "Hardware and Metal." An idea of the character and proportions of the new buildings may be had from the engraving. The large varnish plant, which the com-

pany know the new chairman and have followed with interest his eminently successful business career.

Mr. Ballantyne is still a young man, as he was born at Williamsburg, Ontario, on August 9, 1867. He was educated in the public schools of his province and later attended the Montreal Commercial College. Then in 1882, his business career was begun as an office boy with a Montreal firm of wholesale jobbers of paints and varnishes. His business aptitude, promptness, and careful attention to detail, were recognized by his employers, and under them he rose steadily from office boy to city salesman. In



New Factories, Warehouse and Office Building of The Sherwin-Williams Co., Under Construction at Montreal.

pany completed last Spring, stands on the same property, adjacent to the new paint factories. This new modern plant, with its extensive and complete facilities, is an emphatic endorsement of The Sherwin-Williams Co.'s faith in the value of the Canadian market. The company only began manufacturing at Montreal about eight years ago, and their present position is the growth of that short period.

HONORS FOR MR. C. C. BALLANTYNE

MR. C. C. BALLANTYNE, manager of the Canadian division of The Sherwin-Williams Co., was elected last week to the chairmanship of the Montreal branch of the Canadian Manufacturers' Association in place of Mr. William McMaster, whose resignation was accepted at the same meeting. That the manufacturers of Montreal made no mistake in honoring Mr. Ballantyne with this important position is the unanimous verdict of Montreal business men who

in 1891 he became the special city salesman for Montreal and Quebec for The Walter H. Cottingham Co., the company which joined The Sherwin-Williams Co. in 1895. After the amalgamation, Mr. Ballantyne continued in his former position until in 1897 he was promoted to the management of the sales department for the City of Montreal. A few months later he was again promoted to the position of sales manager of the division, and he discontinued travelling altogether. This promotion was followed in 1899 by his selection as general manager of the Canadian division of the company with a territory extending from the Atlantic to the Pacific.

Mr. Ballantyne's steady rise to a position of prominence in the business world should be an inspiration to the young Canadian. The most gratifying feature is that Mr. Ballantyne is himself a thorough Canadian, with unbounded confidence in the future of his country.

PAINT AND OIL MARKETS.

MONTREAL.

THERE have been no changes in quotations for staple goods since our last issue, but the week has been marked by an extraordinary influx of orders for general painting supplies to be shipped before November 15. In our last issue we reduced our quotations on white lead. Although prices are nominally as we quote them, considerable cutting is reported, although it would seem to be quite unnecessary in view of the extremely brisk demand now prevailing. A good business is being transacted in shellac varnish at the higher figures given last week. The trade evidently expect a still further advance before long and merchants are making no mistake who are stocking up in this line. For all lines of general painting material there has been a very brisk demand during the last fortnight, caused in part by the fine painting weather which we have had in this section. More and more painting is being done every Fall. We quote:

GROUND WHITE LEAD.—Best brands, Government standard, \$1.65 to \$1.90; No. 1, \$1.25 to \$1.52½; No. 2, \$1.05 to \$1.15; No. 3, \$3.67½ to \$3.77½; No. 4, \$3.30 to \$3.40, all f.o.b. Montreal. Terms, four months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—\$1.25 in casks, and in kegs \$1.50.

DRY WHITE ZINC.—Pure dry, in casks, 6¼c.; in 100-lb. kegs, 6¾c.; No. 1, zinc, in casks, 5¼c.; in 100-lb. kegs, 5¾c.

WHITE ZINC (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No. 2, 6c.

PUTTY.—We quote: Bulk, in barrels, \$1.50; in 25-lb. tins and irons, \$1.85; bladder putty in barrels, \$1.75.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, 7¼c.; smaller quantities, 8¼c.

RED LEADS.—Genuine red lead, in casks, \$4.25; in 100-lb. kegs, \$4.50; in less quantities, \$5.50 per 100 lb. No. 1 red lead, casks, \$1; kegs, \$1.25, and smaller quantities, \$5.25.

LITHARGE.—Ground, casks, 5c.; in less quantities, 5¼c.; flake litharge, casks, \$5; smalls, \$5.50 per 100 lb.

LINSEED OIL.—Raw, 1 to 4 bbls., 48c.; boiled, 51. Raw, 5 to 9 bbls., 47c.; boiled, 50c. Terms, net cash in 30 days.

LINSEED OIL

Raw and Boiled

"GUARANTEED PURE"

MANUFACTURED BY

Canada Linseed Oil Mills,
MONTREAL. LIMITED.



BARRELS WANTED!!

We are open to buy good sound, oak
Linseed Oil, Turpentine, Varnish, and
Machine Oil Barrels.

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES.

MANUFACTURERS AND IMPORTERS OF . . .

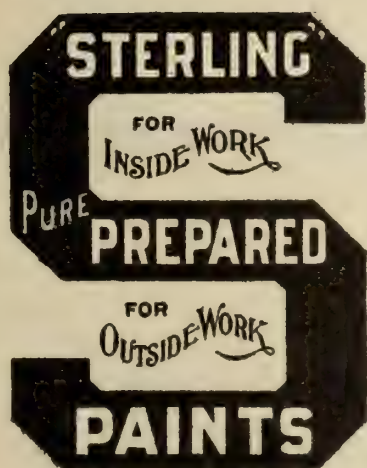
White Lead, Oils and Colors,
Prepared Paints, Window
Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO.,
PHILADELPHIA.

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON,
LONDON.

Please mention **HARDWARE AND METAL** when writing.



YOU WANT A REASON

for believing that **Sterling Paints** are better
than the usual run of Mixed Paints

And Here it is :

They are mixed with WHITE LEAD. White Lead is expensive. Moreover, unless a firm has first-class and powerful machinery, white lead is difficult to grind and mix. Substitutes for white lead are generally used, and the resulting paints are inferior, their durable qualities are seriously impaired. Our machinery, the white lead, the oils and pigments are the best obtainable. This is why **STERLING PAINTS** are the best ready mixed Paints made in this country.

The **STERLING PAINT PEOPLE**

(GRANT-HAMILTON OIL COMPANY)

TORONTO. MONTREAL. WINNIPEG.

Department of Advertising Service.

Delivered in Ontario between Montreal and Oshawa at 2c. per gallon advance.

TURPENTINE.—Single barrels, 85c.; 2 to 4 barrels, 84c. Standard gallon of 8.6 pounds. Terms, net cash in 30 days.

BENZINE.—25 to 26c.

SHELLAC VARNISH.—Pure white, \$2.60 to \$2.80; pure orange, \$2.60 to \$2.80. No. 1 orange shellac, \$2.40 to \$2.60.

MIXED PAINTS.—\$1.20 to \$1.40 per gallon.

CASTOR OIL.—8½ to 9½c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

TORONTO.

WITHOUT doubt the present week has been a remarkable one. In the first place the demand for all classes of goods has been exceptional for this season of the year, prepared paints, varnishes and general sundries receiving particular attention. In the second place prices have been running riot, notably in white lead. Quotations as low as \$4.50 for pure white lead have been heard of, but the general quotation given by representative jobbers is in the neighborhood of \$4.75. There is no reason or excuse assigned for this cutting except "the other fellow is worse than we are," and "we would lose the market entirely if we did not lower our prices." There has been during past weeks a considerable movement of a substitute for putty, made up of barytes and machine oil. Retailers as well as consumers seem to have come to the conclusion that this class of goods is a poor one in the long run and a demand for the guaranteed article is now active. Linseed oil is being sold for Spring delivery. Wholesalers acknowledge that they are taking considerable risk in giving prices so far ahead but as there has been an enormous production of flax seed in Canada and as prices in England are low, it is thought better to quote ahead than to allow the English oil to enter this market. A reduction of one cent is noted this week. Turpentine is steady in price as are all other lines, except white lead and linseed oil. We quote:

WHITE LEAD.—Ex-Toronto, pure white lead, \$4.75; No. 1, \$4.30; No. 2, \$4; No. 3, \$3.60; No. 4, \$3.35 in packages of 25 lb. and upwards; ½c. per lb. extra will be charged for 12½ lb. packages; genuine dry white lead, in casks, \$4.87½.

RED LEAD.—Genuine, in casks of 560 lb., \$4.75 to \$5; ditto, in kegs of 100 lb., \$5.25 to \$5.50; No. 1, in casks of 560 lb., \$4 to \$4.25; ditto, in kegs of 100 lb., \$4.25 to \$4.50.

LITHARGE.—Genuine, 6 to 6½c.

WHITE ZINC.—Genuine, French V.M., in casks, \$6 to \$6.25; Lehigh, in casks, \$6 to \$6.25.

SHINGLE STAIN.—In 5-gallon lots, 60 to 85c. per gallon.

PARIS WHITE.—90c. to \$1 per 100 lb.

WHITING.—60 to 65c. per 100 lb.; Gilders' whiting, 75 to 80c.

SHELLAC.—Pure orange, in bbls., \$2.35; white, \$2.50 per gallon; No. 1, 15c. less; in less quantities 30c. extra, including price of can.

GLUES.—Broken sheet, in 200-lb. bbls., 8 to 8½c. per lb.; cabinet glue, in bbls., 11½ to 12c.; emery glue, in bbls., 17c.; bookbinders', ground, 10½c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

PUTTY.—Bladders, in bbls., \$2.25; bladders, in 100-lb. kegs, \$2.40; bulk, in bbls., \$2.05; bulk, less than bbls. and up to 100 lb., \$2.20; bladders, bulk or tins, less than 100 lb., \$2.95.

PLASTER PARIS.—New Brunswick, \$2 per bbl.

PUMICE STONE.—Powdered, \$2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots and 8c. in bbls.

LIQUID PAINTS.—Pure, \$1.20 to \$1.40 per gallon; No. 1, \$1.10 per gallon.

BARN PAINTS.—65 to 70c. per gallon.

CASTOR OIL.—English, in cases, 8 to 9c. per lb.; and 9 to 10c. for single tins.

LINSEED OIL.—Raw, 1 to 2 bbls., 50c.; boiled, 53c.; 3 to 5 bbls., raw, 49c.; boiled, 52c., delivered. To Toronto, Hamilton and London, 2c. less.

TURPENTINE.—Single bbls., 86c.; 2 to 3 bbls., 85c., delivered. Toronto, Hamilton and London, 2c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

ST. JOHN.

In burning oil, prices are again quoted higher, and the market is a very firm one. Season's contracts have been largely made at the lower prices so that the trade stands to make a fair profit, except where the retailers depend on the tank wagon. Linseeds remain unchanged. Prices are low and market easy. Turpentine we quote higher; the market is very firm. In lubricating oils full values rule. Supplies of cod oil are very light. We quote:

COAL OIL.—American water white, 21½c.; best Canadian, 21c.; prime, 20½c.

LINSEED OIL.—Raw, 54c.; boiled, 57c.

TURPENTINE.—89c.

COD OIL.—34 to 37c.

WINDOW GLASS.

MONTREAL.

Jobbers report that their stocks of some sizes are getting low and while prices are nominally unchanged the concessions heretofore granted on purchases of large lots ex-wharf Montreal are no longer obtainable. Business is now beginning to slacken. Our quotations are as follows: First break, 50 ft., \$1.85; second break, \$1.95 for 50 ft. First break, 100

TO INCREASE

Your paint business you require to handle a paint that you have no hesitation in recommending as the best on the market.

YOUR TRADE

demands the best.

You can supply a paint made with the best white lead in the world, **BRANDAM'S B. B. GENUINE**, if you handle **"ANCHOR" LIQUID PAINT.**

Send us a Post Card and let us tell you all about it.



HENDERSON & POTTS

ESTABLISHED
1874,

Halifax and
Montreal.



ALABASTINE

READY FOR USE BY MIXING IN COLD WATER.

The durable wall coating. **Sold and used everywhere.** No stock complete without it. Always in demand! Extensively advertised to both trade and people. No risk of its being dead stock.

Terms Easy! **ORDER NOW** from your jobber, or direct from **THE ALABASTINE CO., Limited, PARIS, ONT.**

ft., \$3.50; second break, \$3.70; third break, \$4.20; fourth break, \$4.45.

TORONTO.

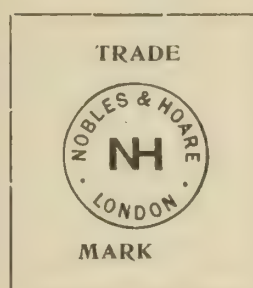
There is an excellent demand for all window glass, including ornamental and leaded glass, the weather contributing in a large degree to the continuance of building operations. Prices are steady. We quote stock prices as follows: Star, under 26 in., \$3.80; 26 to 40 in., \$4; 41 to 50 in., \$4.50; 51 to 60 in., \$4.75; 61 to 70 in., \$5; 71 to 80 in., \$5.50, Toronto, Hamilton and London.

Henderson & Potts, Montreal and Halifax, have received a diploma and silver medal for their exhibit of paints at the Toronto Exhibition of 1903.

Standard Paint & Varnish Works
Limited

Makers of High-Grade Varnishes, Japans,
Paints, Colors and Enamels.
WINDSOR, ONT.

HARDWARE AND METAL is the only journal in Canada concerning itself with the paint, oil and glass interests. Its markets are trustworthy and full.



Nobles & Hoare.

CORNWALL ROAD STAMFORD STREET.

LONDON, ENG.

Manufacturers of

HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works
or from the principal Color Dealers in Canada.

Bond or Free?

Which are you? If free, and you haven't handled **GLOBE PAINTS**, assert your freedom by buying a small lot. Get a few of your customers—your trustworthy and particular ones—to test this brand. WE know the result; perhaps you don't.

Our salesman has something interesting to say to you on his next call.



The Globe Paint Co.,
Limited

422-424 Adelaide St. W., Toronto.



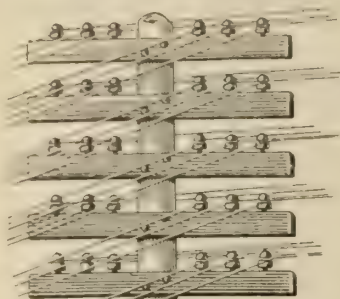
"Island City"
Paint and
Varnish Works.

We offer the Finest and Whitest **ENAMEL** in the market—Aluminum, Gold and Silver.

P. D. DODS & CO., Proprietors, Montreal, Toronto, Vancouver.

OCULAR DEMONSTRATION!

W. U. Tel. Pole.



THE TWO POLES REPRESENT THE RELATIVE VOLUME
OF READY MIXED PAINT MANUFACTURED BY THE
CANADA PAINT COMPANY FOR THE YEARS 1893
AND 1903.

1903

1893

NOTE.—Our facilities for color making
for 1904 have been doubled.

THE
CANADA
PAINT
COMPANY,
LIMITED.

Montreal : Toronto



WALL PAPER

"FLAT PRICES" ON BORDERS.

THE retail wall paper dealers of Canada, in their own interests, should avoid the suicidal policy forced upon the retail wall paper dealers in the United States, of selling their borders at the same prices as side walls, a system now known as "Flat Prices." The retail dealers are frequently importuned to sell borders on a flat-price basis by American book houses and a few Canadian book houses selling wall papers on such a plan.

This is a matter that has been thoroughly put before the retail trade of Canada in the last few years, and it is probably only necessary to draw their attention to it again for them to avoid doing that which will injure their business for the future. Some book houses tell buyers through circulars that they may figure the borders in the books they now have at the same price as the side wall they match. This is very much in the interests of these particular book houses, as last year's goods are jobs and should be bought at a large discount on the dollar, consequently, putting borders in at the same price as side walls in the old line is giving the book houses a large price for their old goods. The new lines, when they are issued, will be priced to let the book houses out, but it will play havoc with the retailer if he follows this method.

The Canadian wall paper manufacturers took a most commendable stand in declining to adopt the flat-price system, for their refusal to depart from the old and well established custom has made it possible for the retailer to continue the sale of borders by the yard, and in doing so they have had the interests of the retailer more particularly in view, for it would be quite possible for the manufacturers to sell at flat prices and be none the worse off; in fact, this course would probably result to their personal advantage; but flat prices are without doubt to the disadvantage of the retailer. Any retailer adopting the practice of selling at flat prices would require a very big advance on his side walls and ceilings to make up for the loss of profits on his borders, as may be seen by the two examples given below.

Example No. 1 shows that a paper retailing at 3c. per roll and a border at 1½c. per yard means an average selling price to the dealer of almost 4½c. per roll. Example No. 2 is a paper retailing

at 4c. per roll and border at 2c. per yard; the dealer's average selling price on this is nearly 6c. per roll. Now, to make the same profit as he is now making, selling his border at a higher price than side wall and ceiling, he would require to sell the 3c. paper at 4½c. per roll, and 4c. paper for 6c. per roll; rather a difficult undertaking, and in what way would he profit by it?

Example No. 1—

10 rolls side wall, at 3c. per roll	30
5 rolls ceiling, at 3c. per roll	15
1 roll 2 band border, 16 yards, at 1½c. per yd. 24	

16 rolls.	69c.
-----------	------

Almost 4½c. per roll.

Example No. 2—

10 rolls side wall, at 4c. per roll	40
5 rolls ceiling, at 4c. per roll	20
1 roll 2 band border, 16 yards, at 2c. per yd. 32	

16 rolls.	92c.
-----------	------

Almost 6c. per roll.

What has been stated above to the retail dealer applies with equal force to the paper hanger and decorator who sells from sample books. Is it not clear to him that if he sells border by the roll at the same price as side wall and ceiling, he will have to hang the border by the roll at the same price he gets for the paper instead of by the yard? As the paper hanger receives from 3c. per yard and up, according to the width, he can easily figure for himself which basis is the more profitable. If he is to make the same ratio of profit on his work, in order to hang the border by the roll, he will have to advance his charge for the side wall and ceiling. Will his customer stand this? It is not probable.

The retail dealers, paper hangers and decorators cannot too strongly discourage the practice of buying and selling on the flat-price basis. They do not buy any cheaper, for nobody can get a gold dollar for 90c.; indeed, they may even pay higher prices, and when selling have to be satisfied with smaller profits. This should be worked out by everybody engaged in the wall paper business.

The building of The Sylvester Mfg. Co., manufacturers of harvesting machinery, Lindsay, Ont., has been damaged by fire, and a blacksmith shop in connection has been completely destroyed. The warehouses of the building were the chief sufferers. The total loss is estimated at \$1,500, almost entirely covered by insurance.



**WALL PAPER
MANUFACTURERS**

Our Wall Papers are the popular, quick selling kind, with just that touch of novelty necessary to remove them from the commonplace. A look through our samples will convince you that we can supply the goods you want.

STAUNTON'S LIMITED
FORMERLY M. STAUNTON & CO.
TORONTO
944 YONGE ST. CANADA

HARDWARE NOVELTY.



THE
Ingersoll

American Watches.

RETAIL PRICES, **\$1.25 to \$2.50**

ARGUMENT.

We now offer a practical time piece for the Hardware Trade of Canada, and base our statement upon the following:

First—It is absolutely guaranteed to keep accurate time.

Second—It stands rough usage and does not get out of order easily, making it the only watch for dealers outside of the jewelry trade to handle, and also making it a practical one for sportsmen, boys and all men who give a watch hard usage.

Third—Its low price and high quality insure a tremendous sale, which we further augment by furnishing many handsome advertising devices for your store.

Fourth—Last but not least, these watches offer a handsome profit. Price cutters are not supplied.

Sold by several leading Hardware Jobbers of Canada. We will tell you who they are upon request.

Trial Offer—To any Hardware Dealer who will write to us upon his business letter head and inclose 75c, we will send a sample watch (duty not paid) and our catalogue, so that he can test its accuracy and durability.

INFORMATION ON REQUEST.

ROBT. H. INGERSOLL & BRO.

51-53 Maiden Lane, - - - NEW YORK, U.S.A.

Buying Right Saves Loss.



In a broom quality seems everything, but good, careful workmanship also counts. For nearly half a century we have made a study of "Broom-ology" with the pleasurable result that all progressive Canadian dealers handle, and all discerning Canadian purchasers ask for

Boeckh's Bamboo-Handled Brooms.

You, as well as the dealer, recognize that the key to wealth is right buying. We realized this fact years and years ago, since then our highest aim has been to please both dealer and consumer.

—OUR NEW BROCHURE "BROOM-LOGY"
—MAILED FREE ON APPLICATION.

UNITED FACTORIES, Limited,

OPERATING:

Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

Head Office: 80 York St., TORONTO, ONT.

MONTREAL BRANCH: 1 and 3 DeBresoles St.

LONDON BRANCH: 71 Dundas St.

HEATING AND PLUMBING

NEW PLUMBING BY-LAWS.

THE first steps in an agitation for new plumbing regulations have been taken in Toronto. For several years the Toronto Master Plumbers' Association have had under consideration a by-law which, from their standpoint (and who should be better able to judge the needs of the case?) would be more advantageous than the present by-law. At the time the matter progressed so far that conferences were held between the Master Plumbers' Association and the Journeymen Plumbers' Union until the two organizations had agreed as to the justice and wisdom of the proposed amendments to the by-laws. Yet after unity had been reached regarding this point the by-law was shelved, the reason given being that the time was not ripe for its introduction and that to hurry in such a matter would be to defeat the end aimed at. It is well understood by the Toronto Master Plumbers' Association that the passage of a by-law which would be satisfactory to them and which would ensure good work in the city could not be passed in the face of any strong popular sentiment opposed to it. So the matter has been laid aside until the opportune moment.

It would seem that this time has arrived. A by-law has been introduced. Dr. Sheard, in an interview on Thursday, stated that citizens had complained about the inadequacy of the present law and that he had come to the conclusion that amendments were required. Plumbers outside of Toronto as well as those in that city will be interested in the developments.

FOUNDRY TO ENLARGE.

THE Union Foundry and Machine Works, Limited, St. John, N.B., have been incorporated with \$450,000 capital. The purpose of the firm, as set forth in their charter, is: "To purchase and acquire and take over as a going concern the business and undertaking, plant, machinery and good-will of the Union Foundry and Machine Works, in St. John, N.B., lately carried on by Walter H. Allan; and for carrying on and conducting the business of the said foundry and machine works and extending the same; and for the buying, selling, manufacturing, smelting, casting and working in all kinds and classes of metal and the products thereof; all kinds of machinery,

engines, boilers, electrical machines, fittings and machinery, stoves, skates, carriages and other articles. And also to build and operate ships, vessels, scows, dredges and boats of every kind and nature whatever, together with all materials, articles, tools, machinery and appliances entering into and suitable or convenient for the construction or equipment thereof, together with marine machines, boilers, machinery and appurtenances of all kinds, and tackle, apparel and furniture of all kinds; and to build, construct, repair, maintain and operate water, gas or electrical works, tunnels, bridges, viaducts, canals, wharves, piers and like works of internal improvement or public use or utility. And also to amalgamate with or purchase and procure conveyances of and operate any other mills, manufactories, electric light companies and factories, and the merchandise, capital stock, stock-in-trade and good-will thereof, or of any persons or bodies corporate having, holding or owning the same. And also for the purpose of generating and manufacturing electric light, power and heat, and selling, supplying and disposing of the same to others and entering into contracts for such purpose.

MUCH BUILDING IN VANCOUVER.

The Vancouver correspondent of "Hardware and Metal" writes under date of October 31 as follows: Locally the demand for lumber and for all building materials is keeping up. The City of Vancouver is rushing forward construction both of residential and business property at a rate fully equal to that of the Summer season. Yesterday building permits for nearly \$100,000 worth of buildings were issued by the building inspector. The total of permits issued for the year so far is over \$1,300,000, and there are still two months of the year to run yet. Capt. McSpadden, city building inspector, says he anticipates that the total for the year 1903 will easily reach a million and a half dollars, an amount almost unprecedented in the history of city building in Canada. In Winnipeg last year when the total of buildings was larger, the biggest factor was the great wholesale warehouse, so many of which were erected in 1902 in the Prairie City. Here the building has nearly all been small, modest business blocks, none of them exceeding four storeys, and residen-

tial property. The latter class of building operations are very likely to continue, for there are no houses to rent, and sales of house property are very frequent. Real estate men predict almost a boom, so active do they expect transfer of real estate to be during the next season. There is to be no cessation of building right through the Winter. There are now under way sufficient new buildings to keep at work all the men who have been engaged in the building trades.

MODERN HOTEL FOR WINNIPEG.

Architect Maywell, Montreal, has completed the plans for the \$1,000,000 C.P.R. hotel and station at Winnipeg. Operations will be begun early in the Spring, and it is believed that it will take two years to complete. Like all of the C.P.R. buildings, everything entering into the Winnipeg structure will be wholly Canadian. The Main-street frontage will measure 220 feet, with a depth of 750 feet on Higgins street. The hotel will possess 400 rooms. The chief entrance will be from Main street, but there will also be a second entrance from the station platform. Stony Mountain or Calgary stone will be used, and the building will be fire-proof throughout.

ACTIVITY AT WINNIPEG.

Winnipeg architects report that building operations in Winnipeg next year are likely to be more active even than the present year. The reason for this is the great scarcity of dwellings. Daniel Smith, architect, has completed plans for two large apartment blocks, one at the corner of Main and Dufferin, the other at the corner of Young and Notre Dame. Both will be thoroughly modern, and will cost in the neighborhood of \$30,000 each.

BUSY TORONTO JUNCTION.

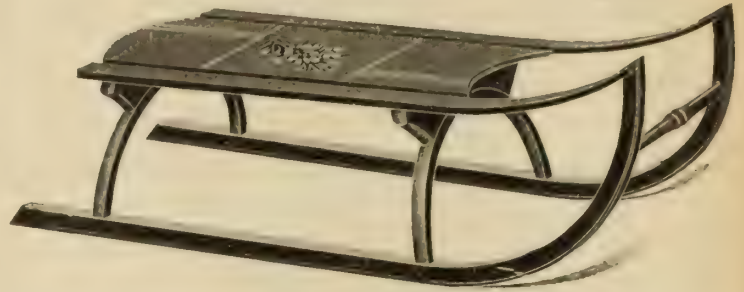
The Toronto City Engineer has recommended that the Chicora avenue water-main be extended westerly for 100 feet. He also recommends that a six-inch main be constructed on Chestnut Park road, from Roxborough avenue in a north and westerly direction for 1,550 feet, at a cost of \$1,510; that the main on Empress crescent be extended 140 feet easterly, and that Withrow avenue main be extended easterly for 300 feet, at a cost of \$300.

WINDOW GLASS

Send us your specification for window glass and see what we can do for you. We have the largest assortment of Belgian glass in Canada; Star, Diamond, Double, Billets, 26oz., 32oz., etc., etc. Fresh shipments constantly arriving. Special low prices for good specifications.

A. RAMSAY & SON
MONTREAL
GLASS IMPORTERS

Children's Sleighs.



Flat Sleds Cutters Baby Sleighs

WRITE FOR CATALOGUE AND PRICES.

Nerlich & Co.,
146-148 Front St. W., TORONTO.



"Ever Ready"
Trade Mark.



"Ever Ready" Electric Flash Light.

"EVER READY" FOR THE TRADE

A LINE OF GOODS YOUR CUSTOMERS DESIRE.



"Ever Ready"
Electric Candle

They are **Practical, Useful, Novel**, and make attractive and pleasing presents for the holiday trade. Write to-day for our illustrated catalogue with trade discounts.

"Ever Ready"
Electric Clock.



American Electrical Novelty and Mfg. Co.

232 St. James St.,

MONTREAL,
QUEBEC.

Branches —

London, England
Sydney, Australia.
New York, U.S.A.

Chicago, U.S.A.
Paris, France.
Berlin, Germany.

"Ever Ready" Carriage Lamp.



PLUMBING GOODS IN THE HARDWARE STORE.

"I WAS much interested in the article in 'Hardware and Metal' a couple of weeks ago on the advisability of hardware dealers handling plumbing goods," remarked a shrewd hardwareman one day this week.

"The fact is," he continued, "that few hardwaremen realize the practical value of the suggestions there. It is only three years since I started selling plumbing supplies, yet they to-day constitute one of the most profitable lines in the store."

"Do you employ an expert workman?"

"I do not know whether he would be considered an expert by some authorities, but I do know that he has given satisfaction to my customers and thus has helped to build up for me a good trade in these goods."

"Do you understand the work yourself?"

"To some extent. I know enough to know when a job is not properly done and when a customer has any grounds for complaints of overcharge, of too much time in a job, etc., and also to know how to buy to advantage."

"What competition have you?"

"Our town has about 3,500 population and there is no strictly plumbing business within ten miles. Consequently another hardware dealer and ourselves do the plumbing work in our own town. We even compete with the plumber in the neighboring town in a village between the two towns, and I have no hesitation in claiming that we get the bulk of the work we both tender for. He is a practical workman but not much of a business man. He would never bother reading a trade paper, consequently he pays more than we do for nearly everything he buys."

"Have you a tinsmithing plant?"

"Yes, I should have mentioned that I find plumbing and tinsmithing to work excellently together. Our plumber can make a first-class tinsmithing job and that helps us to keep him busy when there is little doing in the plumbing line. In our advertising we do not fail to impress on our customers that we can do any plumbing, tinsmithing, roofing or kindred work. We have two journeymen: one of them we call our plumbing expert; the other our tinsmithing expert. These, with a bright apprentice, work well together and make a team that draws business six days a week."

"Do you install furnaces?"

"We have never done it ourselves yet, but we are going to start either this or

next Winter. The use of furnaces all over our district is increasing and we want to get our share of the profit out of this business."

BUILDING NOTES.

Two large apartment blocks are in process of construction in Winnipeg, Man.

Tenders are being asked for the erection of a new Presbyterian church in Dutton.

Tolton Bros., Guelph, Ont., are adding a two-storey structure to their machine shop.

The Guelph Foundry Co. are adding a one-storey moulding shop to their plant on Cambridge street.

Simpson Bros., wholesale grocers, Guelph, Ont., are erecting a four-storey warehouse on Paisley street.

The G.T.R. offer to erect a station at New Hamburg on condition that the village prepare the site and roadway.

Wm. Stuart, contractor, has started the construction of the post office at Bowmanville. The building is to cost \$18,000, exclusive of heating and plumbing.

The sub-structure for the Union Bank skyscraper, Winnipeg, consisting of 21 caissons penetrating the ground to a depth of 45 feet below the street level, is about completed.

The Governors of Western Hospital, Montreal, contemplate erecting an \$100,000 addition next Spring. Plans have been prepared by Finley & Spencer, expert hospital designers, New York.

The G.T.R. have awarded the contract for a \$10,000 roundhouse, 28 stalls, at Allandale, Ont., to a London, Ont., firm of builders, who are also to erect a roundhouse for the G.T.R. at Fort Erie.

J. McDonald has purchased the property near the corner of Main and Botsford streets, Moncton, N.B., formerly occupied by Mrs. McDonald. He intends erecting a three-storey stone and brick building on the site.

It is understood that the Grand Trunk Railway intend to erect a new station at London, Ont. It is possible that the Michigan Central and the L.E. & D.R. may unite with the G.T.R. in building a union station.

Montreal is to have another fine new business block in St. Catherine street west. A syndicate intends to erect a six-storey building, to be occupied by The Hamilton Departmental Store Co. and H. A. Wilder & Co.

BUILDING PERMITS ISSUED.

MONTREAL.

S. D. Vallieres, 1051 St. Hubert, to erect on Mentana street (St. Denis Ward), two houses, to cost \$1,300 each.

William Strachan, 28 St. Timothee, to erect on St. James street one one-storey factory, to cost \$1,800.

R. Laver, 11 Avenue Hotel-de-Ville, to erect on Hotel-de-Ville one two-storey third-class house, to cost \$2,000.

The Corporation of Montreal, to erect on Frontenac street (Hochelaga), a stock yard building, to cost \$11,775.

William Punt, 1718 St. Denis street, to erect on Comte and Labelle one two-storey third-class house, to cost \$1,300.

The Ewart Co. Limited, 184 Murray street, to erect on Murray street a one-storey ice house, to cost \$2,000.

E. Benoit & Co., 122 Prefontaine street (Hochelaga), to erect on Prefontaine street a one-storey ice house, to cost \$800.

C. H. Laurier, 10 Cherrier, to build on Mount Royal street four three-storey second-class houses, to cost \$2,000 each.

The Christie, Brown Co. Limited, 264 St. Charles Borromee, to erect on St. Charles Borromee a stable, to cost \$1,200.

Adelard Blackburn, 2068 St. Hubert, for alterations to house on St. Hubert, to cost \$700.

D. Messier, 10 St. Germain (Hochelaga), for alterations to house on St. Germain, to cost \$2,800.

A. L. Pacaud, 2453 St. Catherine, for alterations to house on St. Catherine, to cost \$2,000.

Corporation of Montreal, for alterations to shed on Frontenac street (Hochelaga), to cost \$3,120.

G. Lemire, 1853 St. Hubert street, to erect on Huntly street (St. Denis Ward), one three-storey third-class house, to cost \$2,000.

Adelard Tremblay, 113 Ontario street, to erect on Joliette and Ontario streets one three-storey third-class house, to cost \$2,500.

Peter Lyall, 145 Bishop street, for alterations to factory, to cost \$12,000, and for alterations to house on Bishop street, to cost £2,000.

TORONTO.

Geo. Philip, five dwellings on Winchester street, to cost \$7,500.

W. Reid, a two-storey brick dwelling on Boustead avenue, to cost \$3,000.

W. B. Ecclestone, a pair of semi-detached dwellings on Pearson avenue, to cost \$4,000.

Mrs. Kate Sullivan, a brick dwelling on Simpson avenue, to cost \$1,500.

Hancock Bros., a two-storey brick dwelling on Dufferin street, near Bloor, to cost \$2,000.

H. S. Mara, a pair of semi-detached two-storey dwellings on Shannon street, to cost \$5,000.

Toronto Street Railway Co., a storage and boiler-room on corner of Frederick and Front streets, to cost \$1,000.

Our Wrapping Paper

is durable because the quality is good. We bear in mind, when manufacturing our brown and manilla papers, that a wrapping paper has to be reliable. You can trust your parcels in these papers.

Canada Paper Co., Limited

Toronto, Montreal and Windsor Mills, Que.

ONTARIO SILVER CO.,

Limited,

NIAGARA FALLS, CANADA.

Manufacturers of **FLATWARE, CUTLERY and ELECTRO PLATE.**
Ask for our Catalogue and Quotations.



"Pullman" Lawn Sprinkler

IS YOUR ORDER IN?

Send for Folder No. 14.

PULLMAN MFG. CO.
Rochester, N.Y., U.S.A.

WE TAKE IT OFF YOUR HANDS.

If Solarine fails to satisfy, you risk nothing—our claims we guarantee.

It's better than ordinary metal-polish—better try some next time. Direct shipment or care of your agent. Write for prices.

Solarine Depot, - 60 George St., Toronto.

ONTARIO WIND ENGINE & PUMP CO., Limited.

GALVANIZING.

Phone Park 822
Atlantic Ave., Toronto

TRUCKS

for Warehouse and Factory.



Save You Money
Do Men's Work
Draw no Salary

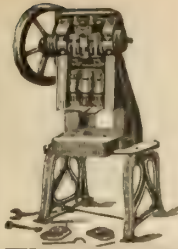
Our Trucks are guaranteed satisfactory. Turn in their own length.

MADE IN CANADA.

H. C. Slingsby for Canada.

Factory,
Ontario Street,

Temple Building,
MONTREAL.



G. A. Crosby & Co. of Ontario, SARNIA, ONT. LIMITED

Manufacturers of

Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal

H. W. Petrie, 141-145 Front Street West, TORONTO Selling Agent.

We desire to call your attention to some of our specialties which are handled extensively by the general hardware trade.

Horse Blankets (all kinds)
Rubber and Oiled Knee Rugs

Burlington-Stay-on Blankets
Plush and Woollen Knee Rugs

If you handle the above, it will be of interest to you to write us.

The Trees, Spriggs Co., Limited,
Winnipeg, Man.
Importers and Manufacturers of Saddlery Goods

Samuel Trees & Co., Toronto.

WORKERS in BRASS and COPPER

You often want Tubing, Sheets or Rods of special sizes—We serve these needs, quickly, cheaply.

Write us about it.

The Booth Copper Co.

LIMITED.

119-123 Queen St. East,
TORONTO.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word but five figures (such as \$1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

MONTREAL STEEL WORKS,

SUCCESSORS TO

LIMITED.

The Canada Switch and Spring Co., Limited.

Manufacturers of

STEEL CASTINGS

(OPEN HEARTH SYSTEM)

SPRINGS, FROGS, SWITCHES, SIGNALS, for Steam and Electric Railways.

CANAL BANK, POINT ST. CHARLES, : : MONTREAL.

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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HALIFAX, N.S.
OTTAWA, ONT.
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HAMILTON, ONT.
QUEBEC, QUE.

LONDON, ONT.
ST. JOHN, N.B.
WINNIPEG, MAN.

MONTREAL, QUE.
TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

INDUSTRIAL GOSSIP

HARDWARE AND METAL would be pleased to receive from any authoritative source industrial news of any sort, the construction or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news, etc. All such correspondence will be treated as confidential when desired.

SICKE LIGHT CO., LTD., Montreal, have been incorporated with a share capital of \$100,000, to manufacture and deal in acetylene and other gas generators and machines, and also to manufacture acetylene and other gases. The provisional directors of the company are: I. F. McKay, J. S. Climie, G. A. Forbes, G. H. Maurer and F. C. Saunders, all of Montreal.

The George Wilson Building & Contracting Co., Ltd., St. Catharines, Ont., have been incorporated with a share capital of \$10,000, to manufacture doors, blinds, boxes and frames, and to deal in all kinds of builders' supplies. The provisional directors of the company are: M. J. Murphy, H. H. Wilson and F. W. Wilson, all of St. Catharines.

The McGregor-Banwell Co., Limited, manufacturers of wire fences, etc., are building an addition to their new works at Walkerville. The new building will be 108 by 70 feet. They have just completed a two-storey building, 30 by 40 feet. Although they have only been in Walkerville one year, during that time they have doubled the size of the plant at first installed.

Ottawa has been chosen as the headquarters of The International Harvester Co. for their trade throughout Eastern Canada. A solid brick building, 100 by 99 feet, with modern equipment, will be ready for occupancy by April, 1904. They have also secured a warehouse 200 by 50 feet, and will employ 100 hands. It is probable that a branch factory will be established in Ottawa, which will give employment to 1,500 hands.

English coal dealers are beginning to fear the result of a preferential tariff. The chairman of a Welsh free-trade conference said recently that an increase in the coal export duty would help Canada and the United States to compete with England in European coal markets. Already by the terms of the contracts conceded to The Dominion Iron, Steel & Coal Co., Canada was able to place cargoes of coal in Copenhagen and elsewhere at prices which North of England coal owners could not compete against, and if in England they increased the coal tax Canada could oust English coal from the European markets.

NOTES.

The brick industry is about to be revived at Neepawa, Man., on a site connected to the C. N. Railway line.

An oil well in the Romney district, Windsor, Ont., which was shot recently, is producing 100 barrels of oil per day.

The Massey-Harris works, Brantford, which have been closed down for the last few days during the installation of new machinery, have resumed operations.

The Wilkinson Plough Co., Toronto Junction, are using Rathbun's "Star" brand of Portland cement as building material for a large addition to their factory.

To relieve the scarcity of freight cars that has prevailed for the past month, the C.P.R. are placing in commission during the week of November 1, 500 new box cars.

The boiler house extension to the Ready brewery, Fairville, N.B., is about completed. The premises formerly occupied as a boiler house will be added to the storage quarters of the brewery.

Adams Bros., wholesale saddlery, are extending their factory by the erection of an addition to the rear of their present premises. This enlargement is necessary on account of the growth in their business.

The Stouffville Brass & Steel Works are manufacturers of the "Crown" valve, the features of which are its extra heavy body and its patent re-grinding sheet which ensures the life of the body of the valve.

The Brant Milling Co.'s new establishment on South Market street, Brantford, is in full swing. The mill at St. George will also run as formerly, so that now the company are prepared to do chopping and buy grain.

The Farmers' Co-operative Harvesting Machine Co. are about to establish their plant in Niagara Falls, Ont. The civic authorities give the company buildings rent free for three years, cheap electric power, water, fixed assessment, etc.

On October 30 The Canada Foundry Co., Toronto Junction, laid off about 80 of their employees, most of whom were employed in the structural iron department. The officials give as a reason for the move that they are reorganizing.

As the result of an order issued by all the contractors of the three big Canadian power companies at Niagara Falls, Ont., reducing the wages of their laborers 25c. per day, a big strike is in progress. At last accounts the outlook is threatening in the extreme.

Toronto is to have a bridge which promises to be more or less a thing of

beauty. The new bridge will be over the railway tracks at the foot of Yonge street. It will carry a double street car track with asphalted roadway and concrete sidewalk on either side.

The Dominion Contractors' Co., Ltd., Montreal, have been incorporated with a share capital of \$120,000, to carry on the business of a contractor in Canada. The provisional directors of the company are: J. D. Porcheron, E. D. Porcheron, A. Beauchemin, V. Mongean, all of Montreal.

Union men in the employ of the Lamontagne harness factory last week, at the order of their international union, removed their tools. The men state that they are sure of gaining recognition of the union, while Mr. Lamontagne says that he will fight the international union to a finish.

The Clifton Natural Gas Co., Ltd., Niagara Falls, Ont., have been incorporated with a share capital of \$40,000, to supply Niagara Falls with natural gas for all domestic and manufacturing purposes. The provisional directors are: D. A. Coste, D. McGillivray and Wm. Marshall, all of Niagara Falls.

The Iron & Steel Co. of Canada, Ltd., Belleville, Ont., have been incorporated with a share capital of \$300,000, to carry on in all its branches the operations of a mining, milling, reduction and development company. The provisional directors are: C. E. Carboneau, Paris, France; H. T. Wills, Dawson City; and J. F. Wills, Belleville.



Will Hold Up a Shelf!

That's what a shelf bracket is for.

For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO.,

New Haven, Conn., U.S.A.



THE ORMSBY SKYLIGHT

Absolutely Dust and Weather Proof

has been repeatedly specified in many large contracts in various parts of Canada during the past year.

Reasons: Economy and Excellence.

If contemplating any building operation in which good light is a factor investigate the ORMSBY SKYLIGHT. Correspondence invited.

A. B. ORMSBY & CO.,

Cor. Queen and George Streets,
TORONTO, ONT.

PORTLAND CEMENT

CANADIAN, ENGLISH,
GERMAN and BELGIAN.
FIRE BRICKS, FIRE CLAY,
ENAMELLED BRICKS, all colors.
BUILDING BRICKS.
SEWER PIPES, CULVERT PIPES,
WHEELBARROWS,
FOUNDERS' and CON-
TRACTORS' SUPPLIES.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

... FULL STOCK ...

Salt Glazed Vitrified

Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

**THE "SUN" BRAND PORTLAND CEMENT.**

We make only one quality and that the best.
Ask us for quotations.

The Sun Portland Cement Co., Limited**OWEN SOUND**

JAS. A. CLINE, Managing Director



"BUILD TO-DAY THEN,
STRONG AND SUKE
WITH A FIRM AND
AMPLE BASE."
—Longfellow.

DO YOU?

WISH TO BUILD
an advertisement
in the
CONTRACT-
RECORD.
TORONTO
will bring you
tenders from the
best contractors

BUILDERS' SUPPLIES

Fire Bricks, Fire Clay, etc.

ALEX. BREMNER, 50, Bleury Street, Montreal, Que.



For Weather Strips see COVERHILL,
LEARMONT & Co's. ad. on page 21.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially
designed for export. With or without "Emlyn"
Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables— Emlyn Engineering Works.
Machinery, Newport. NEWPORT, MON., ENGLAND.

**Steward & Romaine Mfg. Co.****EXPANSION and
TOGGLE BOLTS**

For fastening all kinds of material to Brick,
Stone or Cement.

124 North Sixth St., Philadelphia, Pa.

MADE IN ENGLAND.

HACK SAW BLADES

MADE BY
CHAS. BAYNES
KNUZDEN BROOK

BLACKBURN**"DOMINION BRAND" TARRED FELT**

EXTRA HEAVY for
LUMBERMEN'S use

"SHIELD BRAND" Ready-Roofing, 2 and 3 ply.

ORDER NOW BEFORE THE RUSH!

MANUFACTURED ONLY BY

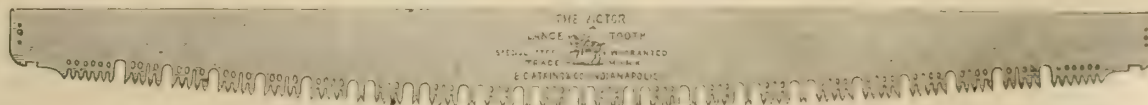
Lockerby & McComb, 65 Shannon St., Montreal

Bell Telephone Main 1989.

ATKINS HIGH-GRADE, CROSS-CUT SAWS

ARE SUPERIOR TO ALL OTHERS IN MATERIAL, TEM-
PER, WORKMANSHIP, FINISH AND CUTTING QUALITIES.

OUR VICTOR, TUTTLE TOOTH AND SEGMENT GROUND SAWS ARE THE FAVORITES IN THE CAMPS



E. C. ATKINS & CO.,
INCORPORATED.

Factories and Home Office: INDIANAPOLIS, IND., U.S.A.

LEADING MANUFACTURERS OF HIGH-GRADE, CROSS-CUT, HAND, BAND,
CIRCULAR, HACK, BACK, WOOD AND SMALL SAWS OF ALL KINDS

Write for Catalogue and Prices

H. P. HUBBARD, Sales Agent for Canada Toronto Office, 30 Front St. East. Tel. Main 1896

THE ADVANTAGES

of our Savings Department are not confined to residents of Toronto. We have every facility for taking charge of either large or small accounts of persons residing anywhere.

Our book, "SAVING MONEY BY MAIL," will be sent free on receipt of your address.

CANADA PERMANENT MORTGAGE CORPORATION

Formerly The Canada Permanent and Western Canada Mortgage Corporation - Toronto Street, Toronto

Money

CAN BE SAVED BY MEANS
OF AN ENDOWMENT POLICY.

**YOU CAN ONLY SECURE
SUCH A POLICY WHILE YOU
ARE IN GOOD HEALTH.**

Pamphlets and Full Particulars regarding the
New Accumulation Endowment Policy
sent on application.

Confederation Life ASSOCIATION.

W. H. BEATTY, PRESIDENT.

W. C. MACDONALD,
ACTUARY.

J. K. MACDONALD,
MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

ADVANTAGES

of using a Corporate Trust in preference to an individual :

1. Continuity of Service.
2. Absolute Security.
3. Experienced Management.
4. Reasonable Charges.
5. In Administrations, Bond not required by Court.

THE TORONTO GENERAL TRUSTS CORPORATION

was established expressly to furnish the public with a thoroughly equipped organization to undertake Trusts of every description.

J. M. LANGMUIR, Managing Director.

Booklet on Application.

YOUR BANK ACCOUNT

Will receive every consideration if kept at

The Bank of Toronto.

Head Office : - TORONTO.

Paid-up Capital

\$2,850,000.00

Reserve Fund

(larger still)

\$2,950,000.00

Total Assets (over)

\$24,000,000.00

Incorporated 1855.

BUSINESS ACCOUNTS Invited

Interest added to

SAVINGS ACCOUNTS

every six months

Drafts and Letters of Credit

issued for your business or your personal requirements.

THE CANADIAN BANK OF COMMERCE.

Paid-up Capital, - - - \$8,700,000
Rest, - - - \$3,000,000

HEAD OFFICE : TORONTO, CANADA.

HON. GEO. A. COX, President. B. E. WALKER, General Manager.

The offices of this Bank number 105, distributed as follows :

LONDON, ENG., 60 Lombard St., E.C., S. Cameron Alexander, Manager. NEW YORK, N.Y., 16 Exchange Place, Wm. Gray and H. B. Walker, Agents.

99 Branches throughout Canada, including the following :

MONTREAL, F. H. Mathewson, Manager. TORONTO, John C. Kemp, Manager.
HALIFAX, Arch. Kains, Manager. VANCOUVER, Wm. Murray, Manager.
WINNIPEG, H. N. Wallace, Manager. OTTAWA, Wm. Murray, Manager.
ST. JOHN, N.B., John Aird, Manager. VICTORIA, Robert Gill, Manager.
J. G. Taylor, Manager. HAMILTON, Geo. Gillespie, Manager.
DAWSON, D. A. Cameron, Manager. D. B. Dewar, Manager.

5 Branches in the United States, including the principal cities of the Pacific Coast :

SAN FRANCISCO, CAL., Arch. Kains, Manager. SEATTLE, WASHINGTON, G. V. Holt, Manager.
SKAGWAY, ALASKA, H. M. Lay, Manager. PORTLAND, OREGON, E. A. Wyld, Manager.

**A General Banking Business Transacted.
Foreign Exchange Bought and Sold.**

The distribution of its Canadian branches covering all the principal cities and towns throughout the Dominion, its own offices in England and the United States, and its correspondents in all parts of the world, enable The Canadian Bank of Commerce to offer unexcelled facilities to merchants, manufacturers and exporters for the transaction of their business.

The Metropolitan Bank

CAPITAL PAID UP, - - \$1,000,000.
RESERVE FUND, - - 1,000,000.

DIRECTORS :

REV. R. H. WARDEN, D.D., President. S. J. MOORE, Vice-President.
C. D. MASSEY, T. BRADSHAW, F.I.A., D. E. THOMSON, K.C.

HEAD OFFICE, - - TORONTO.

W. D. ROSS, - - GENERAL MANAGER.

SAVINGS BANK DEPARTMENT

at all Branches.

Interest allowed on all deposits of \$1.00 and upwards at highest current rates.

FINANCE AND INSURANCE

THE dispute over fire insurance rates in Ottawa is likely to reach a satisfactory settlement as a result of the decision of the Canadian Fire Underwriters' Association, in Montreal, October 9 and 10, when it was decided to remove the surcharge of 25c. under certain conditions. The underwriters placed this surcharge on account of the extra hazard in Ottawa from lumber yards and the defective water-works system. In consideration of certain improvements the surcharge will be reduced 10c. after December 1, the remainder to be taken off when the big conflagration hazard is entirely removed.

THE branch at Ottawa of the Toronto General Trusts Corporation is now fairly in the field, and with a strong and representative advisory board and Mr. H. W. Chamberlin as manager, a successful career is predicted for the new venture in that section. The Toronto General Trusts Corporation has now a capital and reserve of over one million and a quarter, and with upwards of \$25,000,000 under its care, will be an important factor in the money loaning business in its new field of operations.

"COTTON companies are doing well. Of course they would do better if they had protection. Canadian Colored Cotton at 40, pays 10 per cent. on the investment. Surely there should be a big chance in buying it with hardly any risk. One buying Dominion Cotton at 32 should double his money in a year or two. This may seem a long time, but it may be sooner." The above is an extract from a recent interview with Mr. Rudolph Forget, of L. J. Forget & Co., Montreal, one of the most influential brokers and best-known financiers in Canada. Mr. Forget also speaks enthusiastically of the opportunities for investment in Canadian industrial and railway stocks. While it is gratifying to hear Mr. Forget speak so encouragingly, the fact nevertheless remains that the present indications on the stock market do not point to a boom, and the squeezing to which Canadian investors have been subjected in the last few months has bred more or less distrust in "good things."

ONE of the most interesting developments of the month was the proposal for the re-organization of The Canada Cycle & Motor Co. by cancelling \$3,000,000 common stock and reducing 30,000 preference shares from \$100 to \$20 each, par value. The preference shares were then to become shares without preference or priority and 5,000 of them were to be retained in the treasury. The discussion of this proposal, which was to have taken place at the annual meeting of the company on the afternoon of October 29, was prevented by the issuance of an injunction at the instance of the executors of the estate of Henry Car gill to prevent a vote being taken on the matter of reducing the capital until Thursday, November 5, and until a motion then to be made to continue the injunction be disposed of. At the meeting the situation was explained and an adjournment made for six weeks. The annual statement would have shown a net profit for the year of \$29,344.90.

CANADA PERMANENT MORTGAGE CORPORATION.

THE Canada Permanent Mortgage Corporation, one of the leading Canadian financial institutions, has a paid up capital of \$6,000,000, which is equalled only by that of three of the largest Canadian banks. It has a reserve fund of \$1,600,000, and its invested funds amount to \$23,600,000. That the management are justified in taking credit for the virtue of stability is evident from the last statement. Less than \$2,000,000 (not quite eight per cent. of its total investments) represents the corporation's entire interest in bonds and stocks, all of which are assured dividend payers. Of this \$1,505,315 represents advances on stocks and bonds. The company does not itself own any stocks or bonds, with the exception of municipal debentures to the extent of \$448,420. The remainder of its assets, amounting to more than \$21,000,000, are made up of mortgages on real estate, cash on hand, and the corporation's office premises. It also issues four per cent. debentures which are a legal investment for trust funds, authorized by act of the Legislature, (a favorite investment of both fire and life assurance companies, for deposit with the Canadian Government). The depositors and debenture holders have an equal first claim on the entire assets of the corporation, including \$7,600,000 of actual paid up capital and surplus. By the terms of its act the Canada Permanent's investments in bonds and stocks cannot at any time exceed 75 per cent of its paid up capital. It must, therefore, have the entire amount of its borrowed capital (deposits and debentures) as well as 25 per cent. of its shareholders' capital, invested in mortgages upon real estate. In the selection of the latter there is brought to bear the very best experience available in Canada.

SHRINKAGE OF INVESTMENT SECURITIES.

THE shrinkage of securities which has wrought such havoc in financial circles these recent months has been the subject of innumerable editorials, articles and explanations. Everyone is now ready to explain how it happened, although there is not the same unanimity in deciding on what is to be the outcome.

The explanation which is most popularly received and which has a large groundwork of fact, is over-capitalization.

Confined to some of the new industrials little fault can be found with this explanation. At the height of the boom, enterprises were launched with a recklessness engendered of the gambling spirit. Capital stock was limited only by the receptivity of the investing or rather speculating public. Naturally the reaction came with the shrinkage which has been so much deplored, but which, under the circumstances, could not but have come.

Some other explanation, however, must be sought for the shrinkage during the Summer months of railroad securities of established credit, which have suffered, if not altogether so severely, yet almost as generally. It has been suggested that large blocks of these "established" securities were held in reserve by bankers and syndicates who were loaded up with industrials. When the slump came in the market and the investing public withdrew the

embarrassed bankers and syndicates found themselves called upon to discharge the loans contracted to underwrite and hold the industrial shares. They were compelled, therefore, to realize either on their industrials, which were depreciated and practically unsalable, or on their investment shares, which were at least salable at a price.

That this explanation has more or less force cannot be denied, but it is not all. Quite aside from the necessities of borrowers there was a further reason for a decline in the fact pointed out in these columns a short time ago, that the returns from investments in these stocks were extremely low, 4 per cent. indeed, while, at the same time, time loans to corporations in the highest credit placed for a year or more commanded 6 per cent., while merchants and manufacturers in perfectly good standing were borrowing on their notes at an even higher rate.

Capital under these conditions was certain to flow to the quarters where the most profitable investments could be secured. To emphasize this tendency there was a further inducement in the knowledge that other large security issues were about to be offered. For instance, when the Pennsylvania Railroad offered its own shareholders a large block of new shares at 120, their old shares, which had been listed at 157, were rapidly thrown on the market, and sold down to 120 to secure the funds to buy in the new. The fate of the Pennsylvania led to the postponement of other issues that had been contemplated, but the knowledge that their issuance was impending was certainly a factor in increasing the shrinkage.

A further factor that has been given much prominence is the bear element. Bear raids, bear manipulation, pressure by the bears, are phrases constantly in use in the papers. But what is the actual position of the bear in the market? He sells stocks he thinks are going to decline that he may buy them in later at the bottom price, just as the bull buys in stocks he thinks are going to rise in hopes of selling out at a higher figure. Both are incidents rather than causes of market fluctuations, and serve more to intensify and prolong fluctuations which are primarily due to other causes. In times of panic the bear certainly has a disproportionate influence, but as he must subsequently buy in the stock he has sold short the ultimate tendency of his completed campaign is to restore the equilibrium he has helped to disturb.

CURRENT BANK NOTES.

The Sovereign Bank has opened a branch at Frelighsburg, Que.

A branch of the Bank of Hamilton has been opened at Ripley, Ont.

The Royal Bank of Canada has established a new branch at Edmundston, N.B.

BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, \$1,000,000.00.

TOTAL ASSETS, \$1,864,730.13.

LOSSES PAID SINCE ORGANIZATION, \$22,527,817.57.

HEAD OFFICE, - BRITISH AMERICA BUILDING,
Cor. Front and Scott Sts., Toronto.

GEO. A. COX, President. J. J. KENNY, Vice-President.
P. H. SIMS, Secretary.

The Sovereign Bank has opened another branch in Ottawa, on Clarence street.

A branch has been opened at Preston, Man., by the Bank of British North America.

The Bank of Nova Scotia will shortly open branches at Calgary, Fort Saskatchewan, Vancouver and Wetaskiwin.

On November 2 the Bank of Hamilton will open its second branch in Toronto, on the corner of Queen and Spadina.

The Bank of Montreal has opened branches at Brandon under the charge of Mr. W. Watson, and at Indian Head under Mr. R. M. Napier.

The Bank of Ottawa has opened a branch at Buckingham. J. K. Lough, of Ottawa, has been placed in charge for the present.

It is said that the Eastern Townships Bank, Bank of Toronto, and the Union Bank of Canada are to start branches at the coast. All three will start either in Vancouver or Victoria, or both, and Eastern Townships will also probably locate another branch at Nanaimo. The Dominion Bank officials have decided not to open any branches at the coast at present.

WHEN you turn the life insurance agent away with the promise of next week, next month, or next year, do you ever reflect how uncertain it is whether he can do you any good? asks Insurance Age. In the first place you may not be alive when the time comes. In that case the business is settled once for all. But if you are, and want the company, the company may not want you. Any one of a thousand things may turn up to disqualify you as a risk. That cough may return or exposure may have weakened you, or disabling accident may have come. Or, added to an already none too good record, some of your near relatives may have been carried off by a prejudicing malady. A life company is a pretty exclusive sort of club. It doesn't take much to get you blackballed there. It is a good day when the man and the company both conclude they want each other.

UP-TO-DATE

Financial and Commercial Corporations ask applicants for positions to furnish a Guarantee Bond instead of letters of recommendation. For particulars apply

DOMINION OF CANADA
GUARANTEE & ACCIDENT INSURANCE CO.

Cor. King and Yonge Sts., TORONTO.

J. E. ROBERTS, - General Manager.

WESTERN ... ASSURANCE COMPANY.

Incorporated
1851

**FIRE
AND
MARINE**

Head Office	Capital	-	\$2,000,000.00
Toronto,	Assets, over	-	3,333,000.00
Ont.	Annual Income	-	3,536,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.

C. C. FOSTER, Secretary.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

W. Arthur
Lydiatt,

TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising HARDWARE AND METAL.

The Best Advertising is "Store News"—It Should be Written in the Spirit in Which the Store is Managed.

THE same rules hold good in writing an advertisement as in news writing. First, tell what is offered for sale; second, where offered; third, by whom; fourth, give the most important essentials as to the goods, particulars as to qualities, values, usefulness, etc.; fifth, follow up with any interesting details that may be helpful and interesting to the buyer and help in any way to induce a sale.

All advertising certainly should be constructed with the idea, first, to inform, and second, to interest the reader. In the news columns of the daily papers striking headings are used to call attention to the facts contained in what follows and to the importance of the same. The headings frequently contain all, regarding certain classes of news, which many of the readers care to know.

So in advertising, the announcements which can be taken in at a glance, are all that many readers and possibly buyers wish; but these advertisements or ad. headings should convey an idea at a glance as to what the body of the advertisement has of special interest to present. The opening display line should be a key to the whole and reflect enough of what follows to awaken interest therein.

Advertising should be clear, simple and straightforward; should be neither trivial nor dull; should be dignified, but not stilted. The idea should be kept ever in mind that the advertisement is to inform. This always should be the leading thought; but it is wise, while informing, also to please and interest.

Here come in the uses of the art. The attractiveness that turns the attention to the advertisement gives the opportunity to inform. The word "advertise," while meaning to inform, comes from two latin words, "ad" to, and "verto" to turn, or literally to turn to, and what every advertiser wants is for the reader to turn to his advertisement. This might be accomplished by making it so hideous as to attract attention by its very hideousness. There may be classes of advertising in which even this might be allowable, as where the thing advertised is intended to save the purchaser and user from some

thing horrible, and the object of the ad. is to startle and fill with terror. The lake of fire and brimstone and the burning that may never be quenched have served the purpose of advertising the means of escape therefrom, but purchasers are generally attracted rather than frightened into buying. The illustration which gives pleasure is more apt to awaken a desire for possession. "Vinegar never catches flies."

This has become an age of the gospel of the beautiful, the good and the true. Men are drawn by, instead of being compelled to, these. Truth is the first essential of the advertising art, as it is of eloquence, and it always attracts. Beauty might very properly be said to be the expression, in perfect form, symmetry and harmony, of truth itself, and hence is a prime essential in the well-constructed advertisement.

Man is a complex being, and has sentiment, heart, fancy and imagination that are just as real and active in their de-

mands as is the body itself, or as are reason and judgment. The advertising story, while it must be truthful and, to be permanently effective, must be backed up by true, honest dealing, also must be made to appeal to the heart as well as to the understanding. It must not only appeal to the desire to satisfy actual necessities, but to the fancy, the taste and the imagination. The Indian's moccasins, blanket and leggings serve as protection to the body and keep out the cold, but they do not meet the demands of the modern well-dressed merchant. The crudest, coarsest kind of a statement, put up in Indian-blanket style, might answer for an advertisement of cornmeal and bacon in a hungry community already spurred to the buying point by the gnawings of appetite, but this would not be true as to either the necessities or luxuries of life in highly refined communities with unlimited opportunities for making choice as to character of food and with abundance of means to supply whatever refined taste or fancy might suggest or dictate.

APOLLO

takes less time in the working,
and costs less money; wears
longer, costs less money for
that; and, the better the job,
the more it is worth.

Come again! We have common
interest.

Quick service.

Return a whole sheet for an
inch of fault.

American Sheet Steel Company, New York
Representatives for Canada
R. & S. H. Thompson & Company
53 St. Sulpice Street
Montreal

One leaps to another important thought. Advertising should be suited to the people whom it is intended to reach and influence. One must not fire above one's mark of his possible customers, but use their hearts, with words that are understood by them, and with a view to their habits, their conditions, and their mental ability.

This does not make it necessary to refrain from attacking wrongs or abuses in an advertisement, nor from showing that there are better ways of dressing or of living than the old methods—more economical, healthful and enjoyable. When this is undertaken, the advertiser is in the position of the pioneer or missionary, and must be well grounded in the facts that he presents. He must show, in a convincing manner, a knowledge above those whom he seeks to persuade from the old ways. This may, however, be said of all advertising that is to prove successful, for as cannot be too frequently repeated, because apparently so often forgotten advertising is to inform. One cannot inform another without superior knowledge.

No one ever knows too much about any subject on which he attempts to instruct others. Right here comes in the great trouble. The one who is most expert as to the goods, implements or machinery to be sold very frequently finds it almost impossible to put his knowledge on paper in a way forcibly and intelligently to convey that knowledge to others. If the merchant could only talk through his advertisement as he talks with his customers face to face there would be no trouble, but this seems almost impossible in most cases. Here is the place where the newspaper man must come to the aid of the dealer. He must get the story and then use his skill as a writer in putting the facts before the ad. readers as would the intelligent salesman, had he the customer before him really seeking to know.

ADDRESS IS NOW PICKERING, ONT.

The Bennett Mfg. Co., formerly of Toronto, have been compelled by the steady growth of their business to enlarge their works. Their new plant in Pickering, Ont., is now in operation and the company are receiving the trade to send all communications to that place.

H. J. Falkner, 60 George street, Toronto, wholesale dealer in harness goods, pelisses, etc., is distributing a handsome blotter. Mr. Falkner is alert to the demands of modern business and is a well-versed student of good advertising. He is the agent in Ontario for "Solarine" polish, an article that has steadily increased its sales through his energetic co-operation.

CHRISTMAS TRADE IN THE HARDWARE STORE.

By M. A. C.

FROM all sides comes the message that the holiday trade has never looked so promising as this year. Collections are reported good by retailers. There is a greater demand for staples than formerly and a higher quality of goods is called for from every part of the country.

A line that has grown greatly in favor for the Christmas trade is silverware—both flat ware and cutlery. This year there is a particularly good run on these goods. Not for many years has there been such a general demand for plated cutlery. In conversation with "Hardware and Metal" a wholesale dealer advanced the opinion that retailers had estimated the conditions of affairs in their localities accurately, and that they had realized that though there was some talk of depression, the facts were that wages were high and work plentiful on every hand. It is a safe conclusion to expect a good Christmas trade in all lines which are luxuries rather than in necessities. Silverware is such a line, and the effects of the prevailing conditions have been felt by every dealer and all the manufacturers of the line.

SILVERWARE A HARDWARE LINE.

In this connection attention should be given by the hardware trade to an opinion expressed by a prominent jobber a few days ago.

"Do the hardware trade handle as much silverware as they might?" he was asked.

"Indeed, no!" was the response. "The hardware retailers in some parts of the country have by neglect lost the trade in one of the most profitable lines properly belonging to them. Silverware, particularly cutlery, is beyond doubt a hardware line, yet because hardware dealers in some towns have bought only the cheaper grades of goods, have displayed them poorly, have, in short, neglected the line, druggists and fancy-goods dealers have stocked the goods, paid proper attention to it, and got the 'cream of the trade.' Then the hardwareman, having only 'skim milk' left, argues that there is no use in trying to work up a trade in silverware because buyers will not come to a hardware store for that kind of goods."

"I have noticed that the hardwareman who keeps an inferior stock and a slovenly store, never has a good silverware trade; on the other hand, where a hardwareman has a good stock of general hardware and makes a display of high grade silverware, he seems to have the pick of the trade in his town."

"Do you sell to other than to hardwaremen?"

"Why, certainly; if a hardware retailer will not do justice to our goods we must turn to some merchant who will. Yet we insist that the hardwareman is the proper agent for the line and that he should carry the very best goods his customers would want. If we cannot convince him of that, why, it's his funeral!"

A commercial traveller interviewed in regard to the same matter, was even more critical of the hardware trade's treatment of this line. He said: "The trade in such staples as cutlery and silverware is gradually slipping out of the hands of the retail hardware dealers into those of the jewellers and fancy goods' men. Retail hardware dealers are simply blind to the possibilities of this trade and are indifferently giving the go-by to what is not only valuable, but also rightly belongs to them. The profits on these lines are much greater than on nails and other staples, etc."

"Personally, I would rather sell the former goods, for the reason that there is more profit for the jobber as well as for the retailer in these lines than in the staples. I have instructions, of course, to sell as much as possible of lines that yield the larger returns. I often find it impossible to sell silverware and similar lines to the hardware dealer. It has to be sold, so I sell all I can to retailers in other branches of trade."

CHRISTMAS TRADE IN SILVERWARE.

Mention has been made of the activity in general silverware trade for the Christmas season. Manufacturers and wholesale dealers note a growing demand in the towns for novelties, such as imitation French bronze statuettes, bronze, brass and silver pin-trays, ink-wells, kettles, chafing dishes, etc.

One retailer is making a special effort this season to secure holiday business in this line. He sends to his customers a little catalogue containing recipes and hints to housekeepers, and, incidentally, some illustrated write-ups of novelties he has in stock for the Christmas trade. He says a hardware business or any other business is nowhere in these days without a practical system of scientific advertising. He states that in the past he has found that the men generally go to the hardware store to make purchases in these lines. Take a farmer for instance: He lets his wife buy the groceries and dry goods, but he buys himself from the hardwareman his nails, implements, machine repairs, harness, etc. So when his utilitarian heart is sufficiently softened to make him anxious to buy a present for his sweetheart, wife or daughter, he turns to the hardwareman, in whom he has every confidence, as a result of long acquaintance. Now the dealer wants to secure the confidence, friendship and custom of the ladies. If he can persuade them to come to his store as often and as freely as the men do, he feels his grip on the trade in such lines as silverware, cutlery and novelties is found to expand in a desirable manner.

*32 Standard
Silver Plate as per cut
page 34*

"Silverware That Sells."

Looking Forward to Christmas Trade ?

SELL SILVERWARE, especially at this season. The demand is sure, the sales rapid, the profits good. Then, too, there is the advertising an attractive Silverware Department gives you. People talk about pretty silverware and the store that sells it, and new trade is directed thither. Multiply your customers and you multiply your profits.

BUT

in selling silverware be careful to have silverware of quality, of beauty, of worth. Standard Silverware—it will be known by this mark—is the perfection of silverware manufacture. It is positively and broadly guaranteed. It is honest, both in the base metal and in the plating. It has never deceived buyer or seller. It is pre-eminently "Silverware That Sells."

TRADE MARK FOR



HOLLOW WARE.

Send for our latest Catalogue Free for the asking.



Standard Silver Company, Limited,
31-43 Hayter St., TORONTO.



WADE & BUTCHER'S

"SPECIAL" Razors

Are unequalled for quality and finish.

JAMES HUTTON & CO., - MONTREAL

Sole Agents for Canada.

PUTTY.		
Bulk in bbls.	1 70	
Bulk in less quantity	1 65	
Bladders in bbls.	2 30	
Bladders in kegs, boxes or loose.	2 25	
25-lb. tins.	2 25	
12½-lb. tins.	2 50	
Bladders in bulk or tins less than 100 lb.	2 50	

VARNISHES.		
In 5-gal. lots.	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak	1 50	1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" " No. 1	0 85	0 90
Elastilite varnish, 1 gal. can, each.	2 00	2 75
Granitine floor finish, per gal.	4 10	4 25
Maple Leaf coach enamels: size 1,	\$1.20	
size 2, 70c; size 3, 40c. each		
Sherwin-Williams' kopal varnish, assorted		
case, from 1 to 1 gal., \$2.50		

CASTOR OIL.		
British, 1st qual, in cases, per lb	0 08½	0 09½
" " small lots	0 10	0 10½

COD OIL, ETC.		
Cod oil, per gal	0 50	0 55
Pure olive	1 40	1 40
" neatfoot	0 90	0 90

GLUE.		
Common	0 08	0 09
French medal	0 10	0 14
White, extra	0 18	0 22
Gelatin	0 18	0 20
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	0 12	0 16
Ground	0 12	0 16
Cologne, genuine		

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 per cent	
Rim Fire Pistol, discount 40 p.c. American.	
Rim Fire Cartridges, Dominion, 50 and 5 p.c.	
Central Fire Pistol and Rifle, 10 p.c. Amer.	
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.	
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent.	
Central Fire, Military and Sporting, American, add 5 per cent. to list. B.B. Caps, discount 40 per cent., American.	
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 per cent. advance on list.	
Brass Shot Shells, 35 per cent.	
Primers, Dom., 30 per cent.; American, \$1.50.	

Wads.		
Best thick white felt wadding, in ½-bags		\$ 00
Best thick brown or grey felt wads, in ½-lb. bags		0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges		0 99
Best thick white card wads, in boxes of 500 each, 10 gauge		0 25
Best thick white card wads, in boxes of 500 each, 8 gauge		0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges		0 20
Thin card wads, in boxes of 1,000 each, 10 gauge		0 25
Thin card wads, in boxes of 1,000 each, 8 gauge		

Chemically prepared black edge grey cloth wads, in boxes of 250 each		
11 and smaller gauge		0 60
9 and 10 gauges		0 70
7 and 8 "		0 90
5 and 6 "		1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each		
11 and smaller gauge		1 15
9 and 10 gauges		1 40
7 and 8 "		1 65
5 and 6 "		1 90

ADZES.		
Discount 20 per cent.		

ANVILS.		
Wright's, 80-lb. and over		0 10½
Hay Budden, 80-lb. and over		0 09½
Brooks, 80-lb. and over		0 11½

AUGERS.		
Gilmour's, discount 65 and 5 per cent. off list		

AXES.		
Chopping Axes		
Single bit, per doz	7 00	10 00
Double bit, " "	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 50	10 00

AXLE GREASE.		
Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

BATH TUBS.		
Zinc		6 00
Copper, discount 20 per cent. off revised list		

BATHS.		
Standard Enameled.		
5½-ft. rolled rim, 1st quality	23 00	
5½ " 2nd "	20 00	

RABBIT METAL.		
"Tandem," A	per lb.	0 27
" " B	" "	0 21
" " C	" "	0 11½
Frictionless Metal	" "	0 23

Syracuse Smelting Works:		
Aluminum, genuine		0 45
Government		0 44
Tough		0 40
Hard		0 40
Dynamo		0 30
Special		0 25
Harmony		0 22
Car Box		0 20
Extra		0 15

The Canada Metal Co.:		
Imperial, genuine		0 40
Metallic		0 30
Hercules		0 20
Star		0 15
No. 1		0 12
No. 2		0 10
No. 3		0 06
No. 4		0 05

BELLS.		
Hand		
Brass, 60 per cent.		
Nickel, 55 per cent.		

Cow.		
American make, discount 63½ per cent		
Canadian, discount 45 and 50 per cent		

Door.		
Gongs, Sargent's	5 50	8 00
Peterboro', discount 46 per cent		

Farm.		
American, each	1 25	3 00

House.		
American, per lb.	0 35	0 40

BELLINGS.		
Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00
Blacksmiths', discount 10 per cent.		

BELTING.		
Extra, 60 per cent.		
Standard, 60 and 10 per cent.		
No. 1, not wider than 6 in., 60, 10 and 10 per cent.		
Agricultural, not wider than 4 in., 75 per cent.		

BITS.		
Auger		
Gilmour's, discount 60 and 5 per cent		
Rockford, discount 50 and 10 per cent		
Jennings Gen., net list.		

Car.		
Gilmour's, 47½ to 50 per cent.		
Expansive		
Clark's, 40 per cent.		

Gimlet.		
Clark's, per doz	0 65	0 90
Diamond, Shell, per doz.	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.		
All sizes, per lb.	0 07½	0 12

BOLTS AND NUTS.		
Carriage Bolts, common (\$1 list)	50	and 10
" " full sq (\$2.40 list)	55	and 10
" " Norway Iron (\$3 list)	55	and 10
Machine Bolts, all sizes	50, 5	and 10
Plough Bolts	50, 5	and 10
Blank Bolts	50, 5	and 10
Bolt Ends	50, 5	and 10
Sleigh Shoe Bolts	65, 5	and 10
Coach Screws, same point	65, 5	and 10
Nuts, square, all sizes, 3½c. per lb. off		
Nuts, hexagon, all sizes, 4c. per lb. off		
Stove Rods, per lb., 5½ to 6c.		

ROOT CALKS.		
Small and medium, ball	per M	4 25
Small ball		4 30

BRIGHT WIRE GOODS.		
Discount 62½ per cent		

BROILERS.		
Light, discount 65 to 67½ per cent		
Reversible, discount 65 to 67½ per cent		
Vegetable, per doz., discount 37½ per cent		
Hens, No. 8		6 00
Hens, No. 9		7 00
Queen City		7 50

BUTCHERS' CLEAVERS.		
German	per doz.	6 00 11 00
American		12 00 20 00

BUTCHER KNIVES.		
Barleys	per doz.	0 60 6 30

BUILDING PAPER, ETC.		
Tarred Felt, per 100 lb.		1 85
Ready roofing, 2-ply, not under 45 lb.		
per roll		0 90
Ready roofing, 3-ply, not under 65 lb.,		
per roll		1 15
Carpet Felt	per ton	15 00
Heavy Straw Sheathing	per ton	35 00
Dry Sheathing	per roll, 400 sq. ft.	0 40
Tar	400 "	0 50
Dry Fibre	400 "	0 55
Tarred Fibre	400 "	0 65
O. K. & I. X. L.	400 "	0 70
Resinized	400 "	0 45
Oiled Sheathing	600 "	1 00
Oiled	400 "	0 70
Roof Coating, in barrels	per gal	0 17
Roof small packages		0 25
Refined Tar	per barrel	5 00
Coal Tar		4 00
Coal Tar, less than barrels	per gal	0 15
Roofing Pitch	per 100 lb.	1 10

RILL RINGS.		
Copper, \$2.00 for 2½-in. and \$1.90 for 2-in.		

RUTTS.		
Wrought Brass, net revised list		
Cast Iron.		
Loose Pin, discount 60 per cent		

Wrought Steel.		
Fast Joint, discount 65, 10 and 25 per cent		
Loose Pin, discount 65, 10 and 25 per cent		
Berlin Bronze, discount 70, 7 and 5 per cent		
Gen. Bronze	per pair	0 40 9 45

CARPET STRETCHERS.		
American	per doz	1 00 1 50
Ballards		6 50

CASTORS.		
Red, new list, discount 55 to 57½ per cent		
Plate, discount 52½ to 57½ per cent.		

CATTLE LEADERS.		
Nos. 31 and 32	per gross	8 50 9 50

CHALK.		
Carpenters Colored, per gross	0 45	0 75
White lump	per cwt	0 60 0 65
Red		0 05 0 06
Crayon	per gross	0 14 0 18

CHISELS.		
Socket, Framing and Firmer		
Broad's, discount 60 and 10 per cent		
Warneck's, discount 50 and 10 per cent		
P. S. & W. Extra, discount 60 and 10 per cent.		

CHURN.		
Revolving Churns, metal frames, No. 0, 88		
No. 1, \$8.50; No. 2, \$9.00; No. 3, \$10.00		
No. 4, \$12.00; No. 5, \$16.00 each. Intro-		
wood frames, 20c. each less than the above.		
Discounts: Factories, 30 and 20 per cent		
for Ottawa, Kingston and Montreal, 40 and		
15 per cent. Terms 4 months or 3 per cent		
cash in 30 days		
Churn frames, including bearings, levers, etc.		
Nos. 0, 1, 2 and 3, wood, \$2.40, and 4 and		
5, \$2.15 Metal frames, 25c. extra. Dis-		
count 15 per cent., net 30 days		

CLIPS.		
Axle, discount 65 per cent.		

CLOSETS.		
Plain York or Ontario, Syphon Jet		\$9 60
Emb.		10 20
Fittings		1 00
Plain Simplex Syphon Jet		9 00
Emb.		7 50
Fittings		1 25
Low Down Elgin or Teutonic, plain		6 00
Low		6 50
Plain Richelieu		4 50
Emb.		4 25
Connections		1 25
Clasct connection		1 25
Basins, P.O., 14-in.		0 63
Basins, oval, 17 x 14-in.		1 50
Basins, " 19 x 15-in.		2 00

COMPASSES, DIVIDERS, ETC.		
American, discount 62½ to 65 per cent		

CONDUCTOR PIPE.		
Plain or Corrugated		
2-inch	per 100 feet	3 00
3 "		4 00
4 "		5 25
5 "		6 25
6 "		8 00

CRADLES, BRAYS.		
Canadian, discount 20 to 25 per cent		

CROSS-CUT SAW HANDLES.		
S. & D., No. 3	per pair	0 17½
S. & D., " 5		0 22½
S. & D., " 6		0 27½
Boynton pattern		0 20

DOOR SPRINGS.		
Torrey's Rod 15 p.c. per doz		2 00
Coil		0 88 1 60
English		2 90 4 00

CLAW KNIVES.		
Coach and Wagon, discount 50 and 10 per cent.		

Our Building Papers, Roofing Felts and Wire Edged Ready Roofing are made to give satisfaction to the **User**, and those are the kind of goods the Dealer wants.

Toronto and Montreal

62

Remington Hammerless Shot Gun

Grade K. Made with
Remington blued
steel barrels.



Send for Catalogue containing
complete description of Guns,
\$25.00 to \$250.00, mailed free.

Grade K E D Made
with Damascus
barrels and Auto-
matic Ejector.

REMINGTON ARMS CO., ILION, N.Y., 313-317 Broadway, New York.
SOLD BY LEADING CANADIAN DEALERS. NOT RETAILED BY THE MANUFACTURERS.
 86-88 First St., San Francisco, Cal.

PRESSED SPIKES.

Discount 20 per cent.		
PULLEYS.		
Hothouse	per doz.	0 55 1 00
Axle	"	0 22 0 33
Screw	"	0 27 1 00
Awning	"	0 35 2 50
PUMPS.		
Canadian cistern	1 80	3 60
Canadian pitcher spout	1 40	2 10
PUNCHES.		
Saddler's	per doz.	1 00 1 85
Conductor's	9 00	15 00
Finners, solid	pers et	0 72
hollow	per inch	1 00

RANGE BOILERS.		
Dominion, 30 gallon	net	5 50
" 35 "	"	6 50
" 40 "	"	7 50
Ronald's Galvanized, 30 gallon,	"	7 40
" 35 "	"	8 40
" 40 "	"	9 60
Copper, 30 gallon	"	22 00
" 35 "	"	24 00
" 40 "	"	28 00

RAKES.

Wood	per doz. net	1 20 up.
RAZORS.		
Elliot's	per doz.	4 00 18 00
Geo. Butler's & Co. s.	"	4 00 18 00
Boker's	"	7 50 11 00
" King Cutter	12 50	15 00
Wade & Butcher's	3 60	10 00
Theile & Quack's	7 00	12 00
Bailey's	6 00	12 00
Bailey's Brantford	10 00	11 00
Carbo Magnetic	"	15 00
Griffon Barber's Favorite	"	10 75
Griffon No 65	"	13 00
Griffon Safety Razors	"	13 50
Griffon Shaving Machines	"	13 50
Lewis Bros. "Klean Cutter"	8 50	10 50

REGISTERS.

RIVETS AND BURS.		
Iron Rivets, black and tinned, discount 60 and 10 per cent.		
Iron Burrs, discount 55 per cent.		
Extras on Iron Rivets in 1-lb. cartons, 1c. per lb.		
Extras on Iron Rivets in 1/2-lb. cartons, 1c. per lb.		
Copper Rivets, with usual proportion burrs, 45 per cent. discount. Cartons, 1c. per lb. extra, net.		
Copper Burrs only, discount 30 and 10 per cent. Extras on Tinned or Coppered Rivets, 1/2-lb. cartons, 1c. per lb.		

RIVET SETS.

Canadian, discount 35 to 37 1/2 per cent.		
ROPE, ETC.		
Sisal	0 11	
Pure Manila	0 14	
"British" Manila	0 12	
Cotton, 3-16 inch and larger	0 16	
" 5-32 inch	0 21	
" 1/4 inch	0 22	
Russia Deep Sea	0 15	
Jute	0 08	
Lath Yarn, single	0 11	
" double	0 11 1/2	
3/4 bed cord, 48 feet	per doz.	0 65
" 60 feet	"	0 80
" 72 feet	"	0 95

RULES.

Boxwood, discount 55 per cent.		
Ivory, discount 57 1/2 to 40 per cent.		
SAD IRONS.		
Mrs. Potts, No. 55, polished	per set	0 70
No. 50, nickle-plated	"	0 80

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent.		
Emery, discount 40 per cent.		
Garnet (Rurton's), 5 to 10 per cent. advance on list		

SAP SPOUTS.

Bronzed iron with hooks	per 1,000	9 50
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SAWS.		
Hand, Disston's, discount 12 1/2 per cent.		
S. & D., discount 40 per cent.		
Crosscut, Disston's	per foot	0 35 0 55
S. & D., discount 35 per cent. on Nos. 2 and 3		
Hack, complete	each	0 75 2 75
frame only	"	0

SASH WEIGHTS.		
Sectional	per 100 lb.	2 25
Solid	"	1 75

SASH CORD.		
Per lb.	0 22	0 22

SAW SETS.		
Lincoln and Whiting	per doz.	4 75
Hand Sets, No. 1 Woodyatt (Morrill)	4 25	
X-Cut Sets, No. 3 Woodyatt (Morrill)	9 50	

SCALES.

Gurney Standard, 40 per cent.		
Gurney Champion, 50 per cent.		
Burrow, Stewart & Milne		
Imperial Standard, discount 40 per cent.		
Weight Scales, discount 35 per cent.		
Champion Scales, discount 50 per cent.		
Fairbanks standard, discount 35 per cent.		
" Dominion, discount 55 per cent.		
" Richelieu, discount 55 per cent.		
Warren's new Standard, discount 40 per cent.		
" Champion, discount 50 per cent.		
" Weighbeams, discount 35 per cent.		

SCREW DRIVERS.

Sargent's	per doz.	0 65 1 00
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SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style	per doz.	6 80
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style	per doz.	7 00
Common doors, 2 or 3 panel, in natural colors, oil finish	per doz.	8 15
3-in. style 20c. per dozen less.		

SCREWS.

Wood, F. H., bright and steel, discount 57 1/2 per cent.		
Wood, F. H., bright, dis. 82 1/2 per cent.		
" F. H., brass, dis. 80 per cent.		
" R. H., dis. 75 per cent.		
" F. H., bronze, dis. 75 per cent.		
" R. H., dis. 70 per cent.		
Drive Screws, dis. 87 1/2 per cent.		
Bench, wood	per doz.	3 25 4 00
" iron	"	4 25 5 00
Set, case hardened, dis. 60 per cent.		
Square Cap, dis. 50 and 5 per cent.		
Hexagon Cap, dis. 45 per cent.		

Per doz. net	6 00	9 00
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SCYTHES.

Canadian, discount 40 per cent.		
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SHEARS.

Bailey Cutlery Co., full nickle, discount 67 1/2 per cent.		
Bailey Cutlery, Japan Handles, discount 67 1/2 per cent.		
Seymour's, discount 50 and 10 per cent.		

SHOVELS AND SPADES.

Canadian, discount 45 per cent.		
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SINKS.

Cast iron, 16 x 24	0 85	
" 18 x 30	1 00	
" 18 x 36	1 40	

SNAPS.

Hafness, German, discount 25 per cent.		
Lock, Andrews	4 50	11 50

SOLDERING IRONS.

1, 1 1/2-lb.	per lb.	37
2-lb. or over	"	0 34

SQUARES.

Iron, No. 493	per doz.	2 40 2 55
" No. 494	"	3 25 3 40
Steel, discount 60 to 60 and 5 per cent.		
Try and Bevel, discount 50 to 52 1/2 per cent.		
Stamped Ware		
Plain, discount 75 and 12 1/2 per cent. off revised list.		
Retinned, discount 75 per cent. off revised list.		

STAPLES.

Galvanized	3 25	3 50
Plain	2 90	3 15

STOCKS AND DIES.

American discount 25 per cent.		
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STONE.

Washita	per lb.	0 28 0 40
Hindostan	"	0 06 0 07
Labrador slip	"	0 09 0 13
" Axe	"	0 15 0 20
Turkey	"	0 30 0 40
Arkansas	"	1 50 1 60
Water-of-Ayr	"	0 10 0 15
Seythe	per gross	3 50 5 00
Grind, 2-in., 40 to 200 lb. per ton	25 00	
" under 40 lb.	28 00	
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7 inch	7 50	

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Carpet tacks, blued	80 and 15	
" " tinned	80 and 20	
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" 1 weights	60	

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Copper tacks	50	
Copper nails	52	

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65 and 5		
65 and 10		
65 and 5		

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Pine finishing	40	

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" in bulk	15	
" solid heads, in bulk	75	
Saddle nails, in papers	10	
" in bulk	15	

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case only	60	
Zinc glaziers points	5	
Double pointed tacks, papers	90 and 10	
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Bailey's, discount 25 per cent.		
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No. 0-9 gauge		\$2 56

10	6c extra	
11	12c	
12	20c	
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16	70c	

Add 60c. for coppering and \$2 for tinning.

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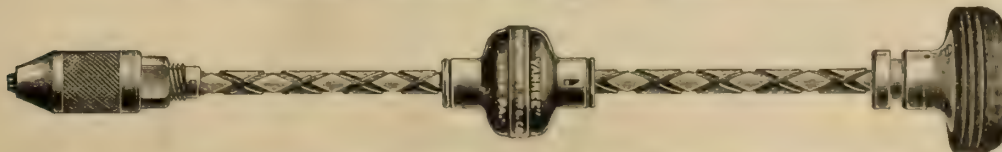
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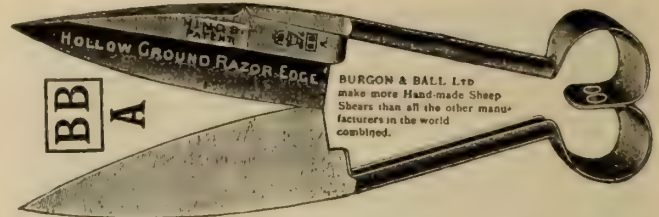
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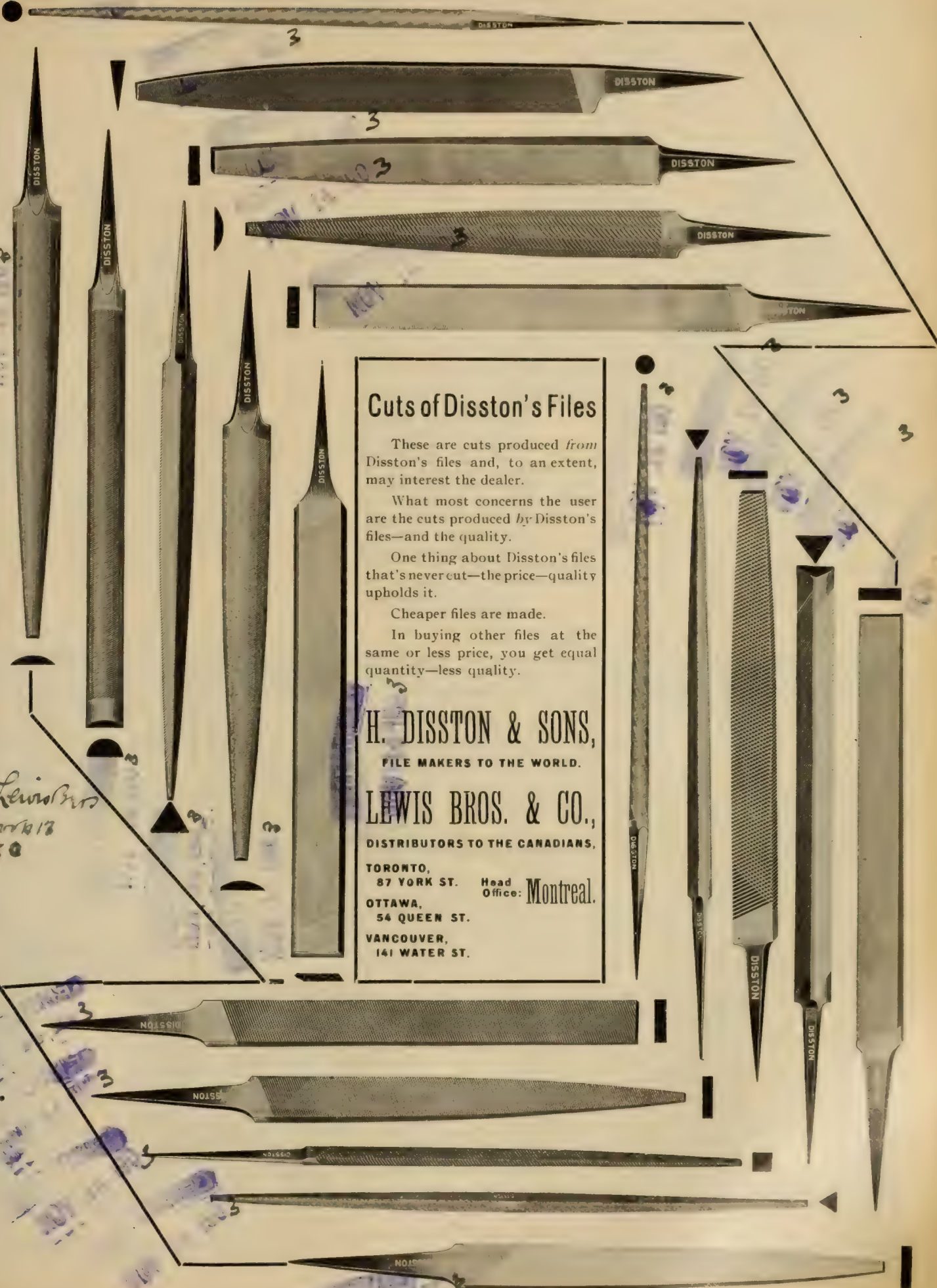
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THOS. BIRKETT & SON CO., Limited, OTTAWA, ONT.

IT'S EASY WITH
CONNOR'S O.K. ROTARY WASHER

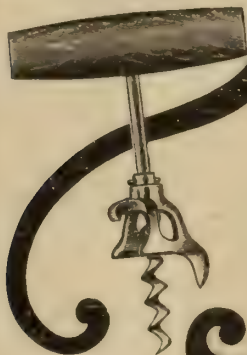


This machine has a heavier fly wheel than any other similar machine. That's why it works the easiest and run smoothest. They cost you no more than the ordinary kind. Write for our catalogue and price list.

J. H. Connor & Son, Limited,
Manufacturers Washers and Wringers, OTTAWA.



Canadian Representative: **ALEXANDER GIBB, 13 St. John St., MONTREAL.**
75 YEARS ESTABLISHED 1825. 75 YEARS



WHY sell Old Style Cork Screws?

The People Want

WALKER'S SELF-PULLING

which draws the cork, cuts the wire, removes crown, seal and aluminum stopper. Does the whole thing. Each one tested and guaranteed. We manufacture over 50 different styles.

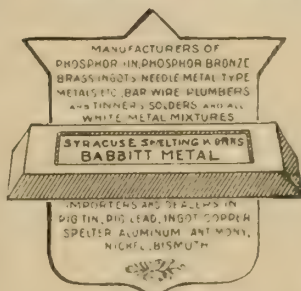
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Use Syracuse Babbitt Metal

IT IS THE BEST MADE.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter, Phosphor Bronze, Nickel, etc., always in stock.



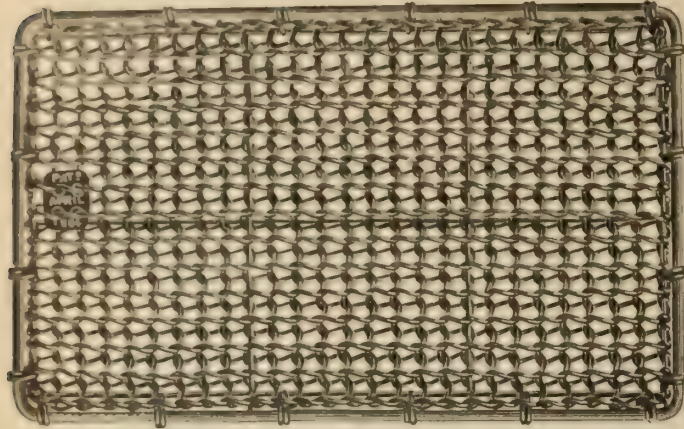
For

Paper and Pulp Mills,
Saw and Wood-Working Machinery,
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and all kinds of
Machinery Bearings.

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Wire Door Mats



The most durable, cleanest and perfect sanitary Mat made.
Has been on the market for 20 years.
All sizes and shapes made to order.
For stock sizes see catalogue.

THE B. GREENING WIRE CO.
LIMITED
HAMILTON, ONT. MONTREAL, QUE.

FENCING

MANUFACTURED BY

Dominion Wire Manufacturing Co.
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MONTREAL AND TORONTO.

4-barb 6-in.		352 lbs. per mile
4-barb 4-in.		384 lbs. per mile
2-barb 5-in.		352 lbs. per mile
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Plain Twist 2 Wires		288 lbs. per mile

Coiled SPRING Galvanized Fence.

BRIGHT and GALVANIZED FENCE STAPLES,
1¼ to 2 INCHES.

ANNEALED WIRE

FOR BALING

HAY — PULP — PAPER — RAGS — SHINGLES — ETC.

BUY  GOODS
SATISFACTION GUARANTEED.

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BARBED WIRE GALVANIZED PLAIN WIRE
PLAIN TWIST CABLE FENCING

Telegraph and Telephone Wire; Mattress, Broom, Weaving Wires of every description; Rail Bonds, Bale Ties, Special Wires for all purposes, Springs, Horse Shoes, Wire Rope, Cold-drawn Steel Shafting.

"THE REAL" SAFETY RAZOR IS A SELLER



OUR CONDITIONS ARE : Give to likely customers to try and if not absolutely satisfactory return it.

AGENTS FOR CANADA :

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A New Kind of Razor

You'll be surprised at the way "The Real" Safety Razor shaves—different from any other razor.

It shaves clean and keen—smooth and easy.

It doesn't pull or break hairs.

"The Real" is the only perfect razor for self-shaving.

The rigid handle and the anti-cut guard make it better than the ordinary razor—better control of the blade on face, strop or hone—quicker work possible—no cutting.

It's better than other "safety razors" because it's a razor—not a hoe. Made of the very finest razor steel—full concave—2¼ in. blade.

Established 1854
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Toronto Wire, Iron and Brass Works Company, Limited,
Manufacturers of Wire Window Guards, Wire Cloth
Moulders' Riddles, Children's Cots, Bank and Office
Railings, Ornamental Iron Fencing, Window Fix-
tures, Wire Work, Architectural Wrought Iron
Work. 117 King St. West, TORONTO, ONT



GALVANIZED STEEL

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BEST QUALITY.

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Write for new catalogue and discounts.

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CANADIAN AGENT...

J. N. WARMINTON,
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'Tis A Marvel.

The Hamilton "Take-Down" Rifle, Model 19, never fails to astonish those who see it for the first time by reason of its beauty of design and finish. When they see its hard, accurate shooting, and realize that such perfection is sold for \$2.50, the wonder becomes chronic. "Boiled down" into a brief, fully-illustrated folder, we present the "true inwardness" of the "Hamilton 22." If you even "suspect" yourself of being an up-to-date merchant, that little folder should speedily be under your eye. Shall we get it there?

The HAMILTON RIFLE CO.,
Box No. 71. PLYMOUTH, MICH.

DAVID MAXWELL & SONS

ST. MARYS, ONT., CANADA.

"Maxwell Favorite Churn" Lawn Mowers.

PATENTED FEATURES: Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive, and Detachable Driving Link. Improved for season of 1901. Steel or Wood Frame as desired.

High and Low Wheels, from 12 in. to 20 in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

If your Wholesale House does not offer you these articles

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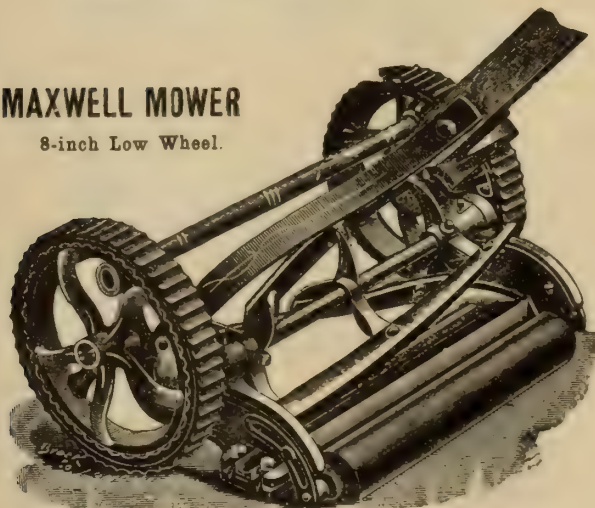
Wheelbarrows. In Four Different Sizes.



Steel Frame Churn.

MAXWELL MOWER

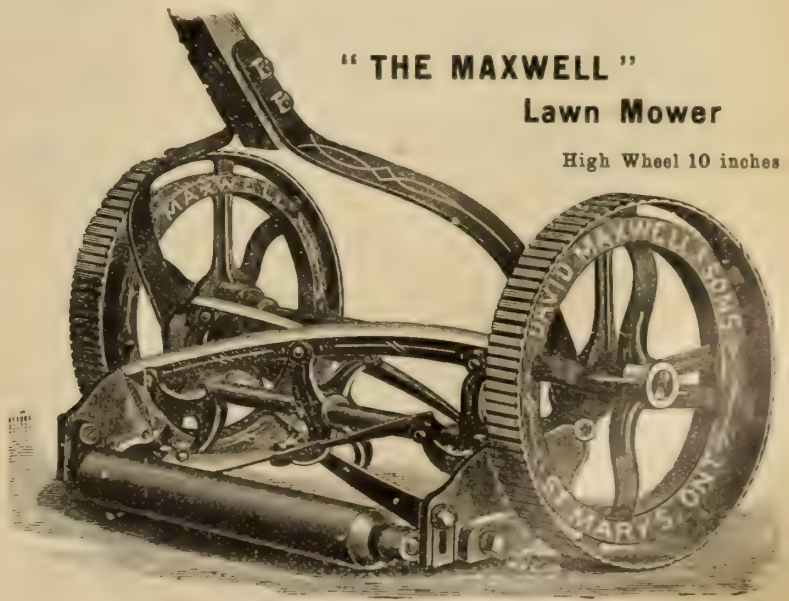
8-inch Low Wheel.

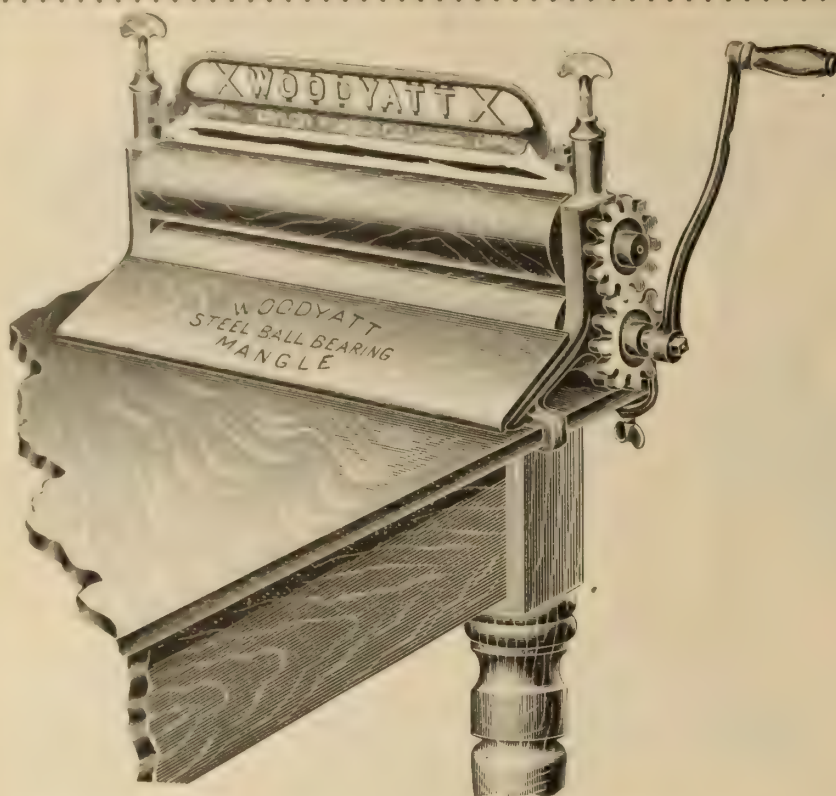


"THE MAXWELL"

Lawn Mower

High Wheel 10 inches





THE WOODYATT CLOTHES MANGLE

The only ball-bearing, two-roller table Mangle made in Canada.

Suitable for small families.

Rolls, 24 x 3½. Made from special selected hard maple. All material used is of the very best quality and a Mangle that can be sold with every confidence that it will please.

Kept in stock by the leading jobbers.

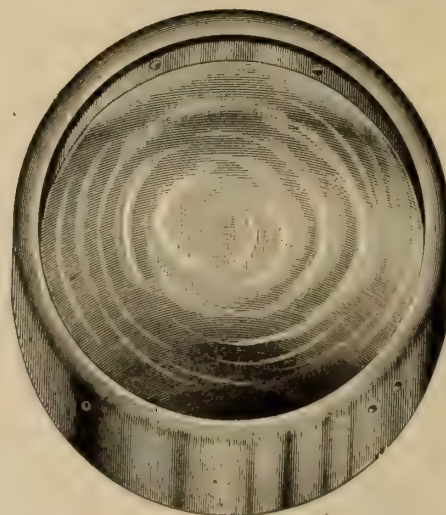
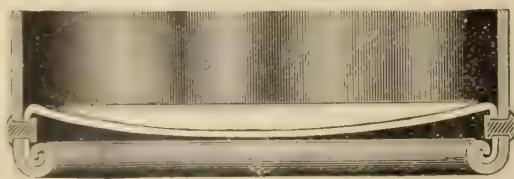
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TAYLOR-FORBES CO., LIMITED, - GUELPH, CANADA

THE BEST RESULTS

always follow the sale and use of

KEMP'S BROAD HOOP ROLL RIM BOTTOM MILK CAN TRIMMINGS



A criticising public have used them for the past five years and the increasing demand is proof of their superiority, also evidence of the satisfaction which they give.

The Roll Rim Bottom having no sharp turns does not break the grain of the metal or lessen its wearing qualities.

Narrow Top Hoops can be supplied in place of Broad Top Hoops if desired. For Strength, Durability and Finish, our Trimmings are unexcelled.

They cost no more than inferior qualities.

We also carry in stock a full line of **First Quality Tinned Iron**, cut suitable for the different sizes of Trimmings, which we will supply at the lowest current market quotations.

KEMP MANUFACTURING CO., TORONTO, CANADA.

THE MANUFACTURERS AND THE GREAT WEST.

(Continued from last week.)

A Symposium of Some
of Their Impressions
Gathered During Their
Recent Trip to the
Pacific Coast.

IN accordance with what was promised last week there is given below a continuation of the impressions gathered by the Canadian manufacturers during their trip to the West and summarized for this paper in answer to questions submitted in a circular letter on their return home.

C. N. Bell, Secretary Winnipeg Board of Trade.

1st. Having been a resident of Winnipeg and the West for over thirty years, and having made frequent trips through the country between Lake Superior and the mountains, (my first journey having been made to the mountains in 1872 when not a sod was turned beyond a distance of seventy miles west of Winnipeg), my chief impression was the great development that has taken place during the last two or three years. Where two or three houses comprised the town of five years ago, thriving villages, surrounded by cultivated areas, now exist, and these places bear every evidence of prosperity and business activity.

2nd. Contrary to the somewhat generally conceived opinion, I am fully convinced that extensive manufacturing establishments will exist at a number of points in Manitoba, and the want, in my opinion is, in the main, a matter of population. It is true that at present the cost of power and labor is high, but with the transmission of electric power from the numerous falls on the Winnipeg river, Winnipeg will in the future have cheap power. It is not generally known that large power works are already nearly completed at a point some forty miles from the city, and within a year this plant will be in a position to supply far more power than there is any call for in Winnipeg to-day, and the operators have already publicly announced that they will, at the start, give power at one-half the present cost. While, as in all new countries, labor for factories is scarce, it may be taken as an axiom that increased population will provide factory labor as it is required. Large deposits of iron at Lake Winnipeg simply await development and the product can be floated right into Winnipeg. A glance at the map of Western Canada will show that the coal of the North Saskatchewan may be floated down to Lake Winnipeg and on to this city, provided the single existing barrier, the Grand Rapids at the mouth of the

Saskatchewan river, is overcome. So too, short canals from the Saskatchewan into Lake Winnipegosis, and from Lake Manitoba into the Assiniboine river, will provide continuous navigation from the head waters of both the North and South Saskatchewan rivers. It is to be noted that for all time a manufacturer in Winnipeg will have a virtual protection against the goods manufactured in Eastern Canada to the extent of the existing freight rates from eastern points to Winnipeg. Above all it is to be noted that the city already has become a centre for quite extensive manufacturing establishments along certain lines, and that those lines are of goods that a small population consume a considerable output. Then too, even where the raw materials have to be, in whole or in part, imported into Winnipeg, the difference in freight between

assist in developing the natural resources of the West by joining in with the western people and exhibiting more personal interest in such legislation, along the lines of transportation; encouragement by financial and other means, of a good class of immigration; and generally in doing what they can to place western provinces on a perfect equality with the older provinces. If the Canadian manufacturers could secure an amendment to the British North America Act, which would prohibit any man taking his seat in the House of Commons or Senate of Canada until he could produce satisfactory evidence that he had travelled through Canada from the Atlantic to the Pacific, they would render to the people of the West one of the greatest aids for the proper development of the West that could be imagined.

Col. W. M. Gartshore, McClary Mfg. Co., London.

First. What impressed me most in connection with the trip of The Manufacturers' Association to the coast was the immense possibilities of the Great West, from an agricultural point of view, and the great district which is yet undeveloped.

Second. Regarding the future of these provinces and territories there can be no two opinions. All that is required is settlers of the right stamp, competent to develop the resources of the country. As far as the manufacturing is concerned, with the exception of commodities used by the farmers, such as flour, meal and binder twine, and the product of animals, such as dressed meats, etc., it is too soon to give an opinion as to any other manufactures which may develop. Should iron ore be found in the vicinity of the coal fields it might revolutionize the iron industry so far as that market is concerned, but at present it is cheaper to manufacture in the east and deliver than to manufacture such commodities at any of these points.

Third. Manufacturers can secure a larger share of the trade by being more familiar with the requirements. No manufacturer should attempt to do business in that section of the country unless he is prepared to visit his principal customers at least once a year, as it is much easier to manufacture just the article the customer requires than to edu-

QUESTIONS SUBMITTED BY HARDWARE AND METAL.

FIRST. What most impressed you from a business standpoint during your trip through the Great West to the Pacific Coast?

SECOND. What is your opinion in regard to the future of Manitoba and British Columbia as manufacturing centres?

THIRD. In what way can manufacturers of the east secure a larger share of the trade of the Great West, that now goes to the manufacturing firms in the United States?

FOURTH. How can business men in the east best assist the people of Manitoba, the Territories and British Columbia in developing the natural resources of their respective parts of the country?

such raw material and finished goods will always be a strong factor in favor of Winnipeg. As regards British Columbia, with its varied resources in the direction of raw material and its facilities for shipping either to the interior or for direct export, it will certainly, with increased population, be in a position to maintain manufactories.

3rd. Manufacturers of the east can secure a larger share of the trade of the West by more carefully studying the particular class of goods required in the West by the circumstances of the soil, climate and the consequent general wants of the people: by making and shipping only the best qualities of articles (for it is notorious that the people of the West largely demand and will only take first quality goods) and by paying stricter attention to rapidly filling the orders of western merchants.

4th. Business men of the east can best

able to adopt something which he (the manufacturer) has to sell. A great deal of this trade goes to the United States from the fact that present settlers in the West have been for a number of years buying goods from United States manufacturers, and are more familiar with them, but as it can be shown that Canadian manufacturers can make goods in every way as satisfactory, I see no reason why they should not get the preference.

Fourth. I do not see how manufacturers in the east can attend to their own business and also personally develop the West. There should be sufficient capital looking for investment which could and is already developing these territories. If eastern manufacturers possessed a portion of the enthusiasm and optimism of western men in general, greater progress would be made in all directions.

T. L. Moffat, Jr., The Moffat Stove Co., Limited, Weston

1. The great resources and possibilities of the country. The faith and optimism of our western brethren. The large number of United States manufactured goods, especially stoves and ranges, which are being sold.

2. As the population increases and iron mining and smelting is developed, manufacturing in iron and steel lines will certainly follow, but at present there does not appear to be any great prospect of doing a profitable manufacturing business.

3. From a stove point of view, the manufacturers in the east have not been catering to a class of trade which demands some United States styles in stoves and ranges. The main difficulty, however, is, United States competition in cheaper grades. Canadian manufacturers, owing to their limited market, cannot specialize their goods to the same extent. Some of the United States factories have the facilities to turn out enough steel ranges in a few months to supply the whole western trade. The freight rates and special discounts given overcome the tariff and combine to make the Great West a convenient dumping ground for our neighbors. The only effective way to remedy this state of affairs is to follow the example of the shrewd Yankee and make the tariff wall higher. The Canadian manufacturers would only be too glad to guarantee no advance in prices if they only had the privilege of supplying our own market.

O. E. Fleming, of Fleming, Wigle & Wood, Barristers, Windsor, Ont.

In reply to your communication of October 10 I now enclose you a short note in reply to the questions submitted to me in reference to the Manufacturers' excursion. I have made them as short and as concise as possible.

1. The apparent inability of the trade

to take care of the business offered, due in a large measure to the lack of sufficient transportation facilities, and the unpreparedness for such an enormous influx of immigration and prosperous development.

I look upon the business and industrial possibilities of the Northwest as enormous, which can only be appreciated by a visit to the country. We Canadians have a problem to work out in our own great country, which offers the greatest inducement to young men who can, by honest and energetic effort, make more profitable than any country under the sun can offer.

2. There are only a few lines that could be profitably manufactured in either Manitoba or British Columbia at the present time, but, of course, time will increase this, and eventually they must become manufacturing provinces, equally with the older provinces.

3. (a) Have warehouses at the leading centres of sufficient capacity, well stocked, to enable them to give prompt delivery.

(b). Increased transportation facilities, with reasonable freight rates.

(c) Meet the requirements of the people; the country and seasons are different from ours, necessitating many things different; a careful study of these questions by a personal visit of an intelligent representative from the different industrial concerns will accomplish much that has been sadly ignored.

(d) Of course a higher tariff will do much to enable us to retain our hold on this trade.

4. An active campaign in favor of better freight rates and transportation facilities, and by investing some of their money to assist in the development of the country.

Noel Marshall, The Standard Fuel Co., Toronto.

I have before me your letter of October 17, asking for answers to four questions.

To the first I would say that I was wonderfully impressed with the possibilities of our western country. As we passed through the Province of Manitoba and the Territories, the grain-growing possibilities of that enormous section of the country almost overwhelmed one.

Second. I believe that with the enormous quantities of timber obtainable in British Columbia, woodworking factories of nearly all classes should find a great opening.

Third. The manufacturer of the east, to secure a larger trade of the Great West, should recognize the fact that in all classes of articles our western brothers want the best that is made. From personal conversation with many of the business men, I am convinced they were in earnest when they stated that some

of the manufactured goods sent from eastern Canada to the West did not suit their requirements as well as those they imported from the United States. This is an evil that should readily be cured. At the same time I do not believe that the trade of that western country can be retained to our own people unless there is a revision of the tariff, and unless I am very much deceived, the people of the West would support Canada as a whole in obtaining such a change, as it would be in the best interest of the whole country.

Fourth. The business man of the east who has any surplus capital to invest can largely assist in the development of the whole western country by investing either in manufacturing or commercial enterprises, and the opportunities for some years to come will be many.

You Sir, like myself, must have been thoroughly convinced that there is room for a vast number of the right class of men. The young man who has been so trained that he can resist the temptations of a western life (and they are many) must undoubtedly succeed, and the time when a Canadian finds it either necessary or desirable for him to seek his advancement in the United States is surely past.

GERMAN CEMENTS AND THE SURTAX.

WHILE the interviews with Montreal business men published in last issue showed a variety of opinion as to the effects of the surtax on German cutlery and shelf hardware, importers in Montreal are agreed that the surtax on German cements will drive them from the Canadian markets. A representative of "Hardware and Metal" interviewed several importers and found a surprising unanimity of opinion. An interview with one of the staff of Francis Hyde & Co. may be taken as typical:

"What will be the effect of the surtax on German cements?"

"Unless the German manufacturers reduce their prices, which I do not think they can afford to do, their cements will be driven from the Canadian market. Cement is a standard article and people will not pay a fancy price for special brands just because they are German."

"Who will profit by this?"

"It is likely that Belgian cements will be imported in greater quantities. The Americans may also extend their trade."

WIRE NAILS TACKS WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

CATALOGUES, BOOKLETS, ETC.

HARDWARE AND METAL would be pleased to review catalogues, booklets or other such publications issued by manufacturers or wholesale dealers selling to the hardware, plumbing, machinery or metal trades. Readers desiring such publications may also have inserted a note to that effect. No charge will be made for these services.

CHAMPIONSHIP RIFLES.

The J. Stevens Arms & Tool Co. are sending out circular letters notifying the trade that the individual rifle championship match for Greater New York and vicinity was won by Dr. Hudson, who used a Stevens-Pope barrel, 33 calibre; second place went to Mr. Kelly, who also used a Stevens-Pope, while third place was secured by F. C. Ross, with a regular Stevens 32 40.

ACETYLENE GOODS.

The Acetylene Construction Co., Ltd., St. Catharines, Ont., have issued two neat booklets, one dealing with acetylene ranges, heaters, hot plates, etc., which are made in sizes and styles similar to the ordinary gas or oil stove; the other to "Bray's" acetylene burners, of which seven different patterns are described. Both booklets are illustrated in a manner likely to interest the trade or customers in the various lines. Readers of "Hardware and Metal" are invited to send for these booklets.

FRESCO STENCILS.

The Lee Collins Co., 131 Bay street, Toronto, have prepared a catalogue of the fresco stencils and letter patterns for sign painters' use, which they keep in stock. The company have adopted uniform prices for their stencils, the prices ranging from 10c. for 3-in. to 90c. for 22 in. Any of the stencils or letters could be sold by the trade from this booklet, the plates all being fac-simile of the designs. When writing for this booklet do not fail to mention this paper.

POWER TRANSMISSION ECONOMICS.

The November issue of this book, published by The Dodge Mfg. Co., Ltd., Toronto, which is just to hand, is one of the best numbers yet issued by this concern. In it are illustrations of a four dry tumbling barrel, an extra heavy floor stand, great grooved pulleys for mills, a carload of rubber covered head pulleys, etc. Information is given regarding rope drives, sprocket chains and wheels, calculating the speed of pulleys, and about special products of the company.

TRACK CLEANING DEVICES.

The Canadian General Electric Co., Ltd., Toronto, have issued a dainty booklet drawing attention to their track cleaning devices, notably the "Monarch" track cleaner and adjustable track brush hold-

Greatest Money-Makers For The Dealer.

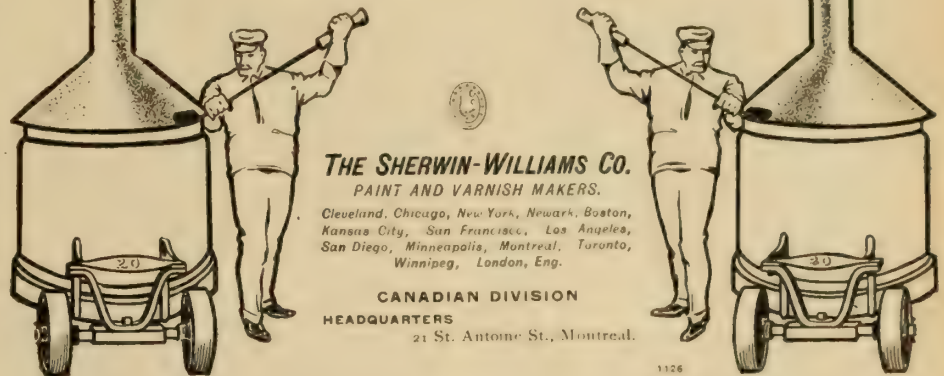
The Sherwin-Williams Varnishes are the greatest money-makers for the dealer:

Because their uniform good quality increases sales daily one varnish always sells another through the good results it gives the user.

Because through their good working and drying qualities they win the active support of the practical painter.

Because of the advertising and selling organization back of them. They are the most effectively advertised varnishes in the market to-day—by methods that bring the consumer to your store—by methods that move the goods off your shelves into the hands of the consumers.

Use coupon to-day.



ers and brooms. This will be of interest to many "Hardware and Metal" readers, to whom the book will be sent on application.

A METAL STOCK LIST.

M. & L. Samuel, Benjamin & Co., Toronto, have issued a neat and comprehensive sheet metal stock list, which should be of much service to readers of "Hardware and Metal." It will be mailed on application.

DEEP GOLD MINING IN NOVA SCOTIA.

Through the courtesy of Edwin Gilpin, Jr., Halifax, Inspector of Mines and Deputy Commissioner of Public Works and Mines, Nova Scotia, we have received a booklet dealing with the deep gold mining industry of Nova Scotia. The Nova Scotia Legislature passed, at the last session, an act to encourage this industry and this booklet constitutes a report on the best methods of testing the

value of the deeper gold deposits of Nova Scotia, prepared by E. R. Faribault, C. E. Copies of it can be had on application by any person interested in the subject.

THE SUN VARNISH HANGER.

The Canada Paint Co., Ltd., Montreal and Toronto, have issued a lithographed hanger for the use of the trade in advertising their Sun Varnish. The central figure in the calendar is a fac simile design of the can in which this material is offered to the trade. This is surmounted by a view of a sunrise on the ocean, printed in glowing colors. The artistic effect of the hanger is exceedingly attractive and will commend the latter to the Canadian trade generally.

THE HOFFMAN CORR MFG. CO.

One of the most expensive and attractive catalogues ever received by "Hardware and Metal" has just come to hand.

The feature of the book is the lovely three-color engravings of camping, picnic, garden, and household scenes, in each foreground of which is shown one of the beautiful catalogues made by this company. Each page is printed on tinted paper, which is a perfect reproduction of real paper. Such catalogues as this are rarely seen in Canada, and when they are seen they are fully appreciated. Any of our readers who may desire one of these should write for one at once.

WILL SELL PATENT RIGHTS

The manager of The Imperial Tea Strainer Co., of Montreal, has gone to England to dispose of his patent rights in Great Britain for the "Never Drip a Drop" tea and coffee strainer, mentioned in a recent issue of "Hardware and Metal." We understand that he will return to Canada within a month or six weeks and at once begin actively to bring this interesting and useful little invention before the attention of the hardware dealers of the country.

LABOR IN THE ANTIPODES.

FEW Canadians understand definitely the labor conditions in Australasia, which are frequently referred to by critics of labor conditions here. United States Consul Baker gives a summary of the situation as follows:

All business, or nearly all, in New South Wales is conducted through "trade industrial unions." Up to March, 1903, 108 unions of employees and 82 unions of employers had been registered in the arbitration court. When a union has been duly registered it becomes amenable to the arbitration laws. The court consists of three members, one of which is a judge of the supreme court. All disputes between employers and employees that can not be adjusted between the parties concerned privately are tried in this court, and its decisions are binding and final. Here wages, hours of labor, and holidays are adjusted. Each union makes its own laws for the government of its members, but on application for registration these laws are submitted to the court, and registration may be refused on the ground of unsatisfactory laws. Once registered, no change can be made, except by consent of the court. Each union, as I understand, makes and enforces conditions of membership and has power to reject for lack of qualifications. The length of a day's work has been fixed generally at eight hours, and the minimum wage at 7s. 6d. 70c. per day for common laborers, with half-day holidays at expense of employers. If any employer requires more hours or less pay than has been fixed for that particular

IVER JOHNSON SINGLE BARREL SHOT GUNS

The Iver Johnson Single Gun has been on the market for thirty years, and is sold by the best and largest jobbers in the country, as a leading single gun. The gun does not set on a land where there cannot be heard the shot of an Iver Johnson Gun.



What better endorsement could any article have?

SEND FOR CATALOGUE.

IVER JOHNSON'S ARMS & CYCLE WORKS,
New York Office, No. 99 Chambers St. **FITCHBURG, MASS.**

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Gauge.
Steel and Twist Barrels
Superior in Design, Workmanship
and Finish, and the most popular
Gun on the Market.

Simplest
"Take Down"
Gun Made



HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers.
Catalog on request. Worcester, Mass., U.S.A.

STEVENS



branded on an Arm means that the acme of perfection has been reached in fire arm manufacture. Every Dealer should handle our complete line of Rifles, Pistols, Shotguns. Your jobber can supply you. Send for Catalog.

J. Stevens Arms & Tool Co., P.O. Box 217 Chicopee Falls, Mass., U.S.A.

occupation he is liable to be fined, the arbitration court assessing the fine. The State is the largest employer of labor, as the railways, tramways, telegraph, and postal facilities are all managed by the Government. Besides these, the custom houses, shipping commission, asylums,

prisons, police, and state clothing factory, and the savings banks all give preference to union men, and all private employers are required to employ union men on conditions fixed by order of the court, unless the unions are unable to supply the men."

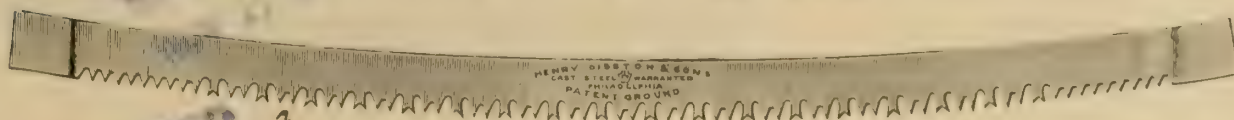
H. S. HOWLAND, SONS & CO.,

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ONLY

37-39 West Front Street, **Toronto.**

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WHOLESALE

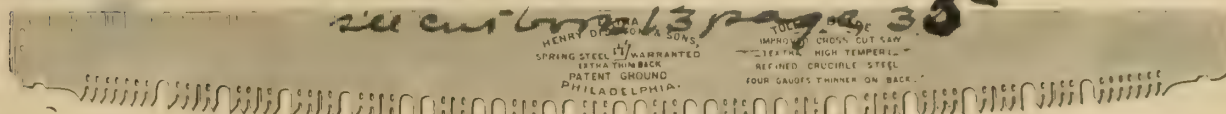
3 CROSS-CUT SAWS.



3 "Triumph," Henry Disston's Champion Tooth, Narrow Blade (as cut).

"Racer," No. 0, Shurly & Dietrich Lance Tooth

*all to H.S. Howland & Sons
see cuttings page 35*



Henry Disston's "Toledo" Blade.



No. 15—"American Keen Cutter."



No. 12—"The Rixford Lance."



No. 10—"The Rixford King."



No. 1—"The Lance."



No. 3—"Lance Tooth."



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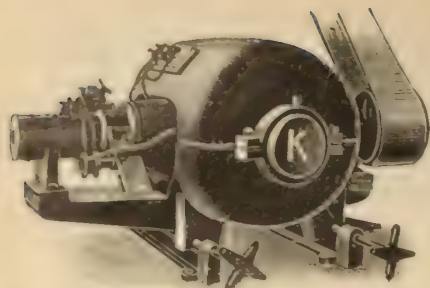
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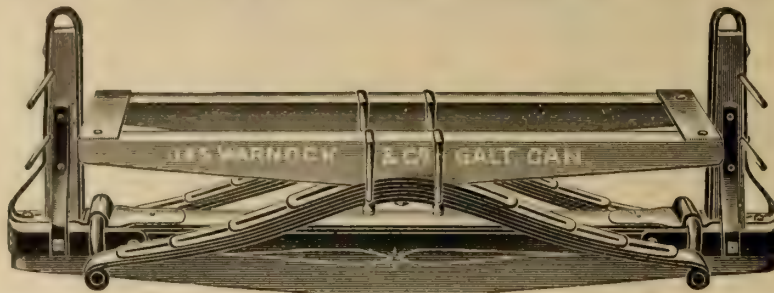
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Machinery of Dynamos and Motors for all pur-
poses, both direct and alternating currents. Special
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Works and Warehouse, 214-224 Queen St. East, Toronto.
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is the best Bolster Spring ever produced. A fine
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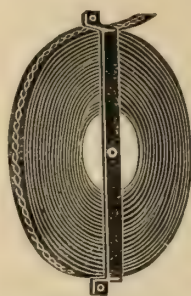
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In this paper cost 2 cents per word first
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insertions. Contractions count as one word,
but five figures (such as \$1,000) may pass
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otherwise we cannot insert the advertise-
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Steel and Wire Box Straps, Flat, Plain,
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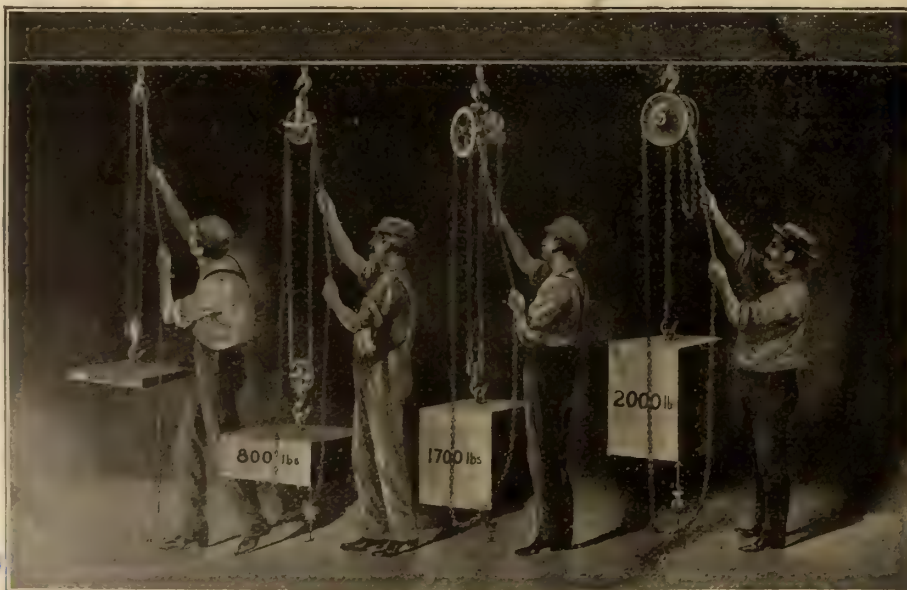
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The
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one hour
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Easier work
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ROPE TACKLE BLOCK DIFFERENTIAL DUPLEX TRIPLEX

A STORY WITHOUT WORDS.

HALF A MINUTE'S LABOR WITH YALE & TOWNE'S BLOCKS SPEAK FOR THEMSELVES.

THE FAIRBANKS COMPANY,

MONTREAL, TORONTO,
WINNIPEG, VANCOUVER.

MACHINERY

A LARGE LOCOMOTIVE.

It was not so very long ago that the engineering world was interested to learn that a locomotive had been built which exceeded 100 tons in weight, and the engine was very properly regarded as a monster of its kind. Since then the power and weight of engines has increased by leaps and bounds until to day there is one built by The Baldwin Locomotive Works which has a total weight of nearly 150 tons. This engine was one of an order of seventy locomotives received by the Baldwin works from The Atchison, Topeka & Santa Fe Railway. All the engines are of the same type, which is the tandem compound, in which the high pressure and the low pressure pistons are carried on a common piston rod, the high pressure cylinders being placed in front of the low pressure. The high pressure cylinders of the 150-ton engine are 19 inches in diameter, and the low pressure 32 inches, and the common stroke is 32 inches. The boiler consists of 391 tubes, 24 inches in diameter and 20 feet long, which gives a heating surface of 1,586 square feet. Adding the 210 square feet of heating surface in the fire box, there is a total of 1,796 square feet of heating surface in the boiler.

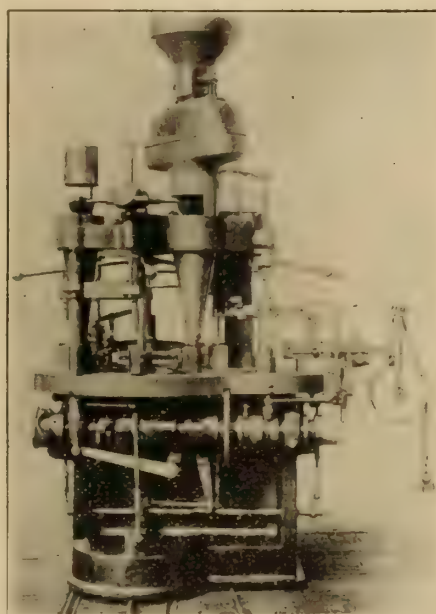
The working pressure of the engine is 225 pounds to the square inch, and as the weight on the 57-inch drivers, of which there are five pairs, is 231,580 pounds, the tractive effort is 58,645 pounds. The engine is carried on a forward pony truck, ten coupled drivers and a pair of trailing wheels beneath the fire box. The total wheel base of the engine is 35 feet, 11 inches, while the rigid wheel base is 19 feet, 9 inches. An interesting feature of the engine is the method by which the high pressure cylinders are attached to the engine. They are held entirely by the front heads of the low pressure cylinders, to which they are bolted, and a common piston valve, carried above the low and high pressure cylinders, does duty for both, the cylinders thus getting rid of the necessity for two pairs of eccentrics and valve gear.

Another very large engine is being built by The American Locomotive Co., for the Baltimore & Ohio Railway, which will be about one ton less in weight than the Baldwin one. This is, however, an en-

gine of peculiar type, a type which has been used with great success in France and Switzerland. The locomotive has practically two engines. The forward engine, which consists of two low pressure cylinders, is carried on a separate truck, arranged to move radially below the boiler and is held in position by a massive vertical hinge, located just in front of the high pressure cylinders. Each engine is coupled to six driving wheels which carry the entire weights of the locomotive.

TEA WEIGHING MACHINE.

The accompanying cut shows a new automatic weighing machine for tea, coffee, cereals and the like, just perfected in Paris, which represents the materialization of English ideas by French engineering and mechanical genius. In 1900,



Tea Weighing Machine.

while in charge of the Ceylon tea exhibit at the Paris Exhibition, Mr. R. Valentine Webster conceived the idea of such a machine and turned over the commission to a French engineer whose efforts are embodied in the machine herewith represented.

Packages of one quarter, one half or one pound are made. The paper is taken off the roll to the right, cut the required

length, folded into the bag and gummed. At the same time the tea is let down from the hopper above, weighed, dropped into the bag, shaken down, the package sealed and labeled, all at the rate of 10 a minute. The first machine is now working at 1 Rue Caumartin, Paris, and will be put on the market next year.

GASOLENE MOTORS FOR SWEEPERS.

In a recent report to the Board of Works, City Engineer Rust, Toronto, suggested the introduction of gasolene motors for the city street sweeping machines. Engineer Rust had a proposal from a Toronto firm—motor manufacturers—who were ready to equip the machines with gasolene engine, counter shaft, speed changing gear, tank, and steering gear, and with everything necessary to apply power to the frame and the wheels to propel the machine; to furnish the finished article at actual cost (about \$600, including the frame). If the machine did not prove a success the firm agreed to take it back. The Board of Works decided not to try the experiment. Several municipalities in England are using motor cars for municipal purposes.

SELECTION AND CARE OF WIRE ROPE.

Some valuable hints for users of wire rope for transmission or lifting purposes were given by A. B. Conover in a recent issue of The Mining Reporter, as follows:

In buying ropes the purchaser should explain the conditions under which the rope is to work. One essential thing is to keep the rope well oiled so that the hemp centre is thoroughly saturated to prevent the inner wires from becoming rusty. I have seen ropes whose outer surface showed but little or no wear, and the general appearance of the rope would indicate it would wear for months, yet the same rope has broken without any indication of weakness. On examination the wires inside showed they were eaten up with rust, the hemp centre was gone and the weight of the load on the rope had drawn the strands together, thus wearing out inside, where the man examining the rope could not notice it. I know of serious accidents charged to only

to carelessness in not taking proper care of the rope. The proper factor of safety should be not less than one to seven, i.e., one-seventh of the strength of the rope to represent the load to be lifted.

For general hoisting purposes I recommend a rope composed of six strands of nineteen wires each on account of its flexibility for inclines where the rope has rough usage, such as dragging over the ground. I would recommend one made of six strands of seven wires each, as the lines are easier they resist the friction better.

SPROCKET CHAINS AND WHEELS.

For certain purposes the sprocket chain, operated over sprocket wheels, by which power is transmitted from one line of shafting to others, is considered superior to other transmission systems. The great value of this chain system, says Power Transmission Economics, lies in the nature of its construction since it forms a positive belt, doing its duty with no waste of power from slippage and with only a minimum of power through journal friction. Owing to the elimination of slippage, chains may run comparatively loosely doing away with the large factor of journal friction occasioned by the necessity of running belts tightly in order to cut out slipping. The chain is entirely practical for quarter-twist drives and even for crossed belts, if the distance between the wheels is not too short. Indeed, there are many instances where this chain drive can be used with the greatest economy and to the highest advantage. Only the best malleable iron for the chain links and the finest quality of steel grey iron for the wheels are used by The Dodge Mfg. Co., Limited, Toronto. The wheels for chain belting are bored and key seated or set screwed as ordered and are designed to fit standard link belting, and can be operated in either direction. They are furnished either solid or split and fitted with either jaw or friction clutches.

ANOTHER DISCOVERY OF TEMPERING STEEL.

P. J. Casterline, a blacksmith and tool maker of the village of Corvallis, Ore., has recently removed to Portland, Ore., and is looking for a capitalist. He thinks he has discovered the long-lost art of tempering steel, says The Iron and Machinery World.

With a razor tempered in Casterline's new process shavings are readily whittled from a wire nail. With a knife so treated—a common pocket knife—a small file was cut in two. With a drill of Casterline's making a hole was bored through the thin portion of an ax. A carpenter's drawing knife was made to cut chips from a steel bar. With each of the edged tools

used as described the inventor afterwards shaved hair from the back of his hand. In no case was the slightest dulling of the edge perceptible.

The whole secret of Casterline's process lies in the composition of a chemical fluid in which is dipped the steel to be hardened. This fluid is dark brown in color and is apparently composed largely of oils. It is kept by the inventor in an oblong, metal-lined box. The box is fitted with a hasp and lock and is never open except when Casterline is at work.

The inventor is now preparing to experiment on armor plate. It is along this line of effort that he expects to get even greater results than those already attained. He believes that he can make armor of greater resisting power than that of the nickel steel now used to protect naval vessels.

Already he has treated several small samples of plate steel by his process, and while these proved impervious to damage by blows delivered with a sledgehammer, the inventor has had no means available for testing them adequately. He now proposes to temper a piece of plate steel of considerable size and send it to the Construction Bureau of the Navy Department to be tested thoroughly.

WHERE COST OF NEW MACHINERY SHOULD BE PLACED?

TO this query G. B. James replies as follows: It is perfectly legitimate to charge to the plant account the original cost of installing new machinery, in addition to the cost of the machinery itself. This rule does not apply, however, when machinery is moved from one part of the manufacturing concern to another.

When machinery is installed, it is supposed that the plant is increased in value corresponding to the cost of the machinery placed in the factory. When a machine is moved, however, the increase in value is not apparent, as the move is usually made as a matter of convenience or economy. All costs of such removals should be charged to the current expense accounts.

In all cases some method of charging off the actual depreciation on each machine should be adopted. A method largely used is to estimate the life of the machine and charge off in annual depreciation, so that at the end of the period the original investment will have been entirely charged off. To illustrate: If the estimated life of a machine is ten years, an annual depreciation of ten per cent. should be charged.

The above comments and suggestions are based upon a somewhat extended experience in this branch of the manufacturing, and are the result of practical ex-

perience. Each manufacturing concern, of course, has its own methods, and the systems which it adopts are assumed to be those best suited to its peculiar needs. It is for the purpose of presenting those points of the most general interest that these comments are offered. System.

NEW MACHINERY COMPANY.

The Western Machinery and Iron Co., Limited, a co-operative firm, is being organized for the purpose of carrying on a general blacksmiths' and machinists' supply business in Winnipeg. The intention of the company is to work up a trade with the blacksmiths and machinists of Winnipeg and the West.

The scheme is promoted by Vermilyea Bros. & Merrill, who at present carry on a blacksmiths' supply house in Winnipeg, but find their present facilities inadequate to fill the demands of the trade.

It is the intention of the company to not only continue the wholesale blacksmiths' and machinists' supply business, but also to erect a factory for the manufacture of horseshoes and shop implements. The capital stock of the company will be \$40,000.

IMPLEMENT WORKS FOR WINNIPEG.

John Clayton, originator and patentee of the John Clayton plows, which are built upon the convex principle, is in Winnipeg making arrangements for the building of a plow plant in that city for the manufacture of his plow and other agriculture implements. It is proposed to form a joint stock company with capital sufficient for this purpose. Mr. Clayton looks upon Winnipeg as the great distributing point for the Canadian Northwest and as a manufacturing place of considerable magnitude in the near future.

These plows have been manufactured in the United States for the last 29 years, and are a plow specially adapted for the work which would be required in the Northwest.

MACHINERY AND ELECTRICAL NOTES.

The A. R. Williams Machinery Co., Limited, say that trade is remarkably lively.

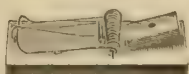
The Canada Foundry Co. and The Canadian General Electric Co., Peterboro, are running to their utmost capacity.

The fine two-storey stone factory of The Morden Pump & Novelty Co., Morden, Man., is at the present time being equipped with the most modern machinery. The pump they will manufacture is claimed to have the largest sale of any in Manitoba and the Northwest Territories.

Box Printing Plates,
Stamped Metal Name Plates,
Steel Stamps,
Steel Letters and Figures,
Stencil Brands.
Everything First-Class.

Manufactured by the

Hamilton Stamp & Stencil Works,
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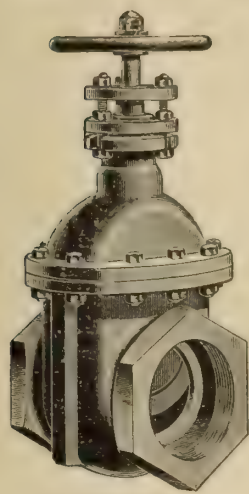
J. M. MAST MFG. CO.'S
RAT and MOUSE TRAPS

Strongest Traps Made.

Prices Exactly Right.

CANADIAN AGENTS

Edwin H. Grenfell & Co., London, Ont.

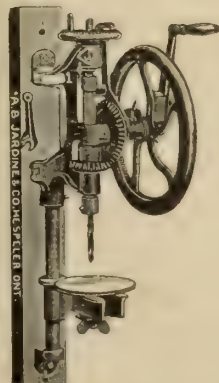


We Make
Good

VALVES

Write for Catalogue
It tells all about
them.

The Kerr Engine Co.
LIMITED
Walkerville, Ont.



TRADE MARK
REGISTERED.

Blacksmiths'
Hand
Drills.

The very
best.

A. B. JARDINE & CO.
HESPELER, ONT.

"Say, Friend,"

your aim should be to start up for yourself.

Why Work

from morn till night for somebody else instead of
pushing a business for yourself and thus reap the full
profit of your labor?

We Will

start men of ability and good character in every
County in the Dominion.

WRITE FOR PARTICULARS TO

The Empire Machine and Metal Stamping Co.

Limited

1012 Yonge St.

- TORONTO,

TIME CAN'T WAIT.

Get up early and use

HERCULES BABBITT

and THE CANADA METAL CO. guarantee time will
fly a long way before that box again requires metal.

THE CANADA METAL CO., WILLIAM STREET, TORONTO



CAP SCREWS.

SET SCREWS.

Square and Hexagon

COLD PRESSED NUTS

FINISHED.

SEMI-FINISHED.



Canada Foundry Company,

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Head Office, TORONTO, ONT.

District Offices — Montreal, Halifax, Ottawa, Winnipeg
Vancouver, Victoria, Rossland.

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HEINISCH

SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinnners' Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 155 Chambers St.
NEWARK, N.J., U.S.A.

Processes for extracting iron from a certain kind of metalliferous sand are being perfected in England. One method was to extract by a strong magnet the iron, which is then mixed to a paste and moulded into bouquettes sufficiently hard to withstand heat until the white heat is reached and pig iron forms. It is said that there are 1,200 miles of metalliferous sand along the Gulf of St. Lawrence, and over 80 miles along the north shore of Lake Erie.

The Hamilton Brass Works were destroyed by fire on Wednesday night.

Sen. Wm. Van Horne and other Canadians are interested in a scheme to build a railway across Guatemala.

L. Leonard & Sons are putting a large new engine into Henry Morgan's dry goods establishments, Montreal. They are also putting in three 90-horsepower engines into the Montreal Board of Trade building.

It is understood that the double tracking of the G.T.R. main line will necessitate the erection of several twin bridges. The cost of constructing such a structure at Paris, Ont., is placed at \$120,000, while a like sum would be needed for other bridges.

Recent investigations into the question of the relative cost of running trains at high speeds, as compared with low speeds, has developed the fact that an increase in speed from 32 to 48 miles per hour, or 50 per cent., accompanied by a decrease in the number of cars per train from seven to four, has resulted in an increase in absolute coal consumption of 12 per cent., or about 90 per cent., when figured on the basis of the number of cars, which, of course, represents the earning capacity.

FIRE HAZARDS IN THE FACTORY.

IN the matter of hazard nitric acid causes much trouble. Lately such acid has been packed in cork, but when packed in the carbox with hay, leaks or breakages result in fire. The storage of acids and ammonia in large quantities in factories is discouraged, not because the latter is dangerous as a fire hazard, but because of the stifling nature of the liquids, thus preventing the entrance to buildings by firemen in case of fire, says a fire inspector of a large American city.

Benzine, the most dangerous of the liquids in common use, and largely used in various processes, has been the cause of many fires. A given volume in liquid form is capable of conversion into sufficient vapor 8,500 times the volume of atmospheric air, and this inflammable atmosphere coming in contact with an open light will convey flames a long distance from its source. In all places

where this liquid is used care should be taken that no flame for lighting is used, and if electric lighted, no lamp to be fused or cut out should be allowed in the room.

Naptha and other products of petroleum, evaporating at a low temperature, are exceedingly dangerous to have inside a factory. The gas mixed with air forms a heavy vapor, which in a cold room will lie near the floor, and coming in contact with a flame cause an explosion. Lacquers used in metalworking establishments having a low flash point, have been the cause of many fires. The lower the flash point the more likely is the atmosphere to be impregnated with the inflammable vapor liberated by the heat of the room. These are found under the names of enameloid, vapor, branoline, krystaline, obelisk, lastina, pyramid, adamantine, albaline, colophite, having a flash point varying from 18 to 116 degrees.

Damp lampblack will ignite from the sun's rays. The same can be said of cotton waste moist with lard or other animal oil. Lampblack and a little oil or water will, under certain conditions, ignite spontaneously. Nitric acid and charcoal create spontaneous combustion. New printers' ink on paper when in contact with a hot steampipe will ignite quickly. Boiled linseed oil and turpentine in equal parts on cotton or linen rags or cotton waste will ignite in a few hours under a mild heat, and will in time create enough heat to ignite spontaneously. Bituminous coal should not be stored where it will come in contact with wooden partitions or columns, or against warm boiler settings or steam-pipes. This coal should not be very deep if it is to be kept in storage for a long period. If piled in the basement of a building it should be shallow and free from moisture, and under good ventilation. That liable to absorb moisture should be burned first. If on fire a small quantity of water showered on this kind of coal cokes it upon the top and retards any great quantity of water reaching the fire, thus necessitating the overhauling of the pile.

Iron chips, filings or turnings should not be stored in a wooden box. The oily waste which is not infrequently thrown among them adds to the danger of fire from this source. The sweepings from the machine shop, if kept on hand, should never be placed over iron shavings. This mass of disintegrated iron is enough to incite heat and combustion. Iron and steel filings and turnings, when mixed with oil, will ignite spontaneously after becoming damp. A steam pipe against wood will cause the latter to ignite spontaneously after being carbonized, particularly if superheated steam enters the pipe, thus increasing the heat tem-

perature. Steam heat apart from its contact with water forms a gas.—Paint, Oil and Drug Review.

OWEN SOUND IRON WORKS FOUNDRY.

THE removal of machinery from the old to the new premises of The Iron Works Co., commenced on Saturday, and in due time the welkin will ring with the pounding of boiler makers in the vicinity of Marsh street instead of at Union, and the guests of the two hotels in the latter neighborhood will enjoy exemption from the din consequent upon close proximity to this live industry. Heavy teaming will be necessary in order to remove most of these machines, but the road conditions and grades are all favorable, and doubtless no serious difficulty will be encountered. A look through the new premises will convince the visitor that in their erection the foundry company had in view the securing of everything in the way of modern and up-to-date equipment. The works extend from Water to Marsh streets, with the main frontage on the latter, the offices being located in the south west corner. The tool room is next adjoining, and on the opposite side of the large entrance on Marsh street the shop supplies and shafting are kept. The machine shop is 223x45 feet, well lighted by nearly continuous windows on the south side, floored along the centre with cement; lighted by their arc lights and incandescent lights placed at each machine, and heated by a large Sturtevant hot blast machine, which draws air through a coil of steam pipes, by which it is heated before being discharged near the floor all over the shop. The heavy machines will stand on the cement centre, the lathes on the north side, and drills and light machines on the south. A travelling crane will serve machines the entire length of the shop. The large doors will admit of vehicles being driven directly into the works to load or unload. The moulding shop is 60x45 feet, and may be heated when necessary by steam. The boiler shop is a detached frame building on Marsh street, and will be covered with fire-proof sheeting. The pattern storage and pattern rooms are also in a detached stone building midway in the premises. At the Water street frontage are the cupola room and supplies of iron, coal, coke and moulding sand, also large sheds for storage. Ordinarily the premises will be enclosed by locked gates and will be a close corporation, as such concerns usually are. The officers of the company are D. M. Butchart, president; C. A. Fleming, secretary; Geo. McLennan, treasurer, and J. M. Wilson, manager.—Advertiser, Owen Sound, November 11.

Trade will seek you out

if you carry the Dodge line of Wood Split Pulleys, because these pulleys are the standard of the Dominion, and are used by practically every successful power user. These and other Dodge specialties are so well known that they attract the purchaser everywhere, and you are losing an opportunity to share in the profits if you are not carrying the line.

The Dodge Mfg. Co., of Toronto,
Limited,
TORONTO, ONT.

The CANADA SCREW COMPANY, HAMILTON

TORONTO

MONTREAL



Ask for our

Wood Screws,
Machine Screws,
Tire Bolts,
Stove Bolts,
Rivets,

Wire Nails,
Screw Eyes,
Screw Hooks,
Gate Hooks
and Eyes.

Specials of all kinds.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing British and American Manufacturers. Correspondence invited from firms wishing to be represented in Canada.

MANUFACTURERS and ELECTRO-PLATING.

Have your parts to be electro-plated sent to me. I do electro-plating of all sorts. My past work and connections are the assurances I give you as to myself and my workmanship.

D. SUTHERLAND

112 Church Street, - - TORONTO

BRITISH BUSINESS CHANCES.

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

FREE INSERTION

in "Commercial Intelligence," to the Editor
'SELL'S COMMERCIAL INTELLIGENCE,'
Temple House, Tallis St., Temple Avenue,
London, E.C.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

N.B.—A free specimen copy will be sent on receipt of a post card.

EMERY IS MOSTLY IRON ORE.

What the United States Government says :

"Emery is a mechanical admixture of corundum and magnetite or hematite. It is, of course, the presence of corundum in the emery that gives to it its abrasive qualities and makes it of commercial value, and the abrasive efficiency of emeries varies according to the percentage of corundum they contain."—*Bulletin of the United States Geological Survey, No. 180, page 9.*

The diamond is crystallized carbon : corundum is crystallized alumina. Corundum is next in hardness to the diamond.

Craig Mine Crystal Corundum is the only pure corundum on the market. It is 95 per cent. to 98 per cent. pure corundum, as against the 30 per cent. contained by most emeries.

The Canada Corundum Company, Limited,
TORONTO, CANADA.

NOTE :—Craig Mine Crystal Corundum grains are numbered as follows :
12, 14, 16, 20, 24, 30, 36, 46, 54, 60, 70, 80, 90, 100, 120, 150, 180, 200.

IMPRESSIONS OF THE GREAT WEST

Gathered During a Transcontinental Tour with the Canadian Manufacturers' Association.

By W. L. E.

WE had our introduction to the prairie shortly after leaving Winnipeg, under auspicious circumstances. The day was an ideal one and the monotony of the distant horizon on either side of us was



An Elevator at Fort William, capacity 3,400,000 bushels. The largest in the world.

relieved by mirages in which were seen numerous woods and lakes. For two or three hours these optical illusions accompanied us. I have no recollection of seeing a mirage afterwards at any time during our journey. We had all seen mirages on lakes, but there were many of us who had never seen them on land before, at any rate on the vast and boundless prairie. Naturally we were all very much interested, and scarcely noticed the fields, reaching as far as the eye could see, from which the golden grain had just been garnered. "Now we get some idea of how easily thirsty travellers on African deserts have been led on wild goose chases after water and shelter," remarked a fellow passenger. We all acquiesced and continued to feast our eyes on the imaginary lakes and imaginary scattered clumps of trees, and when the optical illusion had vanished we found enough in the realities of the surrounding prairie to excite our interest.

• • •

The soil of the prairie, such the farmers here and there were beginning to plow in strips that often reached as far as the eye could see, by its very darkness and richness was enough to excite the interest of the veriest tyro in agricultural matters. The very rich inky-blackness of the soil almost made one's mouth water and excited a desire in the breasts of more than one of us whose days are spent within city limits, and whose vocation is

confined to office, factory or shop, for the life on the prairie, where the air is dry, always in active circulation, and invigorating. But what must the rich prairie land be to the trained farmer? No wonder so many thousands of experienced agriculturists from the United States and eastern Canada are taking up their homes on the dark soil of the Great West, rich in those properties which produce No. 1 hard—the best wheat in the world—and good healthy, sturdy live-stock, to say nothing of sturdy citizens.

* * *

But the prairie is not only a paradise for the farmer, it is also a paradise for



Our Kazoo Band, with Drum-Major Noel Marshall in charge.

the sportsman. Prairie chickens are easily obtained by the man who can shoot straight. We had at least one man in our party who could shoot straight and he demonstrated this to our entire satisfaction. He had travelled all the way from Halifax to journey across the prairie with us, and he refused the two days' pleasure which Winnipeg offered for the purpose of supplying the 170 passengers on our train with a taste of the famous prairie chicken. When we picked him up at Virden, the morning after we left Winnipeg, he had with him many brace of prairie chickens, or as one man in our party remarked, "chairie pickens," and a couple of large cottontail rabbits, to say nothing of an odd mallard or two. Some of our passengers joked Mr.

Frank Simson (for he it was who was our good provider) as to how much he had paid for his birds and rabbits, but Mr. Simson is a crack shot as well as an expert curler and it was his own unerring aim that killed all but one of the rabbits. When the would-be wits were threatened with the elimination of prairie chicken from their bill of fare, they protested that they were not serious in their allegations, and were accordingly forgiven. That night prairie chicken graced the menu card of the two dining cars that accompanied our train; and then everybody called Mr. Simson blessed, for prairie chicken is good, particularly when you are indebted to the prowess of a friend for the supply of the toothsome bird. Mr. Simson was shortly afterwards presented with a handsome pipe as a token of esteem. It could not be called the pipe of peace, for after that dinner in which prairie chicken so largely figured everyone had the most kindly feelings toward the man from Halifax.

* * *

It was the wild duck, however, and not the prairie chicken that most excited the spirit of sportsmanship in the breasts of our gentlemen fellow passengers. The prairies of the Great West are not barren of water. Indeed the water spirits have been good to the Great West. Here and there rivers and streams are encountered and the surface of the prairie is liberally



An Indian family at Chapleau Station with Major J. S. Hamilton and Mr. Packard on the right.

indented with ponds and small lakes of fresh and saline water, and quietly feeding in nearly every pond and lake wild ducks innumerable met our astonished view. Talk about sparrows in eastern Canada, if wild ducks are not relatively as plentiful in the Great West, my eyes



YOU DON'T NEED AN ACCIDENT POLICY WITH A

"NEW GEM" SAFETY RAZOR

in your hand. If you want a shave that's smart or a shave that smarts, take a New Gem Safety Razor for the former and any other make for the other. You will get just what you are looking for in either instance. The New Gem Safety Razor is as "bracing" in its effect as a cold plunge in early morn. Clean, healthy, safe, simple and economical. All leading dealers in Cutlery find it profitable and highly satisfactory to handle The Gem. Rock bottom quotations furnished upon application.

GEM CUTLERY CO.

34 Reade Street,

NEW YORK CITY.



**AGENT
WANTED**

in every town, city and village in the Dominion for

"ARCTIC"

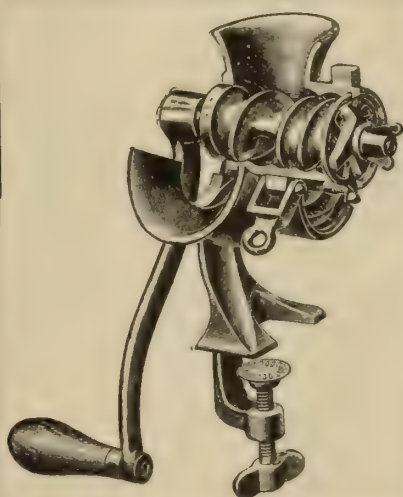
BUFFALO ROBES. Those applying first do a good stroke of business in their own behalf. Liberal terms coupled with rapid sales make these robes a "find" to progressive hardware dealers.

These Robes

are of rich, dark brown fur; lined with red or dark green Astrachan cloth; and are interlined with rubber. Made in three sizes, 52 x 54; 62 x 54; 72 x 54. Nicely trimmed. Rain, wind and moth proof. Sell robes, but sell robes that sell quickly and that help to sell others. Write to-day. The season is on, and we can ship promptly.

Berlin Robe & Clothing Co., Limited

BERLIN, - ONTARIO.



**The
Russwin
Food
Cutter.**

CLEANLINESS.

There is no drip from the Russwin to soil clothing and floors. The gutter carries all juices to the dish—they are not deposited upon the floor. The machine itself is quickly cleaned with the least possible effort. Write for Booklets, Posters and Electrotypes to assist you.

Russell & Erwin Mfg. Co.
New Britain, Conn., U.S.A.

THE AUER GAS LAMP.

"TURNS NIGHT-TIME INTO DAY-TIME."

New Styles. Lower Prices.

Do you want a lamp which won't tire your eyes?

Do you want a lamp which makes sewing or reading a pleasure?

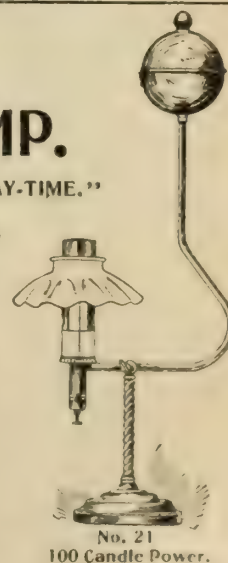
Do you want a lamp which gives more light than half a dozen kerosene ones for less money?

Do you want to sell the best lamp on the market?

— THEN WRITE FOR —
OUR CATALOGUE AND DISCOUNTS.

Every Lamp Guaranteed.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.



No. 21
100 Candle Power.

but very much deceived me. I said wild ducks, but that name requires some attention. The species were wild, but I never saw wild ducks so tame. They seemed to be no more concerned about the presence of our train as it rushed past the ponds and lakes, on the bosom of which they lazily swam, than if they were ordinary domestic ducks from eastern Canada farmyards. It would have been quite possible to have killed many of them with stones, even if the stones had been in the hand of the average woman. A friend of mine who is an alderman in Toronto told me the other day, when I was speaking to him about the large number of ducks that I had seen in the West, that he was certain that during his visits to Manitoba, covering some years, he had killed at least 1,000 wild ducks by knocking them on the head with a stick. A smile of doubt passed over the faces of some of those within hearing, but he positively declared that he was telling the truth. Notwithstanding that he was an alderman, I am inclined to believe him: in fact what I saw of the tameness of the wild ducks on the prairie I am prepared to take as corroborative evidence. Possibly the ducks on the prairie of the Great West may be beneath the contempt of the average

sportsman in eastern Canada, where ducks are so wild that it is only by the merest accident that one can get within half-a-mile of them, much less within gun shot; but as for me, give me the wild duck shooting of the prairie ponds and lakes. The very multitude of their number is a guarantee that I should be able to bag some of them. Even if I could not shoot straight enough to hit a barn, I could secure an occasional duck, for in case my aim failed me I would still have recourse to my gun for use as a club.

The alkaline lakes and ponds are quite interesting, particularly to those who for the first time see them. They are scattered far and wide over the prairies of the Great West and are without apparent inlet or outlet, while the white incrustations around the edges of many of them appear at the first glance like light sprinklings of snow. That the buffalo in their day drank of the waters of these alkaline ponds and lakes is evident from the trails which converge at them. The late Principal G. M. Grant, in his book on "Ocean to Ocean," which is in reality a diary of his journey across the prairies in 1872 with Sandford Fleming, deals at some length with these alkaline lakes. In speaking of the theories as to the causes of these lakes and ponds he says

that several are suggested and adds, "Here is one that explains all the facts so far as known to us. Suppose that formerly a superabundant quantity of alkaline matter was diffused through the soil generally, over our Northwest, as we know it is over a wide extent of the American desert and in sections on the Pacific coast. We found it so in some places where there are no lakes and where it could be carried off by rivers. On the bank of the Assiniboine near Fort Ellice, similarly on the Saskatchewan near Edmonton, and at other points it was observed. If it had once been generally diffused through the soil, what must have happened in the course of centuries wherever there was an ordinary rainfall? The water percolating through the soil would carry off the alkaline matter into lakes and rivers, and it would be retained only in those lakes that had no outlet. This theory explains all the features of the case and starts no new difficulties. It suggests, too, that the one great reason why the American Desert must remain both desert and bitter is that there is no rainfall on it, whereas further north in the same longitude there is abundance of rain."

(To be continued).

J. Nicklin & Co.

Great Charles Street, Birmingham, Eng.

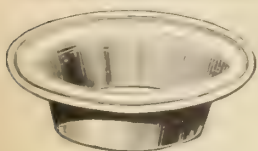


MAKERS OF
Curtain Rings, Tinned Blind Rings
Brass Rimmed Tablets,
Also the following:

Mill Brand Fastener.



Brass Sail Eyelet and Ring



Brass Candle Save-all.



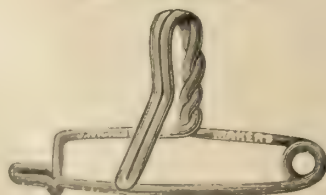
"Lion" Mill Band Fastener.



Brass Stamped Label.



"Utile" Curtain Hook.



Carlaw Building, 30 Wellington Street W., Toronto.

Agent: F. Roger,

Christmas Silverware.



Up-to-date in design, at a reasonable price, and fully guaranteed as to quality.

Made by a strictly Canadian Company, employing Canadian Capital and Labor.

No. 898, 5-light Candelabrum, \$11 each, list.

" 899, 3-light

"

8

"

"

The TORONTO SILVER PLATE CO., LIMITED

Manufacturers of Sterling Silver and
Electro Silver Plate of every description.

Factories and Salesrooms, West King St., TORONTO,
E. G. GOODERHAM, Managing Director.

THE "GOOD CHEER" ART

THE LEADER STILL

IN OPERATION, FINISH OR PRICE.

UP TO DATE
IN EVERY
PARTICULAR.

Improved Ransom Duplex Grate.
Fire Pot Removable Through Doors.
Large Sheet Steel Oven.
Every Stove a Double Heater.
High-Grade Nickel Finish.



The Jas. Stewart Mfg. Co.

WINNIPEG WAREHOUSE:
Foot of James St.

WOODSTOCK, ONT., and WINNIPEG, MAN.

LIMITED

STOVES AND TINWARE.

ANOTHER STOVE FOUNDRY

THE new and latest addition to Owen Sound's industries, the Canadian Heating and Ventilating Works, will place on the market this week the first stoves and furnaces of their manufacture. The stove will be exhibited in the Christie Bros hardware store, and is a new design of cooking stove, to be known as the Empire Queen. The first metal was melted and cast in the new works on October 22, and since that time Superintendent Barnes and staff of 20 workmen have been engaged in making daily runs of the various sections of stoves, furnaces, radiators and other articles which will be included in the company's manufactures. A great many of the first castings were necessarily articles required for use in the business by the workmen, but even now there is a pile of material for the stove builders to work upon when they commence to put the stoves together this week. The buildings form an excellent group and add a very considerable quota to the more important industries of the town. The moulding room is said to be the largest north of Toronto. The boiler room contains space for the installation of another boiler the size of the present, thus allowing for a great expansion of the business, and provision is made in the engine room for the dynamo by which the entire works will be lighted. On the north side opening from the moulding room is located the core room with four ovens, which are yet, however, in an unfinished condition. Preparations are being made for the siding by which the works will have connection with the C.P.R. tracks, a short distance east, while the extensive water frontage gives ample room for the construction of the necessary docks. Fifty thousand dollars has already been expended in site, buildings, plant, and material, and the fact that goods of the company's manufacture will be on the market this week indicates the confidence felt in the success of the industry, which led to its rapid construction, and places it at this early date among the going concerns of this live manufacturing town. We are informed by Manager Christie that prospects are good for the staff of workmen being doubled before long. A transfer conveys the men to and from their work daily, and the establishment of the works increases the necessity for a street railway service. The officers of the company are V. A. Harshaw, president; W. S. Middlebro, secretary-treas-

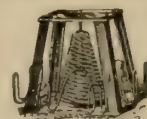
urer; and W. J. Christie, manager. The dimensions of the buildings are as follows: Moulding room, 224x76; machine shop, 78½x69½; engine and boiler room, 16x38½; cupola room, 20x26; core shop, 95x48. The offices of the company are in a detached building on the north side. Advertiser, Owen Sound, November 11.

A FOREMOST HAMILTON INDUSTRY.

AN industry larger and more varied than many our readers have knowledge of is that of E. T. Wright & Co., Hamilton. Through the courtesy of Mr. Wright, a representative of **HARDWARE AND METAL** was taken through the large factory, and had impressed upon him the fact that the half had not been told concerning the magnitude of this company's business. Lanterns in large variety are perhaps the leading line. Mr. Wright has been making this class of goods for 28 years, and naturally feels that he knows something about lantern construction. He is as wideawake as ever in the pursuit of improvements and new things that are good. Every artifice known to produce good light, strong lanterns and safety devices is employed by the E. T. Wright Co., and it does one good to see the advancement in lantern making revealed in a look through the stock shown in their sample rooms. This company are pioneer cold blast lantern manufacturers of Canada, a lantern which met with such favor that nowadays lanterns of this model are made by every lantern manufacturer. They are manufactured in plain, japanned red, coppered, and with brass well and foot. These lanterns are sold direct or may be had through the jobbers; in either case the price is the same. This is as it should be, and the assurance herewith given will be appreciated by those dealers who, through one circumstance and another, prefer to place their lantern orders through their jobbers. Other lines manufactured are railway lanterns, searchlight lamps and street lamps.

E. T. Wright & Co. are extensive manufacturers of bird cages, mouse and rat traps, tinware, stove pipes, corrugated pipe, etc. Indeed it is the variety of their lines that is bewildering. They are also engaged in the sale of stoves, representing an American firm in Canada. The Northwest demand this year has been phenomenal. A heating device, of which they own the Canadian patents and which they are manufacturing, is a special tubular radiator, particularly adapted for soft coal. It takes the place of

one joint of pipe, and can be used to heat an upstairs room, an adjoining room or as an additional heater in the room in which the stove is set up. E. T. Wright & Co's travellers will be on the road in due season, and the interesting message they carry ought to result in most satisfactory business.



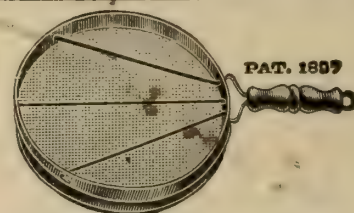
Wire-Cone Incandescent Toaster

Only perfect Bread Toaster for Gas or Gasoline Stoves. No smoky taste to bread toasted on this toaster. Write for prices.

H. O. Edy, Montreal. E. T. Wright & Co., Hamilton.
HARKINS & WILLIS,
Manufacturers and Inventors, ANN HARBOR, Mich.

This is the time to buy ASBESTOS, FURNACE CEMENT, STOVE PUTTY and PLASTIC STOVE LINING. Put up in all sizes removable cover cans, tubs and barrels. Write for samples and prices.

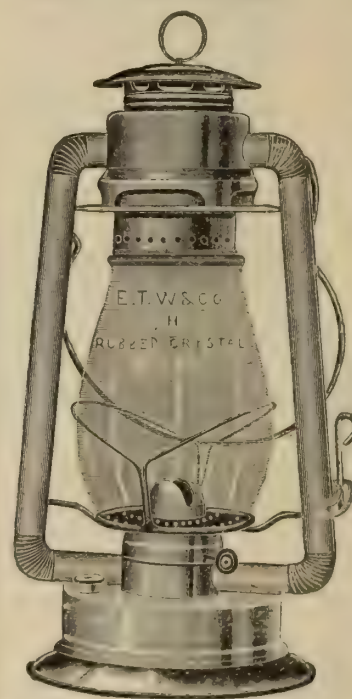
Manufactured by
G. F. Sterne, Brantford.
For Sale by
J. H. Hanson, Montreal.
Batty Stove and Hardware Co., Toronto



The FAIRGRIEVE GAS TOASTER

Retails at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.

THE FAIRGRIEVE MAN'FG. CO.,
295 COLLEGE ST., TORONTO.
U. S. Branch: 289 Jefferson Ave., DETROIT.



When placing your order for Lanterns, ask for **WRIGHT'S Cold Blast Lantern**, which is the only genuine Cold Blast Lantern made. They are the best, and we will guarantee prices against all other makers for this season and for next.

E. T. Wright & Co., Manufacturers, Hamilton and Montreal.

Persons addressing advertisers will kindly mention having seen their advertisement in **Hardware and Metal**.



The Range That Sells Well.

The merchants who sell our range are feeling happy now. Business has been real brisk with them. The

Imperial Oxford Range

is a good seller, because it gives satisfaction. Its good points are so well known that it takes less talking to sell it than any other range.

Are you one of the busy merchants?

The GURNEY FOUNDRY CO., Limited

TORONTO, WINNIPEG, VANCOUVER.

THE GURNEY-MASSEY CO., Limited, Montreal.

WINSLOW D. JENNINGS

Plumbing, Heating and Lighting, Specifications,
Drawings, and estimates furnished or contracts
made for above work of any description.

1508 BROAD STREET
EITHER PHONE 350.

New Castle, Ind., May 2d, 1907

United States Register Co.,
Battle Creek, Mich.

Gentlemen:--Your letter of the 4-25 was referred to me for reply; having assumed control of this part of the business.

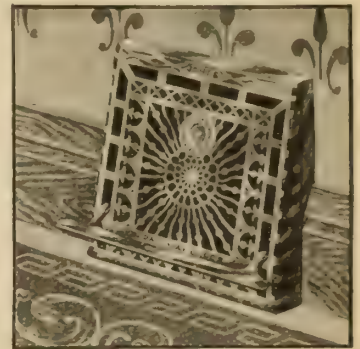
As regards the Jones Registers will say, that I certainly wish to continue our agency, as I have never had a register that gave such satisfaction as your goods.

Last season I installed fourteen jobs in which I used Jones Registers and will say, that for ease in connecting, capacity of heat area, saving of pipe leads and fittings, together with the positive heat shut off the Jones is far in advance of any register on the market.

I also wish to say, that with your registers a job can be put into place with a saving of from \$15.00 to \$25.00, as it does not require as many leads nor fittings by just half.

Respectfully,

Winslow D. Jennings.



THIS CUT shows the JONES Register with cover removed, allowing 28 square feet of the area of a 4 inch duct pipe to be delivered into the first floor room, and the 100 square feet of the wall space to the second floor room.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

W. Arthur
Lydiatt,

TORONTO.

NOTE: Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, HARDWARE AND METAL.

Don't Neglect Things. When you Receive a Business Letter that Requires an Answer, Acknowledge its Receipt at Once, and Answer it at your Earliest Opportunity.

THERE is nothing so annoying to me as that very common occurrence—the absence of any reply—or even acknowledgment—to letters I have written. Nor do I think that I am the only one to experience it.

Just try the shoe on yourself. Suppose a customer came into your store and you obligingly waited on her to see wherein you could be of service to her; you inquired if she would like to have some of this or that—remarking that so-and-so was very nice—imagine her ignoring your presence altogether and paying no attention to what you said. What would you think of it?

Then think of the manufacturer, wholesaler or other business man addressing you, and question whether or not you are justified in altogether ignoring your business correspondents.

This does not pertain to advertising—and yet it does. Anything that indicates the manner in which you conduct your business affairs is either good or bad advertising for you, and most retailers need the kind of advertising that commands the respect of those from whom they buy and with whom they deal as much as any other kind of advertising.

Give all sides of your business proper attention—your every action gives you some kind of advertising, and whether it is favorable or unfavorable to the extension of your business depends entirely on yourself.

It only requires a few minutes to attend to your correspondence when it is received, and in the long run you'll find it well worth your while to be courteous to all who approach you in a business way.

Someone under the name of A. L. Bogan has written a few rhyming lines in an endeavor to immortalize the ad.-man, and a correspondent sends them to me with the comment: "There is no poetry in an ad. except the dollars that are glinting through every line."

I'll pass it on to you with this remark: There is seldom "cent"-iment in the poetic advertisement, and none of it is very "touching" unless it reaches the pockets. They say there is not much sentiment in business. There usually is in poetry. There's the clash.

SOMETHING AD-DITIONAL.

Who couldn't sing of birds and trees;
Of sun and moon and stars?
Who couldn't write of far-off climes,
Or voyages to Mars?
But it's quite a different story
Quoting facts, not fancy fads,
And cloaking them with beauty
Like

The man
Who writes
The ads.

Who couldn't weave a romance
Of kings and queens and knights;
Of courtiers brave and gallant;
Of intrigues and of fights?
But it's hard to talk of shoe-strings,
Patent pills and liver pads,
With the fascinating interest
Of

The man
Who writes
The ads.

three articles from his regular stock and advertised them at their regular prices. In the same advertisement, and set so that no one could make a mistake, were the same articles quoted at prices asked by certain mail-order houses named in the advertisement. The plain demonstration that goods could be bought cheaper at home started many new accounts.

• • •

Advertise that on a certain afternoon between 3 and 6 you will sell a wash boiler for 19c. providing your customer will carry it home himself. Fill a window full of boilers with suitable cards.

19c.

If you carry it home your-
self.

Otherwise 69c.

GOOD COOKING DOES IT.

Men are living longer than they used to. This in part is due to better food. Better food is in part due to better cooking, and better cooking has been brought about by better cooking tools.

THE BLANK HOME RANGE

is the best of modern cooking tools, and ———'s big hardware store is the head centre when you come to look for cooking implements.

Do you need any of the following:
(Mention a few cooking utensils, with prices.)

HEATERS THAT HEAT.

It's time for heat and heaters.

We find folks demanding a stove or a heater that will heat, that is ornamental, convenient and economical of fuel.

We have prepared to meet this demand—so make up your mind what you want, what you want to pay, and come here and find it. Or perhaps a "look-around" visit will help you decide what you want. It has helped some.

See what we have. \$0 is the cheapest and \$0 buys the best.

GOOD OIL STOVES ARE HANDY.

Before you want to light the heater these cool mornings and cool evenings, a good oil stove is a most economical and comfortable thing to have in the house.

It is a good thing all winter to reinforce the other heating apparatus on cold days.

It is a great convenience for the bath room. Then when summer comes around again you'll find plenty of use for it, so it's a good all-the-year-round thing to have.

We have the best of the oil heaters, smokeless, odorless, perfect in operation and yield every unit of heat contained in the oil.

Prices run from \$0 to \$0.

See them.

SOME SCHEMES ADOPTED.

To fight the mail order houses one merchant used this advertising idea in his weekly paper. Each week he selected

Tell the people about it so that every one will be on the lookout that afternoon for people with wash boilers. Handle it right and you will get some good advertising cheap.

* * *

One merchant asked permission from the town authorities to put down new sidewalk planks in place of worn out ones wherever he saw fit. This was granted and one morning there appeared in the sidewalks scattered all over the town about 100 new boards, painted a bright vermilion and lettered in black with an ad. for this merchant. Every board advertised a price on something and the merchant's name. Next afternoon in the paper the merchant offered a substantial prize in merchandise to the first one bringing in the correct total of new boards put down, also for the correct number of things advertised.

* * *

A retailer, who also sells lamps, china, tinware, etc., recently placed a large lighted lamp in his store window with a sign which read: "This lamp holds one gallon of oil. It was lighted at 8 o'clock this morning. The person who guesses nearest to the minute when it will go out will receive the lamp free of charge. Leave your guess inside."

* * *

Here is a similar one. Advertise that on a certain Saturday you will wind up a cheap watch, the kind usually sold for \$1, and with each purchase allow one to guess at what time the watch will stop, the winner to get the watch. Place watch in window with card announcing this and time of winding.

A★1
Trade Mark.

OIL STOVES



328
Lamp
No 14 page

**LARGE
VARIETY**

Trade Mark

— OF —
DESIGNS.

F. W. LAMPOUGH & CO., - MONTREAL

Have you
tried it?

Tried what?

**SELLING
MANTELS.**



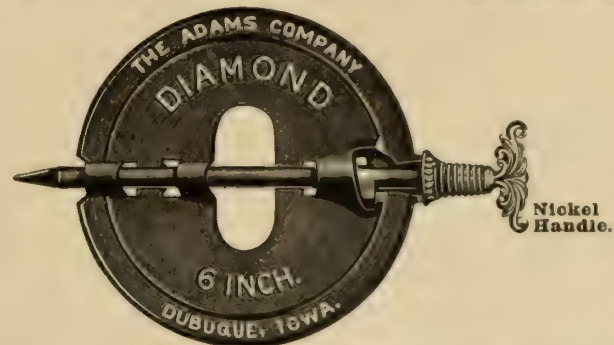
This is in your line of business, and it will
pay you.

The Batty Stove & Hardware Co
76 YORK ST., TORONTO.

DIAMOND STOVE PIPE DAMPER.

U.S. Patent June 25th, 1895

Canadian Patent December 14th, 1892



Made by
THE ADAMS COMPANY, Dubuque, Iowa, U.S.A. TAYLOR-FORBES CO., Limited, Guelph, Ont.

ESTABLISHED 1860

INCORPORATED 1895

Davidson's Milk Can Trimmings for 1904

This demonstrates the popularity of

Davidson's Patent Milk Can Bottoms

You should buy our Milk Cans and Trimmings, because : our Broad Hoop Bottom has all the advantages of a seamless bottom without the strain that spinning entails. The rim is turned in with edge of bottom, giving double durability and heavy rolled edges that will not tear factory floors nor waggons.

They have no air spaces (which make soldering difficult) but sufficient space is left between bottom proper and rim to allow body of can to be inserted $\frac{1}{4}$ of an inch, making permanent joint.

Bottoms are thus sweated in with half the solder.

Bottoms are concave, draining to the centre, therefore are easier to wash out.

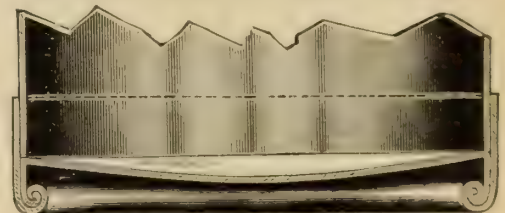
They will not corrode like those which drain to the side. They have flush side handles.

Top bands are "SHOULDERED" and have cut out at joint, making neater and cleaner job in half time than with old style hoop.

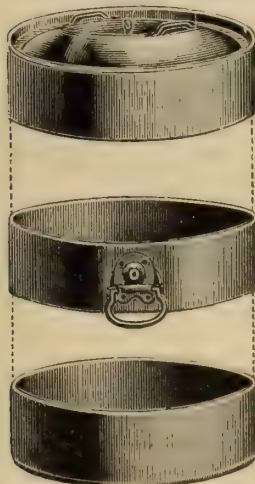
All bands have retinned edges.

For durability, finish and economy in making up, our Trimmings are unequalled.

(See how the Outer Rim and Inner are rolled in.)



SECTION OF BOTTOM.



BROAD HOOP PATTERN.

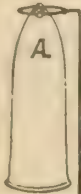
The Thos. Davidson Mfg. Co., Limited, Montreal.

OUR
TRADE MARK

AUER LIGHT MANTLES
LONGEST LIFE & BRIGHTEST

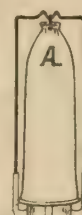
OUR
TRADE MARK

A Statement of Facts.



A

We make the strongest mantles.
Our mantles gives the most light.
We use the purest and most costly chemicals.
We anneal our mantles with pressure gas.
Our mantles won't shrink or fray out.
Our trade mark **A** is on the best mantles.



A

We make mantles with any private mark on them, your own name if you desire.

WE MAKE

Coal Gas Mantles.	Coal Oil Mantles.
Oil Gas Mantles.	Gasolene Mantles.
High-Pressure Mantles.	Acetylene Mantles.

In single, double or triple weave.

Lowest prices on Mantles, Shades, Chimneys and Sundries.

Write us if you are interested.

AUER LIGHT CO., - - MONTREAL.



RETURNED
APR 11 1904

DUNLOP IDEAL HORSESHOE PAD

Have you ever noticed how it is the get up of the girl in the saddle that makes the horse so attractive? Sometimes the horse that carries the girl seems to be dancing under her precious weight, but that is only seeming. The real truth is that the horse's hoofs are protected by the

IMPROVED

If you sell horseshoes and horse furniture then the Dunlop Pads belong to your stock. They are a necessary supplement to the iron horseshoe. Absolutely prevent chafing and slipping on snowy roads. Prevent cracking and splitting of the hoofs. Cure lameness.

In the small book "Horseology," mailed free, there is much truth said off quickly about Dunlop Pads. Write for "Horseology."



THE DUNLOP TIRE CO., Limited,
TORONTO, CANADA.

Agencies: Montreal, St. John, Winnipeg, Vancouver.

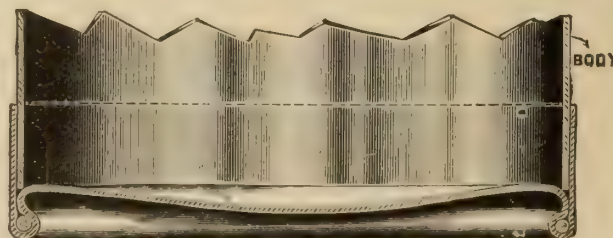
"SAMSON" MILK CANS AND TRIMMINGS

"Samson" Railroad or Delivery Cans and Trimmings

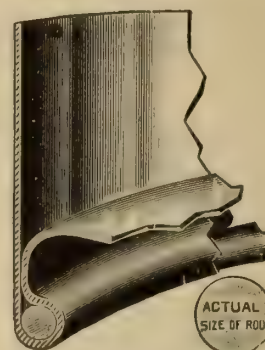
"Samson" Dairy Pail Bottoms



PATENTED JULY 23, 1900.



Section of "Samson" Milk Can Bottom.



PATENTED JULY 23, 1900.

The "Samson" is the strongest and only **ONE-PIECE** Bottom made.

Has no place for dirt or sour milk to lodge, therefore the only sanitary bottom made.

Every bottom in each size is of an exact diameter. Being stamped with a die there can be no variation as in a bottom made in several pieces.

A Complete Stock of Tinned Sheet Iron in All Gauges and Sizes always kept on hand.

The McClary Manufacturing Co.

London, Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B.

"EVERYTHING FOR THE TINSHOP."

HARDWARE AND METAL

President:

JOHN BAYNE MACLEAN.

Montreal.

The MacLean Publishing Co. Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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APPROACHABLE MEN.

COURTESY in business costs nothing, often brings pecuniary results, and never can do any harm. No person having occasion to meet business men in different parts of the country can fail to notice great differences in the men with whom he has to deal. Some men are always approachable, always courteous, while others hedge themselves about like little gods, and are almost as inaccessible as royalty itself. It is always dangerous to draw sweeping deductions, but nine times out of ten the approachable man is the successful man, the man with the largest business and the widest and most varied interests; while the man who would impress you with a sense of his own importance, who can be approached only with great fear and trembling, through a number of careless and sometimes impertinent subordinates, is the little man who does a small business but always makes a great fuss about it.

As with men individually, so with towns and cities. Every town has its own individuality. Travellers often remark upon the unfailing courtesy of business men in one city, and upon the

difficulty of approaching business men in another city, and their lack of courtesy when access is finally gained. We happen to know of the case of the head of one of Canada's large manufacturing concerns, himself one of the kindest and most approachable of a city of courteous business men, visiting in another town a house which, although large, was by no means so important or well known as his own. The difficulties which he encountered in obtaining an interview or even an appointment with the head of that firm would have been amusing had not the time at his disposal been so short that they were annoying. When admittance was finally gained the excuse given was that the pressure of business is so great as to make it absolutely necessary for the head of the firm to shut himself in his office and keep visitors out. The caller's surprise may be pardoned. He knew that his own business was considerably larger, and he had never found it necessary so to hide himself from the public. His office is near the entrance to his establishment, and, through the glass doors, he can see all who enter. No customer or visitor ever retires dissatisfied without his knowledge. Were we to mention the names of the two firms the absurdity of the excuse given would be apparent. If the head of the larger business has time to be affable and approachable, and finds that such conduct is profitable, why should it be impossible for the head of the smaller business to follow his example?

No business man, whether his trade be large or small, can afford to be unapproachable and discourteous, for, besides the direct harm done to the firm by the offence which he himself gives to customers and clients, the spirit of the chief is communicated to the subordinates, and a discourteous manager is almost invariably served by impertinent assistants who follow his example and go far beyond it. The character of a business house is determined by its head.

Now, by the foregoing, it is not meant to be said that a business man never has a valid excuse for refusing to see callers. We mean nothing of the sort. The de-

mands of a business are often such that the manager can see only those whose business is of a pressing nature. But on such occasions there is no reason why a caller should be unceremoniously turned down, as he is in some houses. He should be informed when the manager will be free, and in most cases an appointment might be made. Such action pays in the end. Courtesy is never unprofitable.

JUDGING BY APPEARANCES.

IT is a trite saying that it is not safe to judge by appearances, but, as a matter of fact, people do judge by appearances. That is often the only way they have of judging and in most cases they are right in so doing.

This is a fact that the grocer should continually bear in mind. Upon the appearance of his store will he be judged. From the nature of the lines carried it is difficult perhaps to keep the grocery store as neat and tidy as might be desired, but, on the other hand, in no line of business does a neat and tidy appearance count more in one's favor, or in which untidiness and disorder are so injurious. Mortal woman was born with a desire to get things cheap, but every well-brought-up woman has a horror of dirt, and especially in connection with things to be eaten. She will pay an extra price every time as a premium on cleanliness.

Go into the busiest grocery in any town or city and almost invariably it will be found that despite the hurry, and the large quantity of goods handled, a scrupulous neatness is maintained. The double inference is that attention to appearances pays in good solid trade and that being too busy is no valid excuse for being untidy.

It pays to make the store look cheerful. It pays to decorate for the holiday season, and some of the most successful stores have found it a good investment to have handsome bouquets of cut flowers here and there throughout the store.

But the appearance of the store itself is not all. The personal appearance of the proprietor and the clerks is an important matter. There has been a great improvement in this matter within recent years, but there is still room for improvement in

some cases. The proprietor should insist upon his clerks coming to work well, though not expensively, dressed, and he should set the example himself. He should insist upon them coming to work clean shaven and generally well kempt. Soap and water, brushes and whisks are cheap and made to be used. People like to deal with well groomed young men, and it is the grocer's business to give the people what they want.

THE CORDAGE SITUATION.

EVIDENCES are coming forward of a concerted attempt to break cordage market values in the United States. Items have appeared more or less frequently to the effect that lower prices are probable, owing to the fact that the receipts of hemp at Manilla from all Philippine ports, from January 1 to November 1, were 829,000 bales in 1903, as compared with 708,000 bales in 1902. Against this, however, must be put the facts that both manilla and sisal hemp continue firm, and that the world's consumption is keeping up to the production, as may be judged from the following figures re manilla hemp :

WORLD'S SUPPLY	
November 1, 1901.....	259,562 bales
1902.....	286,782 "
1903.....	220,251 "

It would appear, when all the facts are considered, that prices of all cordage should be sustained well into next year.

AMERICANS IN NORTHWEST.

SIR CHARLES DILKE, speaking recently, said that in Canada the fact of a preference on wheat would weaken the Imperial tie by increasing the already rapid rate at which the Northwest is being flooded by capital and labor from the United States.

Sir Charles need not be alarmed. Give us the preference and we will look after the Imperial tie. It is true that Americans are flocking into the Northwest, but so far as can be learned they are proving admirable settlers. They are generally well supplied with capital, and are familiar with the conditions of agriculture in the West. They are men of discernment, as is evidenced by the fact of their leaving the poorer lands of the United States for the No. 1 hard wheat lands of the Canadian Northwest. They have already shown their preference for Canadian soil ;

the same acumen of intellect will lead them to show a preference for Canadian laws and customs, which, especially in the matter of municipal government, are immensely superior to those of the United States.

Yes, it may be objected, you may make them Canadian, but not British—and there is force in the objection.

But the preference on wheat is the very thing to bring the advantage of British connection home to people who, however

Laporte, who is head of the wholesale grocery house, Laporte, Martin & Cie., Montreal, has for several years been one of the most progressive and useful aldermen in the Montreal Council, he having devoted to the consideration of the city's affairs the same integrity and business acumen which has made his firm one of the soundest in Canada.

Ald. Laporte's candidature has been en-



Ald. Laporte, the Business Men's Candidate for Montreal Mayoralty.

devoted to the land of their adoption, might be unaffected by those traditions which bind us of British origin and descent to what we delight to call the Motherland. The preference would have the very opposite effect to that suggested by Sir Charles Dilke.

A GOOD MAN FOR THE MONTREAL MAYORALTY.

IN the person of Mr. Hormidas Laporte, Montreal has an excellent candidate for the mayoralty of that city. Ald.

dorsed by the Retail Grocers' Association and The Butchers' Association of Montreal, and several other mercantile organizations. **HARDWARE AND METAL** has long maintained that when a business man of Ald. Laporte's industry, acumen and integrity offers himself for a position of public trust his candidature should receive the general support of business men, and we feel confident that in this case, at least, such support will be given Ald. Laporte.

A PROGRESSIVE HARDWARE MERCHANT.

FEW Canadian hardware men have had longer connection and a wider experience with the business than Mr. A. D. Ellis, Simcoe, Ont. Thirty two years ago Mr. Ellis started in business. His first entry in business was as a partner in the firm of Gordon & Ellis, continuing thus until twelve years later when he assumed full control. In the twenty years that have elapsed Mr. Ellis has conducted his establishment along shrewd and progressive lines and won the respect of the trade as well as of his customers, who were numbered for many miles around Simcoe.

Although in business so long, Mr. Ellis is still by no means an old man and is quite vigorous and active, yet he has found the demands of business of late rather too exacting, particularly as he was in his store from eight in the morning till ten o'clock at night, the early closing movement not having made

any headway in Simcoe, so in July last he sold out to Chas. E. Boyd. He has been reeve of the town, besides filling He says: "Since my coming to Simcoe many hardware stores have started at one time or another, here or throughout other positions in the council, also a member of the school board. One of the things which Simcoe blesses him for was that he was instrumental in getting the toll gates removed.

Like most men who have been in business for a considerable period, Mr. Ellis has seen many changes in his locality, the country, and many have moved away. I am pleased to say that most of the young men I have trained to the business are doing well. It is particularly pleasing that the young man to whom I have

sold out is one of the young men trained in my establishment. "There is a great difference in the way the hardware business is done now and the old methods. Competition is now greater, and I think the nearer all merchants keep to a cash basis the better. I feel sure the time has come when farmers and others appreciate the advantages of a cash business.

"I wish to add that I hold 'Hardware and Metal' in the highest esteem, as we were one of your first subscribers. I have always found it instructive. No hardware merchant should be without it."

Mr. Ellis is a brother of Mr. R. A. Ellis, of The P. W. Ellis Co., Toronto, whom he has been visiting for some days this week.

NEED FOR TECHNICAL TRAINING.

THE industrial history of the United States is being repeated to a very considerable extent in Canada. The growth of manufacturing is remarkable, and, from all indications, will continue to be so. This year as never before there has been a cry for men—an unsatisfied cry; and not for men only, but for boys and girls. It is a very common sight as one goes along the streets of our manufacturing centres, to see cards hanging out with the words "Boy Wanted," or "Girls Wanted." Another noticeable thing is the want columns of the large dailies. The list under "Help Wanted" is far greater than that under "Situations Wanted."

This demand for boys and young women is robbing our schools of many who would otherwise continue to be students for several years to come. The temptation to earn a little money proves greater than the love of learning. The boy does not perceive the value for his later career of an education, and his parents are too often indifferent. However, there comes soon or late to most of these boys who leave school early a perception of the value of a specialized training, and when the facilities offer, a good many attend night schools. Clerks in stores, as well as young fellows at the bench or in the factory, are acquiring a thirst for knowledge—the special knowledge that will advance them in their line of work.

In Canada The Canadian Correspondence College, Limited, Toronto, is doing creditable work along these lines, particulars of which they furnish on application.

The good of such "colleges" to earnest young men is very great. The pity is that there are not thousands more using their opportunities to acquire a technical training. It is the man who knows who

compels success. Real success is not a lucky chance; it is won by labor; by purpose; by a diligent and intelligent use of means. The demand for prepared men is growing and is far in excess of the supply. The lack is not in the number of men seeking the choice position, it is in the number of men qualified for the position. Hundreds of men are willing to take a good appointment, determining to learn to discharge its duties afterwards. The wise young man will prepare himself beforehand. In that preparation he should find the correspondence college of the greatest aid.

CORRESPONDENCE.

SELLING PRICES TO BLACKSMITHS.

Editor **HARDWARE AND METAL**—

Can you explain to me how it is that Blank & Co., Guelph, are allowed to go out and sell to the consumers, viz., blacksmiths, etc, horse shoes, horse nails and iron at wholesale prices? For instance, horse shoes at \$3.65 per keg; horse nails at \$2.50 per box, f.o.b. Guelph. I saw invoices with those figures from two blacksmiths in our own town. Is it fair and just that the manufacturers allow it?

I do not wish my name mentioned in the matter, knowing that it will come back to me, for the consumer is as anxious, of course, to buy as low as possible. It seems to me there should be some way of stopping that sort of low business. A reply will oblige

Nov. 12th, 1903.

A RETAILER.

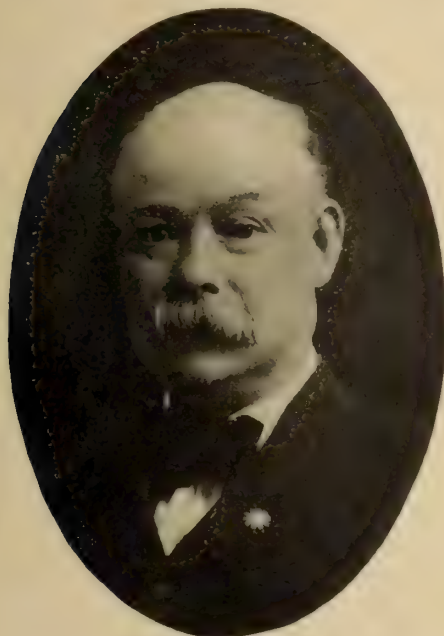
Remarks: The above letter, which has been handed us by one of the leading wholesale houses in Toronto, opens up a question which has agitated the hardware trade for some time. Inasmuch as the question is one of much importance to retailers **HARDWARE AND METAL** readily opens its columns to all who may desire to discuss the merits or objections to the present system of selling the lines referred to.—[The Editor].

PERSONAL MENTION.

Mr. H. W. Aird, treasurer of The Canada Paint Co., Limited, has returned to Montreal after a three weeks visit to Winnipeg. Mr. Aird reports business conditions in the Northwest very satisfactory.

Mr. R. Hahn, representing Jaffe Bros & Co., Manchester, England, is in Canada looking over the field and appointing agents in the principal centres. Mr. Hahn intends going as far west as Winnipeg, which city he expects to reach about the end of next week.

Mr. D. W. Douglas, eastern representative of E. W. Gillett Co., Ltd., Toronto, is in Ottawa this week and Royal Yeast and Gillett's Lye, to say nothing of his other lines, are getting close attention at his hands.



A. D. Ellis, Simcoe, Ont.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, Nov. 13, 1903.

SHIPMENTS during the week have been heavy. Winter freight rates go into effect on Monday, and every wholesale house has been busy getting out its last shipments. It is expected that the last R. and O. boats will leave about the end of next week. It is expected that business in general lines will then slacken considerably and some of the wholesale houses will commence to take stock. The rolling mills report business which will keep them going at full pressure almost until Christmas. Payments are now said to be more satisfactory, although not all that might be desired. Prices have remained steady and there are few changes to note. Wholesale houses are still complaining that they cannot get some sizes of bolts and nuts. No. 1 axe handles are hard to get, as are some of the smaller sizes of screws.

WIRE NAILS. For wire nails there are orders booked which cannot go out before close of navigation, and it is expected that the local mills will be busy until Christmas. Some heavy shipments have been made during the week. Prices remain unchanged. We quote as follows: \$2.40 per keg in carlots, and \$2.45 per keg in small lots f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

CUT NAILS. Business in cut nails will slacken considerably after this week. We quote the following unchanged prices: \$2.45 f.o.b. Montreal; carlots \$2.40.

PRESSED SPIKES.—Still in fair demand at a discount of 20 per cent.

FENCE STAPLES. In good demand, especially from the Northwest, where the farmers are now commencing to do more fencing than in former years. It is said that good orders are being received by some houses for 1904 delivery. Shipments are now beginning to slacken. We quote this week as follows: \$3 per 100 lb. keg for galvanized, and \$2.80 for bright. 25 and 50-lb. packages, 25c. extra.

HORSE NAILS. This is the busy season and shipments continue very large. We quote: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Counter-sunk" heads, 55 per cent.; "C" brand, 40, 10 and 7½ per cent. off; "Monarch," 50 and 7½ per cent. and "Peerless," 50 per cent.

HORSESHOES. Nothing is required now but some cold weather to make this already busy season a phenomenal one in the horseshoe trade. A good business is being done with all sections of the country. We quote: Iron shoes, light and medium pattern, No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; X.L. steel shoes, new light pattern, sizes 1 to 5, \$5.35; light steel shoes, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05; featherweight, all

sizes, 0 to 4, \$5.35; toe weight, all sizes, 1 to 4, \$6.60. Shoes more than one size in a keg, 10c. per keg extra f.o.b. Montreal only.

SLEIGH BELLS. Business is now very brisk at unchanged and steady prices. An improvement is expected during the next few weeks. We quote as follows: Back straps, 30c. to \$2 each; body straps, 70c. to \$2.50 each; shaft gongs, 2 bells, 20c.; 3 bells, 35 to 60c.; 4 bells, 55c. to \$3 each; brass team bells, No. 1, \$1.90 per dozen; No. 2, \$2.40 per dozen; No. 3, \$2.70 per dozen; No. 4, \$3.70 per dozen; No. 5, \$4.65 per dozen; York eye bells, No. 10, \$1.35 per dozen; No. 12, \$1.65; No. 14, \$1.90; saddle gongs, \$1.10 to \$3 each.

SKATES.—Wholesale houses are predicting a scarcity of skates, and prices are very firm in consequence. We quote as follows: Halifax pattern, 37c. per pair; nickel-plated, 65c.; ladies' nickel-plated, 55c. to \$1.25; ladies' concave nickel-plated, \$1.45; plain hockey, 27c. to \$1.35; nickel-plated hockey, 60c. to \$2.50; double end hockey, \$1.65 to \$3. Skate straps, 70c. to \$1.35.

HOCKEY STICKS.—Business is opening up briskly and a further improvement is expected before Christmas. Prices are firm and unchanged this week. We again quote as follows: Best second growth goalkeeper's, \$3.80 per dozen; ash, \$2.70; elm, \$2.18; boys' elm, \$1.10. Regulation pucks, \$1.50 per dozen; boys', \$1.15 per dozen.

FIRE SHOVELS.—There is an improved demand at unchanged prices this week. We quote as follows: No. 70, 30c. per dozen; No. 55, 55 to 82c. per dozen; No. 57, 82c. to \$1.10 per dozen; No. 60, 70 to 88c. per dozen; No. 65, \$1.10 to \$1.23 per dozen; Duplex, No. 7, 96c. per dozen; No. 9, \$1.20 per dozen; No. 11, \$1.54 per dozen.

SNOW SHOVELS. There is an increasing demand for snow shovels at steady prices. Quotations this week are as follows: "Habitant," \$2.50 to \$2.75 per dozen; "Victor," 30 per cent. off; steel railroad shovels, 45 per cent. off.

SCREEN WIRE CLOTH.—Price for 1904 delivery is \$1.42½ per 100 square feet.

GALVANIZED WIRE. A fair business is reported this week at unchanged prices. We quote: No. 5, \$3.70; No. 6, 7 and 8, \$3.15; No. 9, \$2.55; No. 10, \$3.20; No. 11, \$3.25; No. 12, \$2.65; No. 13, \$2.75; No. 14, \$3.75. In carlots f.o.b. Cleveland: No. 5, \$2.20; Nos. 6, 7, 8 and 9, \$2.15; No. 10, \$2.20; No. 11, \$2.25; No. 12, \$2.25; No. 13, \$2.40; No. 14, \$2.50. In less than carlots, 12½c. per 100 lb. extra charged.

BARB WIRE.—Business has been brisk for some time, but is now commencing to slacken. Orders for 1904 delivery are being received freely. Quotations are as follows: \$2.80 per 100 lb. f.o.b. Montreal, and \$2.55 f.o.b. Cleveland. Carlots of 15 tons, \$2.45 f.o.b. Cleveland.

SMOOTH STEEL WIRE.—Hay baling wire is still in good request, but other lines are in only fair demand. We quote as follows: Bright and annealed, \$2.50

per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, 82; oiling, 10c.; spring wire, \$1.25; best steel wire, 75c.; bright soft-drawn, 15c.; hay-baling wire, 20 to 25c.

FINE STEEL WIRE.—Business is fair at unchanged prices. Discount is still 25 per cent., with net extras as follows: 1 and 2-lb. hanks, 25c. per 100 lb.; ¼-lb. hanks, 37½c., and ½-lb. hanks, 50c.

BRASS WIRE.—Business is fair at unchanged discount, viz., 60 per cent.

COPPER WIRE.—Business fair; discount 60 per cent.

RIVETS AND BURRS.—Business continues brisk at steady prices. Orders are well distributed through the country. Discounts remain unchanged as follows: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swede rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS AND NUTS.—As has been stated before, wholesalers find difficulty in getting supplies of some special sizes. Trade is very brisk at present and prices are steady. Quotations are as follows: Common carriage bolts, 50 per cent.; tull square carriage, 55; machine, 50 and 5; coach screws, 66 2-3; sleighshoe bolts, 65 and 5; blank bolts, 50 and 5; bolt ends, 50 and 5; plough bolts, 50 and 5; tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3½c. per lb. off list; hexagon nuts, 3½c. per lb. off list.

SCREWS.—It is hard to fill orders in some small sizes. Trade continues very brisk at unchanged discounts. We quote: Round head bright, 82½ per cent.; flat head bright, 87½ per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

SHOT.—Sorting orders are still received but trade is now slackening considerably. The following quotations still hold good: Ordinary drop shot, A. A. A. to dust, \$6.50 per 100 lb.; chilled, Nos. 1 to 10, \$7 per 100 lb.; buck and seal, \$7.50 per 100 lb.; ball, \$8 per 100 lb. Trade discount 17½ per cent. f.o.b. Montreal, Toronto, Hamilton, London, St. John, N.B., and Halifax.

LANTERNS.—Manufacturers are now overtaking their orders nicely and wholesalers are able to send out some long-delayed shipments. Quotations are: Lift, hinged or tilt, \$4 to \$4.25 per doz.; cold blast No. 2, \$7 to \$7.50; painted dashboard, \$6.50 to \$6.75; plain dashboard, \$6 to \$6.25; searchlight, \$20 to \$24 doz.; brass cold blast, small, \$9.75 to \$10.

CORDAGE.—This is a slack season, but some sizes of rope are selling well. Business is generally reported to be satisfactory, and prices are being well maintained. Quotations are: Pure manila, 14½c.; British pure manila, 12c.; sisal,

1½c.; double lath yarn, 11c.; single lath yarn, 10½c.; Russian tarred spun yarn 13½c.; jute rope, 2-in. in diam. and upwards, 9c.; cotton rope, 16½c.; cotton twine, 17 and 20c. for 3 and 4 ply. Cotton bedcord, 90c. to \$1.35, according to length.

BUILDING PAPER. Still in splendid demand at firm prices. We quote: Tarrled felt, \$1.85 per 100 lb.; 2-ply ready roofing, 90c. per roll; 3 ply, \$1.15 per roll; carpet felt, \$2.25 per 100 lb.; dry sheathing, 10c. per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O.K. and L.X.L., 70c. per roll; heavy straw and sheathing, \$35 per ton; slaters' felt, 65c. per roll.

FIREBRICKS.—Trade is very quiet at present, with little of special interest to note. English are quoted at \$16 to \$22 per 1,000, and Scotch at \$17 to \$22.

PLUMBING GOODS.

Supply houses state that October and the first two weeks of November of this



Ice-Cutting Tools.

For Ice Dealers, Butchers, Dairymen, Farmers, &c.
Write for our new catalogue and prices.

ROBT. DONALDSON & SONS.

P.O. Box 289. 30 Youville Square, MONTREAL.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond McCall & Co.

MONTREAL, QUE.

or to

Canada Iron Furnace Co.

MIDLAND, ONT. Limited

year have been far ahead of the business for the corresponding period of 1902. Prices throughout are steady. Iron pipe will not be affected at present by the decline in the United States markets, as prices in Canada for the smaller sizes have been much lower than the prices at which American pipe could be imported.

LEAD PIPE. In good demand at unchanged prices. Composition and waste sell at 8c. and ordinary at 7c. The discount is 35 per cent.

IRON PIPE. As noted above, prices are steady in spite of the decline on the United States market. The volume of business during the week has been particularly large, and the supply houses have had more orders for immediate shipment than they could well attend to. Quotations are as follows: Standard pipe, per 100 feet, in lengths under 19 feet—black, ½ in., \$2.30; ¾ in., \$2.30; 1 in., \$2.55; 1 ¼ in., \$2.55; 1 ½ in., \$3.65; 1 in., \$5.20; 1 ¼ in., \$7.35; 1 ½ in., \$8.95; 2 in., \$12.55. Galvanized—½ in., \$3.20; ¾ in., \$3.45; 1 in., \$3.90; 1 ¼ in., \$5; 1 in., \$7.20; 1 ¼ in., \$10.05; 1 ½ in., \$12.20; 2 in., \$16.85. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, ½ in., \$1.20; ¾ in., \$5.25; 1 in., \$7.55; 1 ¼ in., \$10.55; 1 ½ in., \$12.75; 2 in., \$17.60. Galvanized—1 ¼ in., \$5.20; ¾ in., \$6.65; 1 in., \$9.55; 1 ½ in., \$13.25; 1 ¼ in., \$16; 2 in., \$21.

SOIL PIPE AND FITTINGS. There is a good steady demand at unchanged prices. Discounts are as follows: Light soil pipe, 3 to 6 in., 50 and 10 per cent.; medium and extra heavy soil pipe, 2 to 6 in., 60 per cent., and 5 per cent.; extra heavy soil pipe, 8 in., 45 per cent. Light fittings, 2 to 6 in., 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6 in., 60 and 5 per cent.; extra heavy fittings, 8 in., 45 per cent.

SOLDER.—We quote: Wire solder, 19c.; bar, 18c. Trade is fair.

METALS.

Heavy deliveries have been made during the week of goods booked for shipment before the close of navigation. Buyers are not showing any disposition to place their orders for 1904 delivery owing to a feeling of uncertainty, which is intensified by the declining market in the United States. It is notable that in the United States prices of finished goods are not declining in proportion to the drop in the raw material. In the meantime prices here are not likely to be changed very materially at present. The usual quiet season is almost at hand, during which very little business is ever done. Hence, local houses will make no changes of any importance for some time yet. The volume of business expected would not warrant them in doing so. When the busy season returns conditions may be more settled across the border. There have been few changes during the week. Some reductions will be noted in Canada plates.

PIG IRON.—There is little doing now, as most buyers are well supplied. We quote: Summerlee, \$19.50 to \$20; Carron, No. 1, \$21; do. No. 3, \$18.50 to \$19; Mid-lesboro', No. 3, \$17 to \$17.50; Ayersome, No. 1, \$20; do. No. 3, \$19.40.

BAR IRON.—Prices are steady at the reduction given last week. Trade continues brisk, and although there will be a slackening at the close of navigation,

TINPLATES

"DOMINION CROWN"—Best Best Charcoal, issued.
"ALLWAYS"—Best Charcoal.
"CANADA CROWN"—Charcoal.
"LYDBROOK"—Best Coke.
"TRYM"

All standard brands. Accept no substitute.

A. C. LESLIE & CO.

509-512 Merchants Bank Building,

MONTREAL.



OUR goods have a reputation that we aim continually to keep up. So you are sure of having good pumps when you handle ours.

McDougall Pumps

are made of iron and are guaranteed to be satisfactory.

Send for Catalogue

The R. McDougall Co., Limited, Galt, Ont.

Pig Tin

BOUSTEAD & CO.'S PENANG.

INGOT COPPER

LAKE AND CASTING.

PIG LEAD

SPELTER

ANTIMONY

PIG IRON

ADAM HOPE & CO.

Hamilton, Ont.

NOVA SCOTIA STEEL

& COAL Co., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

OPEN HEARTH STEEL

Business is expected to continue fairly good. We quote as follows: Merchants' bar, \$1.90; horseshoe iron \$2.15; forged iron, \$2.10.

BLACK SHEETS. Wholesale houses have had orders this week for more black sheets than they could ship. Prices continue steady and we quote: 28 gauge, \$2.45; 26 gauge, \$2.40; 22 to 24 gauge, \$2.75; 18 to 20 gauge, \$2.30, and 8 to 10 gauge, \$2.40.

GALVANIZED IRON. Prices are unchanged. Trade is still brisk. We quote as follows: 28 Queen's Head, \$1.30; Apollo, 10 $\frac{3}{4}$ oz., \$1.30; Fleur-de-Lis, \$1.40; Comet, \$1.40; Bell brand, \$1.40. In less than case lots 10c. extra.

TIN PLATES. The local market continues quiet. Cokes sell at \$1 and charcoals at \$1.25.

INGOT TIN. Quotations at time of writing are same as given in last issue. We quote at 31 to 32c. For large orders the price may be shaded below 31c.

TERNE PLATES.—Prices locally are unchanged, but the English market continues weak. We quote at \$6.75 to \$7.

COIL CHAINS.—A fairly brisk trade is reported this week at unchanged prices. Quotations are as follows: No. 6, 10c.; No. 5, 9c.; No. 4, 8 $\frac{1}{2}$ c.; No. 3, 7c.; $\frac{1}{2}$ in., 6 $\frac{1}{2}$ c.; 5-16 in., \$1.90; $\frac{3}{4}$ in., \$1.20; 7-16 in., \$1.40; $\frac{1}{2}$ in., \$3.90; 9-16 in., \$3.75; $\frac{5}{8}$ in., \$3.60; $\frac{3}{4}$ in., \$3.50; $\frac{7}{8}$ in., \$3.45; and 1-in., \$3.40, with 10c. allowance on carlots.

CANADA PLATES.—Reduced quotations are given this week. We quote: 52s., \$2.40; 60s., \$2.45 to \$2.50; 75s., \$2.55; full polished, \$3.60, and galvanized, \$4 to \$4.10; galvanized, 60s., \$4.25 to \$4.35.

STEEL.—Trade is fairly active. Some changes will be noted in quotations given. We quote: Sleighshoe, \$2.05; tire, \$2.15 to \$2.20; spring, \$2.75 to \$3; reeled machinery, \$2.75 to \$3; toe-calk, \$2.60; machinery (iron finish) \$2.50; square barrow, \$2.50.

TOOL STEEL.—Business continues quite up to the usual standard. We quote: Black Diamond, 8 to 9c.; Sanderson's, 8 to 9c., according to the grade; Jessop's 13c.; Jonas & Colver's, 10 to 20c.; "Air Hardening," 50 to 65c. per lb.; Conqueror, 71c.

INGOT COPPER.—Quoted at \$14.50 to \$14.75.

PIG LEAD.—The demand continues active. We still quote at \$3.20 to \$3.30.

SHEET ZINC. We quote: Case lots, \$5.85 to \$6; small quantities, \$6.50.

ZINC SPelter. The price is 6c., but concessions are made for large quantities.

SCRAP METALS

Prices as given in last issue are unchanged. We quote as follows: Heavy copper and wire, 10 $\frac{1}{2}$ c. per lb.; light copper, 10 $\frac{1}{4}$ c.; heavy red brass, 10c.; heavy yellow, 8 $\frac{1}{2}$ c.; light brass, 5 $\frac{1}{2}$ c.; lead, 2 $\frac{1}{2}$ to 2 $\frac{3}{4}$ c.; zinc, 2 $\frac{1}{2}$ to 3c.; iron, No. 1 wrought, \$13 to \$14; machinery scrap, \$13 to \$15; stove plate, \$12; malleable and steel, \$6; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6 to 6 $\frac{1}{2}$ c. per lb.

ASHES

Receipts continue small and the volume of actual business is not large. The de-

mand is good and prices are strong. We quote:

First pots, per cwt. 5 95 6 00
Seconds 5 55 6 00
Pearls, per 100 lb. 7 00 7 25

HIDES.

A decline of 1c. in calfskins is the only change this week. Quotations are: No. 1 beef hides, 9 $\frac{1}{2}$ c.; No. 2, 8 $\frac{1}{2}$ c.; No. 3, 7 $\frac{1}{2}$ c.; No. 1 buff sheepskins, 77 to 79c.; lambskins, 70 to 75c.; No. 1 calfskins, 10c.; No. 2, 8c.

RAW FURS.

Revised quotations in raw furs are given again this week:

	Large	Med'm	Small	Kitts				
BEAVER—Labrador and choice Eastern	\$6.00	\$5.00	\$2.75	\$1.50				
Territory Rocky Mountains and Western								
Strictly Prime, or No. 1	6.00	4.00	2.00	.50-.75				
Partly Prime, or No. 2	4.00	3.00	2.00	.50				
Unprime, or No. 3	3.00	2.00	.25	.40				
Flat, weak, or poor, or No. 4	2.50	.50	.75	.25				
BEAR—Black—Choice only	Large 12.00	Med'm 8.00	Small 6.00	2	3	4	Cubs. Year's	
Brown	10.00	6.00	4.00	4.50	2.00	.50	\$2.00 to \$6.00	
BADGER—Of all sections	1	2	3	4				
	.50	.25	.10	.05				
FISHER—Eastern and far North-Eastern	Dark 7.00	Brown 5.50	Pale 5.00	3.00	1.75	.50		
Territory and Western	7.60	5.50	3.50	2.00	1.00	.50		
FOX—Red—North-Eastern and similar fine bright red kinds	Large 4.00	Small 3.00	1.25	.75	.20			
Territory and Western	4.00	3.00	1.40	.50	.20			
" Cross—Value principally as to beauty, also size & richness	Dark 15.00	Fair 7.00	Pale 4.00	2.50	1.50	.50		
" Silver—Eastern and far Northern	125.00	75.00	40.00	20.00	9.00	4.50		
" Pacific Coast, Territory and Western	100.00	50.00	30.00	15.00	5.00	2.50		
LYNX—Far North-Eastern	Large 5.00-8.00	Med'm 3.4-5.0	Small 2.25	2.00	.75	.25		
Territory and Western	5.00-8.00	3.4-5.0	2.25	2.00	.60	.20		
MARTEN—British Columbia, Northern Pacific and similar	Dark 7.00	Brown 5.00	Pale 2.50	1.75	1.00	.25		
Territory and Western	3.50	2.25	1.50	1.00	.60	.20		
Quebec and Ontario	3.00-4.00	2.25-3.00	2 to 2.25	1.00	.50	.25		
MINK—Halifax, far North-Eastern and choice	Large 4.00	Med'm 3.25	Small 2.50	2.25	2	3		
Territory and Western	1.50-2.00	1.50	1.00	.75	1.50	.40	.25	
MUSKRAT—Eastern, best large	Spring 15.00	Winter 18.10	Fall 15.10	Kitts 15.20	7	2 to 4		
Territory and Western	5 to 10	7	2 to 4					
OTTER—Labrador and far North-Eastern	Large \$10-15	Small 7.00-10	5.00	2.50	2.00		Cubs	
Territory and Western	6.00	4.50	3.50	2.25	.50	\$1.00 to \$2.00	.25 to .50	
RACCOON—	Large 75-150	Small 60-100	33-60	.25	.15			
Black—Value according to darkness, size and beauty	2.25	2.00	1.00	.50	.25			
SKUNK—	Black 75-125	Str. 75	St. Long 40-50	White 15-15				
WOLVERINE—Value according to darkness, size and beauty	Dark 5.00	Brown 4.00	Pale 2.50	1.50	3	.75	.25	
CASTOREUM—	\$5.00 to \$6.00 per pound.							

ONTARIO MARKETS.

Toronto, November 13, 1903.

A SATISFACTORY tone is still manifested by all classes of trade. Manufacturers have been kept busier than they expected; wholesale dealers have found orders even larger than last season and the good weather has extended building operations late into the season and so increasing the use of nails, building paper, cement and other lines. Some lines, on the other hand, are not yet called for so freely as would be the case if the cold weather had set in. Activity is manifested in lines suitable for Christmas trade. Such lines as sporting goods, silverware, etc., are manifesting much popularity. As a rule stocks are well assorted now, the earnest efforts of manufacturers having relieved the shortage in many lines referred to in recent issues. No changes in prices are reported, though a correction in the quotations on wire nails is made. Last week's figures were 5c. too high.

WIRE. A small demand for fence wire is still noted, and a nice turnover of business in hay-baling wire.

WIRE NAILS.—Business keeps good, with prices steady. Last week we quoted \$2.50 instead of \$2.15; the correction is now made. We quote the base price for nails at \$2.45 per keg f.o.b. Toronto.

HORSE NAILS.—Prices are steady. There is a good trade. Our quota-

tions are as follows: "C" brand, oval head, 40 and 10 and 7 $\frac{1}{2}$ per cent.; on "Monarch," 60 per cent.; "M," "Oval" and "Countersunk" head, 55 per cent.; on "Peerless," 45 and 7 $\frac{1}{2}$ per cent.

HORSESHOES.—Trade keeps up nicely. We quote f.o.b. Toronto as follows: Iron shoes, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05. Steel, new light shoes, No. 2 and larger, \$3.95; No. 1 and smaller, \$4.20. Snow shoes, No. 2 and larger, \$4.05; No. 1 and lighter, \$4.30. If shipped from factory, 15c. less. If assorted, more than one size in a keg, 10c. per keg extra.

SCREWS.—There is less trouble in filling orders, yet there is still a nice sorting trade. Prices are steady. Our quotations are as follows: Flat head bright, 87 $\frac{1}{2}$ per cent. discount; round head bright, 82 $\frac{1}{2}$ per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze 75 per cent.

RIVETS AND BURRS.—A good trade keeps up at steady prices. Our quotations are as follows: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.

BOLTS AND NUTS.—A good trade is doing in carriage bolts and some sizes of machine bolts. Our quotations are: Carriage bolts, common (\$1 list), 50 and 10 per cent.; carriage bolts, full square (2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron (\$3 list), 55 and 10 per cent.; machine bolts, all sizes, 50, 5 and 10 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.

CORDAGE.—Some sizes of rope are selling well. Prices are reported firm despite of attempts to bear the market in the United States. The statistics show that the surplus of raw material is light and so it is thought prices will be maintained well into 1904. We quote: Pure manilla, 14 $\frac{1}{2}$ c.; British pure manilla, 12c.; sisal, 11 $\frac{1}{2}$ c.; double lathyrarn, 11 $\frac{1}{2}$ c.; single lathyrarn, 11c.; double shingle yarn,

11½c.; single shingle yarn, 11c.; sashcord, 25 to 30c.

CUTLERY.—Sales of cutlery continue larger than usual. Prices are firm.

WOODENWARE.—An improvement in demand is reported. Our quotations are: Washboards—Victor, \$1.25; Crown, \$1.30; Improved Globe, \$1.45; Standard Globe, \$1.55; Original Solid Globe, \$1.70; Superior solid back, \$1.85; Jubilee, \$1.85; Pony, \$1.05. Tubs—No. 0, \$10.75; No. 1, \$8.50; No. 2, \$7.50; No. 3, \$6.50. Pails—No. 1, 2 hoops, \$1.70; No. 1, 3 hoops, \$1.90.

BUILDING PAPER.—Business is booming. Prices are still easy but the only change is in slaters' felt, which is 5c. lower. Our quotations are as follows: Tarrd felt, \$1.85 per 100 lb.; 2-ply ready roofing, 90c. per roll; 3-ply, \$1.15 per roll; carpet felt, \$2.25 per 100 lb.; dry sheathing, 10c. per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O.K. and I.X.L., 70c. per roll; heavy straw and sheathing, \$35 per ton; slaters' felt, 60c. per roll.

CEMENT.—Trade still continues brisk on account of the fine weather; prices are a little easier. Our quotations are: Canadian Portland at \$2.05 to \$2.65 Toronto, and \$1.65 to \$1.90 at the works; American Portland, \$2 Toronto.

FIREBRICKS.—The trade for this season in firebricks promises to be good. We quote 28c. to 33c. for English, and 30 to 35c. for Scotch.

PLUMBING GOODS.

The establishment of a plumbing goods factory at Port Hope has undoubtedly affected this market. On all the better class of goods, such as enamelled baths, sinks and closets, an appreciable reduction has been the result. Other than these changes, prices are steady at last week's quotations. There is still an excellent demand, particularly in brass goods, iron pipe and fittings. Range boilers are not quite so active but are still going out in liberal quantities.

LEAD PIPE.—A steady trade is reported at unchanged prices. We quote: Lead, 7c.; lead waste pipe, 8c.; discount, 35 per cent.

SOIL PIPE AND FITTINGS.—A steady trade is doing at firm prices. Our quotations are: Light soil pipe, 15 and 5 per cent.; light soil pipe fittings, 50 and 5 per cent.; medium and extra heavy pipe and fittings, 55 and 5 per cent.; 7 and 8-in. pipe, 40 and 5 per cent.

IRON PIPE FITTINGS.—Activity in this line continues unabated. We quote discounts as follows: Malleable fittings 15 per cent.; cast iron (not standard), 57½ per cent.; headers, 52½ per cent.; flanged unions, 52½ per cent.; bushings and plugs, 57½ per cent.; unions, 55 per cent.; nipples, 2 in., 65 per cent.; nipples, 2½ to 6-in. inclusive, 60 per cent.

RANGE BOILERS.—The demand is not quite so active. Prices are steady since the discount on copper boilers was increased to 25 per cent.

BRASS GOODS.—The sale of all brass goods for steam fitters' use is exceptionally large and prices keep firm. The discount on iron cocks has been increased to 60 per cent., except for 2-in., for which it is still 50 per cent.

IRON PIPE.—Prices are steady since our last report. A good business

is doing. Our quotations are f.o.b. Toronto as follows: ¼ in., \$3.25; ½ in., \$2.40; ¾ in., \$2.65; 1 in., \$2.85; 1½ in., \$3.65; 2 in., \$5.20; 2½ in., \$7.35; 3 in., \$8.95; 3½ in., \$12.55; 4 in., \$20; 5 in., \$23; 6 in., \$30; 8 in., \$36.

ENAMELLED WARE.—A good business is noted. We quote: Baths, standard rolled rim, 1st quality, 5½ ft., \$21.60; 5 ft., \$18.70; and 4 ft., \$16.75; 2nd quality, 5½ ft., \$19; 5 ft., \$17.25; 4½ ft., and 4 ft., \$15.50. Sinks, roll rim, back and brackets, 18x30, 1st quality, \$8.10; 2nd quality, \$6.65; flat rim, 1st quality, \$2.50; 2nd quality, \$2.

METALS

An improvement in the situation is reported. The demand from stock keeps up well and a greater disposition to buying ahead, particularly in such lines as black and galvanized sheets, Canada plates, tinplates, etc., is manifested. Some dealers still predict lower prices as quotations in London are this week lower all along the line. The local market does not, however, seem to have been influenced by these reductions, as no change is reported here.

PIG IRON.—Buyers are cautious, yet the volume of business doing is sufficient to give a satisfactory appearance to business conditions. We quote Midland and Hamilton at \$19.35 to \$19.60.

BAR IRON.—Prices are easy, the general quotation being \$1.95 f.o.b. Toronto for extras cut to length while rolling; 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft., by special agreement according to length and size.

TOOL STEEL.—A fair trade is doing. Our quotations are as follows: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 10 to 17c.; ditto, "Air Hardening," 70c. per lb.; Chas. Leonard's, 8 to 9c.; Park's "Silver," 11 to 13c.; Park's "Special," 15 to 17c.

BLACK SHEETS.—There is a good demand for immediate shipment and more buying for future arrival is being done. We quote: 10 to 16 gauge, \$2.25; 18 to 20 gauge, \$2.70; 22 to 24 gauge, \$2.90; 30 gauge, \$3.

CANADA PLATES.—A good trade from stock and for import is noted. Prices are steady. We quote: All dull, \$2.60; half polished, \$2.70; and all bright, \$3.50.

GALVANIZED SHEETS.—The favorable weather is increasing the demand for this material. The volume of business done in this line exceeds considerably any previous year's sales. We quote as follows: Queen's Head, \$4.25 to \$4.50 for 28 gauge; American, \$4.10 for 24 gauge; Bell brand, \$4.25 for 28 gauge; Gordon Crown, \$4.25 for 28 gauge.

TIN.—Lower prices are reported in London and New York but there is no change here. A fair business is reported. Prices are steady at \$29.50 to \$30.50 per cwt.

TINPLATES.—There is an improved demand but prices are still being shaded. We quote: Coke plates, bright, 14x20, \$3.75; charcoal plates, \$4.25.

COPPER.—An active trade in ingot is reported in small lots. Sheet is fairly busy. Prices are higher outside and consequently steadier here. We quote: Ingot copper, \$14.50, and sheet copper, \$20.50 per 100 pounds.

JOHN OAKLEY'S 'WELLINGTON' KNIFE POLISH

JOHN OAKLEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL



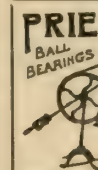
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West Troy, N.Y.

Auto Screw Jack

Harness Snaps Chain, Rope and Web Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICE



PRIEST'S CLIPPERS

Largest Variety. Toilet, Hand, Electric Power ARE THE BEST. Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.

SEND FOR CATALOGUE TO American Shearer Mfg. Co., Nashua, N.H., U.S.A.

NEWMAN'S PATENT INVINCIBLE FLOOR SPRINGS

Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies.

MADE SOLELY BY W. NEWMAN & SONS, Birmingham.

Oneida Community Goods

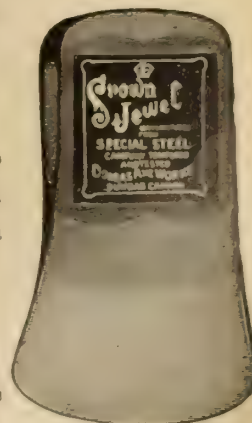
HALTERS, COW TIES, SNAPS, etc., etc.,

In all sizes and styles. May be had of all jobbers throughout Canada.

Factory—NIAGARA FALLS, ONT.

We have made further improvements in our "Crown Jewel" Axe. There is no axe that will sell more readily at a good profit.

Dundas Axe Works, DUNDAS, ONT.



WHEN YOU WANT FILES

You will make no mistake in ordering either of the following brands, which are Standard Makes, and are Full Weight, made from Selected Steel, by Experienced Workmen and Warranted:

Nicholson

Kearney & Foot

Great Western

Arcade

American

Globe

ALL SIZES.

ALL SHAPES.

ALL CUTS.

FOR SALE BY THE WHOLESALE HARDWARE TRADE THROUGH-
OUT THE DOMINION OF CANADA.

BRASS.—A good business is being done, the discount keeping at 45 per cent.

LEAD. More activity is shown. Prices show no change. We quote: \$3.37½ per 100 lb. for pig lead, and \$3.75 for bar lead.

ZINC SPELTER.—There is an excellent demand. Stocks are light. Prices are firm at 6½ to 6½c. per lb.

ZINC SHEETS.—Prices are still firm. Business continues active. We quote: Cask lots, \$6.75 to \$7, and part casks, \$7 to \$7.25.

SOLDER.—Demand is improving; prices are steady. Guaranteed half-and-half is quoted at 18c., and wiping 17c.

PETROLEUM.

Business is good and will likely remain so throughout the Winter months. We quote no change on last week's prices. Canadian prime white, 19½c.; Canadian water white, 21½c.; American prime white, 20½c.; American water white, 22c.

OLD MATERIAL.

Trade still continues light, very little change being noted on last week's prices. Our quotations are: Heavy copper and wire, 10½ to 10½c. per lb.; light copper, 9c. per lb.; heavy red brass, 9½c. per lb.; heavy yellow brass, 8c. per lb.; light brass, 5½c. per lb.; lead, 2½c. per lb.; scrap zinc, 3c. per lb.; iron, No. 1 wrought, \$12; machinery cast scrap, \$15 to \$15.50; stoveplate, \$10; malleable and steel, \$6; old rubbers, 6c. per lb.; country mixed rags, 50c. per 100 lb.

HIDES, SKINS AND WOOL.

There is little doing in hides this week. Wool is steady with no export demand. The market all round is dull. We quote:

HIDES.

No. 1 green, per lb.	0 07½
" 2 " " "	0 06½
" 1 " steers, per lb.	0 08
" 2 " " "	0 07
Cured, per lb.	0 08

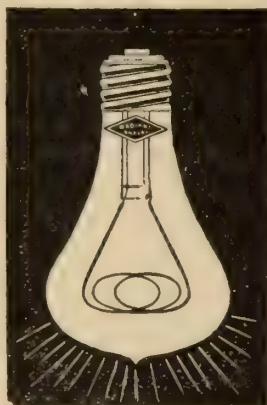
CALFSKINS.

Veal skins, No. 1, 6 to 10 lbs. inclusive	0 09
" " " " " " " "	0 07
" " " " " " " "	0 08
" " " " " " " "	0 06
Deacons (dressed), each	0 40
Lamb and sheepskins	0 75

WOOL.

Unwashed wool, per lb.	0 30	0 10
Washed wool	0 16	0 17½
Printed wool, super, per lb.	0 17	0 15
" extra	0 20	0 21
Tubed, per lb.	0 04	0 05

RADIANT SHELBY.



Light Producers.
Money Savers.

Brilliant and Shelby
LAMPS.

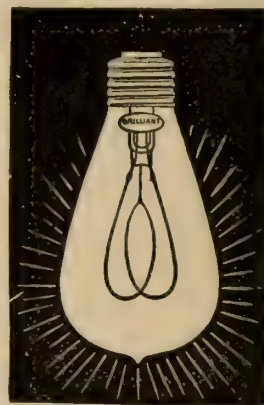
Use 5 and 10 Candle, and keep the cost of
your light down.

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Walter Grose, Montreal
SELLING AGENT.

For Sale by all Prominent Electrical Supply Houses.

BRILLIANT.



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs,
Etc. Cold Punched Nuts of every variety of finish.
INGERSOLL, ONT.

NEW RAILS

Sessenwein Bros.,

12, 14, 16, 18, 20, 24, 30, 35 and 56 lbs. to
the Yard—carried in STOCK for prompt ship-
ment. **TRACK REQUISITES.**

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MANITOBA MARKETS.

Winnipeg, Nov. 12, 1903.

THERE is rather a quieter tone in trade generally, as the business of the season is getting pretty well cleaned up. This does not mean that trade is at all dull, but the great rush is over for the time being, and hardware men are getting a little breathing space to set their houses in order for the winter season. This has been a tremendous year in the stove and furnace trade. The continued extremely fine weather favorable for building has induced the starting of a number of large buildings later in the season than is usual in the West, and as these will all be closed in before the snow flies, there will be a good steady trade in building interior supplies all winter. The situation in turpentine is unchanged. The price is 90c. for barrel lots and the tendency is higher. The feature of the glazing trade just at present is sash for double windows, of which one house is glazing 10,000. Petroleum oils have remained unchanged through the week. The demand for scrap is quiet, but a steady trade is being done.

Barbed wire, 100 lb.	\$3 15
Plain galvanized.....6 to 8	3 39
.....9	3 50
Plain galvanized.....10	3 50
.....12	3 10
.....13	3 20
.....14	3 90
.....15	4 45
.....16	4 60
Barbed wire, 100 lb.	3 25
Plain twist.....3 25	
Staples.....3 65	
Oiled annealed wire.....10	3 42
.....11	3 48
.....12	3 56
.....13	3 66
.....14	3 76
.....15	3 91

Annealed wires (uncoiled) 100c. less.	
Horsenails, 40 per cent. discount.	
Horseshoes, iron, No. 0 to No. 1.....	\$4 75
No. 2 and larger.....	4 45
Snow shoes, No. 0 to No. 1.....	4 60
No. 2 and larger.....	4 45
Steel, No. 0 to No. 1.....	4 45
No. 2 and larger.....	4 20

Cut Nails—	Wire Nails—
2d 1 in.....\$4 10	1 in.....4 25
3d 1 in.....4 10	1 1/4 in.....4 20
3d 1 1/4 in.....3 75	1 1/2 in.....3 80
4d 1 1/4 in.....3 50	1 3/4 in.....3 60
5d 1 1/4 in.....3 50	1 1/2 in.....3 60
6d 2 in.....3 40	2 in.....3 50
8d 2 1/2 in.....3 25	2 1/2 in.....3 35
10d 3 in.....3 20	3 in.....3 30
20d 4 in.....3 15	3 1/2 in.....3 25
30d 4 1/2 in.....3 10	4 in.....3 20
40d 5 in.....3 10	4 1/2 in.....3 20
50d 5 1/2 in.....3 10	5 in.....3 20
60d 6 in.....3 10	5 1/2 in.....3 20
	6 in.....3 20

Bar iron, \$2.60 basis.	
Swedish iron, \$4.75 basis.	
Sleigh shoe steel.....	2 85
Spring steel.....	3 25
Machinery steel.....	3 50
Tool steel, Black Diamond, 100 lb.....	8 50
Jessop.....	13 00
Sheet iron, black, 10 to 16 gauge, 100 lb.	3 50
18 to 22 gauge.....	3 75
24 gauge.....	3 90
26 gauge.....	4 00
28 gauge.....	4 10
Galvanized iron, Apollo, 16 gauge.....	4 00
18 and 20 gauge.....	4 00
22 and 24 gauge.....	4 25
26 gauge.....	4 25
28 gauge.....	4 50
30 gauge or 10 1/2 oz.....	4 75
Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.	
Queen's Head, 24 gauge.....	4 25
26 gauge.....	4 50
28.....	4 75
Extra sheets, 36-in. wide, an advance of 25 p.c. per 100 lb.	
Genuine Russian, per lb.....	11

Hayes' Patent Steel Lathing

Has Points in its favor that you can't afford to overlook.

In the first place it requires less mortar, and can be more quickly applied than others—most valuable advantages that have been proved by conclusive tests.

Then the sheets are not weakened by stretching in manufacture—they clinch and hold the mortar firmly, making the most rigid lathing you can find.

This gives a fire, water and vermin proof protection, that is really more economical in cost than other styles.

For covering pipe chases, hot-air flues, etc., it is extensively used and proves invaluable.

Read it up in our catalogue and you'll fully understand its superiority.

The Metallic Roofing Co., Limited

TORONTO

MONTREAL

WINNIPEG

Imitation " "	07 to 08
Tinned, 24 gauge, 100 lb.....	8 00
26 gauge.....	8 50
Finplate, 1C charcoal, 20 x 28, box.....	10 00
IX.....	12 00
XXX.....	14 00
Ingot tin.....	35
Canada plate, 18 x 21, 18 x 24 and 20 x 28.....	3 25
Canada plate, full polished.....	4 00
Sheet zinc, cask lots, 100 lb.....	7 50
Broken lots.....	8 00
Pig lead, 100 lb.....	5 50
Black iron pipe, 1/2 inch.....	3 30
" 3/4 ".....	3 30
" 1 ".....	3 40
" 1 1/4 ".....	3 70
Black iron pipe, 3/4 inch.....	4 35
" 1 ".....	6 25
" 1 1/4 ".....	8 70
" 1 1/2 ".....	10 50
" 2 ".....	14 50
Rope, sisal, 7-16 and larger, basis.....	11 75
Manila, 7-16 and larger, basis.....	15 25
Lath yarn.....	11 25
Solder.....	20
Axes, chopping.....	\$ 6 75 to 12 00
" double bits.....	12 00 to 18 00
Bluestone.....	5 70

Screws, flat head, iron, bright.....	85 and 10 p.c.
Round.....	80 p.c.
Flat " brass.....	75 and 10 p.c.
Round ".....	70 and 10 p.c.
Coach.....	65 p.c.
Bolts, carriage.....	50 p.c.
Machine.....	50 and 5 p.c.
Tire.....	60 and 5 p.c.
Bolts, Sleigh shoe.....	65 p.c.
Plough.....	50 p.c.
Flat head stove.....	60 and 5 p.c.
Round head.....	60 and 5 p.c.
Elevator.....	60 p.c.
Rivets, iron.....	50 and 10 p.c.
Copper, No. 8.....	32
No. 12.....	36
Coil chain, 3-16 inch.....	10 1/2
" 1/4 inch.....	8 1/2
" 5-16 inch.....	5 1/2
" 3/8 inch.....	5 1/2
" 7-16 inch.....	5
" 1/2 inch.....	4 1/2
Spades and shovels.....	40 and 5 p.c.
Harvest tools.....	60 p.c.
Axe handles, turned, s.g. hickory, doz.....	\$3 15
No. 1.....	1 90
No. 2.....	1 60
Octagon extra.....	2 30
No. 1.....	1 60
Files common.....	70 and 10 p.c.
Diamond.....	60 p.c.

Building paper:	
Anchor, plain.....	65c.
" tarred.....	70c.
Pure fibre, plain.....	65c.
" tarred.....	80c.
Ammunition, cartridges, Dominion R.F.....	50 p.c.
Dominion, C.F., pistol.....	30 p.c.
" military.....	15 p.c.
American R.F.....	30 p.c.
C.F. pistol.....	5 p.c.
C.F. military.....	10 p.c. advance.
Loaded shells:	
Eley's soft, 12 gauge black.....	16 50
chilled, 12 gauge.....	18 00
soft, 10 gauge.....	21 00
chilled, 10 gauge.....	23 00
Shot, Ordinary, per 100 lb.....	6 20
Chilled.....	6 60
Powder, F.F., keg.....	4 75
F.F.G.....	5 00
Finware, pressed, retinned.....	70 and 10 p.c.
" plain.....	75 and 2 1/2 p.c.
" pieced.....	
Japanned ware.....	37 1/2 p.c.
Enamelled ware, white.....	45 p.c.
Famous.....	50 and 10 p.c.
Imperial.....	50 and 10 p.c.
Green Wire Cloth.....	1 50

PETROLEUM.

Water white American.....	27 1/2 c.
Prime white American.....	25 1/2 c.
Water white Canadian.....	25 1/2 c.
Prime white Canadian.....	24 1/2 c.

SCRAP.

No. 1 cast iron.....	\$14 to 15
No. 2 ".....	7
Wrought iron scrap.....	5
Copper (heavy).....	8 1/2 c. per lb.
Yellow brass (heavy).....	7 1/2 c.
Light brass.....	5c. to 6c.
Lead pipe, or tea lead.....	2c. to 2 1/2 c.
Zinc scrap.....	1c.

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels.....	\$ 0 91
Less than barrel lots.....	0 96
Linseed oil, raw.....	0 57
Boiled.....	0 90
Lubricating oils, Eldorado castor.....	0 28 1/2
Eldorado engine.....	0 27 1/2
Atlantic red.....	0 33 1/2
Renown engine.....	0 42
Black oil.....	19 1/2 to 21 1/2
Cylinder oil (according to grade).....	55 to 74
Harness oil.....	0 56
Neatsfoot oil.....	1 00

Steam refined oil	o 85
Sperm oil	2 00
Pure castor oil, first pressure.....	o 10
Lubricating oil.....	o 10

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., Nov. 9, 1903.

A GREAT deal of interest is being taken locally in the move to construct a railway from Vancouver north, to give an all Canadian route to the Klondike. There is some difference of opinion on the locating of the line from Vancouver. There are those who think it would take too long to construct a line all the way from here owing to the difficult country which would have to be traversed. Such people favor the using of the water stretches of the coast as far as possible and building the Coast Yukon line from some point such as Kitamaat, which would afford a good harbor and also shorten the length of line to be constructed. The point is made that we cannot too soon have an independent line for reaching the northern portion of the country without being compelled to cross the newly acquired United States territory.

There is, however, a strong feeling that the line to be really useful must be all rail, and, in addition to that, the sentiment of Vancouverites and, naturally, of all residents on the lower mainland, is that the road should begin here to give the province the full benefit of its construction. A meeting of a joint committee from the City Council and the Board of Trade is to be held on Monday afternoon, when the subject will be fully discussed. While no definite announcement has been made beyond that a company, in which several Vancouverites are interested, has been formed to build from Kitamaat to Dawson, the general impression here is that some new move is likely to be made shortly. One rumor, which, however, has not been confirmed, is that the Grand Trunk Pacific is to make Vancouver its terminus also, or, rather, that the G.T.P. will build into Vancouver. This, while very pleasing to Vancouver, would be almost too good news.

The lumbermen are continuing to agitate very strenuously for a change in the policy of the Government on lumber duties. A meeting was held yesterday when the chief subject of discussion was the forming of a plan to secure from the Government a measure of relief from the situation which is claimed to be threatening the lumber industry of this province, by reason of the Canadian North west becoming a slaughter market for the United States' mills, particularly the direct competitors of British Columbia, in the neighboring State of Washington. One lumberman makes the assertion that they have reliable information that 450 cars of United States lumber were shipped into Manitoba and the Northwest Territories during October. This lumber was sold at slaughter prices, simply be-

cause the United States lumbermen do not wish to demoralize their own market, and they can better afford to sell at a slight loss in Canada than to do the same in the field they control. Lumber has been over-produced in the State of Washington, and it is necessary to reduce the large stocks on hand. For that reason heavy shipments, sacrificing the profit and even at less than cost, have been made to the Northwest, where an active demand market exists. The lumbermen have repeatedly tried to induce the Dominion Government to place a duty on lumber imported into Canada, but hitherto without success. They now intend to put up the fight of their lives, in an endeavor to get what they claim is but common justice. The conditions in the shingle trade have been improving somewhat lately, partially owing to curtailment of the output and orders catching up with stocks. There is the same difficulty in the shingle trade as the lumber mills experience, in connection with the lack of protection from foreign importation. Indeed it may be said to be more serious for the shingle mills are in most instances so heavily capitalized, and being smaller, are less able to stand such cut price competition as has been the rule in the trade, both in Central and Eastern Canada.

One Old Country firm is certainly getting down to first causes in its efforts to meet the demand of the trade they serve. This is the big wire rope manufactory of Allan, White & Co., Glasgow, Scotland. The firm is represented in Canada by Drummond, McCall & Co., but Mr. Allan also visits Canada frequently. Just now he is in British Columbia, and to-day he is away up the coast to Sechelt, where he will visit some of the logging camps in company with R. Ogilvie, of McLennan, McKeely & Co., who handle a large quantity of Allan, White & Co.'s rope. Mr. Allan will next visit Chemainus, the big mill on Vancouver Island, and the logging camps there, with the purpose of seeing just what is required in the logging industry. He is making his visit to Sechelt for the same purpose. Logging is rapidly changing in the method in this province. The entry of the donkey engine, which has been generally adopted instead of horses for hauling logs to the water, has made a material difference in the appliances required. More wire cables are being used, and they require to be of the best quality to stand the work they are put to.

Hardware trade is showing great activity just now. In stores every house in Vancouver is doing a good business. One firm is now handling its sixth car of the season. Some of the stove dealers import the necessary castings for air-tight heaters and build the stoves themselves. These are partly built for wood and partly for coal. This season there is a marked increase in the proportion of soft coal heaters being handled. The almost entire absence of hard coal on the market in this province has had the effect of stimulating the use of soft coal, and therefore increased the number of soft coal burners in demand. Wood-burning stoves are not increasing in proportion, as the cost of wood for fuel is every year becoming greater, while coal, that is the native bituminous coal, is

comparatively cheap and is not subject to any great increase in price.

Local building trade continues active. There are many large contracts on hand, and the building permits taken out each week show no sign of falling off in number. Prices are being kept on fairly stable basis and no changes of moment are to be noted.

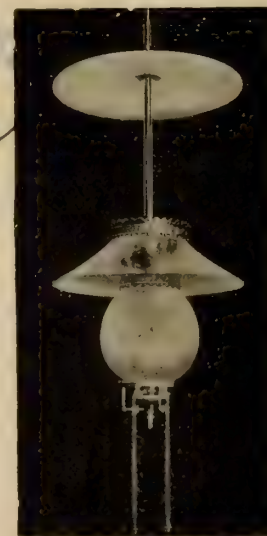
An item of imports noted in the cargo of the C.P.R. steamer Tartar is a consignment of 1,500 bbls. of Portland cement from Japan. Such importations have been made before, and the cement is said to be of very fair quality, which is to be considered likely, seeing that the C.P.R. company bought the whole of this consignment for use in bridge work up the line. It is noteworthy that the Japanese cement can get in here in competition with the English article, which is largely imported direct, coming as it does by sailing ship, at low rates of freight round the Horn.

MODERN STORE-LIGHTING
METHODS.

THE question as to what is the best means of illuminating stores is being discussed freely by the grocery trade. It is an admitted fact that in these modern times a merchant to be up to date must illuminate his store properly, not merely having enough light to barely see the goods, but he must light up his store brilliantly and make it attractive, showing his goods off to the best advantage, and drawing the attention of the passerby.

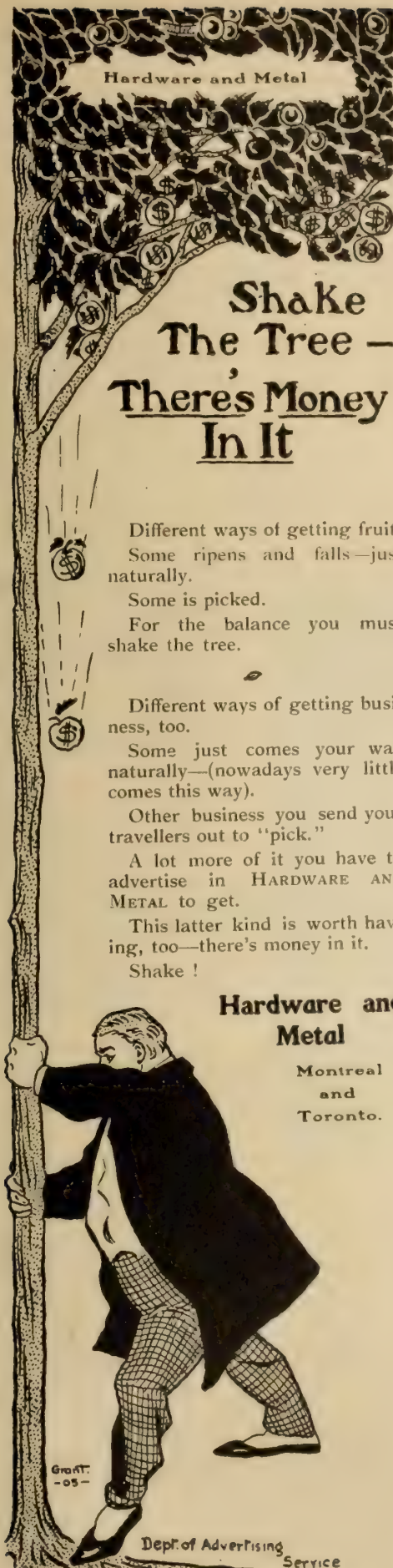
It is surprising how easily our senses are influenced. Nine persons out of ten are attracted by a brilliantly-lighted store, and the same percentage of buyers will follow that light, rather than hunt up a neighboring store which is half-lighted and looks dingy.

A well-lighted store has a "come-in-and-see-me" appearance, while a poorly-



lighted store has a cold, uninviting aspect. Do merchants realize this sufficiently? Is it not false economy to use out-of-date means of lighting stores, when by using modern methods they can be made attractively brilliant at about the same cost as the old-

fashioned ways. Great strides have been made in this line by science and the ingenuity of man. One of the latest inventions is what is called the Tur-



Shake The Tree — There's Money In It

Different ways of getting fruit.
Some ripens and falls—just naturally.

Some is picked.
For the balance you must shake the tree.

Different ways of getting business, too.

Some just comes your way naturally—(nowadays very little comes this way).

Other business you send your travellers out to "pick."

A lot more of it you have to advertise in **HARDWARE AND METAL** to get.

This latter kind is worth having, too—there's money in it.

Shake !

**Hardware and
Metal**

**Montreal
and
Toronto.**

Dept. of Advertising
Service

mer gas are lamp, which is constructed in such a way as to produce from a cluster of four mantles 500 candle power of light, and that from burning only 16 feet of gas per hour. This is about the same amount of gas consumed in two of the ordinary old-fashioned gas-jets, which at their best would only produce some 50 candle power. The scientific principle by which this result is obtained is, first, the super-heating of the gas, which causes the gas to expand; secondly, allowing the expanded gas to mix with air as it passes from a retort in the lamp to the burner. In this way a small amount of gas super-heated, mixed with the right proportion of air (or the oxygen in air) will produce an illuminating power from eight to ten times more than ordinary gas.

MAKE A SPECIALTY OF TILES.

The Crown Art Glass Co., Limited, 96-98 Adelaide street west, Toronto, are a comparatively new firm, having been in business for only three months. They began business under favorable circumstances and with some creditable orders, taken before they were ready to manufacture. Orders have been coming in steadily ever since, so that there has been encouragement of the most practical sort. The principals, R. L. Smith and W. J. Armstrong, have quite a large acquaintance among the trade in Toronto and Ontario. Mr. Smith is the sales manager, and Mr. Armstrong is the artist. Both are devoting their whole time to the company's affairs. One line that The Crown Art Glass Co. are specializing in is glass tile, of which we understand there is but one other maker in Canada. Glass tiles for bath rooms and butcher shops are in excellent demand because of their beauty and sanitary quality. They are being used also for counter fronts. Glass tiles are being specified by many architects in preference to any other style.

A dispatch from Vancouver says that two furnaces are to be added to the Granby smelter at Grand Forks, B.C. It is claimed that the addition of these two furnaces will make the Granby smelter the largest in the world. This smelter is backed by English capital, and the capitalists are supposed to be the same as those behind The British Columbia Electric Light Co., established in 1886.

Messrs. Frederic Nicholls, Toronto, and W. F. Angus, Montreal, were elected on the executive of the National Founders' Association at the convention in Washington, U.S., this week.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word (first insertion), 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittance to cover cost **must** accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

SITUATIONS WANTED.

SITUATION wanted as traveller by hardware clerk; best of references. Apply Box 61, **HARDWARE AND METAL**, Toronto. (46)

SITUATION wanted about January 1st. Have served 13 years with one of the largest cutlery houses in the United States. Can take charge of the cutlery department of any wholesale or retail hardware house. Address Box 83, **HARDWARE AND METAL**, Toronto. (47)

TORONTO shipping agent desires to add several lines for 1904. American, English or German lines. Can also handle Ontario for Eastern houses. Address Box 80, **HARDWARE AND METAL**, Toronto. (48)

SITUATIONS VACANT.

TINSMITH wanted, steady work, must be strictly temperate. Apply, stating experience and wages expected. Box 148, **HARDWARE AND METAL**, Toronto. (49)

WOODWORKING machine hands, one first-class sticker hand; steady employment. Apply to Box 149 **HARDWARE AND METAL**, Toronto. (50)

WANTED.—An experienced traveller for hardware specialties, for Western Ontario, and another for City of Montreal and vicinity; must have good connections. None but first-class, steady men need apply. Address Box 76, **HARDWARE AND METAL**, Montreal. (46)

FOR SALE.

A COMPLETE, carefully selected, well bought stock of hardware, stoves, tinware and house furnishings.

The owner is compelled to retire from business solely on account of ill-health, and desires to sell building also, or lease same at moderate rental.

This business is situated in Toronto, on King St. East, near St. Lawrence Market, a very desirable location, and on account of the number of years established, as well as the large business connection controlled by the present occupant, should be an excellent opportunity for those interested.

For further particulars, apply to A. A. McMICHAEL, care of The James Robertson Company, Limited, Toronto. (46h)

HARDWARE, stoves, and tinware. **W. H. PATTERSON**, Harriston, Ont. (46)

To Manufacturers' Agents

HARDWARE AND METAL has inquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of inquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

HARDWARE AND METAL
Montreal and Toronto

Window and Interior Displays

Timely Hints and Suggestions.

THE value of the fancy display in a store window provides a problem for the window-dresser that is solved in as many ways as there are dressers. When window-dressing began to occupy the prominent position which it now takes, its value as an advertisement for the firm seemed to be greater than as an advertisement of the goods. The proprietor and the window-dresser felt that all that was necessary was to arrange a window that would force the public to notice Blank & Co. And, of course, they soon found that the very best way to do this was to put in a fancy window—a window that would attract the eye, afford amusement or arouse favorable comment on the ingenuity of the firm in thinking of and building such a display.

The most elaborate schemes were assiduously sought and as carefully worked out, and the proprietor stood back with his thumbs under his arms and speculated upon how the public must be admiring his handiwork and how well known Blank & Co. would soon become. He imagined he heard the familiar street talk: "Have you seen Blank & Co.'s window?" He pictured the approaching rush of those who had not been so fortunate, and then he rattled the few extra dollars that were finding their way into his pocket. But he usually neglected to work out his actual profit in dollars and cents, after the expense and trouble of such a window was taken into consideration.

Perhaps he imagined no more than was actually happening, and he was, no doubt, making dollars where his competitor, with neglected windows, was earning cents. But soon there came to town a merchant whose shrewdness showed him that the advertisement of Blank & Co. was not necessarily an advertisement of the hammers, cutlery or paint they handled, and if his firm, Dash & Co., could so arrange its goods as to

attract attention to the articles themselves, the public might continue to admire Blank & Co.'s windows, but would be likely to do their buying at Dash & Co.'s store.

His first window may have been a very elaborate, fancy display, and he no doubt found it useful at certain seasons, or for a change, to have other fancy windows, but nine out of ten arrangements included some article from his stock, which received attention, together with the general appearance. In this way, while he maintained the tone of his windows, he did it in such a way as to show that he was not in business to provide amusement or artistic gratifica-

The merchant is in business to sell goods, and the more business-like his windows appear the better. The public has a poor estimation of the stock and abilities of the merchant who can arrange nothing but a fancy display, while the store that combines attractiveness with a display of goods carried is sure to carry off the business.

If a fancy window is required, it is quite easy to arrange one where there will also be some advertisement of the goods carried, and this combination is the best window that can be used. Arrangements can be easily made, with a little thought, that will represent some scene and be built up of, or

well advertise, some particular line. Once a window-dresser grasps a few ideas that combine both requirements, others will rapidly crop up, and the possibilities presented will surprise him. Expense and labor may figure prominently in some of them, but the public is not slow to appreciate signs of both in a window, and the firm will be sure to profit by it.



A Catchy Paint Window Trimmed by M. Huehnergard for M. Weichel & Co., Waterloo, Ont.

THIS WEEK'S ILLUSTRATION.

In the window presented, M. Huehnergard, window-dresser for M. Weichel & Son, Waterloo, Ont., provided a display that was a good combination of the fancy and advertising window. A small house was carefully

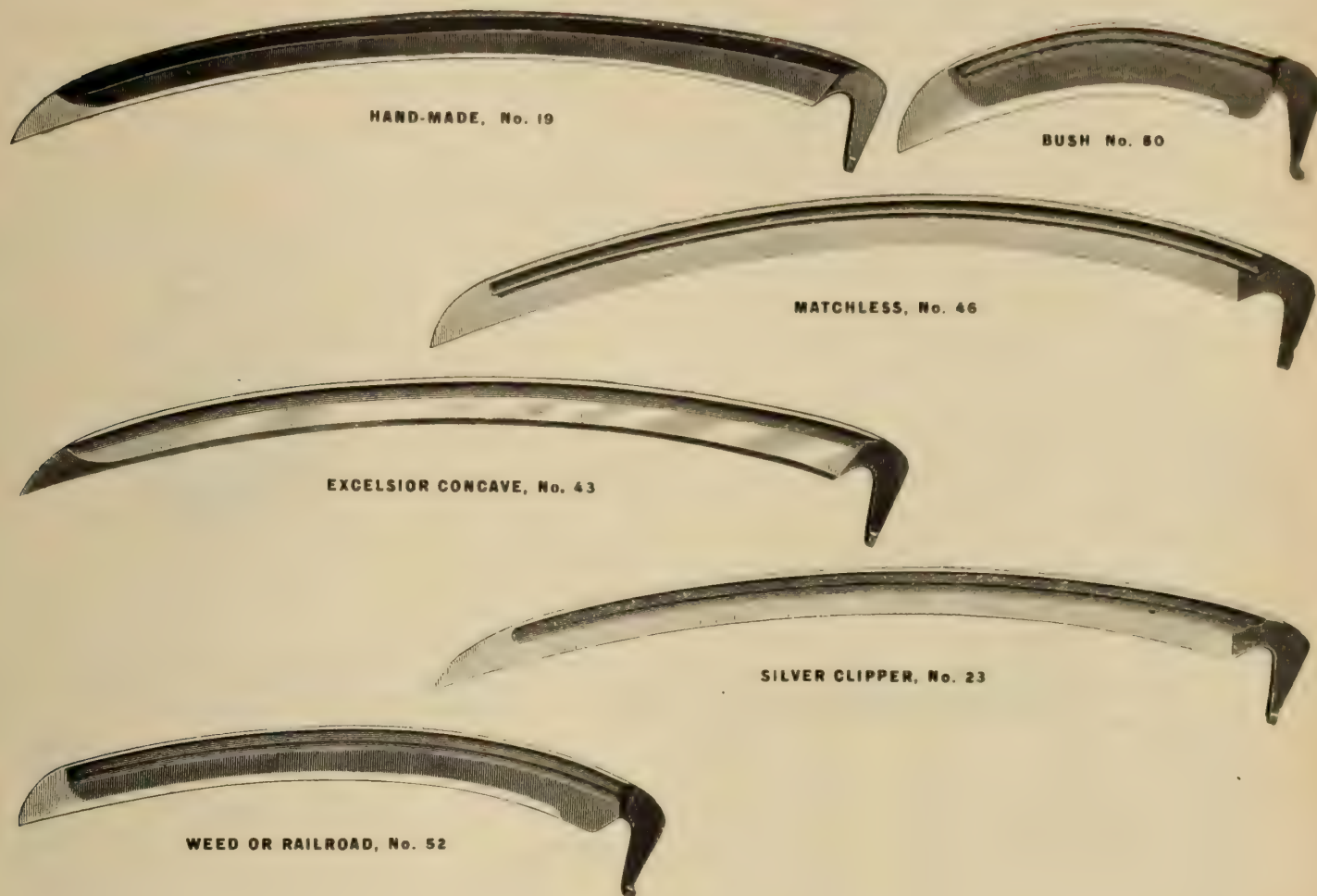
built and painted with Ramsay's paints and placed in the back of the window. The remainder of the window was sodded to represent a lawn and a gravel walk built. A lily was planted in the centre and a hedge around the outside of the lawn. Brownie figures were set up on the verandahs. The picture was taken at night and shows the electric lighting inside the house to attract the attention of passers-by in the evening. Such a display is effective both by day or night, and can be allowed to remain in the window for a longer time than the usual display by changing the positions of the figures.

fully built and painted with Ramsay's paints and placed in the back of the window. The remainder of the window was sodded to represent a lawn and a gravel walk built. A lily was planted in the centre and a hedge around the outside of the lawn. Brownie figures were set up on the verandahs. The picture was taken at night and shows the electric lighting inside the house to attract the attention of passers-by in the evening. Such a display is effective both by day or night, and can be allowed to remain in the window for a longer time than the usual display by changing the positions of the figures.

"TIME WILL TELL."

It **HAS** told, and the verdict is, that the Scythes branded "**ISIAH BLOOD**" which were first put on the market in 1826 and "**HUBBARD & BLAKE MFG. CO.**" in 1860, are of exceptionally **HIGH QUALITY**. There is no room for improvement.

In their manufacture, only the **VERY BEST** grade of **STEEL** is used, and thoroughly **SKILLED WORKMEN** are employed. Each receives a most careful inspection and test in the different departments through which it passes.



Can be furnished in all the popular shapes such as Grass, Lawn, Bush, Weed, Bramble, Clover and Grain, and the **OLD STYLE** as well as the **19TH CENTURY** finishes.

If you want to increase your business with the farmers, it cannot be done easier than by selling them goods of either of these two "**OLD RELIABLE**" brands.

The genuine have the names

**"ISIAH BLOOD
BALLSTON SPA, N.Y."**

or

**"H & B MFG. CO.
OAKLAND, ME."** stamped on the heel.

If your Jobber cannot supply you, write us direct.

The above illustrations show a few of the patterns. Our catalogue has more and also gives a complete description as well as price list.
SHALL WE SEND YOU A COPY?

MADE ONLY BY

THE AMERICAN AXE & TOOL CO., Inc.

J. HOFMANN, Manager of Sales, Canada

Coristine Building, Montreal, P.Q.

We are also the makers of such well-known Axes, Hatchets, etc., as **Red Ridge, Americanax, Hubbard's, Jamestown Axe Co., Blood's Champion, Douglas Axe Mfg. Co.'s Hunt, Robert Mann, Lippincott & Co., Hubbard & Blake Mfg. Co.'s "King of the Forest"** and "**Forest Clipper,**" **Underhill Edge Tool Co., Francis Axe Co., Powell Tool Co.'s Peerless, etc.**

PAINT, OIL AND BRUSH TRADES

COMPLAINTS REGARDING PAINTS.

Among the troubles of the paint department in a retail store, none are more difficult to deal with than complaints re quality. A series of articles showing how frequently such complaints are the result of wrong work on the part of the painter rather than inferior quality of the paint used, is given in Good Paint for the benefit of retailers. In the last issue of the paper a case of "using too little oil" was referred to as follows: The paint had started to dust badly and become discolored by dirt and brownish streaks within four months after application. Sold in paste form, it was a combination white paint of intrinsic merit, composed of white lead, white zinc, and permanent white.

Samples of the paint, also oil and turpentine used, were submitted for examinations, along with sample of base board. Paint proved, on chemical analysis, to be what it was sold for, an excellent combination white; the linseed oil and turpentine also proved to be pure commercial articles; the board, however, shows that the paints had sadly deteriorated; that is, it dusts badly and is marked with streaks of rust and mechanical dirt. After careful examination of the samples in question our experts promptly came to the conclusion that to produce such an effect the cause could be but one, and that was the use of too little oil in priming and finishing coats. On investigation it has been admitted in thinning the paste paint a mixture of equal parts of turpentine and boiled oil were used. The result of such action would be as follows:

(a) Paint would be comparatively thin and sloppy.

(b) Percentage of linseed oil present would be comparatively low, very much too little for priming and finishing coats.

(c) Wood being good quality white pine, kiln dried, would rapidly absorb the oil in the paint, turpentine would evaporate, leaving the pigment on the surface of the wood with entirely too little oil to bind it.

(d) Subsequent coats of paint thinned in the same manner would be similarly affected; that is, the dry and porous undercoat would absorb the oil, leaving the finishing coat with too little oil to bind and hold the pigment; the little oil present in the finishing coat would be in the form of the finest possible kind of a

film, and extended to such a degree by the turpentine that its elasticity would be greatly impaired; the oil would soon decompose leaving the dry pigment to dust and wash off by rain. The surface of the board was also in comparatively rough condition, owing to the lack of oil. The smoother the surface naturally the less mechanical dirt will adhere to it, and, conversely, the rougher the surface the more mechanical dirt will adhere. The sample piece of board shows that the paint above the nail had disintegrated on account of the paucity of oil, leaving the nail exposed to the weather; corrosion at once commenced causing the brown streaks of iron rust on the dusted white pigment, particles of mechanical dust, coal dirt from smoke, etc., would also adhere to the board, causing the black marks and discoloration.

No fixed rules can be given for the thinning of paste paints, as the amount of thinners will depend upon the nature and condition of the surface to be painted; also upon the composition of the pigment. The following facts may prove interesting and very helpful:

FOR ORDINARY OUTSIDE WORK.

Twenty-five pounds pure white lead will require about $1\frac{1}{4}$ gallons of raw linseed oil, and $\frac{1}{4}$ pint Japan dryer. This will make 2 gallons of ready-mixed paint weighing about 17 pounds to the gallon.

Twenty-five pounds pure zinc will require about $1\frac{1}{2}$ gallons of raw linseed oil, and $\frac{1}{2}$ pint Japan dryer. This will make nearly 3 gallons of ready mixed paint weighing approximately $13\frac{1}{4}$ pounds to the gallon.

Twenty-five pounds of combination white (similar to the article mentioned above) would require $1\frac{1}{4}$ gallons of raw linseed oil, and $\frac{1}{4}$ pint of Japan dryer. This will make approximately $2\frac{1}{2}$ gallons of paint weighing about $16\frac{1}{4}$ pounds to the gallon.

For priming coat on new wood work, 25 to 50 per cent. additional linseed oil should be added. Turpentine may be employed when the oil is old or fatty, and then only in the proportion of about 1 part of turps to 8 parts of oil. Its use should be avoided for finishing coat outside work, for it adds absolutely nothing to the durability of the paint; it simply serves to extend or thin the linseed oil with which it may be mixed, thereby impairing the durability and elasticity of the oil. Turps makes the paint work

more freely, i.e., an easier job for the painter, but a less durable one for the owner.

SHERWIN-WILLIAMS CONVENTION.

Mr. C. C. Ballantyne, Canadian manager of The Sherwin-Williams Co., Montreal and Cleveland, together with fifteen Canadian representatives of the company is in Cleveland this week attending the



Mr. C. C. Ballantyne.

eighth annual convention of the company's staff. Mr. Ballantyne is receiving widespread congratulations on his election to the chairmanship of the Montreal section of The Canadian Manufacturers' Association.

TRAVELLERS SUMMONED.

All the travellers and salesmen of The Canada Paint Co. have been advised to meet in Montreal on November 18, to attend the yearly convention and annual re-union of the manufacturing and selling forces. The travellers of the company will grasp the hand of each other in congratulation more fervently than ever at this meeting, for, even without an increase in the numerical staff on the road, the business, it is said, shows a remarkable uplifting for 1903, and points to a busy Winter for the several factories of The Canada Paint Co.

PAINT AND OIL MARKETS.

MONTREAL.

TURPENTINE has declined $1\frac{1}{2}$ ¢ per gallon as the result of an agreement among the local paint and oil jobbers. One large establishment has also made a reduction of 2¢ per gallon in linseed oil, which they are quoting raw, 1 to 4 barrels, 46¢; 5 to 9 barrels, 45¢; boiled, 1 to 4 barrels, 49¢; 5 to 9 barrels, 48¢. At time of writing no other houses in Montreal have made this reduction, but no doubt they will be compelled to follow suit. Cutting in white lead is


LINSEED OIL

Raw and Boiled

"GUARANTEED PURE"

MANUFACTURED BY

**Canada Linseed Oil Mills,
MONTREAL.** LIMITED,

 **BARRELS WANTED!!**

We are open to buy good sound, oak
Linseed Oil, Turpentine, Varnish, and
Machine Oil Barrels.

If You Buy

Varnishes

Paints

Japans

Colors

Lacquers

Glues

Stains

Bronzes

Fillers

Chamois

Sponges

WRITE TO

R. C. JAMIESON & CO.

LIMITED

MONTREAL.

AGENTS FOR ASPINALL'S ENAMEL.



The Painter Knows "Ark
Brand" Paints are the Best,

because they accomplish everything that
is desirable in good paints, and because
they give the utmost satisfaction to the consumer.



There is money for you in this line of paints, and
in the "Ark Brand" line of specialties which includes
trade bringing lines for every month in the year.
Don't be behind the times, but arrange to carry this
line, which is the most satisfactory and profitable now
before the hardware dealer in the Dominion.



The

Francis-Frost Co., Limited

TORONTO, ONT.



are quite the same as before and, as one point has improved it today. We are not getting it away. There is no reason for it. Like the Kilkenny cats we are compassing our own destruction. Because of the cutting we have again reduced our quotations. A few sales are reported as low as \$1.50, but these are exceptional cases and the ruling prices are as follows: from \$1.60 to \$1.75. Prices for the lower grades are reduced in sympathy, but, as a matter of fact, very little of the poorer lead is sold now. Shellac is maintaining its sharp advance, but very little of it is sold now. Substitutes are being looked for. As this is the last week of the low rates by rail, all the factories are more than busy. In fact, one manufacturer reported to us that November will be the heaviest single month of the year, not even excepting the rush months of May and June. We quote:

GROUND WHITE LEAD. Best brands. Government standard, \$4.60 to \$4.75; No. 1, \$4.25 to \$4.40; No. 2, \$4 to \$4.10; No. 3, \$3.67½ to \$3.77½; No. 4, \$3.30 to \$3.40, all 100 lb. Montreal. Terms, four months, or 3 per cent off for cash in 30 days.

DRY WHITE LEAD. \$4.25 in casks, and in kegs \$4.50.

DRY WHITE ZINC.—Pure dry, in casks, 6½c.; in 100 lb. kegs, 6½c.; No. 1, zinc, in casks, 5½c.; in 100 lb. kegs, 5½c.

WHITE ZINC (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No. 2, 6c.

PUTTY.—We quote: Bulk, in barrels, \$1.50; in 25 lb. tins and irons, \$1.55; bladder putty in barrels, \$1.75.

ORANGE MINERAL.—Casks, 7c.; 100 lb. kegs, 7½c.; smaller quantities, 8½c.

RED LEADS.—Genuine red lead, in casks, \$4.25; in 100 lb. kegs, \$4.50; in less quantities, \$5.50 per 100 lb. No. 1 red lead, casks, \$4; kegs, \$4.25, and smaller quantities, \$5.25.

LITHARGE.—Ground, casks, 5c.; in less quantities, 5½c.; flake litharge, casks, \$5; smalls, \$5.50 per 100 lb.

LINSEED OIL.—Subject to remarks above we again quote: Raw, 1 to 4 barrels, 18c.; 5 to 9 barrels, 17c.; boiled, 1 to 4 barrels, 51c.; 5 to 9 barrels, 50c. Terms, net cash in 30 days. Delivered in Ontario between Montreal and Oshawa at 2½c. per gallon advance.

TURPENTINE.—Single barrels, \$3½c.; 2 to 4 barrels, \$2½c. Standard gallon of 8½ pounds. Terms, net cash in 30 days.

BENZINE. 25 to 26c.

SHELLAC VARNISH. Pure white, \$2.60 to \$2.80; pure orange, \$2.60 to \$2.80; No. 1 orange shellac, \$2.40 to \$2.60.

MIXED PAINTS.—\$1.20 to \$1.40 per gallon.

CASTOR OIL. 8½ to 9c. in wholesale lots, and 1c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37c.

TORONTO

The market is in much the same condition as last week. The same weather has given opportunity for continuance of building operations and are keeping up well in consequence. White lead is still selling at variable prices, but is being everywhere wanted. Castor oil is slightly lower. The linseed oil market is none too steady, as the opinion is general that the situation is controlled by the amalgamated manufacturers, who have not yet announced their policy as to

prices. Turpentine is firm. Other lines are steady at unaltered figures. We quote:

WHITE LEAD. Ex Toronto, pure white lead, \$4.75; No. 1, \$4.30; No. 2, \$4.1; No. 3, \$3.60; No. 4, \$3.35 in packages of 25 lb. and upwards; 4c. per lb. extra will be charged for 12½ lb. package; genuine dry white lead, in casks, \$4.87½.

RED LEAD.—Genuine, in casks of 560 lb., \$4.75 to \$5; ditto, in kegs of 100 lb., \$5.25 to \$5.50; No. 1, in casks of 560 lb., \$4 to \$4.25; ditto, in kegs of 100 lb., \$4.25 to \$4.50.

LITHARGE.—Genuine, 6 to 6½c.

WHITE ZINC.—Genuine, French V.M., in casks, \$6 to \$6.25; Lehigh, in casks, \$6 to \$6.25.

SHINGLE STAIN.—In 5-gallon lots, 60 to 85c. per gallon.

PARIS WHITE.—90c. to \$1 per 100 lb.

WHITING.—60 to 65. per 100 lb.; Gilders' whiting, 75 to 80c.

SHELLAC.—Pure orange, in bbls., \$2.35; white, \$2.50 per gallon; No. 1, 15c. less; in less quantities 30c. extra, including price of can.

GLUES.—Broken sheet, in 200-lb. bbls., 8 to 8½c. per lb.; cabinet glue, in bbls., 11 to 12c.; emery glue, in bbls., 17c.; bookbinders', ground, 10½c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

PUTTY.—Common, \$1.65; pure, bladders, in barrels, \$2.25; bladders, in 100 lb. kegs, \$2.40; bulk, in barrels, \$2.05; bulk, less than barrels and up to 100 pounds, \$2.20; bladders, bulk or tins, less than 100 pounds, \$2.95.

PLASTER PARIS.—New Brunswick, \$2 per bbl.

PUMICE STONE.—Powdered, \$2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots and 5c. in bbls.

LIQUID PAINTS.—Pure, \$1.20 to \$1.40 per gallon; No. 1, \$1.10 per gallon.

BARN PAINTS.—65 to 70c. per gallon.

CASTOR OIL. English, in cases, 7½ to 8c. per pound, and 8½ to 9c. for single tins.

LINSEED OIL.—Raw, 1 to 2 bbls., 50c.; boiled, 53c.; 3 to 5 bbls., raw, 49c.; boiled, 52c.; 6 to 9 bbls., raw, 18c.; boiled, 51c., delivered. To Toronto, Hamilton and London, 2c. less.

TURPENTINE.—Single bbls., 86c.; 2 to 4 bbls., 85c., delivered; 5 bbls. and over, open. Toronto, Hamilton and London, 2c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5 gallon packages, 50c. and 10 gallon packages, 80c. will be charged.

ST. JOHN.

Burning oil is again quoted higher, the advance during the past week being marked. The market is very firm. Business is active, as contracts were largely made when prices were lower. Lubricating oils are very firm, and already many contracts for Spring are being made. Paint oils, that is linseeds, are easy. Turpentine is quite high. Cod oil is very scarce with full prices asked. We quote:

COAL OIL.—American water white, 23c.; best Canadian, 22½c.; prime, 22c.

LINSEED OIL.—Raw, 54c.; boiled, 57c.

TURPENTINE.—89c.

COD OIL.—34 to 37c.

WINDOW GLASS.

MONTREAL.

No change in prices is reported. A fair business is doing with stocks light in some sizes. Our quotations are as follows: First break, 50 ft., \$1.85; second break, \$1.95 for 50 ft. First break, 100 ft., \$3.50; second break, \$3.70; third break, \$4.20; fourth break, \$4.45.



TRADE MARK

FLOOR PAINTS

"Anchor" Liquid Floor Paints will dry hard over night with a smooth glossy surface. They are made of permanent colors, mixed with pure Linseed Oil and Dryer; and are the most durable on the market.

HENDERSON & POTTS

Established 1874.

HALIFAX and MONTREAL.

Send us a post card and let us tell you all about them. . . .

CHURCH'S COLD WATER

ALABASTINE

is made right; advertised right, sold right. The people will buy because they know it is right.

Alabastine is the acme of perfection for wall decorating, plain or in relief. THE STANDARD WALL COATING "THE WORLD OVER," recognized as such. We have had more than 20 years' experience making WALL COATINGS. Experience in any line is what counts. TIME IS PRECIOUS. Why waste it trying to convince a customer that something else is the same thing, or just as good? Now is the time to put Alabastine in stock.

ORDER from your jobber, or direct from **ALABASTINE CO., Limited, PARIS, ONT.**

TORONTO.

Cutting is common. A fairly good business is reported. Stock prices follow: Star, under 26 in., \$3.80; 26 to 40 in., \$4; 41 to 50 in., \$4.50; 51 to 60 in., \$4.75; 61 to 70 in., \$5; 71 to 80 in., \$5.50. Toronto, Hamilton and London. Discount 10 per cent.

Standard Paint & Varnish Works
Limited

Makers of High-Grade Varnishes, Japans,
Paints, Colors and Enamels.

WINDSOR, ONT.

GENUINE

PRATTS ASTRAL LAMP OIL

Sold in all countries and recognized as the
highest grade oil manufactured.

WHOLESALE ONLY.

THE QUEEN CITY OIL COMPANY, Limited,
TORONTO, ONT.

HARDWARE AND METAL is the only journal in Canada concerning itself with the paint, oil and glass interests. Its markets are trustworthy and full.

CONSOLIDATED PLATE GLASS COMPANY

—five warehouses completely equipped with the best Plate and Sheet Glass, Etc. We transact business in an exceptionally satisfactory way and invite your next order to prove it. Send it to the nearest office.

TORONTO

MONTREAL

LONDON

OTTAWA

WINNIPEG.

You'll Believe GLOBE PAINTS

to be good if we believe them to be good. And we certainly believe **Globe Paints** to be good—decidedly good. For almost 9 years now they have been working for public favor—and have won it. It's hard, though, to convert everybody.

Our salesman, when he gets to see you again, will be glad to have a little talk with you—and an order.

The Globe Paint Co.,
Limited

422-424 Adelaide St. W., Toronto.



"Island City"

Paint and Varnish Works.

We offer the Finest and Whitest ENAMEL in the market—Aluminum, Gold and Silver.

P. D. DODS & CO., Proprietors, Montreal, Toronto, Vancouver.

Business Changes

ONTARIO.

THE stock of D. J. McKinnon, dealer in agricultural implements, Chesley, was advertised to be sold by bailiff's sale, on the 9th inst.

J. O'Connor, junk dealer, Pembroke, is dead.

Wm. Scott, blacksmith, Wallaceburg, has sold out to W. A. Poat.

Isaac Kaiser, general merchant, Nash ville, advertises his business for sale.

The assets of the general store business of J. F. Newton, Milberta, are to be sold.

Jos. Carrington, tanner, Kingston, has been succeeded in business by A. Davis & Son.

J. D. W. Darling, general merchant, Lansdowne, has sold out to Firman Cross.

A meeting of the creditors of E. A. Lea, lumber and coal merchant, Jarvis, is announced.

A meeting of the creditors of J. East, coal and wood dealer, Orangeville, was held on Tuesday.

Swarts & Dore, carriage makers, Wing ham, have dissolved partnership. Mr. Dore continues in business.

A meeting of the creditors of T. H. Chambers, general merchant, Southwold Station, will be held November 13.

The Canadian Machine Telephone Co.,

The Dominion Dump Car Co., Limited, Ottawa, have become incorporated.

An order has been granted J. P. Lang ley to wind up the department store of The North Bay Supply Co., Limited, North Bay.

QUEBEC.

O. Frappier, contractor, Montreal, is dead.

J. W. Morrow, general merchant, Robinson, is dead.

The Thetford Foundry, Thetford, have obtained a charter.

The Enterprise Wood Mfg. Co., Lawrenceville, have registered.

The creditors of the Imperial Chemical Works, St. Johns, will meet 20th inst.

The assignment of L. A. Levesque, hardware merchant, Ville Marie, is demanded. Thibault & Jerome, wood and coal dealers, Montreal, have dissolved partnership.

Paradis, Esdras & Co., general merchants, Plessisville, have dissolved partnership.

A meeting of the creditors of J. Pigeon, general merchant, Beloeil, was held November 5.

A meeting of the creditors of J. B. Beauchamp, hardware dealer, Montreal, was called for Thursday.

The assets of The Scotstown Mills Co., Sherbrooke and Scotstown, are to be sold by auction, December 1.

Blais Larouche, sawmiller and general merchant, Les Grandes Bergeronnes, has made an assignment to V. E. Paradis.

BRITISH COLUMBIA.

The Britannia Power Co., Limited, Victoria, have become incorporated.

E. Disney, builder, Columbia, is removing to Coleman.

The Robertson & Mackenzie Lumber Co., Limited, Victoria, have been incorporated.

NEW BRUNSWICK.

The Van Buren Lumber Co., Limited, Edmundston, are applying for incorporation.

C. E. Harding & Son, lumber merchant, St. John, have suffered loss by fire.

The premises of G. Dick, coal dealer, St. John, have been damaged by fire; loss covered by insurance.

M. Wood & Sons, Limited, lumber dealers, Sackville, have become incorporated with capital of \$20,000.

MANITOBA AND N.W.T.

J. N. Forler, tinsmith, Elgin, has removed to New Hope.

A. Weddell, blacksmith, Lacombe, has gone out of business.

G. Michaelis, harnessmaker, Regina, has sold out to E. Meadows.

J. J. Collinson, hardware merchant, Holland, has sold out.

The business of T. Cowan, blacksmith, Balgonie, is advertised for sale.

The Northwest Casket Co., Limited, Winnipeg, have become incorporated.

Bulman, Bros. & Co., lithographers, Winnipeg, have been damaged by fire.

E. Poulin, general merchant, Vegreville, has been succeeded by Poulin & Lessard.

F. C. Whitelock, implement dealer, Davidson, has sold out to Cyr & Laurent.

M. Mowers, of Olds Lumber & Hardware Co., Olds, has sold his interest to W. L. Discher.

F. R. E. De Hart, lumber dealer, Grand Coulee, has sold out to Maxwell & Ferguson.

J. Anderson, secretary treasurer of The Brandon Steam Laundry Co., Brandon, is dead.

Sparling & Lander, hardware merchants, Crystal City, have assigned to C. H. Newton, Winnipeg; meeting of creditors 17th inst.

The Brandon Binder Twine Co., Limited, Brandon, have changed the firm name to The Consumers' Co-operative Co., Limited.

NOVA SCOTIA.

S. Melanson, Moncton, N.B., and V. Melanson, Memramcook, N.B., have gone into partnership, and will carry on a general mercantile business at Springhill.

THE
CANADA PAINT COMPANY
LIMITED,
MONTREAL.

THE
CANADA PAINT COMPANY
LIMITED,
TORONTO.

BURMAN'S CELEBRATED CLIPPERS

— Contractors to the War and India Offices —

PATENTEES AND MANUFACTURERS OF

Horse Clippers, Barbers' Clippers, Dog Clippers, Leg Clippers,
Fetlock Clippers, Body Clippers, Mane Clippers
and Clippers of all descriptions.



Bown's "Newmarket" Clipper.

The Improved B. PATTERN "NEWMARKET"

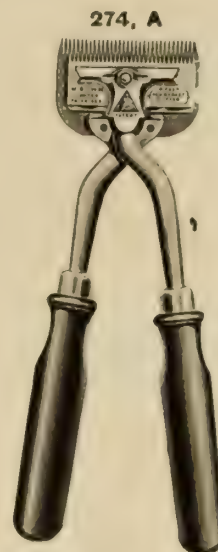
Detachable Plates.

Improved Cap with Long
Bearing.

Rigidity and Easy Running.

Accurately Machined and
Perfectly Fitted.

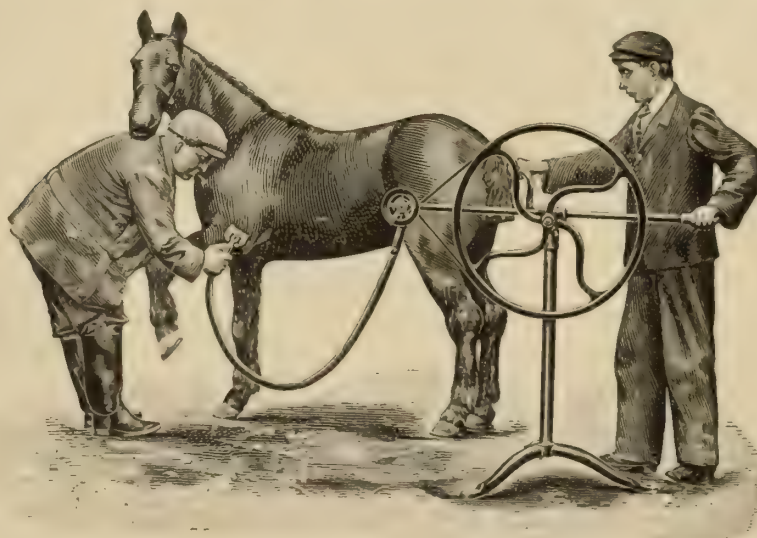
ALL PARTS INTERCHANGEABLE:



The "Handicap" Clipper.
The cheapest centre-adjustment clipper made.

Our goods are stocked by all the leading Jobbers throughout the Dominion.

*For Beauty of
Design
and
Superiority
of
Workmanship*



*The "NEWMARKET"
POWER CLIPPER
stands
Supreme
and
Unassailable.*

The "Newmarket" Power Clipper.

Strong and Reliable.

Speedy and Durable.

Simple and Effective.

BURMAN & SONS, Limited, LEE BANK WORKS, BIRMINGHAM
ENGLAND

HEATING AND PLUMBING

THE HALF-TAUGHT WORKMAN.

TO any one who has had any experience in employing men, or working with them, in the average plumbing or tinshop of to-day, writes F. W., in *The Metal Worker*, it must be a source of wonder how so many young men manage to keep employed enough of the time to eke out an existence while possessing such a limited knowledge of their business. There is nothing more exasperating to an employer, when rushed with business, than to engage a new man and set him at work and then to find that he is so incompetent as to be almost useless. Yet this is just the experience every man is having who is compelled to engage new help from time to time.

Some of these young men who knock about from pillar to post, have a smattering of one trade or the other, or both, but very seldom one of them is at all proficient at either. And the worst feature of it is that they are supremely satisfied with themselves. They assume the airs of a skilled mechanic and look with disdain on the boy who is learning the trade, even though he may have already learned more than they know. They never tire of telling what they have done in the past, but never "make good" by performing the same feat in the present. Very few of them think of watching out for the interest of their employer, their time being wholly given to watching the clock, while the employer is compelled to watch them.

In nearly every instance they ask the highest prevailing wages for their services and feel that they have been insulted if offered just what they are really worth. To suggest that they should employ some of their leisure time in increasing their knowledge and skill is another method of insulting them, despite the fact that their incompetency is brought home to them every day. Many of them are without ambition and are totally worthless; while others are simply careless and indifferent. It is safe to say that a large majority of these drifting incompetents left their first position because, with the slight knowledge of the trade which they had acquired, came the idea that they were not appreciated. And as they have never tried to make themselves indispensable to any one since, no one has ever kept them any longer than was absolutely necessary.

If a young man is ambitious to learn and has been given no opportunity to do so, he does not deserve censure, but

should be given a chance to perfect himself. But he should remember that he will have to exert himself and prove that he is worthy of a chance before any one will feel under any obligation to help him along. Furthermore, he should bear in mind that an opportunity to acquire a thorough knowledge of a trade is of more importance than a temporary advantage in the way of wages.

Another fault of many mechanics in this line of business and this fault is not monopolized by the young members either is that they are too backward about seeing anything to do unless it is pointed out to them, and formal instructions given to do it. An employer will often excuse a lack of skill in a man if he knows he is doing his best at all times, and often does not have to keep watch on him all the time to insure his beginning another job when one is finished.

The writer, having had some experience in handling help, has learned that the most skilful is not always the most satisfactory. In this trade, as in every other, the man who takes in account his employer's interests is compelled to make few changes. It sometimes happens that an employer is seemingly indifferent to the efforts made to advance his interests, but though he may give no sign he is well aware of each man's desire to do the right thing, and he will invariably strain a point to keep the worthy ones when business is dull, in order to have them during the busy seasons. Almost any man who is compelled to employ plumbers or tanners is inclined to be just, for the reason, if for no other, that experience has taught him to appreciate good men.

DRAIN TESTING.

AMONG the many important matters in connection with modern sanitary work, says *The Decorators' Gazette and Plumbers' Review*, the subject of drain testing and the most reliable means to adopt for this purpose is giving cause for much discussion, and the difference of opinion exhibited is remarkable, although it may be confidently stated that amongst men who have had considerable practical experience, both in the designing and carrying out of modern sanitary works, the discussion can be narrowed down to very small limits. It may often be found that the heated arguments on the insuperable difficulties which are continually met with are in connection

with the adventures of persons whose knowledge of the practical sanitation is very limited, and who neither know the principles upon which plumbing and drainage are carried out, or the construction and proper use of the various forms of apparatus which are now extensively used for testing both drains and soil pipes.

As to the most suitable tests to apply, most competent authorities are agreed, notwithstanding the contention of some people that the water test should be applied to new drains, but not to those that have been constructed for several years. But why new drains should be made quite water tight, while old drains may be allowed to leak their contents out into the surrounding earth, especially where they pass under dwelling houses, it must be a very difficult matter to explain.

The arguments that old stoneware drains cannot be expected to withstand the water test is surely a sufficient condemnation of their efficiency as a part of a sanitary system, especially as they are likely at any time to become filled with sewage water during a temporary stoppage, which is possible in the best drainage arrangements. Then, with regard to the smoke test, so delicate are some of the modern sanitary constructions that even when the smoke test is applied care must be taken not to apply any appreciable pressure for fear of producing misleading results, more particularly in forcing the water seals of the traps attached to the water closets, and the gully traps receiving the discharges from the waste pipes.

For this reason the modern smoke generating machines must, according to the opinion of some engineers, be used with great discretion, as they may become dangerous. And it is therefore much safer to use a modern rocket or ferret, or some equally mild test which is calculated to give less alarming results than the brutal water test or the insinuating smoke machine.

It is generally left out of account that the forcing of a water seal of a trap by a smoke machine in most cases indicates that the trap and not the smoke machine is in fault, and it calls attention to the fact that the trap has either insufficient depth of water seal, or it is of an improper form, and is likely to wane out, or lose its water seal by momentum. As a matter of fact, the vibrating action of some of the best smoke machines is one of their most valuable features, because

WINDOW GLASS

Send us your specification for window glass and see what we can do for you. We have the largest assortment of Belgian glass in Canada; Star, Diamond, Double, Billets, 26oz., 32oz., etc., etc. Fresh shipments constantly arriving. Special low prices for good specifications.

A. RAMSAY & SON
MONTREAL
GLASS IMPORTERS

We sell

Pig Iron.
Ingot Tin.
Ingot Copper.
Zinc Spelter.
Pig Lead.
Babbit Metals.
Solder.
Cotton Waste.

We buy

Scrap Rubber of all kinds.
—Rubber Boots and Shoes.
—Rubber Bicycle Tires.
—Rubber Carriage Tires.
—Rubber Hose.
—Rubber Springs.

We buy

Drosses of all kinds.

—Tin,
—Lead,
—Type Metal,
—Zinc

Brass Ashes.
Metal Residues.

We buy

Scrap Metal

—Iron,
—Copper,
—Brass,
—Zinc,
—Lead.

FRANKEL BROTHERS,

MONTREAL,

92-98 Wellington St.

TORONTO,

116-120 George St.

EMPIRE MFG. CO.

MANUFACTURERS OF

HIGH-CLASS, UP-TO-DATE

Plumbers' and Steamfitters' Supplies

Estimates on Special Castings and Work.

Sole manufacturers of the **STEVENS EMPIRE LOW-DOWN COMBINATION CLOSET**, the only up-to-date low-down Closet on the market.

We make the **Webber Pattern Gate Valve**, the best and most improved Gate Valve on the market; **Genuine Jenkins Disc Valves**, and **Standard Valves**.

We use nothing but the best selected steam metal. All our goods are made from new improved designed patterns. Send for samples and prices. Highest price paid for old Copper and Brass.

ORDERS SOLICITED.

EMPIRE MFG. CO.,- 443 Talbot St., LONDON



STEVENS IMPROVED



BUILDING NOTES.

The Canadian Atlantic Transportation Co. are making arrangements for the construction of an additional elevator at Depot Harbor. The new elevator will be built during the coming Winter and on the site of the new breakwater now under construction by the Government at that place. The capacity of the elevator will be one million and a quarter bushels.

A veritable building boom is on at Toronto Junction. W. P. Hartney has commenced work on four dwellings on King street and one on Campbell avenue; D. R. Boucher and C. Cummings, on Wilmoughby avenue; J. R. Butchart and C. McDonald, Quebec avenue; Keys Bros., four on Regent street; Wm. Wilson, two on Western avenue. The demand for houses is pressing and they are being rapidly taken up, often before completion. Local contractors will be busy most of the Winter and expect a big rush in the Spring.

PLUMBING AND HEATING NOTES.

The discovery of natural gas near Dominion City, Man., is reported.

Mr. Galt, C.E., Toronto, is at Regina, N.W.T., arranging to lay piping for waterworks for that town.

An electric light plant has been installed in the Hon. Mr. Greenway's prairie home stock farm buildings at Crystal City, Manitoba.

The Winnipeg Presbytery has appointed a church extension committee, re enlargements to the Dufferin avenue mission and to the Teulon Galician Hospital, Winnipeg.

The Ogilvie Milling Co. are building a large flour and feed warehouse at Esterhazy, Man. It is anticipated that several elevators will be erected there next Spring.

An agitation for waterworks is affecting Portage la Prairie, Man., at the moment, and it is possible that the matter may be the issue at the next municipal elections.

Over \$30,000 damage was done to The Consumers' Gas Co., Toronto, by fire this week. This will not interfere with the city's gas supply, as the company has a separate equipment for making carburated water gas, which is treated with oil.

The Winnipeg Council have decided to submit \$1,000,000 money by-laws to the ratepayers to develop Assiniboine water power and start a municipal gas plant. The gas by law provides for the creating of a debt of \$400,000 for the construction of gas works for the city, as authorized by its charter.

Plans are being prepared for a further extension of the Winnipeg Hotel on Main street, Winnipeg. The proprietors, Mont

gomery Bros., own fifty feet adjoining the present hotel on the north, and the new extension will be erected on this property. The site is now occupied by an old hotel building, formerly known as the Dominion House, one of the pioneer hostleries of the city.

BUILDING PERMITS ISSUED.

MONTREAL.

Narcisse Dupuis, for alterations to 266 268 St. Andre, to cost \$3,850.

Estate J. Pratt, for alterations to 38-40 St. Jacques Cartier, to cost \$1,900.

Wm. Fahey, 1,832 St. Catherine, for alterations to 454-456 Sauguin, to cost \$500.

Hugh M. Patton, 992 Sherbrooke, for alteration to house on Metcalfe street, to cost \$3,300.

Mrs. Des Georges, to erect on Laval avenue one three-storey detached house, to cost \$6,000.

C. J. Grenier, 1,613 St. Catherine street, for alterations to 589 Dorchester street, to cost \$800.

M. Chamberland, 663 Ontario street, to erect on Ontario street three detached two-storey houses, to cost \$1,500 each.

O. Deguise, 220 Mentana, to erect on Mentana street four two-storey semi-detached dwelling houses, to cost \$8,000.

H. Briard, 671 St. Lawrence, to erect on Cadieux six three-storey dwellings, to cost \$1,600 each.

Ed. Brunet, 1,029 Chausse street, to erect on Delorimier a factory to cost \$1,500.

O. David, 608 Champlain street, to erect on Gauthier street one two-storey third-class detached house, to cost \$1,600.

Patrick O'Brien, Laprairie and St. Patrick streets, to erect on Laprairie street two two-storey houses, to cost \$4,800 each.

L. Latourelle, 19 Laval street, to build on Sherbrooke and St. Denis streets five three-storey second-class houses, to cost \$18,000.

TORONTO.

J. Wardell, a workshop on College street, to cost \$6,500.

W. G. Pace, a brick dwelling on Havlock street, to cost \$2,800.

Mr. Gordon, a brick dwelling on Concord avenue, to cost \$4,500.

Dr. E. Rolph Hooper, a brick dwelling on Bloor street, to cost \$5,000.

Toronto Bedding Co., a two-storey brick factory, on Jefferson avenue, to cost \$20,000.

Batty Stove & Hardware Co., a pair of semi-detached dwellings on Euclid avenue, to cost \$1,000.

M. Ridler, a two-storey brick dwelling on Walmer Road, to cost \$3,000.

G. A. Kelly, a brick dwelling on Crescent Road, to cost \$1,000.

in purpose, producing which resembles very much the waving action produced by a wind current blowing across or down a sail or ventilator, and which often causes the traps of an improper form to lose their water seal in such a way as to cause observation during a careless survey of the sanitary arrangements.

The point of the matter is that the smoke machine, in the hands of a person who has little, if any, practical knowledge of sanitary work and fittings, may be and indeed is, often misleading, and lead to many blunders being made as to the condition of drains and fittings. In the hands of those who are competent to use it, however, it is neither misleading nor dangerous, but a most useful and necessary apparatus.

STEEL BETTER THAN IRON PIPE.

IN a report on new inventions and processes in Europe, by Consul-General Oliver J. D. Hughes, of Coburg, Germany, are the following remarks on the advantage of steel over cast iron pipe for underground use, which will probably be of as much interest to plumbers as to miners. The frequent cases of land subsidence, especially pronounced during heavy rains, and more or less experienced where extensive coal mining has been carried out, has once more brought to the front the great advantage of steel over iron pipe. The latter has long been universally used, largely because of its cheapness and of the simplicity with which water tightness and gas tightness have been insured. Experience has shown that leakages, if not also breakages, may result from the settlement of the surrounding earth, hence the adoption of steel pipe has become a matter almost of expediency rather than of choice, notably in the case of the producer gas distribution scheme throughout the home-cooked district of South Staffordshire in England. The most important first application, however, was in connection with the line of tubing for Coolgardie water supply in Australia, which extended for 300 miles inland. In that case, one of the considerations was the lightness and facility of transport provided by the steel pipe as compared with the thick cast iron conduits. The experience gained has been all in favor of an extension of the system of steel piping, but the producing capabilities of the country have scarcely been adequate. The one technical difficulty is the forming of the longitudinal joints of the plates forming the pipe and the design of a suitable coupling connection. But the problem has been solved in connection with the Coolgardie scheme and the South Staffordshire gas supply, and it is interesting to note that a large Glasgow concern intend to manufacture pipe up to 48 inches in diameter.

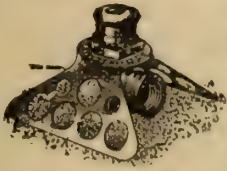
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NIAGARA FALLS, CANADA.

Manufacturers of **FLATWARE, CUTLERY and ELECTRO PLATE.**

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IS YOUR ORDER IN ?

Send for Folder No.14.
PULLMAN MFG. CO.
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ARE YOU LOOKING FOR RESULTS ?

Good stock gets fair prices

SOLARINE Metal Polish is of this kind

To pay-to sell-to win trade.

Sample, prices and art blotter mailed free for the asking.

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Solarine Depot, - 60 George St., Toronto



ONTARIO WIND ENGINE & PUMP CO., Limited.

CALVANIZING.

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Buy the Best.



HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

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COLTART & CAMERON

Will be prepared about Nov. 1st, to receive consignments (large or small) of all kinds of hardware, etc., for unloading, warehousing, reloading and distributing to all points in Manitoba and the West.

Our new warehouse on transfer track, (in centre of wholesale district) will be equipped with every facility for handling goods promptly. We are also prepared to act as representatives for manufacturers and others. Correspondence solicited.

COLTART & CAMERON,

Manufacturers' Agents and Warehousemen, 141 and 143 Bannatyne St. East, WINNIPEG.



SEYMOUR SHEARS

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Standard for over Half a Century.

"QUALITY UNQUESTIONED."

Each pair of our shears bears the above trade mark

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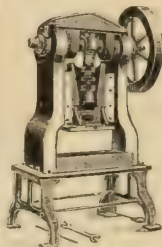
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Latest Catalogue will be sent on exchange for your business card

Complete Line TRIMMERS, BANKERS, BARBERS and TAILORS SHEARS, Etc., Etc.

Henry T. Seymour Shear Company.

WIEBUSCH & HILGER, Limited, NEW YORK, Sole Agents.



G. A. Crosby & Co. of Ontario, SARNIA, ONT. LIMITED

Manufacturers of

Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal

H. W. Petrie, 141-145 Front Street West, TORONTO—Selling Agent.

We desire to call your attention to some of our specialties which are handled extensively by the general hardware trade.

Horse Blankets (all kinds)

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Rubber and Oiled Knee Rugs

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If you handle the above, it will be of interest to you to write us.

The Trees, Spriggs Co., Limited,
Winnipeg, Man.

Samuel Trees & Co., Toronto.

Importers and Manufacturers of Saddlery Goods.



Don't be carried away by eloquent claims

regarding the superiority of any line of electric and gas lighting fixtures. Look the various offerings over yourself and see the actual advantages that each possesses. We are always satisfied to display our line in sharp competition with others, because, "seeing is believing," and the many superior points of our line almost invariably get us the order. This line offers great inducements to dealers. Write about it.

THE JAMES MORRISON BRASS MFG. CO.,

TORONTO, ONT.

LIMITED



INDUSTRIAL GOSSIP

HARDWARE AND METAL would be pleased to receive from any authoritative source industrial news of any sort, the content of which is incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway operating news, etc. All such correspondence will be treated as confidential when desired.

It is said that the plans of The Farmers' Co-operative Harvesting Machine Co. have been changed in regard to the location of their factory. It was thought that it would be established in Niagara Falls, but a despatch from that place credits Manager McLaughlin with the statement that the town of Whitby, Ont., has offered a larger bonus than their first offer contained, and that this offer has been accepted by the company.

The E. J. Wilkinson Co., Ltd., Toronto, with a capital of \$10,000, have been granted a charter to manufacture and deal in dentists', platers' and jewellers' supplies and wares. The provisional directors are: J. E. Wilkinson, M. Love, A. E. Long and E. A. Peaker, all of Toronto, and W. Wilkinson, of Brampton.

The Mill Stream Lumber Co., Limited, Quebec, have been incorporated with a capital of \$20,000, to construct and operate paper mills, to generate electrical power and to carry on the business of a general lumber merchant. The provisional directors of the company are F. D. Wilsey, New York; C. E. Taschereau, Z. A. Taschereau, and F. Roy, all of Quebec.

A by law has been carried in Brockville, Ont., to grant a bonus of \$16,000 to The Cossitt Bros. Co., Limited. The company met with a heavy loss by the destruction of their works by fire some years ago. The company have recently been re-organized and will immediately begin the construction of a large agricultural implement establishment on the old site.

The Hussey Mower Co., Ltd., Toronto, with a capital of \$300,000, have been incorporated, to manufacture and deal in agricultural implements, and carry on the business of general machinists, engineers and iron and brass founders. The provisional directors are: R. W. Hussey and F. S. Hussey, both of Knightstown, Indiana, and E. F. Hiatt, Richmond, Indiana.

The Shakespeare Gold Mining Co., Ltd., Shakespeare Township, Algoma, have been incorporated with \$2,000,000 capital, to carry on a mining, milling, reduction and development business. The provisional directors are: W. T. Seelye, W. Wood, F. C. Bolin, R. J. Hartley, J. N. Nevers and A. Gowan, all of Brainerd, Minnesota, U.S., and J. Miller, Sault Ste. Marie, Ont.

The Ledoux Carriage Co., Limited, Montreal, have been incorporated with a

capital of \$250,000, to manufacture and deal in all kinds of vehicles such as carriages, wagons, motor cars and automobiles and anything pertaining to them. The provisional directors of the company are Chas. Ledoux, F. J. Pelletier, F. Kerr, J. P. Montpetit, and A. Deguire, all of Montreal.

NOTES.

The Empire Tobacco Co. have increased their capital from \$300,000 to \$600,000.

Adams Bros., harness manufacturers, Toronto, are going to establish a branch factory in Winnipeg.

The Locomotive and Machine Co., Limited, Montreal, have had their capital increased from \$1,000,000 to \$3,000,000.

The Raven Lake Cement Co.'s plant, which is claimed to be one of the finest in America, is now nearly ready for operation.

The Lee Electric Insole Co. propose to build a factory in Winnipeg in the Spring. The building will be 120 by 35 feet and four storeys high.

The Reliance Knitting Co., Limited, Toronto, have been incorporated with capital of \$40,000 by the Ontario Government to manufacture and deal in textile fabrics.

The Dreanite Explosive Co., of Canada, Limited, Toronto, have been incorporated with share capital of \$200,000, to manufacture and deal in explosives and all necessary mechanical contrivances required therefor.

The Cullen-Johnson Brass Mfg. Co., Limited, Toronto, have been incorporated with capital of \$40,000, to manufacture and deal in plumbers' supplies. The provisional directors are F. N. Cullen, H. E. Johnson and W. Meen, all of Toronto.

The United Shoe Machinery Co., of Canada, have been licensed to do business in Ontario with capital not exceeding \$40,000; to manufacture and deal in boot and shoe machinery. The company's attorney is G. C. Gibbons, London, Ont.

The Investors' Mercantile Agency, Limited, Toronto, have been incorporated with capital of \$50,000, to carry on a general stock and brokerage business. The provisional directors are S. Nesbitt, J. Robertson and P. H. Drayton, all of Toronto.

The St. Catharines Box & Lumber Co., Ltd., St. Catharines, Ont., have been in-

corporated with \$75,000 capital, to manufacture and deal in lumber and builders' supplies. The provisional directors are: M. Wilson, M. J. Murphy, W. S. Duffin and H. H. Wilson, all of St. Catharines.

The Odorless Oil Stove & Burner Co., Ltd., Toronto, have been incorporated with \$50,000 capital, to manufacture and deal in lamp burners, lanterns and coal oil stoves. The provisional directors are: J. H. Stone, R. H. Steuart and D. A. Ghent, all of Toronto.

The Ontario Alberta Ranch & Packing Co., Ltd., Toronto, with a capital of \$500,000, have been granted a charter, to carry on a ranching, farming and packing business. The provisional directors are: J. H. Hallet, A. J. Williams, A. C. Cornell, and J. Doust, all of Toronto.

The Chatham Curling Club, Limited, Chatham, Ont., with a capital of \$10,000, have been granted a charter to promote the athletic sports of curling, skating and hockey among amateurs only. The provisional directors are R. Gray, J. W. Cornell and J. G. Kerr, all of Chatham.

The Empire Land Co., Ltd., Toronto, with a capital of \$500,000, have been granted a charter to carry on a real estate business. The provisional directors are: Hon. R. Rogers, Winnipeg, and J. W. Langmuir, T. G. Blackstock, R. L. Patterson and E. W. Day, all of Toronto.

Dominion Dump Car Co., Limited, Ottawa, have been incorporated with a share capital of \$2,500,000, to manufacture railway cars of all descriptions. The provisional directors are H. S. Hart, Spencer Otis, T. F. Sheridan, and E. S. Hart, all of Chicago, and J. F. Smellie, Ottawa.

The Ben Hur Mfg. Co., Limited, Hamilton, with capital of \$25,000, have been



LIGHT FROM ABOVE

casts no shadows, and is in every way more to be desired than light from windows in walls.

THE ORMSBY SKYLIGHT

is dust and weather proof and economical.

Inquire concerning the cost of this skylight.

We can't sell you if you don't want it. But find out about it anyway.

A. B. ORMSBY & CO.,

Cor. Queen and George Streets,
TORONTO, ONT.

PORTLAND CEMENT

CANADIAN, ENGLISH,
GERMAN and BELGIAN.
FIRE BRICKS, FIRE CLAY,
ENAMELLED BRICKS, all colors.
BUILDING BRICKS.
SEWER PIPES, CULVERT PIPES,
WHEELBARROWS,
FOUNDERS' and CON-
TRACTORS' SUPPLIES.

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31 WELLINGTON ST., MONTREAL

. . FULL STOCK . .

Salt Glazed Vitrified

Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

**BUILDERS' SUPPLIES**

Fire Bricks, Fire Clay, etc.

ALEX. BREMNER, 50, Bleury Street, Montreal, Que.

**Will Hold Up a Shelf!**

That's what a shelf bracket is for.
For this purpose there can be NOTHING BET-
TER, NOTHING CHEAPER than the BRADLEY
STEEL BRACKET. It is well japanned, Strong
and light. The saving in freight is a good profit,
aside from the lower price at which the goodware
sold. Order direct or through your jobber.

ATLAS MFC. CO.,
New Haven, Conn., U.S.A.

The Grey and Bruce Portland
Cement Company of Shallow
Lake, Limited,

Manufacturers of

"Hercules" and "Lion" Brands

of

PORTLAND CEMENT

Unsurpassed for Sidewalks, Floors, and all
work requiring the Highest Grade
of Portland Cement.

HEAD OFFICE: OWEN SOUND.

THE "SUN" BRAND PORTLAND CEMENT.

We make only one quality and that the best.
Ask us for quotations.

The Sun Portland Cement Co., Limited
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JAS. A. CLINE, Managing Director.

The Hanover Portland Cement Co., Limited

HANOVER, ONTARIO.

Manufacturers of
the Celebrated "Saugeen Brand"
OF PORTLAND CEMENT.

Prices on application.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially
designed for export. With or without "Emlyn"
Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables— Emlyn Engineering Works,
Machinery, Newport. NEWPORT, MON., ENGLAND.

MADE IN ENGLAND.

HACK SAW BLADES

MADE BY
CHAS. BAYNES
KNUZDEN BROOK

BLACKBURN**"DOMINION BRAND" TARRED FELT**

EXTRA HEAVY for
LUMBERMEN'S use

"SHIELD BRAND" Ready-Roofing, 2 and 3 ply.**ORDER NOW BEFORE THE RUSH!**

MANUFACTURED ONLY BY

Lockerby & McComb, 65 Shannon St., Montreal

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The Saw That Sells Itself.

When placed in the hands of the intelligent mechanic the ATKINS High Grade Silver
Steel Hand Saw sells itself. You simply show it and the saw does the rest.

ATKINS Silver Steel Hand Saws with Perfection Handles are warranted
the FINEST Saws on earth in material, temper, grinding and finish.

Write for Catalogue and Prices.

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ATKINS
ALWAYS AHEAD

Leading Saw and Tool Manufacturers
Factories: INDIANAPOLIS, IND.
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R. B. BYASS & CO., PORT TALBOT, SOUTH WALES,
GREAT BRITAIN.

Largest MAKERS OF
**BEST SIEMENS STAMPING ENAMELING
BLACK PLATES,**

CIRCLES, RECTANGLES, Etc.

MAKERS of all descriptions of STEEL SHEETS.

Brands "**SKER,**" and "**SKER BEST.**"

Sole Canadian Export Agents,

ROBERT CROOKS & CO., Botolph House, 10, Eastcheap, LONDON, E.C.

Cable address: "CROLLO," LONDON.

Iron and Steel Bars

PROMPT SHIPMENT.

LONDON ROLLING MILL CO., Limited,
LONDON, CANADA.

PAGE-HERSEY IRON & TUBE CO.,

GUELPH, CANADA,

Limited

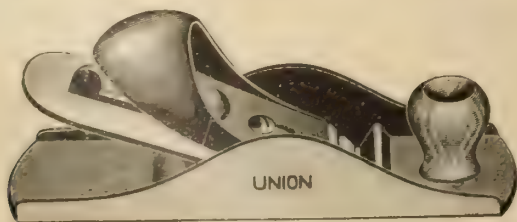
MANUFACTURERS OF

BLACK AND GALVANIZED

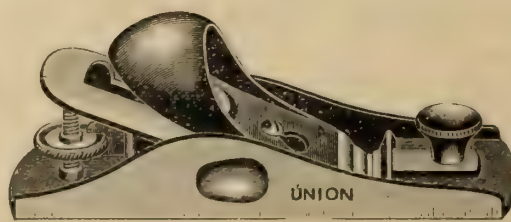
WROUGHT MERCHANT PIPE

OF SUPERIOR QUALITY AND FINISH.

UNION IRON and WOOD PLANER.



No. 110.



No. 9 1/2.

UNEQUALLED IN QUALITY AND FINISH.

Union Mfg. Co., - - **New Britain, Conn.**

FOR SALE BY ALL PRINCIPAL HARDWARE DEALERS.

incorporated to manufacture and deal in specialties in woodenware, hardware and wire work and to acquire patent rights thereon. The directors are T. Burrows, Jr., E. A. Isard and W. Marshall, all of Hamilton.

The Snyder Bros. Upholstering Co., Limited, Waterloo, have been incorporated with capital of \$35,000, to manufacture and deal in upholstered goods, upholsterers' supplies, mattresses and bedding. The provisional directors are H. M. Snyder, A. H. Snyder and H. W. Roos, all of Toronto.

The Preston-Bell Furniture & Lumber Co., Ltd., Fort Frances, Ont., have been incorporated with \$95,000 capital, to carry on a general timber, furniture and wood manufacturing business. The provisional directors are: H. C. Bell and A. C. Carr, both of Wingham, and W. A. Preston, Mine Centre.

The Croft Lumber Co., Ltd., Huntsville, with a capital of \$10,000, have been incorporated, to purchase and carry on a saw-mill and lumbering business. The provisional directors are: G. Paget, A. E. Paget and C. E. Paget, all of Huntsville, and J. Rae, Township of Croft, District of Parry Sound.

The Owen Sound Distilling & Cattle Feeding Co., Ltd., Owen Sound, have been incorporated with \$500,000 capital, to manufacture and deal in spirituous liquors. The provisional directors are: S. Lloyd, W. B. Stephens, M. R. Duncan and W. A. Grier, all of Owen Sound, and W. H. Prittie, of Toronto.

St. John, N.B., City Council have appointed a committee to confer with President Shaughnessy, of the C.P.R., as to the building of additional steamship accommodation in that city. At present the facilities are utterly inadequate to the demands made on them, and, consequently, trade is suffering somewhat.

The Intercolonial Realty Co., Ltd., London, with a share capital of \$100,000, have been granted a charter to carry on a real estate business. The provisional directors are: J. H. Dunn and J. C. Spence, London; J. Nagle and E. Parrott, both of Caradoc Township, Middlesex County; and W. G. Glenn, Toronto.

IRON BETTER THAN STEEL.

According to The Birmingham Age Herald, steel sheets, whether galvanized, covered with tin or left uncovered, rust much quicker than wrought iron sheets. Especially is this true of sheets exposed to the weather. The sheets having a steel body are very perishable. Steel nails in a roof lose their strength by oxidation much quicker than cut nails do, and the demand for the latter is increasing. It would not be strange if there

should be a return to iron plates for use in the weather. The obstacle in the way is the increased cost of production. Neither cut nails or iron sheets can be made as cheaply or in as great quantities as steel nails and steel sheets can be. Iron nails and iron sheets can now be purchased in the market, but they cost more. Any one who is willing to pay the price can, however, procure them. They are better and more durable in exposed places. The production of soft steel in large quantities and at low prices has been carried perhaps too far, and wrought iron deserves more consideration and will perhaps secure it, especially in the preparation of roofing material. Steel is not adapted to the uses of roofers and cornice makers. It is not durable. It readily rusts. Why, the chemists cannot tell us, but actual experience tells us that it lacks durability and that iron is preferable. This may lead to considerable changes in the future, especially if the production of iron sheets and nails can be cheapened and can be increased in volume. Both difficulties stand in the way.

CARRIAGE FIRMS BUSY.

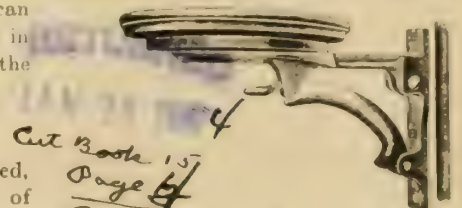
The Wm. Gray & Sons Co., Limited, of Chatham, Ont., manufacturers of fine carriages, phaetons, etc., have found it necessary to extend their works considerably in order to keep abreast of their orders. They are erecting two new buildings, each three-storeys; the main building, which will be used entirely for wood-working is 168 x 60 ft., and the annex connecting the present buildings with the new main building 155 x 40 ft. They are putting in a new Corliss engine of 150 horse-power from Leonard &

Sons, London, also two boilers, 66 in. by 16 ft., of 125 pounds pressure, made by Park Bros., of Chatham.

The buildings will all be equipped with steam heating, and a sprinkling system will be used throughout. The new buildings will be completed about January 1, 1904 and Mr. Polson, the manager, claims this will then be the largest carriage works in Canada. Their capacity, which is now 15,000 vehicles per year, will be increased to 25,000.

A NOVEL STORE FIXTURE.

Herewith is given an illustration of a store fixture that ought to interest retailers in every section of the country. Its distinguishing features are that it takes up no floor room, and that it can be folded out of the way when not in use. Loose stools in a store are subject to much abuse, and soon have to be renewed. Stools fastened to the floor interfere with



sweeping, and hence are dust gatherers. The folding counter seat is attached to the counter. When lifted into position it catches automatically and is firmly held. It is released by a simple pressure on a thumb-plate.

The makers, The Novelty Mfg. Co., 237 King street east, Toronto, make an interesting offer in their advertisement elsewhere in this issue.

FINE SHEET IRON AND STEEL

There are many grades of sheet "iron" between black sheet and Wood's Patent-Planished (the modern Russia).

The best rolled product is Wellsville Polished; the best of all is Wood's.

Return a whole sheet for an inch of fault.

Quick service.

American Sheet Steel Company, New York

Representatives for Canada

B. & S. H. Thompson & Company

53 St. Sulpice Street

Montreal

Special Advertising Rates have been arranged for space in "The Office," and will be gladly quoted on request.



WE ARE GROWING !

We have moved to larger quarters, and with increased plant and facilities are better able than ever to handle your work. Drop us a card, we would like to write you about it.

G. A. WEESE & SON, 44 YONGE STREET.

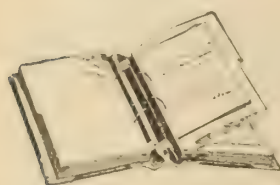
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STATIONERS and PRINTERS.

WHEN YOU STOP TO THINK

how much the success of your business and the comfort of your household depend on communication with others you will appreciate the fact that telephone service is worth a great deal more than it costs.

Metallic Circuit Service—efficient, rapid, constant

The Bell Telephone Co. of Canada



TENGWALL TIME SAVERS

TENGWALL AND OPALLA LOOSE LEAF LEDGERS

—AND—

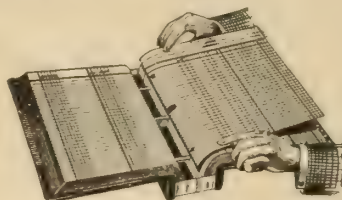
LOOSE LEAF BINDERS FOR ALL KINDS OF
LOOSE LEAF SYSTEMS.

SEND FOR COMPLETE NEW CATALOGUE.

HART & RIDDELL

Manufacturing
Stationers . . .

40 Wellington St. East
TORONTO.



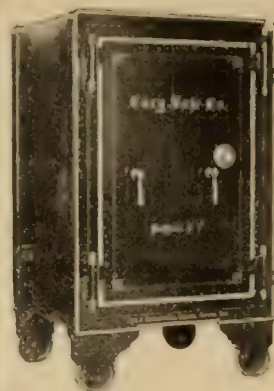
Does it Pay You to Sit Down ?

at the end of every month for two or three days to render your accounts? With our system you can render 300 accounts in twenty minutes, any day in the month. Bills are always ready.

Write for particulars.

THE BRIGGS LEDGER SYSTEM CO.,
Limited

75 York St., - Toronto, Can.



FORD & FEATHERSTONE

Importers and dealers in

**FIREPROOF SAFES,
STEEL BANK SAFES,
VAULTS, TIME LOCKS,
DEPOSIT BOXES.**

Combination locks put on and
combinations changed. Safes
repaired, etc.

10 John St. N., Hamilton, Ont.

ESTABLISHED 1855

TAYLOR'S
DOUBLE TONGUE & GROOVE
SAFES
145
&
147 FRONT ST. EAST. TORONTO.

The Hallwood

David killed Goliath—Goliath the monster, Goliath the boaster. **THE HALLWOOD** is as honest as the day is long, is clad with simplicity, is modest as to price.

If there's a merchant in Canada about to buy a Cash Register, he simply cannot afford to pass over **THE HALLWOOD**. If The Hallwood won't stand comparison on every point, don't buy it. It costs nothing but time to examine a Hallwood—the register is taken to you—and the time given to an examination is worth to a bright merchant a good many dollars a minute.

THE

Hallwood Cash Register Co. of Canada

78-80 King St. E., - TORONTO.

THE OFFICE

DEVOTED TO THE
OFFICE STAFFS OF
BUSINESS
ESTABLISHMENTS

MODERN BUSINESS METHODS.

By Will Payne.

I ONCE called on the comptroller of a very important corporation to find out the amounts of certain payments, which had been made to the corporation quarterly during several years by one of its licensees.

The comptroller summoned a clerk and directed that the information be given me. The clerk and I retired to the outer office and a season of trouble ensued. There was a more or less vague theory that the payments should appear on the cash book, but the cash book, upon examination, failed miserably to support this theory. Some payments were there and some were not. My friend scratched his head, and finally brightened up with the idea that a fellow-clerk, who knew all about that particular business, would return to the office next day. I called again the next day and was so fortunate as to get the ear of the expert, but the expert himself went to sea over the lapses of the cash book. The payments had surely been made and there was surely somewhere or other something or other which would disclose them. In the general distress I was invited to try my luck the next day. I did so. It was remembered that a statement from the licensee accompanied the payment, and that theoretically these statements were filed away. A vault, which from my view outside the railing seemed to be mostly dust and waste paper heaps, was valiantly explored, and, in the course of time, some rumpled sheets were produced which contained the desired data. So at the cost of much time and soiled linen the information was forthcoming. The same corporation, in one of its many departments, acts as the trustee of funds contributed by hundreds of thousands of persons. Not long after my experience it was discovered that the trust funds were hopelessly confused. Receipts had been credited and payments charged with a haphazard disregard for accuracy which perhaps could not have been matched elsewhere outside of comic opera. The corporation was actually compelled to suspend all payments, to the vast disadvantage of its clients, and to pay a firm of expert accountants \$65,000 to write a new set of books.

You wish to know the name of this important corporation which did business with so wonderful a lack of system? It is the City of Chicago.

As a matter of course, any private enterprise that attempted to get on with such a lack of system would have found itself in a receiver's hands long ago.

First and last, system is the machinery by which the business moves, and the business simply cannot move beyond its machinery.

A CRITERION.

No doubt the best test of any particular business undertaking is a test of its system. If you go into an office, as in the melancholy case I have cited, and find that nobody knows just where anything is to be found, you are very safe in guessing that the concern is in a poor way. Take the most prosperous concern you know, and you may be quite sure that any item of any importance will be forthcoming at the touch of a button. I have had con-

siderable opportunity of applying this test and have never known it to fail. The difference between a successful management and an unsuccessful one may be pretty accurately gauged by the ability, through a proper system, to at once command any special information of whatever sort that is of real importance. You are pretty safe in forming final conclusions according to whether the furnishing of any particular information is a matter of scratching the head and guessing that somebody else possibly knows something about it and of laboriously searching records and files that fail to "pan out," or whether it is a matter of touching a button and having the item laid on the desk. So in a general way the measure of a manager's capacity lies in his ability to develop the right system.

Many men are able enough within the narrow limits of their own personal, bodily powers—that is, they can do well whatever comes within the touch of their own fingers or directly under their own eyes, and they may be very successful in the small way which this limitation implies. But they lack the higher ability to devise a machine for other hands to operate. In short, they cannot make a system, and so they cannot be successful on a large scale. Broadly speaking, the man who is most successful is he who has the greatest capacity for making a machine or developing a system.

ELIMINATION OF PERSONAL SUPERVISION.

One may venture upon a personal illustration. There were several men in the meat-packing trade in the earlier days than whom there was none abler so far as concerns what they could do with their own hands—that is, through their own immediate, personal supervision. Nobody could get more out of a hog or a steer; nobody knew the provision trade any better. But as the meat-packing industry developed possibilities of enormous expansion these men and their concerns were left far to the rear, because they had a few great competitors who, in addition to the purely personal capacity, had the higher capacity to create a system that would employ the energy of scores of subordinates. These great competitors could operate a dozen plants as well as one, do a business of \$200,000,000 a year as well as the personally conducted business of a tenth of that. And the really big business man appreciates this power of creating a system as highly as it deserves.

Not long ago I happened to hear A boasting to B of the ability of his general manager: his tremendous industry—he spent 12 hours a day at the plant and always came down of a Sunday; his indefatigable loyalty—why, three of their special cars were missing and the manager tramped around the freight yards two days until he found them. The cruel B advised his friend to get a new manager. "If he has to spend 12 hours a day and Sundays at the office and tramp around looking for his cars he isn't up to his job," said B. He recognized that the manager was unable to create a proper system, and if there be no proper system any one man's energy amounts to little. Mere human energy is cheaper than steam horsepower. If it is a matter of energy only you might as well praise a man for running upstairs instead of taking the elevator.

A young man runs from the bank, dodges a cab, sprints across the bows of an automobile, flings himself on a street car and catches his breath. He is a praiseworthy young man, but in fact he is a messenger, receiving \$25 a month and worth no more at present. In a corner of the bank, in a very comfortable room, a man sits at a desk, doing nothing much except to talk at ease with his callers and, in the intervals, glance over a balance sheet, ring for a subordinate, give a few directions—all in a leisurely, unruffled sort of way. He receives \$30,000 a year, and is very likely worth double that. He has a system and knows how to control the energy of a hundred or five hundred other men thereby.

It is a commonplace that this is not the day of the small concern. Business is coalescing in larger and larger units, bigger and bigger machines, which means steadily increasing need of perfection in the system and greater and greater prizes for the man who has the ability to develop the right system.—System.

HOW A BUSINESS WAS SAVED.

A CERTAIN manufacturing concern in the West found itself doing a large business. It was very busy and apparently was making great strides in securing for its product a large place in public favor. Among those holding a subordinate executive position was a keen young man who was not easily satisfied by exterior appearances, but had the digging habit.

"You are doing lots of business," he told his superior. "Almost every week you are adding more help to the office force; your correspondence is steadily increasing, and apparently the business is right on the crest of the prosperity wave. But if you will overhaul everything and find out just where you stand, I'll miss my guess if you are really making substantial headway or satisfactory profits."

This rather startled the managers of the business, but the young man was so much in earnest that a careful and thorough examination into the affairs of the enterprise was made.

It verified every prophecy that the young "kicker" had made.

"Now," he continued, "I'm convinced that the leakage of profits is in the very department which is the pet and pride of the house—the one that brings the most correspondence, that calls for the most of the new help, that 'keeps things doing' and gives the place the busiest appearance."

"Nonsense!" replied the manager. "You were right on the general situation. But this time you are wrong."

"But," insisted the digger, "I'll tell you right now that of the seven methods you are using to put your goods on the market the one which you think the best is the very one that is cutting down your profits. Call in an expert who is able to sift this matter right down to a finish and you'll find I'm right."

This was done, with the result which verified to the letter the prediction of the young man.

TENGWALL LOOSE LEAF BINDERS.

THE "Tengwall" is one of the most practical binders on the market for all kinds of loose leaf sheets. It consists of covers in various bindings, with a hinged or divided back, which opens on pressing a thumb-spring. This is a most ingenious device. By a simple pressing of the thumb a leaf can be inserted or taken out at any opening. Curved metal prongs are securely fastened to the back, one pair on each side. On closing the covers, the back locks automatically. The advantage of the Tengwall

idea is easily seen: loose sheets and business papers of all kinds can be filed securely, yet a single sheet can be removed from or inserted in any part of the file instantly, without disturbing the remaining sheets. Hart & Riddell, Toronto, are the Canadian manufacturers. They have issued handsome illustrated catalogues, which will be sent on request.

DEAD LETTERS.

"THE letter that never came" isn't giving half so much trouble to the world as the letter which did come, but contained no address to enable the recipient to reply to it.

Every large mail-order house receives these letters by the score, and nearly always they contain money. Some firms maintain a regular staff of handwriting experts to discover from whence the letters come, and though they are largely successful, yet there remains an average of 25 per cent. of the number unidentified.

Recently several of the large concerns in Chicago distributed a total of \$25,000 to local charities as a disposition of the funds accumulated from letters which had become "dead" through the carelessness or ignorance of writers all over the country.

Often a first letter of this character, necessarily left unanswered, will be followed by several others from the same source, all indignantly complaining, but never giving a hint of identity or location which would insure the answer. Here is one specimen, marked by extreme moderation:

"Gents,—What are you going to do about my order for which I sent you 90c. last month aint you got any flat iron if so what do you say so fer in the catalog. Dont send anything to the postmaster, cause he steals everything he always says they aint no mail fer me."

Often the writers employ phraseology that is more picturesque than courteous.

All of which serves to remind us to be very careful indeed in our corresponding moments to give some plain signs as to our habitation and family cognomen.

DO YOU WORK FOR ANOTHER?

What is your object in working?

What is your employer's object in hiring you?

A frank answer and conclusion in regard to these two questions will put you square with yourself, and lead to a change of attitude, perhaps.

First, do you work for the pleasure of it, from a sense of duty, or "because you need the money?"

It should be obvious to all (but it isn't!) that real happiness lies in work well done. We should then, equally of course, work from a love of work, and to accomplish unselfish purposes. Incidentally "the servant is worthy of his hire"—and will get it. All the surer will he get it, and the more, if this be his attitude rather than that other which looks to the salary and the week's end as the primary objects.

Your employer gladly hires you when your work yields him a profit; and when it doesn't—and he finds it out—your name is among the missing of that business household, and properly. He must handle his workers as he does other materials; and on each must realize a profitable difference between cost and selling price. The great laws of commerce are back of this simple truth, and we should accept the consequences, and adopt the means to properly meet the case: a decision to give value, to try to accomplish the most for our employers irrespective of salary, and to hold fast to faith in the happiness produced by "the sweat of the brow."

<p>This list is for the purpose of placing retailers, manufacturers' jobbers and other readers in touch with reliable and competent accountants and auditors whose services are so frequently required for such purposes as opening books,</p>		<h2 style="text-align: center;">Leading Canadian Accountants and Auditors</h2>		<p>adjusting and auditing accounts; arranging partnerships or organizing joint stock companies; devising special office systems; making collections and investigations; handling estates; making valuations, etc.</p>
<p>DAVID HOSKINS, F.C.A. Chartered Accountant, Auditor, Financial Valuator. 207 Manning Chambers, City Hall Sq., Toronto, Canada.</p>		<p>F. H. KIDD, Chartered Accountant, Auditor, Assignee, Etc. Room 50, 77 York St., Toronto.</p>		<p>HENRY BARBER & CO., Accountants and Assignees. Offices: 18 Wellington St. E., Toronto, Ont.</p>
<p>Cable Address: "Wigwam." T. G. WILLIAMSON, Chartered Accountant and Auditor, 15 Toronto St., Toronto, Canada.</p>		<p>JENKINS & HARDY, Assignees, Chartered Accountants, Estate and Fire Insurance Agents. 15 1/2 Toronto Street, Toronto 465 Temple Building, Montreal. 400 William Street, New York.</p>		<p>GEO. O. MERSON, Chartered Accountant, Trustee, Assignee, Liquidator, Auditor, Etc. 27 Wellington St. E., Toronto. Phone Main 4744.</p>
<p>This space \$15 a year.</p>		<p>This space \$15 a year.</p>		<p>This space \$15 a year.</p>

<p>This list is for the purpose of placing manufacturers, wholesale and retail merchants and other readers throughout Canada, and firms abroad doing business in Canada, in touch with the legal profession throughout the Dominion, for the collection of accounts, legal representation,</p>		<h2 style="text-align: center;">LEGAL CARDS.</h2>		<p>organization of companies, the arrangement or dissolution of partnerships, or assignments, as well as all other matters of a legal nature. For advertising rates apply to MacLean Publishing Co., Limited, Montreal or Toronto</p>
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<p>D. O. CAMERON, Barrister. Equity Chambers, Toronto. Branch Office, Oakville, Ont.</p>		<p>TUPPER, PHIPPEN & TUPPER, Barristers, Solicitors, Etc. Winnipeg, - - - - - Canada.</p>		<p>J. C. HAMILTON, LL.B., Barrister, Solicitor and Notary. McKinnon Building, Toronto. Phone, Main 65.</p>
				<p>ATWATER, DUCLOS & CHAUVIN Advocates, Montreal. Albert W. Atwater, Q. C., Consulting Counsel for City of Montreal. Chas. A. Duclos, Henry N. Chauvin.</p>

Educational Department.

The following institutions for the education of business men's sons and daughters are recommended by this paper:

Business Education.

Courses by mail in

BOOKKEEPING BUSINESS CORRESPONDENCE
SHORTHAND COMMERCIAL FRENCH
ARITHMETIC PENMANSHIP
COMMERCIAL LAW etc., etc.

A PURELY CANADIAN COLLEGE.

Canadian Correspondence College, Limited,

40-46 King W., - TORONTO, ONT.

Western Business College

Cor. College and Spadina avenue, **TORONTO.**

Thorough courses in Bookkeeping, Stenography, Typewriting and Penmanship; individual instruction.

A. J. HOARE, Principal.

St. Margaret's College, Toronto

A Boarding and Day School for Girls.
Thorough courses in every department.
Only teachers of the highest academical and professional standing employed.

GEORGE DICKSON, M.A.,
Director

MRS. GEORGE DICKSON,
Lady Principal.

You Can Trust

our paper to protect your parcel from injury. Our brown and manilla wrapping papers are manufactured with a view to toughness and durability. They always give satisfaction.

CANADA PAPER CO., Limited

Toronto, Montreal and Windsor Mills, Que.

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it desires information concerning mercantile persons throughout the civilized world.

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Henry Boker's Skates



FOR SPEED, QUALITY AND FINISH.

FOR SALE BY ALL LEADING HARDWARE HOUSES.

CURRENT MARKET QUOTATIONS.

Nov. 13, 1903.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits
56 and 28-lb. ingots 100 lb. \$29.00 \$30.00

TIN PLATES

Charcoal Plates Bright.

M. L. S., equal to Bradley
1 C, usual sizes \$6.75
1 X " 8.25
1 X X " 9.75

Famous, equal to Bradley
1 C 6.75
1 X 8.25
1 X X 9.75

Raven and Vulture Grades—
1 C, usual sizes 5.00
1 X " 6.00
1 X X " 7.00
1 X X X " 8.00

Domestic Crown Best
Coated, Tinned Per box.
1 C 5.50
1 X 6.50
1 X X 7.50

Allways's Best Standard Quality
1 C 4.50
1 X 5.50
1 X X 6.50

Coke Plates—Bright

Bessemer Steel
1 C, usual size, 14x20 3.75
1 C, special sizes, base 4.00
20x25 8.00

Charcoal Plates Tinned

Domestic J. G. Grade
1 C, 20x25, 112 sheets 8.00
1 X, Tinned Tin 10.00

Charcoal Tin Boiler Plates.

Crosby Grade
X X, 14x56, 50-sheet box } 7.00
" 14x60, " }
" 14x65, " }

Tinned Sheets

22x30 up to 24 gauge 7.50
" 26 " 8.00

IRON AND STEEL.

Common bar, per 100 lb. 2.00
Refractory 2.40
Hemphill Iron 2.40
Hoop steel, 17 to 5 in. base 2.50
Slight, shoe steel, " 2.10
Tie steel 2.50

Refractory machinery 3.00
Tie rail steel 2.85
Tie rail steel, per lb. 0.12
Tie rail steel, per lb. 0.14
Mottom's rail steel 0.12
Black Diamond and " B.C. 0.10
Tool steel 0.11
Chas. Leonard's tool steel 0.08
Jonas & Colver's tool steel 0.10
" " Air Hardening 0.70
Drill steel, per lb. 0.08

Russia Iron
Common 0.11
Imitation Dom Crown 0.06

STEEL BOILER PLATE

14 lb. 2.50
16 lb. 2.60
18 lb. 2.70
20 lb. 2.80

BLACK SHEETS.

10 and 16 gauge 2.55
18 gauge 2.60
20 " 2.60
22 to 24 gauge 2.70
26 " 2.80
28 " 2.90

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

All dull, 52 sheets 2.75
Half-polished 2.85
All bright 3.60

Galvanized Canada Plates
Ordinary Dom. Crown.
18x24x52 4.25 4.35
" 60 " 4.50 4.60
20x28x80 8.50 8.70
" 94 " 9.00 9.20

IRON PIPE.

Black pipe— Per 100 feet.
1 inch 3.00
1 1/2 " 3.25
2 " 3.50
2 1/2 " 3.75
3 " 4.00
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JOSEPH RODGERS & SONS

SHEFFIELD, ENGLAND.

Limited

Each blade of our Goods bears the exact mark here represented.

JAMES HUTTON & CO., MONTREAL

SOLE AGENTS
IN CANADA.

PUTTY.		
Bulk in bbls.	1 70	
Bulk in less quantity	1 95	
Bladders in bbls.	2 00	
Bladders in kegs, boxes or loose.	2 25	
25-lb. tins	2 25	
12½ lb. tins	2 50	
Bladders in bulk or tins less than 100 lb.	2 50	

VARNISHES.		
In 5-gal. lots.	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
rubbing	2 35	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak	1 10	1 25
Furniture, extra	0 90	1 00
No. 1	1 35	1 50
Hard oil finish	1 60	1 70
Light oil finish	1 75	2 00
Damar	2 40	2 50
Shellac, white	2 30	2 40
orange	1 10	1 20
Purpentine, brown japan	1 10	1 20
black japan	0 85	0 90
Elastilite varnish, 1 gal. can, each	2 00	
Granite floor finish, per gal.	2 75	
Maple Leaf coach enamels; size 1, \$1.20; size 2, 70c.; size 3, 40c. each.		
Sherwin-Williams' kopal varnish, assorted case, from to 1 gal., \$2.50.		

CANTOR OIL.		
British, 1st qual. in cases, per lb.	0 08½	0 09½
" " small lots	0 10	0 10½
COD OIL, ETC.		
Cod oil, per gal.	0 50	0 55
Pure olive		1 40
" neatfoot		0 90

GLUE.		
Common	0 08	0 09
French medal	0 10	0 14
White, extra	0 18	0 22
Gelatine	0 18	0 20
Strip	0 19	0 20
Coopers	0 12	0 16
Hutner		
Ground		
Cologne, genuine		

HARDWARE.

AMMUNITION.

Cartridges.		
B. B. Caps Dominion, 50 and 5 per cent.		
Rim Fire Pistol, discount 40 p.c., American.		
Rim Fire Cartridges, Dominion, 50 and 5 p.c.		
Central Fire Pistol and Rifle, 10 p.c., Amer.		
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.		
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent.		
Central Fire, Military and Sporting, American, add 5 per cent. to list. B. B. Caps, discount 40 per cent., American.		
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 per cent. advance on list.		
Brass Shot Shells, 55 per cent.		
Primers, Dom., 30 per cent.; American, \$1.50.		

Wads	per lb.
Best thick white felt wadding, in ½-bags	\$ 00
Best thick brown or grey felt wads, in ½-lb bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 25
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	...

Chemically prepared black edge grey cloth wads, in boxes of 250 each.		
Per M.		
11 and smaller gauge	0 60	
9 and 10 gauges	0 70	
7 and 8 "	0 90	
5 and 6 "	1 10	
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each.		
11 and smaller gauge	1 15	
9 and 10 gauges	1 40	
7 and 8 "	1 65	
5 and 6 "	1 90	

ADZES.		
Discount 20 per cent.		
ANVILS.		
Wright's, 80-lb. and over	0 10½	
Hay Budden, 80-lb. and over	0 08½	
Brook's, 80-lb. and over	0 11½	

AUGERS.		
Gilmour's, discount 65 and 5 per cent.	off list.	
AXES.		
Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit	10 00	13 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 50	10 00

AXLE GREASE.		
Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

BATH TUBS.		
Zinc		6 00
Copper, discount 20 per cent. off revised list.		

BATHS.		
Standard Enameled.		
5½-ft. rolled rim, 1st quality	23 00	
5½ " " 2nd	20 00	

BABBIT METAL.		
" Tandem," A	per lb.	0 27
" B	"	0 21
" C	"	0 11½
Frictionless Metal	"	0 23

Syracuse Smelting Works:		
Aluminum, genuine	0 45	
Government	0 44	
Tough	0 40	
Hard	0 40	
Dynamo	0 30	
Special	0 25	
Harmony	0 22	
Car Box	0 20	
Extra	0 15	

The Canada Metal Co.:		
Imperial, genuine	0 40	
Metallic	0 30	
Herules	0 20	
Star	0 15	
No. 1	0 12	
No. 2	0 10	
No. 3	0 06	
No. 4	0 05	

BELLS.		
Hand.		
Brass, 60 per cent.		
Nickel, 55 per cent.		
Cow.		
American make, discount 63½ per cent.		
Canadian, discount 45 and 50 per cent.		

Door.		
Gongs, Sargent's	5 50	8 00
Peterboro', discount 46 per cent.		
Farm.		
American, each	1 25	3 00

House.		
American, per lb.	0 35	0 40
BELLINGS.		
Hand, per doz	3 35	4 75
Moulders, per doz	7 50	10 00
Blacksmiths', discount 10 per cent.		

BELTING.		
Extra, 60 per cent.		
Standard, 60 and 10 per cent.		
No. 1, not wider than 6 in., 60, 10 and 10 per cent.		
Agricultural, not wider than 4 in., 75 per cent.		

BITS.		
Auger.		
Gilmour's, discount 60 and 5 per cent.		
Rockford, discount 50 and 10 per cent.		
Jennings' Gen., net list		
Car.		
Gilmour's, 47½ to 50 per cent.		

Expansive.		
Clark's, 40 per cent.		
Gimlet.		
Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.		
All sizes, per lb.	0 07½	0 12

BOLTS AND NUTS.		
Per cent.		
Carriage Bolts, common (\$1 list)	50	and 10
" full sq (\$2.40 list)	35	and 10
" Norway Iron (\$3 list)	55	and 10
Machine Bolts, all sizes	50, 5	and 10
Plough Bolts	50, 5	and 10
Blank Bolts	50, 5	and 10
Bolt Ends	50, 5	and 10
Sleigh Shoe Bolts	65, 5	and 10
Coach Screws, cone point	66½	and 10
Nuts, square, all sizes, 4c. per lb. off.		
Nuts, hexagon, all sizes, 4c. per lb. off.		
Stove Rods, per lb., 5½ to 6c.		

BOOT CALKS.		
Small and medium, ball	per M	4 25
Small heel	"	4 50

BRIGHT WIRE GOODS.		
Discount 62½ per cent.		

BROILERS.		
Light, discount 65 to 67½ per cent.		
Reversible, discount 65 to 67½ per cent.		
Vegetable, per doz., discount 52½ per cent.		
Hens, No. 8	6 00	
Hens, No. 9	7 00	
Queen City	7 50	

BUTCHERS' CLEAVERS.		
German	per doz.	6 00 11 00
American	"	12 00 20 00

BUTCHER KNIVES.		
Bailey's	per doz.	0 60 6 30

BUILDING PAPER, ETC.		
Tarred Felt, per 100 lb.		1 85
Ready roofing, 2-ply, not under 45 lb.		35 00
per roll		9 90
Ready roofing, 3-ply, not under 65 lb.		1 15
per roll		45 00
Heavy Straw Sheathing	per ton	50 00
Dry Sheathing	per roll, 400 sq. ft.	0 40
Tar	per 100	0 50
Dry Fibre	per 400	0 55
Tarred Fibre	per 400	0 65
Oil K & L	per 400	0 70
Rosin spread	per 400	0 45
Oil Sheathing	per 600	1 00
Oil	per 400	0 70
Roof Coating, in barrels	per gal.	0 17
Roof	small packages	0 25
Refined Tar	per barrel	5 00
Coal Tar	per barrel	4 00
Coal Tar, less than barrels	per gal.	0 15
Roofing Pitch	per 100 lb.	1 10

BULL RINGS.		
Copper, \$2.00 for 2½-inch. and \$1.90 for 2-inch.		

BUTTS.		
Wrought Brass, net revised list.		
Cast Iron.		
Loose Pin, discount 60 per cent.		

Wrought Steel.		
Fast Joint, discount 65, 10 and 2½ per cent.		
Loose Pin, discount 65, 10 and 2½ per cent.		
Berlin Bronzed, discount 70, 70 and 5 per cent.		
Gen. B. Bronzed	per pair	0 40 9 05

CARPET STRETCHERS.		
American	per doz	1 00 1 50
Bullard's	"	6 50

CASTORS.		
Bed, new list, discount 55 to 57½ per cent.		
Plate, discount 52½ to 57½ per cent.		

CATTLE LEADERS.		
Nos. 31 and 32	per gross	8 50 9 50

CHALK.		
Carpenters' Colored	per gross	0 45 0 75
White lump	per cwt	0 60 0 65
Red	"	0 05 0 06
Crayon	per gross	0 14 0 18

CHISELS.		
Socket, Framing and Firmer.		
Broad s, discount 60 and 10 per cent.		
Warnock's, discount 50 and 10 per cent.		
P. S. & W. Extra, discount 60 and 10 per cent.		

CHURN.		
Revolving Churns, metal frames	No. 0, \$8	
No. 1, \$8.50; No. 2, \$9.00; No. 3, \$10.00		
No. 4, \$12.00; No. 5, \$16.00 each		
wood frames, 20c. each less than the above		
Discounts: Factories, 50 and 30 per cent		
for 5, Ottawa, Kingston and Montreal, 40 and 15 per cent.		
Terms 4 months or 3 per cent. cash in 30 days.		
Churn frames, including bearings, levers, etc.		
Nos. 0, 1, 2 and 3, wood, \$2.40; and 4 and 5, \$2.65		
Metal frames, 25c. extra		
Discount 15 per cent., net 30 days.		

CLIPS.		
Axle, discount 65 per cent.		

CLOSETS.		
Plain York or Ontario Syphon Jet	Net.	\$9 60
Emb.		10 20
Fittings		1 00
Plain Simplex Syphon Jet		9 00
Emb.		7 30
Fittings		1 25
Low Down Elgin or Teutonic, plain		6 00
Low	emb.	6 50
Plain Richelieu		4 25
Emb.		4 50
Connections		1 25
Closet connection		1 25
Baskets, P.C., 14-in.		0 63
Baskets, oval, 17 x 14-in.		1 50
Baskets, " 19 x 15-in.		2 6c.

COMPASSES, DIVIDERS, ETC.		
American, discount 62½ to 65 per cent.		

CONDUCTOR PIPE.		
Plain or Corrugated.		
2-inch	per 100 feet	3 00
3 "	"	4 00
4 "	"	5 25
5 "	"	6 75
6 "	"	9 00

CRADLES, GRAIN.		
Canadian, discount 20 to 25 per cent.		

CROSSCUT SAW HANDLES.		
S. & D., No. 3	per pair	0 17½
S. & D., " 5	"	0 22½
S. & D., " 8	"	0 15
Boynton pattern	"	0 20

DOOL SPRINGS.		
Torrey's Rod (15 per doz.)		2 00
Coil	"	0 88 1 60
English	"	2 00 4 00

DRAW KNIVES.		
Coach and Wagon, discount 50 and 10 per cent.		
Carpenters' discount 60 and 10 per cent.		

"Same Quality as Last"

These are the words used by our old customers when ordering more goods, and their meaning is easily understood.

Our Building Papers, Roofing Felts and Wire Edged Ready Roofing are made to give satisfaction to the **User**, and those are the kind of goods the Dealer wants.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

DRILLS.			Fork.			KETTLES.			NAIL FULLERS.		
Hand and Breast			C. & B., discount 40 per cent., revised list.			Brass spun 7½ per cent. discount off new list.			German and American 1 75 50		
Millars Falls, per doz., net list.			Hoe.			Copper per lb. 0 30 0 50					
DRILL BITS.			C. & B., discount 40 per cent., revised list.			American, 60 and 10 to 65 and 5 per cent.			NAIL SETS.		
Morse, discount 37½ to 40 per cent.			Saw.			Lock, Canadian dis. 40 to 40 and 10 per cent.			Square, round and octagon,		
Standard, discount 50 and 5 to 55 per cent.			American per doz. 1 00 1 25			Cabinet, trunk and padlock,			per gross 3 38 4		
FAUCETS.			Plane.			American per gross 0 60			Diamond 1 00 2 0		
Common, cork-lined, discount 35 per cent.			American per gross 3 15 3 75			KNOBS.			POULTRY NETTING.		
SAVETROUGHS.			Hammer and Hatchet.			Door, japanned and N.P., per			2-in. Mesh, 19 w.g., dia. 60 per cent.		
10-inch per 100 ft. 10			Canadian, discount 40 per cent.			doz. 1 50 2 50			2-in. Mesh, 16 w.g. and heavier, 50 p.c.		
ELBOWS (stovepipe.)			Cross-Cut Saws.			Bronze, Berlin per doz. 2 75 3 25			OAKUM.		
and 6-inch, common per doz. 1 20			Canadian per pair 0 13½			Bronze, Genuine 6 00 9 00			U. S. Navy per 100 lb. 6 75		
Polished, 15c. per dozen extra 1 35			HANGERS.			Shutter, porcelain, F. & L.			Plumbers 3 00		
ESCUTCHEONS.			Steel barn door 5 85 6 00			screw per gross 1 30 4 00			OILERS.		
Discount 40 per cent.			Stearns, 4-inch 5 00			White door knobs per doz. 1 00			McClary & Model galvanized		
ESCUTCHEON PINS.			Lane's covered—			HAY KNIVES.			oil can, with pump, 5 gallon,		
Iron, discount 40 per cent.			No. 11, 5-foot run 8 40			Net prices.			per dozen 10 00		
FACTORY MILK CANS.			No. 11½, 10-foot run 10 80			LAMP WICKS.			Zinc and tin, discount 50, 50 and 10 per cent.		
Discount off revised list, 40 per cent.			No. 12, 10-foot run 12 60			Discount, 60 per cent.			Copper per doz. 1 25 3 50		
FILES AND RASPS.			No. 14, 15-foot run 21 00			LANTERNS.			Brass 1 50 3 50		
Great Western 70 and 10 per cent.			Lane's O.N.T. track, per foot 0 04½			Cold Blast per doz. 7 00			Malleable, discount 25 per cent		
Arcade 70 " "			HARVEST TOOLS.			No. 3, "Wright's" 8 50			GALVANIZED PAIRS.		
Kearney & Foot 70 " "			Discount 60 per cent.			Ordinary, with O burner 4 00			Dufferin pattern pails, discount 45 per cent		
Disston's 70 " "			HATCHETS.			Dashboard, cold blast 9 00			Flaring pattern, discount 45 per cent.		
American 70 " "			Canadian, discount 40 to 42½ per cent.			No. 0 5 75			Galvanized wash tubs, discount 45 per cent		
J. Barton Smith 70 " "			HAT ENAMEL.			LEMON SQUEEZERS.			PIECED WARE.		
McClellan 70 " "			Hen derson & Potts' "Anchor Brand"			Porcelain lined per doz. 2 20 5 60			Discount 40 per cent off list, June, 1899.		
Eagle 70 " "			HINGES.			Galvanized 1 87 3 85			10-qt. flaring sap buckets, discount 40 per cent.		
Nicholson, 60 and 10 to 60, 10 and 5			Blind, Parker's, discount 16½ per cent.			King, wood 2 75 2 90			6, 10 and 14-qt. flaring pails, dis. 40 per cent.		
Royal 70 to 75 "			Heavy T and strap, 4-in., per lb. 0 06½			King, glass 4 00 4 50			Creamer cans, discount 40 per cent.		
Globe 70 to 75 "			" " 5-in. 0 06			All glass 0 50 0 90			PICKS.		
Black Diamond, 60 and 10 to 60, 10 and 5 per cent.			" " 6-in. 0 05½			LINES.			Per dozen 6 00 9 00		
Jowett & English list, 25 to 27½ per cent.			" " 10-in. 0 05½			Fish per gross 1 05 2 50			PICTURE NAILS.		
Nicholson File Co.'s "Simplicity" file handle,			Light T and strap, discount 65 and 5 per cent.			Chalk 1 90 7 40			Porcelain head per gross 1 35 1 50		
per gross 85c. to \$1 50			Screw hook and hinge			LAWN MOWERS.			Brass head 0 40 1 00		
GLASS.			6 to 10 in. per 100 lb. 4 50			Woodyatt, 12-in. wheel 7 50			PICTURE WIRE.		
Window.			12 in. up 3 25			Star 5 50			Tin and gilt, discount 75 per cent.		
Box Price.			Spring per gro. pairs 10 50			Daisy 4 90			PINE TAR.		
Star			HOES.			Philadelphia, 12-in. wheel 6 50			½ pint in tins per gross 7 80		
Size United			Garden, Mortar, etc., discount 60 per cent.			Ontario, 14 25			1 " " 9 60		
Inches.			Planter per doz. 4 00 4 50			Discount, 50 per cent.			PLANES.		
Under 26			Discount 45 and 5 per cent.			Maxwell & Sons: 7 50 10 00			Wood bench, Canadian discount 40 per cent.,		
26 to 40			HOLLOW WARE.			9-in. 5 50 6 25			American discount 50 per cent.		
41 to 50			Discount 45 and 5 per cent.			Discount 50 per cent.			Wood, fancy Canadian or American, 37½ to		
51 to 60			HOOKS.			Canadian, 40 to 40 and 10 per cent.			40 per cent.		
61 to 70			Cast Iron.			Russell & Erwin per doz. 3 00 3 25			PLANE IRONS.		
71 to 80			Bird cage per doz. 0 50 1 10			Eagle, discount 30 per cent.			English per doz. 2 00 5 00		
81 to 90			Clothes line 0 27 0 63			Cabinet.			PLIERS AND NIPPERS.		
91 to 100			Harness 0 72 0 88			Padlocks.			Button's genuine, per doz. pairs, discount		
A discount of 25 per cent. is offered on			Hat and coat per gro. 1 00 3 00			English and Am. per doz. 0 50 6 00			37½ to 40 per cent.		
Double Diamond			Chandelier per doz. 0 50 1 00			Eagle, discount 20 to 25 per cent.			Button's imitation per doz. 5 00 9 00		
SAUCES.			Wrought Iron.			MACHINE SCREWS.			German 0 60 2 60		
Marking, Mortise, Etc.			Wrought hooks and staples, Canadian dis-			Iron and Brass.			PLUMBERS' BRASS GOODS.		
Stanley's, discount 50 to 55 per cent.			count 47½ per cent.			Flat head, discount 25 per cent.			Standard Compression work, dia. 60 per cent.		
Wire Gauges.			Wire.			Round head, discount 20 per cent.			"J.M.T." Cushion work, discount 50 per cent.		
Winns, Nos. 20 to 33 each 1 05 2 40			Hat and coat, discount 45 per cent.			Tinsmiths' per doz. 1 25 1 50			Fuller work, discount 65 per cent.		
HALTERS.			Belt per 1,000 0 60			Carpenters, hickory, " 1 25 3 75			6 dozen lots and over of the above, extra dis-		
Rope, 1-inch per gross 9 00			Screw, bright, discount 55 per cent.			Lignum Vitae 3 85 5 00			count 10 per cent.		
Rope, 1 to 1½ inch 14 00			HORSE SHOES.			Caulking, each 0 60 2 00			Lever handle Stops and Waste, discount 60		
Leather, 1-inch per doz. 3 87 4 00			"C" brand, 40, 10 and 7½ per cent. off list { Oval			Canadian per doz. 5 50 6 50			per cent. With, in lots of 2 dozen and over		
Leather, 1½ " 5 17 5 20			"M" brand, 55, per cent. { head			MATTOCKS.			an extra discount of 10 per cent.		
Web 1 87 2 45			Countersunk, 55 per cent.			American per doz. 5 50 6 50			"J.M.T." Globe, Angle and Check Valves,		
HAMMERS.			"Monarch," 50 and 7½ per cent.			MEAT CUTTERS.			discount 55 per cent.		
Nail			Peerless, 50 per cent. dis.			American, discount 33½ per cent.			Standard Globe, Angle and Check Valves,		
Maydole's, discount 5 to 10 per cent. Canadian			F.O.B. Montreal			German, 15 per cent.			discount 60 per cent.		
discount 25 to 27½ per cent.			No. 2 No. 1			Gem each 1 15			"J.M.T." Radiator Valves discount 55 per		
TACK.			and larger, smaller.			MILK CAN TRIMMINGS.			cent.		
Magnetic per doz. 1 10 1 20			Iron Shoes.			Discount 25 per cent.			Standard Radiator Valves, discount 60 per		
Sl. ge. 14 00			Light, medium and heavy 3 65 3 90			NAILS.			cent.		
Canadian per lb. 0 07½ 0 09½			Snow shoes 3 90 4 15			Cut. Wire.			Patent Quick-Opening Valves, discount 65		
Ball Peen.			Steel Shoes.			2d and 3d 3 45 3 45			per cent.		
English and Canadian, per lb. 0 22 0 25			N.L. sizes 1 to 5 5 35			3d and 4d 3 10 3 12			No. 1 compression bath co-k net 2 00		
HANDLES.			Light, No. 2 and larger 3 80			4d and 5d 2 85 2 95			No. 4 " " " " " " " " 2 00		
Axe, 2nd growth, per doz. net 3 00 4 00			Featherweight, all sizes 0 to 4 5 35			6d and 7d 2 75 2 80			No. 7 Fuller's " " " " 2 20		
Sore door per doz. 1 00 1 50			To weight, all sizes 1 to 4 6 60			8d and 9d 2 60 2 60			No. 4½ " " " " " " " " 2 35		
JAPANESE WARE.			JAPANESE WARE.			10 and 12d 2 55 2 55			Patent Compression Cushion, basin		
Discount and 5 per cent. off list, June 1899			Discount and 5 per cent. off list, June 1899			16 and 18d 2 50 2 50			cock, hot and cold per doz. 15 06		
ICE PICKS.			ICE PICKS.			30, 40 and 60d (case) 2 45 2 45			Patent Compression Cushion, bath		
Star per doz. 00 3 25			Star per doz. 00 3 25			Cut nails in cartons 5c. less			Square head brass cocks, discount 55 per cent		
Miscellaneous wire nails, discount 75 per cent.			Miscellaneous wire nails, discount 75 per cent.			Wire nails in cartons are \$2.40.			" " " " " " " " 50 to 60 "		
Coopers' nails, discount 30 per cent.			Coopers' nails, discount 30 per cent.			Steel cut nails 10c. extra			Competition Globe, Angle and Check Valve		

U. M. C. AMMUNITION

for big game shooting is half sold before it is offered by the retailer. This is due to the long-standing reputation and the thorough advertising behind it.

U. M. C. IS EASY TO SELL.

NEW CATALOGUE.

The Union Metallic Cartridge Co.

AGENCY, 313 BROADWAY, N.Y.

FACTORY, BRIDGEPORT, CONN.

DEPOT, SAN FRANCISCO, CAL.

PRESSED SPIKES.

Discount 20 per cent.

PULLEYS.		
Hothouse.....per doz.	0 55	1 00
Axle.....	0 22	0 33
Screw.....	0 27	1 00
Awning.....	0 35	2 50

PUMPS.		
Canadian cistern.....	1 80	3 60
Canadian pitcher spout.....	1 40	2 10

PUNCHES.		
Saddler's.....per doz.	1 00	1 85
Conductor's.....	9 00	15 00
Finner's, solid.....per set.	0 72	
" hollow.....per inch	1 00	

RANGE BOILERS.		
Dominion, 30 gallon.....net	5 50	
" 35.....	6 50	
" 40.....	7 50	
Ronald's Galvanized, 30 gallon,	7 40	
" 35.....	8 40	
" 40.....	9 60	
Copper, 30 gallon.....	22 00	
" 35.....	24 00	
" 40.....	28 00	

Discount off copper boilers 15 per cent.

RAKES.		
Wood.....per doz. net	1 20	up.

RAZORS.		
Elliot's.....per doz.	4 00	18 00
Geo. Butler's & Co.'s.....	4 00	18 00
Boker's.....	7 50	11 00
" King Cutter.....	12 50	15 00
Wade & Butcher's.....	3 60	10 00
Theile & Quack's.....	7 00	12 00
Bailey's.....	6 00	12 00
Bailey's Brautford.....	10 00	11 00
Carlo Magnetic.....	15 00	
Griffon Barber's Favorite.....	10 75	
Griffon No. 65.....	13 00	
Griffon Safety Razors.....	13 50	
Griffon Stropping Machines.....	13 50	
Lewis Bros. "Klean Kutter.....	8 50	10 50

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60 and 10 per cent.	
Iron Burrs, discount 55 per cent.	
Extras on Iron Rivets in 1-lb. cartons, 1c. per lb.	
Extras on Iron Rivets in 1-lb. cartons, 1c. per lb.	
Copper Rivets, with usual proportion burrs, 45 per cent. discount. Cartons, 1c. per lb. extra, net.	
Copper Burrs only, discount 30 and 10 per cent. Extras on Tinned or Coppered Rivets, 1-lb. cartons, 1c. per lb.	

RIVET SETS.

Canadian, discount 35 to 37 1/2 per cent.

ROPE, ETC.

Sisal.....	0 11 1/2
Pure Manila.....	0 14 1/2
" British " Manila.....	0 12
Cotton, 3-16 inch and larger.....	0 16
" 5-32 inch.....	0 21
" 1/2 inch.....	0 22
Russia Deep Sea.....	0 15
Jute.....	0 08
Lath Yarn, single.....	0 11
" double.....	0 11 1/2
Sisal bed cord, 48 feet.....per doz.	0 65
" 60 feet.....	0 80
" 72 feet.....	0 95

RULES.

Boxwood, discount 55 per cent.

Ivory, discount 37 1/2 to 40 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished.....per set 0 70

No. 50, nickel-plated, " 0 80

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent.

Emery, discount 40 per cent.

Garnet (Rurton's), 5 to 10 per cent. advance on list.

SAP SPOUTS.

Bronzed iron with hooks.....per 1,000 9 50

SAWS.

Hand, Disston's, discount 12 1/2 per cent.	
S. & D., discount 40 per cent.	
Crosscut, Disston's.....per foot	0 35 0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.	
Hack, complete.....each	0 75 2 75
" frame only.....	0

SASH WEIGHTS.		
Sectional.....per 100 lb.	2 25	
Solid.....	1 75	

SASH CORD.		
Per lb.....	0 22	0 22

SAW SETS.		
Lincoln and Whiting.....	4 75	
Hand Sets, No. 1 Woodyatt (Morrill).....	4 25	
X-Cut Sets, No. 3 Woodyatt (Morrill).....	9 50	

SCALES.

Gurney Standard, 40 per cent.	
Gurney Champion, 50 per cent.	
Burrow, Stewart & Milne—	
Imperial Standard, discount 40 per cent.	
Weigh Beams, discount 35 per cent.	
Champion Scales, discount 50 per cent.	
Fairbanks standard, discount 35 per cent.	
" Dominion, discount 55 per cent.	
Richelieu, discount 55 per cent.	
Warren's new Standard, discount 40 per cent.	
" Champion, discount 50 per cent.	
" Weighbeams, discount 35 per cent.	

SCREW DRIVERS.

Sargent's.....per doz. 0 65 1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz.	6 80
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style.....per doz.	7 00
Common doors, 2 or 3 panel, in natural colors, oil finish.....per doz.	8 15
3-in. style 20c. per dozen less.	

SCREWS.

Wood, F. H., bright and steel, discount 87 1/2 per cent.	
Wood, R. H., bright, dis. 82 1/2 per cent.	
" F. H., brass, dis. 80 per cent.	
" R. H., dis. 75 per cent.	
" F. H., bronze, dis. 75 per cent.	
" R. H., dis. 70 per cent.	
Drive Screws, dis. 87 1/2 per cent.	
Bench, wood.....per doz.	3 25 4 00
" iron.....	4 25 5 00
Set, case hardened, dis. 60 per cent.	
Square Cap, dis. 50 and 5 per cent.	
Hexagon Cap, dis. 45 per cent.	

SCYTHES.

Per doz. net.....6 00 9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Bailey Cutlery Co., full nickeled, discount 24 per cent.	
Bailey Cutlery, Japan Handles, discount 67 1/2 per cent.	
Seymour's, discount 50 and 10 per cent.	

SHOVELS AND SPADEN.

Canadian, discount 45 per cent.

SINKS.

Cast iron, 16 x 24.....	0 85
" 18 x 30.....	1 00
" 18 x 36.....	1 40

SNAPS.

Harness, German, discount 25 per cent.

Lock, Andrews.....4 50 11 50

SOLDERING IRONS.

1, 1 1/2-lb.....per lb. 37

2-lb. or over.....0 34

SQUARES.

Iron, No. 493.....per doz. 2 40 2 55

No. 494.....3 25 3 40

Steel, discount 60 to 60 and 5 per cent.

Try and Bevel, discount 50 to 52 1/2 per cent.

STAMPED WARE.

Plain, discount 75 and 12 1/2 per cent. off revised list.

Retinned, discount 75 per cent. off revised list.

STAPLES.

Galvanized.....	3 25	3 50
Plain.....	2 90	3 15
Coopers, discount 45 per cent.		
Poultry netting staples, discount 40 per cent.		

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita.....per lb.	0 28	0 60
Hindostan.....	0 06	0 07
" slip.....	0 09	0 09
Labrador.....	0 13	
" Axe.....	0 15	
Turkey.....	0 50	
Arkansas.....	1 50	
Water-of-Ayr.....	0 10	
Scythe.....per gross	3 50	5 00
Grind, 2-in., 40 to 200 lb., per ton	25 00	
" under 40 lb.....	28 00	
" under 2 in. thick.....	29 00	

STOVEPIPES.

5 and 6 inch, per 100 lengths.....7 00

7 inch.....7 50

ENAMELINE STOVE POLISH.

No. 4, 3 doz. in case, net cash.....4 80

No. 6, 3 doz. in case.....8 40

TACKS, BRADS, ETC.

Carpet tacks, blued.....	80 and 15
" " tinned.....	80 and 20
" " (in kegs).....	40
Cut tacks, blued, in dozens only	80
" weights.....	60
Swedes cut tacks, blued and tinned	80 and 10
In bulk.....	75
In dozens.....	75
Swedes, upholsterers, bulk.....	85, 12 1/2 and 12 1/2
" brush, blued and tinned	70
Swedes, gimp, blued, tinned and japanned.....	75 and 12 1/2
Zinc tacks.....	35
Leather carpet tacks.....	50
Copper tacks.....	52 1/2
Copper nails.....	65 and 5
Trunk nails, tinned.....	65 and 10
Clout nails, blued.....	65 and 5
Chair nails.....	35
Patent brads.....	40
Fine finishing.....	40
Lining tacks, in bulk.....	15
" " solid heads, in bulk	75
Saddle nails, in papers.....	10
" in bulk.....	15
Tufting buttons, 22 line, in dozens only.....	60
Zinc glaziers' points.....	5
Double pointed tacks, papers.....	50 and 10
" bulk.....	40
Clinch and duck rivets.....	45

TAPE LINES.

English, ass skin.....per doz.	2 75	5 00
English, Patent Leather.....	5 50	9 75
Chesterman's.....each	0 90	2 85
steel.....	0 80	8 00

TINNERS' SNIPS.

Bailey's, discount 25 per cent.

THERMOMETERS.

Tin case and dairy, discount 75 to 75 and 10 per cent.

TRAPS (steel).

Game, Newhouse, discount 25 per cent.

Game, H. & N. P. S. & W., 65 per cent.

Game, steel, 72 1/2, 75 per cent.

TROWELS.

Disston's, discount 10 per cent.

German.....per doz. 4 75 6 00

S. & D., discount 35 per cent.

TWINES.

Bag, Russian.....per lb. 0 27

Wrapping, cotton, 3-ply.....0 19

" 4-ply.....0 23

Mattress.....per lb. 0 33 0 45

Staging.....0 27 0 35

VISES.

Wright's.....0 13 1/2

Brook's.....0 12 1/2

Pipe Vise, Hinge, No. 1.....3 50

No. 2.....5 50

Saw Vise.....4 50 9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White discount 50 per cent.
Diamond, Famous, Premier, discount 50 and 10 per cent.
Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.

WIRE.

Smooth Steel Wire.		
No. 0-9 gauge.....	\$2 50	
" 10.....	6c extra	
" 11.....	12c "	
" 12.....	20c "	
" 13.....	30c "	
" 14.....	40c "	
" 15.....	55c "	
" 16.....	70c "	

Add 60c. for coppering and 82 for tinning.
Extra net per 100 lb.—Oiled wire 10c., spring wire \$1 25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) \$1 25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in 1/2-lb. hanks 75c., in 1/4-lb. hanks \$1.

Fine Steel Wire, discount 25 per cent.
List of extras: In 100-lb. lots: No. 17, \$5 No. 18, \$5 50 No. 19, \$6 No. 20, \$6 45 No. 21, \$7 No. 22, \$7 30 No. 23, \$7 65 No. 24, \$8 No. 25, \$9 No. 26, \$9 50 No. 27, \$10 No. 28, \$11 No. 29, \$12 No. 30, \$13 No. 31, \$14 No. 32, \$15 No. 33, \$16 No. 34, \$17. Extras net—tinned wire, Nos. 17-25, \$2—Nos. 26-31, \$4—Nos. 32-34, 36c. Coppered, 36c. Coiling, 10c. on 25-lb. bundles, 15c. on 5 and 10-lb. bundles, 25c. in 1-lb. hanks, 25c. in 1/2-lb. hanks, 35c. in 1/4-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c.

Brass wire, discount 60 per cent. off the list.
Copper wire, discount 60 per cent. net cash 30 days, f.o.b. factory.
Galvanized wire, per 100 lb.—Nos. 4 and 5, \$3 70 to \$3 90—Nos. 6, 7, 8, \$3 15 to \$3 35—No. 9, \$2 50—No. 10, \$3 20 to \$3 40—No. 11, \$3 25 to \$3 45—No. 12, \$2 65—No. 13, \$2 75—No. 14, \$3 75 to \$3 95—No. 15, \$4 30 No. 16, \$4 30 Base sizes, Nos. 6 to 9, \$2 75 f.o.b. Cleveland. In carlots 12c. less.
Clothes Line Wire, regular 7 strand, No. 17, \$4 65; No. 18, \$2 90; No. 19, \$2 60. Hollow 6 strand, No. 17, \$4 30; No. 18, \$2 70; No. 19, \$2 35; No. 20, \$2 10. f.o.b. Hamilton, Toronto, Montreal \$2 30, f.o.b. Hamilton.

WIRE FENCING.

Galvanized barb.....	2 80
Galvanized, plain twist.....	2 90
Galvanized barb, f.o.b. Cleveland, 82 1/2c. in less than carlots, and \$2 45 in carlots.	

COILED SPRING WIRE.

High Carbon, No. 9.....	\$2 75
" No. 11.....	3 40
" No. 12.....	2 95

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net.....1 50

Terms, 3 per cent. off 30 days.

WASTE COTTON.

Colored.....per lb. 0

White.....0 02

WRENCHES.

Acme, discount 35 to 37 1/2 per cent.

Agricultural, discount 60 per cent.

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 K. W. H. & Co., Toronto
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Ives Hatches, Scythes, etc.

American Ave and Tool Co., Montreal
 D. W. H. & Co., Montreal
 Canadian Metal Co., Toronto
 Canadian Metal Co., Montreal and Toronto
 Canadian Metal Co., Montreal
 Canadian Metal Co., Montreal

Barriers, Solicitors, etc

Amos, D. & Co., Montreal
 Amos, D. & Co., Montreal
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Belting, Hose, etc.

Canadian Rubber Co., Montreal and Toronto
 Canadian Rubber Co., Montreal and Toronto
 Canadian Rubber Co., Montreal and Toronto
 Canadian Rubber Co., Montreal and Toronto
 Canadian Rubber Co., Montreal and Toronto
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Brass Trimmings and Novelties

Nicholson, J. & Co., Birmingham, Eng.

Buffalo Robes.

Berlin Robe & Clothing Co., Berlin, Ont.

Carriage and Waggon Accessories.

Warrick, James, & Co., Galt, Ont.

Carpenters' and Builders' Tools and Supplies.

Adams, E. C. & Co., Indianapolis, Ind.
 Adams, E. C. & Co., Indianapolis, Ind.
 Adams, E. C. & Co., Indianapolis, Ind.
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 Adams, E. C. & Co., Indianapolis, Ind.

Cash Registers.

Hallwood Cash Register Co., Toronto

Churns.

Maxwell, David, & Sons, St. Marys.

Clippers—All Kinds.

American Shearer Mfg. Co., Nashua, N.H.

Cordage.

Canadian Cordage and Mfg. Co., Peterborough, Ont.
 Canadian Cordage and Mfg. Co., Peterborough, Ont.
 Canadian Cordage and Mfg. Co., Peterborough, Ont.
 Canadian Cordage and Mfg. Co., Peterborough, Ont.
 Canadian Cordage and Mfg. Co., Peterborough, Ont.
 Canadian Cordage and Mfg. Co., Peterborough, Ont.

Corundum.

Canada Corundum Co., Toronto

Cutlery.

Baker Cutlery Co., Bradford, Ont.
 Baker Cutlery Co., Bradford, Ont.
 Baker Cutlery Co., Bradford, Ont.
 Baker Cutlery Co., Bradford, Ont.
 Baker Cutlery Co., Bradford, Ont.
 Baker Cutlery Co., Bradford, Ont.

Educational.

Canadian Coll. College, Toronto
 Canadian Coll. College, Toronto
 Canadian Coll. College, Toronto
 Canadian Coll. College, Toronto
 Canadian Coll. College, Toronto
 Canadian Coll. College, Toronto

Electric Plating.

Sutherland, P., Toronto

Engravers.

Legg Bros., Toronto

Files and Rasps

Barnett Co., G. & H., Philadelphia, Pa.
 Barnett Co., G. & H., Philadelphia, Pa.
 Barnett Co., G. & H., Philadelphia, Pa.
 Barnett Co., G. & H., Philadelphia, Pa.
 Barnett Co., G. & H., Philadelphia, Pa.
 Barnett Co., G. & H., Philadelphia, Pa.

Financial Institutions

Bank of Montreal

Food Choppers

Lewis, Rice, & Son, Toronto
 Russell & Erwin Mfg. Co., New Britain, Conn.

Hardware Specialties.

Erie Specialty Co., Erie, Pa.
 Mast, J. M., Mfg. Co., Litzitz, Pa.

Horse Blankets and Carriage Rugs

Trees, Samuel, & Co., Toronto.

Horseshoe Pads.

Dunlop Tire Co., Toronto.

Ice Cutting Tools.

Donaldson, Robt., & Sons, Montreal.
 North Bros. Mfg. Co., Philadelphia, Pa.

Iron Pipe.

Page-Hersey Iron and Tube Co., Guelph

Iron Pumps

McDougall, R. Co., Galt, Ont.

Lanterns.

Wright, E. T., & Co., Hamilton

Lawn Mowers.

Maxwell, David, & Sons, St. Marys, Ont.

Ledgers and Office Systems

Briggs Ledger System Co., Toronto
 Hart & Riddell, Toronto.

Lumbermen's Supplies.

Howland, H. S., Sons & Co., Toronto

Machinery.

Canada Foundry Co., Toronto.
 Crosby, G. A., & Co., Sarnia, Ont.
 Dodge Mfg. Co., Toronto.
 Empire Machine and Metal Stamping Co., Toronto
 Fairbanks Co., Montreal and Toronto.
 Jardine, A. B., & Co., Hespeler, Ont.
 Kay Electric Dynamo and Motor Co., Toronto.
 Kerr Engine Co., Walkerville, Ont.
 Morrow Machine Screw Co., Ingersoll, Ont.

Ontario Wind Engine and Pump Co., Toronto
 Standard Metal Strap Co., New York

Mantels.

Batty Stove and Hardware Co., Toronto

Manufacturers' Agent.

Gibb, Alexander, Montreal

Metals.

American Sheet Steel Co., New York
 Canada Iron Furnace Co., Midland, Ont.
 Crooks, Robert, & Co., London, E.C.
 Deseronto Iron Co., Deseronto, Ont.
 Frankel Bros., Toronto.
 Hope, Adam, & Co., Hamilton, Ont.
 Leslie, A. C., & Co., Montreal
 London Rolling Mill Co., London, Ont.
 Lysaght, John, Bristol, Eng.
 Nova Scotia Steel and Coal Co., New Glasgow, N.S.
 Samuel, M. & L., Benjamin & Co., Toronto, Ont.
 Thomson, B. & S. H. & Co., Montreal

Metal Polish, Emery Cloth, etc.

Falkner, H. F., Toronto.

Oakey, John, & Sons, London, Eng.

Milk Cans and Trimmings.

McClary Mfg. Co., London, Ont.
 Kemp Mfg. Co., Toronto.
 Davidson, Thos., Mfg. Co., Montreal

Office Stationery.

Weese, G. A. & Son, Toronto.

Paints, Oils and Glass.

Alabastine Co., Paris, Ont.
 Canada Linseed Oil Mills, Montreal.
 Canada Paint Co., Montreal.
 Consolidated Plate Glass Co., Toronto.
 Dods, P. D., & Co., Montreal.
 Francis-Frost Co., Toronto.
 Globe Paint Co., Toronto.
 Henderson & Potts, Montreal.
 Jamieson, R. C., & Co., Montreal.
 McCaskill, Dougall & Co., Montreal.
 Queen City Oil Co., Toronto.
 Ramsay & Son, Montreal.
 Sherwin-Williams Co., Montreal.
 Standard Paint and Varnish Works, Windsor, Ont.

Plumbers' and Steam-Fitters' Supplies.

Empire Mfg. Co., London, Ont.
 Morrison, Jas., Brass Mfg. Co., Toronto.

Portland Cement.

Brenner, Alex., Montreal.
 Grey and Bruce Portland Cement Co., Owen Sound.
 Hanover Portland Cement Co., Hanover, Ont.
 Hyde, F., & Co., Montreal.
 Sun Portland Cement Co., Owen Sound.

Radiators, Furnaces, Stoves, Tinware, etc.

Adams Co., Dubuque, Iowa.
 Dominion Radiator Co., Toronto, Ont.
 Gurney Foundry Co., Toronto.
 Lamplough, F. W., & Co., Montreal.
 Sterne, G. F., Brantford, Ont.
 Stewart, Jas., Mfg. Co., Woodstock, Ont.
 United States Register Co., Battle Creek, Mich.
 Western Foundry Co., Wingham.

Roofing Supplies

Lockerby & McComb, Montreal.

Paterson Mfg. Co., Toronto & Montreal
 Metallic Roofing Co., Toronto.

Sales.

Ford & Featherstone, Hamilton

Taylor, J. & J., Toronto

Screws, Bolts, Etc

Canada Screw Co., Hamilton

Sewer pipes

Canadian Sewer Pipe Co., Hamilton and Toronto.
 Hyde, F., & Co., Montreal.

Shelf Boxes.

Bennett Mfg. Co., Pickering, Ont.

Silver-Plated Ware.

Howland, H. S., Sons & Co., Toronto
 Lewis, Rice, & Sons, Toronto
 Ontario Silver Co., Niagara Falls.
 Toronto Silver Plate Co., Toronto

Sporting Goods.

Baker, Henry, Montreal.
 Hamilton Rifle Co., Plymouth, Mich.
 Harrington & Richardson Arms Co., Worcester, Mass.
 Iver Johnson's Arms and Cycle Works, Fitchburg, Mass.
 Stevens Arms and Tool Co., Chicopee Falls, Mass.
 Union Metallic Cartridge Co., Bridgeport, Conn.

Steel Rails.

Sessenwein Bros., Montreal.

Stencils.

Hamilton Stamp and Stencil Works, Hamilton, Ont.

Store and House Lighting

Aner Light Co., Montreal.
 Grose, Walter, Montreal.
 Morrison, Jas., Brass Mfg. Co., Toronto

Telephones.

Bell Telephone Co. of Canada

Toasters

Fairgrieve Mfg. Co., Toronto.
 Harkins & Willis, Ann Arbor, Mich.

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Coltart & Cameron, Winnipeg.

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Connor, J. H., & Son, Ottawa, Can.
 Downsell Mfg. Co., Hamilton, Ont.
 Taylor-Forbes Co., Guelph, Ont.

Wholesale Hardware.

Birkett, Thos., & Sons Co., Ottawa.
 Howland, H. S., Sons & Co., Toronto.
 Lewis Bros. & Co., Montreal.
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 Dennis Wire and Iron Co., London, Ont.
 Dominion Wire Mfg. Co., Montreal and Toronto.
 Greening, B., Wire Co., Hamilton.
 Meadows, Geo. B., Co., Toronto.
 Oneida Community, Niagara Falls.

Wrapping Papers.

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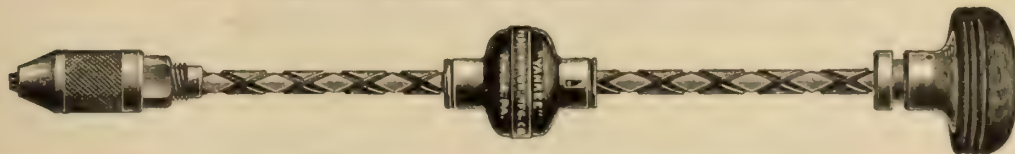
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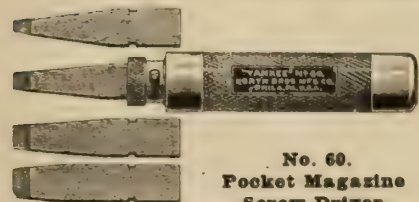
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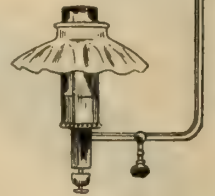
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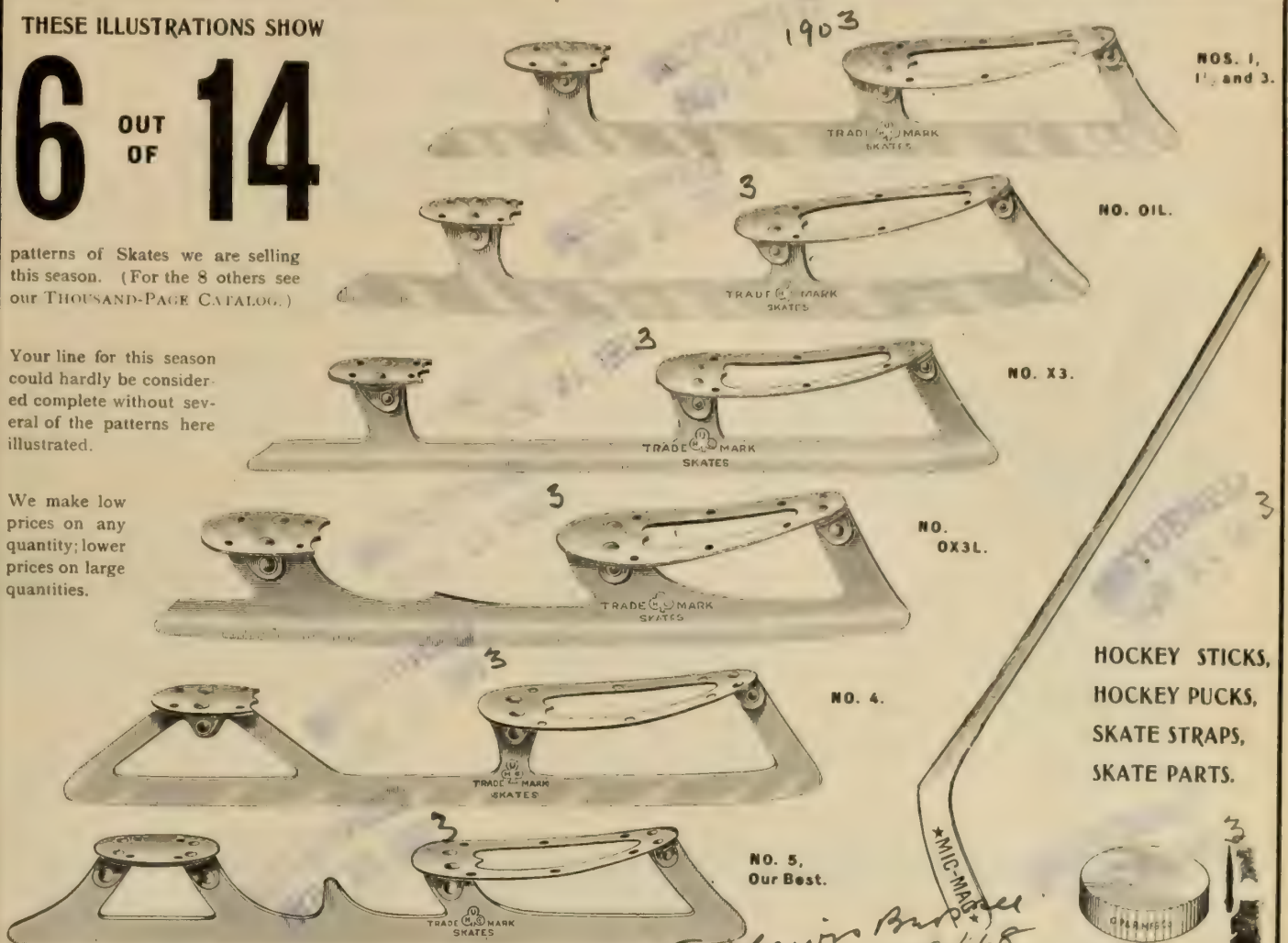
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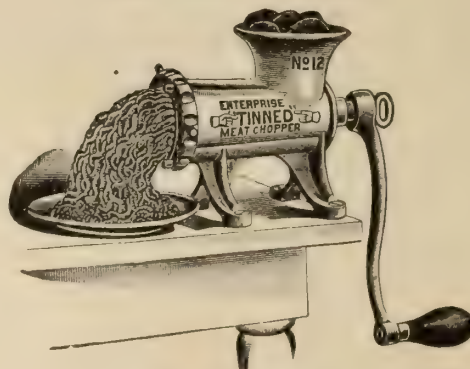
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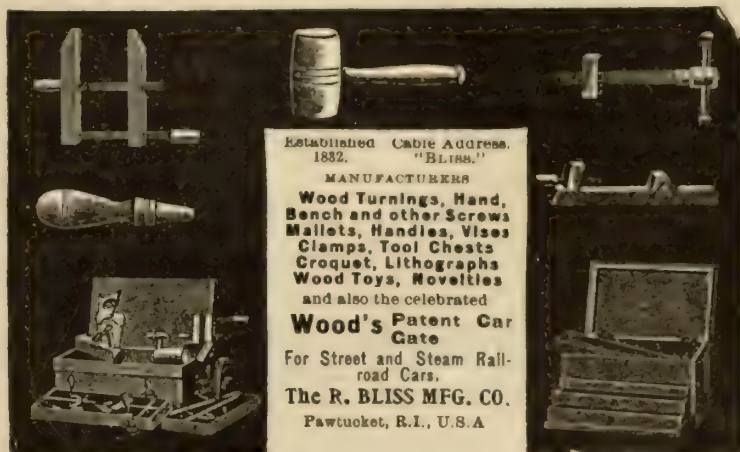
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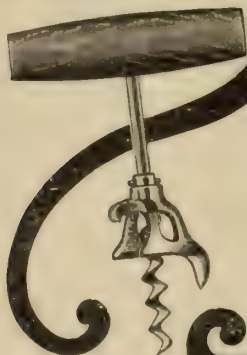
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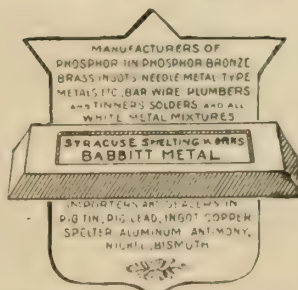
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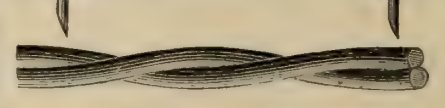
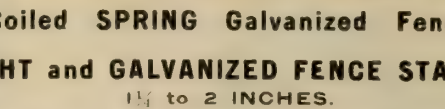

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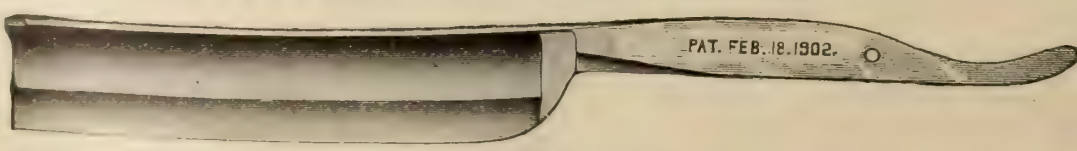
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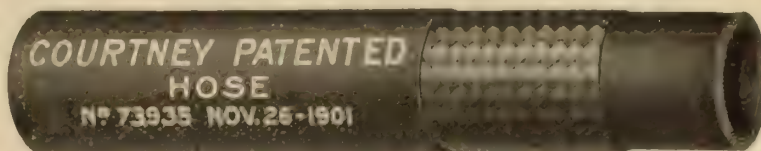
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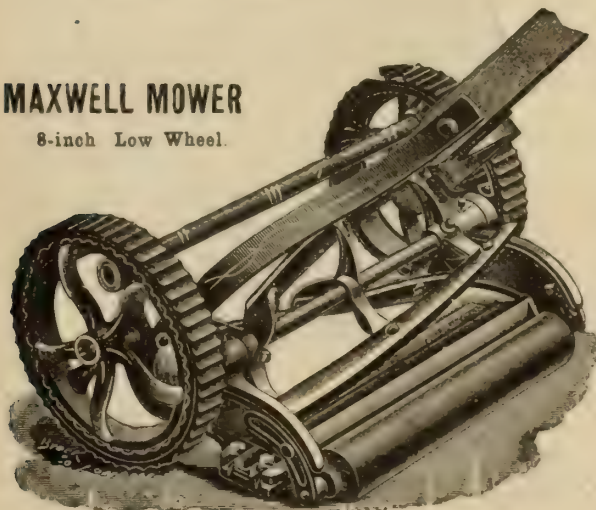
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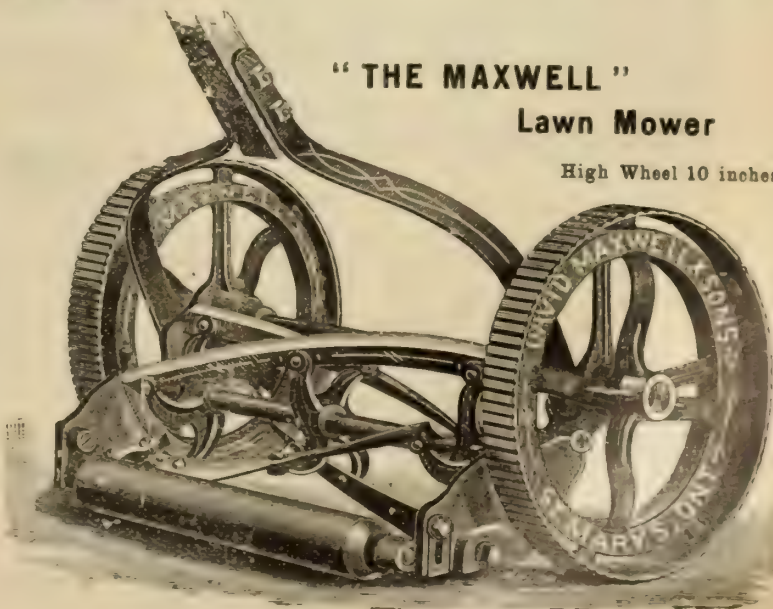
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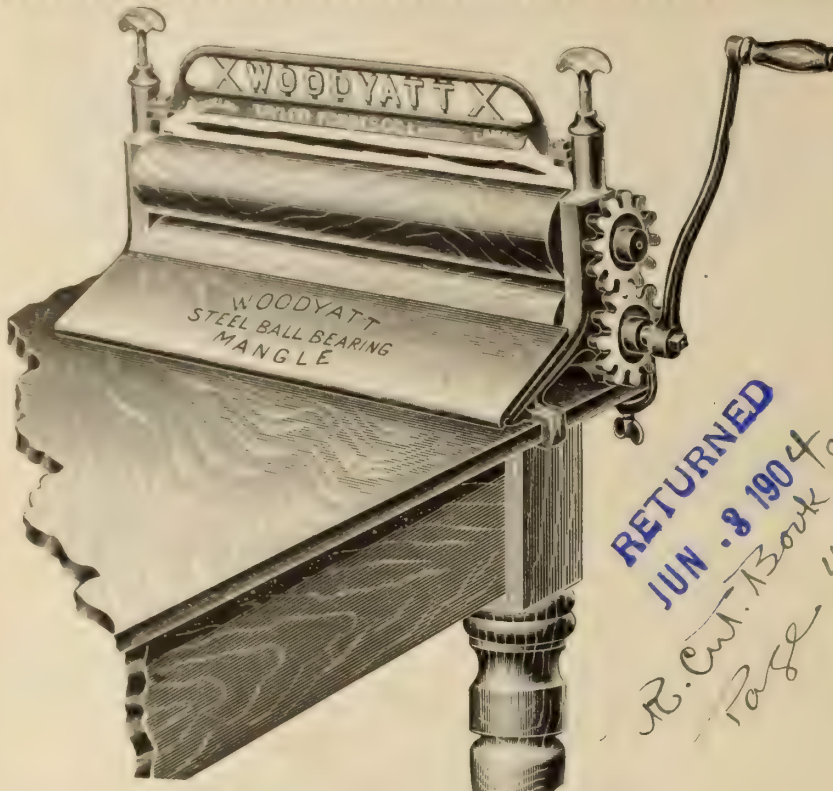


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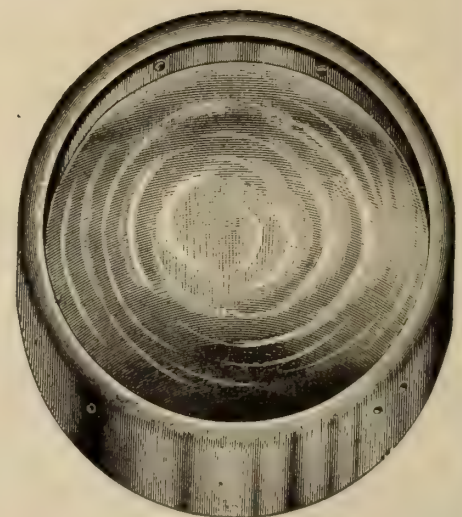
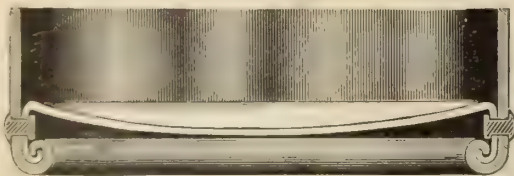
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THE MANUFACTURERS AND THE GREAT WEST

A Symposium of Some
of Their Impressions
Gathered During Their
Recent Trip to the
Pacific Coast.

(Continued from last issue.)

IN the last two issues of "Hardware and Metal" two pages have been devoted to the impressions of the Great West as received by some of the gentlemen who crossed the continent with the Canadian Manufacturers' Association. In this issue these impressions are continued. The questions submitted to the excursionists by "Hardware and Metal" were as follows:

QUESTIONS SUBMITTED.

FIRST—What most impressed you from a business standpoint during your trip through the Great West to the Pacific Coast?

SECOND—What is your opinion in regard to the future of Manitoba and British Columbia as manufacturing centres?

THIRD—In what way can manufacturers of the east secure a larger share of the trade of the Great West, that now goes to the manufacturing firms in the United States?

FOURTH—How can business men in the east best assist the people of Manitoba, the Territories and British Columbia in developing the natural resources of their respective parts of the country?

S. D. Joubert, of H. Lamontagne & Cie., Montreal.

First. What impressed me most is the great future for business we people of the east have in Manitoba and the Northwest Territories, but at the present time, with their small population, the placing of goods by manufacturers and jobbers is overdone, hence the keen competition which results in reducing the legitimate profits that a manufacturer must make, and is not in accordance with the heavy travelling expenses. As for British Columbia, better leave it alone for the present.

Second. I consider that there is no advantage whatever for manufacturing establishments in the West for ten or twelve years to come. Let it be an absolutely grain-producing country, so that the farmers' sons may not be tempted to leave the beautiful fields for the smoky cities.

Third. By getting cheaper transportation rates, and keeping their goods constantly on the market, and doing all in their power to improve in quality and finish.

Fourth. I leave this question in better hands than mine, but would say that a G.T.P. road would bring a wonderful result in the development of all that western country.

John Bertram, of The John Bertram & Sons Co., Limited, Dundas.

Regarding your first question I may state that going over the ground twelve years ago gives me more advantage than if it had been a first trip. Taking the Great West as a whole the progress all along the line is unmistakable. This is evidenced by the great growth of all the business centres, particularly Winnipeg, Portage la Prairie, Brandon, Calgary and Edmonton, and others, while Vancouver has tripled itself since I saw it in 1891. This means that back of all these growing centres there is an immensely increasing productive element, and business men seem to be pushed to the utmost to cope with the rapid increase.

Regarding your second question, I think that for some time the Prairie Provinces will not manufacture the great staples needed, such as harvesting machinery, but I find at Winnipeg and other centres some very fine machine shops, well equipped for light and heavy structural work, as well

as for repair of engines and harvesting machinery. But I find, regarding Vancouver and Victoria, some live companies going largely into steamboat building and marine repairs, and as a large amount of machinery for these is being made in Britain, I could see plainly that in the course of a few years nearly the whole of these boats will be made in the above ports and cite the case of the C.P.R. steamer "Princess Victoria," with engines of 6,000 horse power, and able to attain a speed of twenty-three miles per hour. The engines for this steamer were built at Newcastle, England, and the boat at the coast, and to handle the machinery, plants had to be used nearly reaching the manufacturing point.

Regarding your third question, I may say that we saw a great deal of American harvesting machinery, but this will soon right itself, as the importing firms are now building extensive works at Hamilton and elsewhere, which will insure to Canada this large internal trade, but I think that a higher duty would have more quickly emphasized the location of American industries here.

As to your fourth question, I am not prepared to give a detailed answer, but only state that the business men in the east stuck loyally to the first inception of railway communication from ocean to ocean, which, to a certain extent, made the West what it is to-day, and I have no doubt that they will do their part in the present railways now projected and building across the northern part of the continent. There is one point which might be enlarged upon, and that is the large amount of American silver in circulation in the Northwest and British Columbia. These pewter cartwheels were everywhere and suggested to our tourists the necessity of buckskin pockets to take change. What the cause is for this influx it is for the financial men to say.

Just another word outside of your questions, and that is that the tourists on the manufacturers' train were received with open arms and a hospitality they were not prepared for in every city and town, and handshaking was the order of the day as old friends met.

Lloyd Harris, of Harris, Cook & Co., bankers, Brantford.

First. What most impressed me from a business standpoint on our recent excursion to the Pacific coast was the extraordinary purchasing power of the people of the West. I had heard it said that the income of the people in Manitoba and the Northwest Territories is larger per capita than in any other part of the world, and, judging from the large purchasing power they have, and the desire on their part to buy the best class of goods available, I think this must be correct.

Second. My opinion as to the future of Manitoba and British Columbia as manufacturing centres is that British Columbia and the western parts of the Northwest Territories must eventually develop large manufacturing industries for the reason that raw materials will be plentiful and cheap. In Manitoba they are not so well situated, as the transporting of raw materials and fuel will always be a serious question, so that the natural situation for industries will be nearer the base of supplies for the raw materials, and this will be found in great abundance in the

eastern part of British Columbia, and also cheap power should be available in that section. As soon as the population of the Territories warrants it, I have no doubt but that many manufacturing industries will be started in that section of Canada, as, if the market is available, those situated there would have a tremendous advantage over those in the eastern part of Canada.

Third. The manufacturers of the east can secure a large share of the trade of the Great West, some of which is now going to the United States, by simply going after it, and when they have got it, taking care of it. I was impressed with the fact that the western people want Canadian goods if they can get them, and it is up to the manufacturers in the east to supply them with the goods, but they must get the trade and supply the goods which are demanded the same as is necessary in doing business anywhere.

Fourth. The business men in the east can best assist the people in Manitoba, the Territories and British Columbia in developing the natural resources of their respective parts of the country by going out and studying existing conditions, and by getting an intelligent idea of the problems which western Canadians have to face. We have been believing too much in what we have read in the newspapers and from politicians, and what is wanted in Canada is that Canadians should individually understand their country and the great problems which they have to solve in the different sections. I believe that the recent excursion of the Canadian Manufacturers' Association is destined to do more good in this direction than anything which has ever occurred, and more excursions of this kind should be planned and carried out. I sincerely hope that the suggestion which was made on different occasions by the Canadian Manufacturers' Association party, that a representative party of western Canadians should come east in a body, will be acted upon, as, if we can get such a party to visit the industrial sections of the east, and talk with them over the questions we have to solve, I am sure that there would be a lot more sympathy and friendly feeling between the east and the West.

John M. Taylor, of The Taylor-Forbes Co., Guelph.

First. I was most impressed, from a business view, with the great quantity of stock that was necessary to be carried by the large jobbing houses to meet the demand of the western country, and, further, the anticipated extensions to these already big warehouses to handle the vastly greater trade than has been.

Second. Manufacturing in Manitoba and British Columbia is not a subject for present consideration, nor will it be until railway facilities are sufficient in quantity and low enough in rates to encourage a manufacturer to set up in business; besides, we shall have to wait a little while until the country is more thickly populated and the mines developed—then I think that manufacturing in north-west Manitoba will be a decided success.

Third. Our Canadian manufacturers, I believe, can secure the bulk of the trade of the Great West, provided they make first-class goods, that they try to meet the prices, and that they systematically look after the needs of the distributors and consumers of the wares that we make.

Fourth. We can best assist our friends in the West by standing shoulder to shoulder with them in their endeavor to get whatever they think, know and believe to be absolutely necessary to the good and welfare of their respective provinces. We can further help them by forgetting that politics ever existed and assist in electing men to govern our country broad enough and big enough to forget themselves and their own pockets, who are statesmen first, last and always, with their watchword "Canada for Canadians."

D. J. Waterous, of Waterous, Brantford.

First. The great purchasing power of the people.

Second. Would not think either likely to be good for varied manufacturing for many years to come.

Third and Fourth. By supplying the demand with goods that are best suited to the country, and by having them on the spot with live active men to push sales. In implements especially, samples, with repairs, to my mind, should be found in all towns having a population of 500 and up. If this was the case the manufacturers here in the east would soon notice the difference in the volume of business coming from our western people. Or, in other words, go after the business in exactly the same manner as the American manufacturers do.

Col. W. M. Gartshore, McClary Mfg. Co., London

First. What impressed me most in connection with the trip of the Manufacturers' Association to the coast was the immense possibilities of the Great West from an agricultural point of view and the great district which is yet undeveloped.

Second. Regarding the future of these provinces and territories there can be no two opinions. All that is required is settlers of the right stamp, competent to develop the resources of the country. As far as the manufacturing is concerned, with the exception of commodities used by the farmers, such as flour, meal and binder twine, and the product of animals, such as dressed meats, etc., it is too soon to give an opinion as to any other manufactures which may develop. Should iron ore be found in the vicinity of the coal fields it might revolutionize the iron industry so far as that market is concerned, but at present it is cheaper to manufacture in the east and deliver than to manufacture such commodities at any of these points.

Third. Manufacturers can secure a larger share of the trade by being more familiar with the requirements. No manufacturer should attempt to do business in that section of the country unless he is prepared to visit his principal customers at least once a year, as it is much easier to manufacture just the article the customer requires than to educate him to adopt something which he (the manufacturer) has to sell. A great deal of this trade goes to the United States from the fact that present settlers in the West have been for a number of years buying goods from United States manufacturers, and are more familiar with them, but as it can be shown that Canadian manufacturers can make goods in every way as satisfactory, I see no reason why they should not get the preference.

Fourth. I do not see how manufacturers in the east can attend to their own business and also personally develop the West. There should be sufficient capital looking for investment which could and is already developing these territories. If eastern manufacturers possessed a portion of the enthusiasm and optimism of western men in general, greater progress would be made in all directions.

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CATALOGUES, BOOKLETS, ETC.

HARDWARE AND METAL would be pleased to review catalogues, booklets or other such publications issued by manufacturers or wholesale dealers selling to the hardware, plumbing, machinery or metal trades. Retailers desiring such publications may also have inserted a note to that effect. No charge will be made for these services.

CANADIAN TRADE INDEX.

THE Canadian Manufacturers' Association have issued their annual Canadian Trade Index, which is literally a directory of their membership, arranged to give valuable information to any firms seeking an industrial connection in Canada. It is printed in English, French and Spanish. Detailed information is given regarding the association, foreign money and values in Canadian currency, steamship lines from Canada, Canadian weights and measures, alphabetical list of members and alphabetical list of articles manufactured. As the association contains over 1,200 members, this directory is the most authoritative and comprehensive work of the kind issued in Canada, and should be of great service to readers of "Hardware and Metal," especially importers or exporters to and from Canada.

HIGH-GRADE ICE TOOLS.

"Hardware and Metal" is in receipt of a catalogue from Robt. Donaldson and Sons, Montreal, manufacturers of high-grade ice tools. This is especially interesting in view of the fact that the Government have been urging dairymen and all makers of butter and cheese to adopt the cold-storage system. The catalogue is well illustrated, and the tools are all described in detail. A set of ice tools can be procured for from \$40 to \$50. R. Donaldson & Sons fill orders from Halifax to Vancouver, and will gladly send a catalogue to anyone applying to the Montreal office.

"FIREPROOF."

The Fireproof Publishing Co., New York, issue a book for builders entitled "Fireproof," which deals with the various phases of building construction in lucid style. The contents of the November number include articles on "Hollow Tile Building Blocks," "Fireproofing—Your Silent Partner," "Views of Boston Architects Regarding Concrete," "Electric Wiring in Fireproof Buildings," etc. The cover, depicting a fight between "Fireproofing" and certain opposition demons, is highly colored, even to the point of luridness.

THE "GREEN BOOK."

Smith & Hemenway Co. and Utica Drop Forge & Tool Co., of 296 Broadway, N.Y., publishers of the "Green Book" of hardware specialties, have sub-divided

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this book into four sections, uniquely and attractively printed on a green French folio paper. These sections, "Glaziers," "Electrical," "Razor" and "Caster" were printed in compliance with the request of many customers, to get up a catalogue small enough to be conveniently carried in the pocket.

This progressive firm are ever on the alert for an attractive catchiness in their advertising, and in these subdivisions of their "Green Book" of hardware specialties, have gotten out something that is not only attractive, but useful; and the light weight of paper on which they are printed makes them fit so snugly in the pocket that they are always carried and constantly used for reference.

DIXON'S CRUCIBLE PRODUCTIONS.

The Joseph Dixon Crucible Co., Jersey City, have issued an artistic catalogue containing detailed and well illustrated

descriptions of the great variety of their productions. Among the lines referred to are crucibles, covers, stirrers, phosphorizers, anti-flux graphite, lubricants, oils, greases, paint, joint compound, belt dressing, electrical supplies, lead pencils, etc. The book is of interest to all foundrymen and to the hardware trade generally. Mention "Hardware and Metal" when you write for a copy of the catalogue.

CHAPMAN DOUBLE BALL BEARINGS.

The Chapman Double Ball Bearing Co. of Canada, Limited, Toronto, have issued a booklet explaining the principles underlying the operation of their bearings and detailing the advantages claimed for them. This company are getting ready to put their bearings on the market, so this booklet will be of interest to machinists and others who have not yet studied the subject discussed.

LEHMAN'S HEATERS AND COAL.

Lehman Bros., 10 Bond street, New York, are offering to the Canadian trade a dainty catalogue and price list of their carriage and wagon heaters and coal. The accompanying illustration gives an idea of the heater. The coal is claimed to burn 15 hours without flame, smoke,



Lehman Heater

soot or odor at a cost of 1c per hour. One million bricks are sold yearly in the United States by Lehman Bros., and it is anticipated a big connection will be established in Canada.

A PORTABLE FENCE.

The Canadian Portable Fence Co., Limited, Toronto, have issued circulars giving full information regarding the system of portable fences which they are preparing for the Canadian market. The features of this fence are that it is of steel, yet is claimed to be as cheap as wood, and that it is quickly and easily moved. The circulars issued give a view showing the fence as used for feeding hogs on clover. The company have not fully decided whether to sell the fence through the trade or by agents, but any of the trade taking an interest in it could in all probability secure the agency in their district. Further information will be sent on request to all readers of "Hardware and Metal."

INQUIRIES ABOUT CANADIAN TRADE

The following were among the recent inquiries relating to Canadian trade received at the Canadian Government Office in London:

1. A firm of importers in the north of England desires to hear from Canadian houses in a position to ship tallow, oils, greases, lard, and other packing house bye-products.
2. Inquiry is made by a Cardiff house in the fruit trade for the names of important shippers of Canadian apples who are looking out for an agent in their district.
3. The addresses of Canadian furniture manufacturers have been asked for by a trading company desirous of obtaining their woodwork from the Dominion.
4. A firm in Scotland inquire for samples, prices, etc., of Canadian wood pulp paper. They also ask for similar particulars from Canadian makers of felts supplied in rolls.
5. A London firm is open to represent Canadian exporters of wood-ware and other goods for ship chandlers. They are also looking for a market in Canada for their own manufactures—marine life-saving apparatus, life belts, buoys, mooring buoys, coir mats, etc.
6. A correspondent makes inquiry respecting the starting of a new manufacturing business for the production of salt in Canada.

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The Iver Johnson Single Gun has been on the market for thirty years, and is sold by the best and largest jobbers in the country, as a leading single gun. The gun does not set on a land where there cannot be heard the shot of an Iver Johnson Gun.



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The following inquiries were received at the Canadian Section of the Imperial Institute, London, Eng.:

7. A United Kingdom manufacturer of glass bottles wishes to develop trade in Canada, and would like to hear from first-class Canadian firm prepared to take up the matter.
8. A firm in London is prepared to contract with Canadian manufacturer in a position to ship regular supplies of maple dowels.

9. The manufacturers of agricultural and veterinary specialties, disinfectants, cattle foods, etc., seeks the services of a Canadian firm possessing the necessary connection to act as their representatives.

10. The proprietors of a well known time register are open to appoint suitable Canadian resident agent.

The names of those making inquiries may be obtained from the Editor of **HARDWARE AND METAL.**

HARDWARE AND METAL

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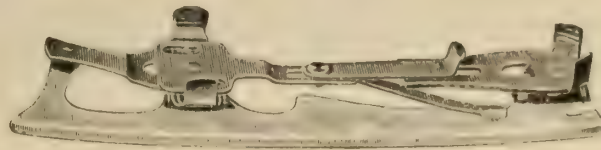
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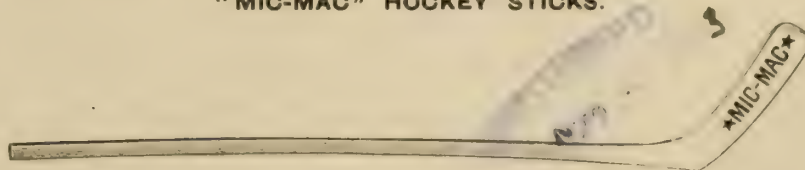
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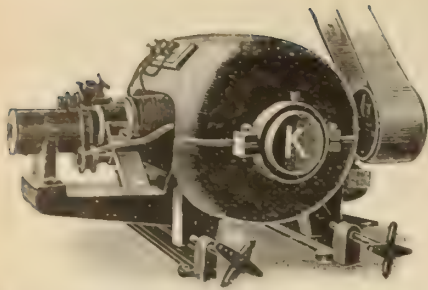
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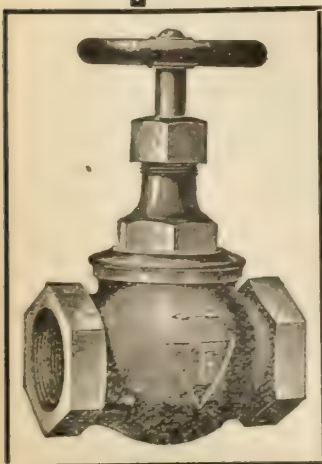
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COPPER AND ALUMINIUM AS CONDUCTORS.

SINCE the earliest days of electrical engineering the superiority of copper as a conductor of the electric current for commercial use has been undisputed. The great value of copper for electrical purposes is on account of its high specific conductivity (98 per cent. of that of silver) of the ease with which it can be drawn into wires, and of its high tensile strength (only exceeded by steel and iron). Another quality of copper which makes it very adaptable is the comparatively inexpensive process of obtaining a very uniform product.

However, within the last three or four years, when the advances in the manufacture of aluminium have been so marked, the absolute surety that copper is the best conductor has been somewhat shaken by the results obtained by experimenting with that metal as a conductor. Probably the abnormal price of copper since 1898 started the investigation of aluminium as a conductor, and as yet the question of whether aluminium will ultimately displace copper is largely a matter of conjecture, since there has not, as yet, been time to make tests which will prove absolutely the value of aluminium for this purpose. Since its introduction, aluminium has been used for several long-distance transmissions on this continent and in Europe, a prominent one in America being the Niagara-Buffalo aluminium line, and electricians are watching with considerable interest the conduct of the metal in these tests.

As yet aluminium has not obtained sufficient importance to rival copper as a commercial product, but should it supersede copper as a conductor of electric currents that difficulty will soon be overcome. At the present time the principal, if not the only firm, manufacturing aluminium in America is The Pittsburg Reduction Co., operating works at Niagara Falls, N.Y., and at Shawinigan Falls, Que.

Taking into consideration the relative specific gravities and conductivities of the two metals for any given transmission, the weight of aluminium required is, roughly speaking, half the weight of copper. Since the value of aluminium is somewhere in the vicinity of twice the value of copper, the metal can be put

upon the market at a price about equivalent to that of copper as a conductor.

In the consideration of the properties of the two metals as affecting their use as conductors, their specific gravity must first be taken into account. The specific gravity of aluminium is 2.68, and of copper 8.93, and therefore the ratio between the weights of equal volumes of the two metals is 1 to 3.33. The tensile strength should then be considered. From experiments made by The Pittsburg Reduction Co., it was found that the tensile strength of aluminium was increased when other metals are alloyed with it; for instance, an aluminium was found to have a tensile strength of 39,000 pounds per square inch, while if the same wire were alloyed with one per cent. of nickel the tensile strength was increased to 45,000 pounds per square inch. However with the increase of the tensile strength the conductivity was decreased 5 in the Matthiessen standard.

On account of this increase in tensile strength in all the first lines installed alloyed wire was used, but it proved very unsatisfactory. Apparently the metal used to give strength to the wire does not form a perfect alloy with the aluminium, but tends to settle in spots in the wire bar. These spots are very hard and brittle, and the wire is very apt to break at these points. In the tests this was found to be the case, in one instance 50 breaks being reported in a mile of line, all occurring within a month. As a consequence the alloyed wire was thrown aside and the commercially pure aluminium was used.

In all aluminium line conductors it has been the practice to make them up in the form of a cable, so that any weakness at a spot in one strand caused by the concentration of the impurities in the aluminium may be compensated for by the other strands at that point.

The tensile strength of soft-drawn copper is about 34,000 pounds per square inch, and that of hard-drawn between 45,000 and 60,000; but in comparing these strengths with the 39,000 of aluminium it must be remembered that for the same conductivity the aluminium conductor must have a cross-section 1.6 times that of copper.

Aluminium wire expands somewhat more than copper, and considering only that copper would be a better conductor than aluminium, since more care must be taken in erecting aluminium wires to give them the proper sag than in erecting copper wires. This large coefficient of expansion in the aluminium wires is counteracted to some extent by a property it has to elongate under a strain. However, it would not be well to rely on this property of elongation too much since the wire, being under a continual strain all the time if it were elongated it would not be in a position to stand as much as if in a normal condition.

For alternating currents, in order to get the same capacity and self-induction, the aluminium wires must be placed 26 per cent. farther apart than the copper wires, since for the same conductivity the diameter of an aluminium wire is roughly 26 per cent. greater than that of the copper wire and the self-induction and capacity of a transmission circuit depends upon the ratio of the conductors to the distance between them.

In the chemical properties of aluminium was found the chief objection to it as a conductor, but that objection has been overcome. With copper, good permanent joints, equal in conductivity to the wire itself, can readily be made by soldering; but the soldering of aluminium is such a difficult and uncertain operation that it is almost impossible to carry it out in line work. There are several causes of this, three of which are: First—Aluminium is very highly electro-positive and consequently it oxidizes very readily, and its surface is always coated with an oxide of aluminium which has to be removed before soldering; second—owing to the high specific conductivity for heat of aluminium, it requires a very high temperature (650 degrees F.) to effect a joint; and third—on account of its being so highly electro-positive, there is galvanic action between the aluminium and the solder. On account of the difficulty of effecting soldered joints, and the uncertainty of their holding, in all lines erected within the last couple of years, mechanical joints of different kinds have been employed, and have proved satisfactory.

The manufacturers of aluminium claim that that metal is quite equal to copper

in its non-corrosive properties, and in a comparatively clear atmosphere this is the case, but experiments have shown that sulphurous vapors of a city do corrode the wire to some extent. So that chemically the balance of favor lies with copper.

On account of its lightness longer spans of aluminum wire can be used than in the case of copper, and this was done on the Niagara Buffalo line, thus making a saving of about one third on poles and insulators. Again, on account of its lightness there is a gain in the matter of distribution and handling. It is claimed also by those who have used aluminium that the labor in erection is materially less than when copper is used.

As was before said, no definite statement can be made as to the absolute relative value of copper and aluminium for commercial use as conductors of electric currents, since the aluminium lines erected have not been in place long enough to enable a correct judgment to be formed as to its value. The true worth of a thing cannot be accurately deduced until it has been put to a practical test. However there is plenty of room for speculation and there is a good deal being done at the present time among those interested in the issue.

ELECTRIC AND STEAM TRACTION.

THE Railway World expresses the opinion that the encroachment by trolley lines on the business of steam railways need not be greatly feared. Every new invention has created alarm among the interests likely to be superseded, and it is not unnatural that the steam railway should look with uneasiness on the new competitor for passenger traffic. When the electric light was introduced it was predicted that it would drive out gas, the bicycles were to make the horse extinct. As a matter of fact the contrary effect has been the final result. Each new invention along these lines has improved the article of service it was intended to supplant. The advent of the electric lines is having just such an effect upon the steam rail transportation system, thus emphasizing the fact that new inventions, while they make place for themselves, almost always extend the employment for those agencies already in the field.

The Toronto Globe says that the development of electric traction may yet prove the salvation of the passenger business of steam roads. Many steam railroads have found their business increasing through the prompt service of electric feeding lines. Not a few people are induced to take railway trips on account of the convenience of an electric service to and from the station. However, where the competing trolley service is parallel to the railway and between the

same points, the traction system has very often made serious encroachments on the business of the railway, since the more frequent service of the electric road has very many advantages. The suburban traffic of large cities in the morning and evening is handled much more easily by the long train of railroad cars than the detached motor cars of the electric road; and on some of the longer suburban trips there is still a decided preference for the steam railroad on account of their more substantial equipment. It is claimed that the light and noisy trolley car is a severe strain on the nerves on the long stretches of trunk lines, although it is not felt during a short run in the city. The comparatively heavy cars of the steam railways have, of a necessity, less vibration than the electric car, and are constructed with a view to the comfort of passengers on extended trips. If the electric lines are to be successful over long distances they must provide an equipment sufficiently heavy and substantial to resist the vibrations that are so noticeable in the ordinary electric cars. No doubt the rival systems will each find a permanent place in the transportation service of the country, but the trolley seems destined to play a far more important part than at present.

A PORTABLE PNEUMATIC OUTFIT FOR RAILROADS.

THERE are many phases of work and repairs upon a railroad for which pneumatic tools are peculiarly adapted, such as the repair of bridges, relaying of the rails and drilling operations. Such work can be carried out more expeditiously and economically by the aid of pneumatic tools than by the ordinary means of manual labor. The only difficulty in such work is the provision of the necessary air-compressing plant to operate the tools at the place wanted.

The English correspondent of The Scientific American says that to overcome this difficulty a compact and well-equipped complete portable pneumatic tool installation has recently been designed by The International Pneumatic Tool Co., for the Great Southern & Western Railroad of Ireland. From the outside it looks like a peculiarly designed freight car with a smokestack protruding from the roof, but this car or wagon is fitted up with the complete pneumatic installation necessary for emergency purposes.

The power for driving the air-compressing plant comprises a 12-horsepower semi-portable boiler, complete with steam injector and the other necessary fittings. The air compressor is of the horizontal straight-line, steam-driven type, with water jacket and automatic speed and pressure regulators, and it has a capacity

of 134 cubic feet of free air per minute. This part of the plant is mounted on a sub-base fixed on the floor of the truck. Beneath the floor of the wagon is suspended a steel air tank. This reservoir is six feet in length by two feet six inches in diameter, and is fitted with a flexible hose. The plant in the wagon itself also comprises a water-circulating tank, which for economy of space and weight fulfils a dual purpose—cooling the air-compressing cylinder and feed-water tank for the steam engine boiler.

The pneumatic tools provided with the plant consist of two long-stroke hammers capable of closing down rivets of one inch diameter, and two pneumatic holders for use with them; two No. 2 "Little Giant" drills for boring holes up to 1½ inches diameter, several lengths of ½-inch metallic-covered flexible hose, to enable the tools to be operated at a distance from the vehicle, air filters, air cocks, hose-clips, etc.

The plant has now been in operation for some weeks and has proven very satisfactory. Such an installation is especially adapted for use in a country which is sparsely populated as Ireland is, where either labor is difficult to obtain, or the repairs have to be carried out at some distance from a centre of population. The car containing the installation can be rapidly conveyed to the required point and the air compressor can be set in working order on the way, so that it is possible to commence operations directly on arriving at the spot.

"BAY STATE" TAPS AND DIES.

Of recent date The Smith & Hemenway Co., 296 Broadway, N.Y., have added to their line of hardware specialties, catalogued in their well-known "Green Book," the "Bay State" taps and dies, the entire marketing of which the above company controls. These tools are made of the finest steel procurable, are nicely finished, of excellent wearing quality and superior workmanship—special attention having been paid to the pitch of the thread, which is absolutely correct. The "U.S.V." or "Whitworth" form of thread will be made on any style tap or die. Each and every tap and die is sold under rigid guarantee, and should any defective tool be found, it will be exchanged for a perfect one. The Smith & Hemenway Co. have the entire marketing of the products of the following companies:

Utica Drop Forge & Tool Co., mfrs. of nippers and plyers.

Acme Ball Bearing Caster Co., mfrs. of casters and jacks.

Bay State Tap & Die Co., mfrs. of taps and dies.

Vandegrift Mfg. Co., mfrs. of wrenches.

Page-Storm Co., mfrs. of drop forges.

Champion Mfg. Co., mfrs. of hammers, hatchets and ice picks.

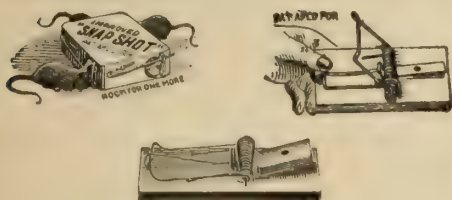
We call your special attention to

STEEL STAMPS

Our product is first class in every particular, and prices are satisfactory.

Hamilton Stamp & Stencil Works,

HAMILTON, ONT.



J. M. MAST MFG. CO.'S

RAT and MOUSE TRAPS

Strongest Traps Made.

Prices Exactly Right.

CANADIAN AGENTS

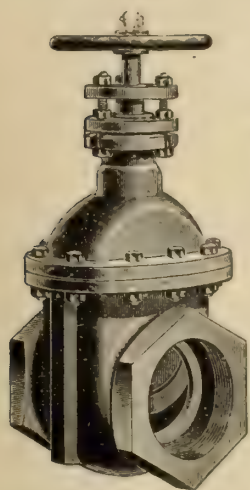
Edwin H. Grenfell & Co., London, Ont.

BUY KERR VALVES.

They give
satisfaction
every time.
Catalogue
on application.

The Kerr Engine Co.
LIMITED

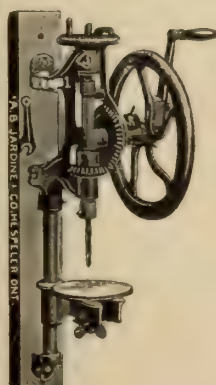
Walkerville, Ont.



Blacksmiths' Hand Drills.

The very
best.

A. B. JARDINE & CO.
HESPELER, ONT.



TRADE MARK
REGISTERED

"Say, Friend,"

your aim should be to start up for yourself.

Why Work

from morn till night for somebody else instead of pushing a business for yourself and thus reap the full profit of your labor?

We Will

start men of ability and good character in every County in the Dominion.

WRITE FOR PARTICULARS TO

The **Empire Machine and Metal Stamping Co.**

1012 Yonge St.

- TORONTO,

Limited

TIME CAN'T WAIT.

Get up early and use

HERCULES BABBITT

and THE CANADA METAL CO. guarantee time will fly a long way before that box again requires metal

THE CANADA METAL CO., WILLIAM STREET, TORONTO

CAP SCREWS.

SET SCREWS.

Square and Hexagon

COLD PRESSED NUTS

FINISHED.

SEMI-FINISHED.

Canada Foundry Company,

LIMITED.

Head Office, TORONTO, ONT.

District Offices — Montreal, Halifax, Ottawa, Winnipeg
Vancouver, Victoria, Rossland.



CELEBRATED

HEINISCH SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinners' Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 188 Chambers St.
NEWARK, N.J., U.S.A.

MACHINERY AND ELECTRICAL NOTES.

The loss of machinery at the recent fire of The Consumers' Gas Co., Toronto, is estimated at \$15,000.

The by-law submitted to the ratepayers of Wingham, Ont., to purchase the electric light plant from W. Green, for \$28,000, has been carried.

The Grand Trunk Railway will undertake the building of a bridge at Ferrie street, Hamilton, Ont., on condition that the city pay \$8,000.

The H. W. Petrie Machinery Co., Front street, Toronto, have just shipped a car load of wood working machinery to Ed-

monton, N.W.T. Trade is reported good this week.

The main steam pipe connection with the boilers of the electric power house in Fort William broke recently and damaged the two old boilers. Two new boilers have been installed.

F. E. Hamilton, electrician, at Tottenham, Ont., has secured the position of superintendent of interior wiring, meters and motors for the Berlin Electric Light Co., Berlin, Ont.

J. & R. Weir, boilermakers and machinists, Montreal, are making a compound

engine and a new Fitzgibbon boiler, 12 x 18, for J. C. Hudson, Ottawa district; also a new steel hull, 110 feet long and 26 feet beam, for The Ottawa Forwarding Co.

W. H. Banfield & Son, die and machinery makers, Adelaide street, Toronto, have their hands full of work at the present time.

Among recent visitors at the London, Eng., office of "Hardware and Metal" were Mr. and Mrs. C. B. Stanley, Stanley Rule & Level Co., New Britain, Conn.

The Dominion Motor & Machine Co., Toronto, are busy repairing their plant after the recent fire there which did some slight damage, and they will, in a few days, be ready to run to their usual capacity.

The engines, boilers and other machinery in the plant of The Ontario Portland Cement Co., Blue Lake, Ont., have been set in motion and tested. The electrical apparatus of the company has also been thoroughly tested. The plant is expected to be in full operation by Nov. 25.

The Levy, Weston & McLean Machinery Co., Front street, Toronto, (formerly The Bradley, Levy & Weston Machinery Co.) report that orders are coming in rapidly. They have just shipped a 100 h.p. Waterous engine to The Goderich Lumber Co. and are preparing this week to ship a complete saw-mill outfit to Jos. Trotter, Sturgeon Falls, Ont.

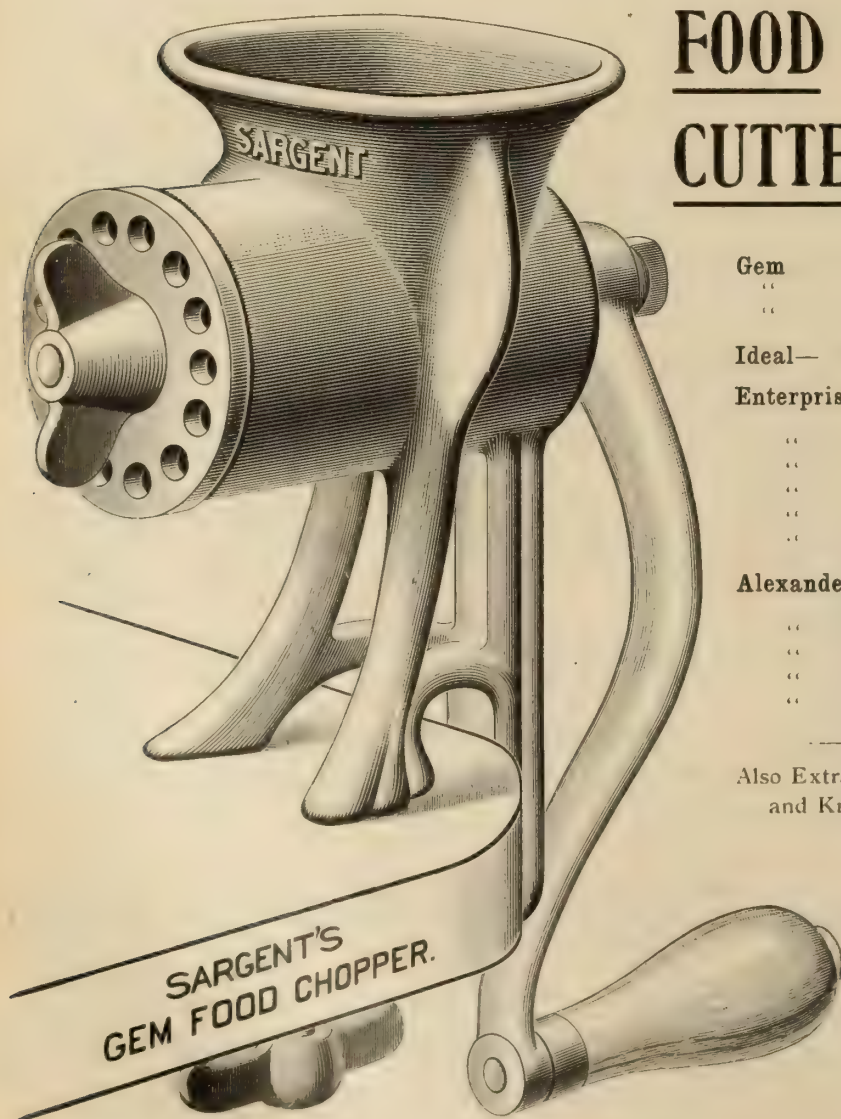
The complete order for twenty German locomotives placed with a German firm by the Canadian Pacific Railway Co. will be delivered, it is expected, at the company's shops, in Montreal, by the middle of December. A few days ago eight of them arrived at Boston and were shipped to Montreal. Three of the locomotives are now in active operation and are giving satisfaction.

Hugh Vallance, proprietor of the W. C. White Boiler Works, Montreal, reports business as booming. Their men are working three nights a week in order to catch up with the business on hand. They are making a large marine boiler, 200 horsepower, for Gilbert Bros.; three smaller boilers, 125 horsepower, for firms in Montreal; and 23 tanks for a varnish firm who are enlarging their works.

The Toronto Electrical Works Co. have been re-organized. A. Sterling Johnson and H. W. Bourne have purchased the interests of H. S. and H. D. Thornberry. Mr. Johnson will have charge of the business end of the firm, while the mechanical work will be done under the direction of Mr. Bourne. The firm under the new management will give a written guarantee with all work, except contract work, when special arrangements will be made.

The John Bowman Hardware and Coal Co.,

LONDON, = = = ONT.



FOOD CUTTERS

Gem No. 20.
" " 22.
" " 24.

Ideal— No. 25.

Enterprise
" No. 5.
" " 10.
" " 12.
" " 22.
" " 32.
" " 100.

Alexander —
" No. 5.
" " 10.
" " 12.
" " 22.
" " 32.

Also Extra Plates
and Knives.

SARGENT'S
GEM FOOD CHOPPER.

SEND US YOUR ORDERS.

MADE IN CANADA

STITCHED COTTON DUCK BELTING

SUPERIOR TO ALL OTHERS.

FOR

Agricultural Machines, Elevators,
Pulp and Paper Mills, Cotton, Woollen,
Cement and Saw Mills, Machine Shops
and Electric Powers.

MANUFACTURED BY

DOMINION BELTING COMPANY

Limited

HAMILTON, CANADA.

USE OUR

"MAPLE LEAF BELT DRESSING"

—TO SUPERSEDE EMERY—

Craig Mine Crystal Corundum



Craig Mine Crystal Corundum is as uniform as the coins of the realm. It excels the irritatingly uncertain abrasives produced elsewhere, even as the coinage fresh from our modern mint excels the hand-made money of Alfred the Great. Nature made Craig Mine Crystal Corundum. It is all the same in physical qualities; a testimonial in favor of one pound testifies in favor of the whole output.

Craig Mine Crystal Corundum grains are numbered 12, 14, 16, 20, 24, 30, 36, 46, 54, 60, 70, 80, 90, 100, 120, 150, 180 and 200. Find the number that suits your work and continue ordering it.

Write for booklet.

The Canada Corundum Company, Limited

TORONTO, CANADA.

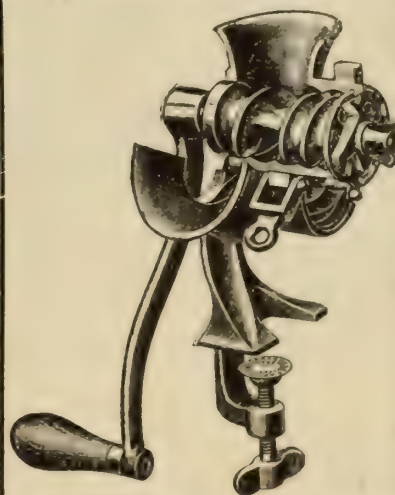
Dodge Bright Steel Shafting

in all standard lengths and diameters is a line which should have a place in every progressive hardware store, because it offers splendid profits and because it means increased business.

Better write about our line to-day.

The Dodge Mfg. Co., of Toronto,
Limited,

TORONTO, ONT.



The Russwin Food Cutter.

CLEANLINESS.

There is no drip from the Russwin to soil clothing and floors. The gutter carries all juices to the dish—they are not deposited upon the floor. The machine itself is quickly cleaned with the least possible effort. Write for Booklets, Posters and Electrotypes to assist you.

Russell & Erwin Mfg. Co.

New Britain, Conn., U.S.A.

Window and Interior Displays

Timely Hints and Suggestions.

THE hardware window display consists for the most part of small goods, that make it exceedingly difficult to arrange a really catchy display. With the hundreds of small articles that appear in these displays the entire effectiveness often depends upon the symmetry of the arrangement. That is, a window full of hammers will not attract any attention unless they are all, or at least a great number of them, placed in the same position. A dozen or more placed on the floor with the same slant, or leaning side by side against a step will catch the eye where a motley assortment placed in all kinds of positions would never be seen.

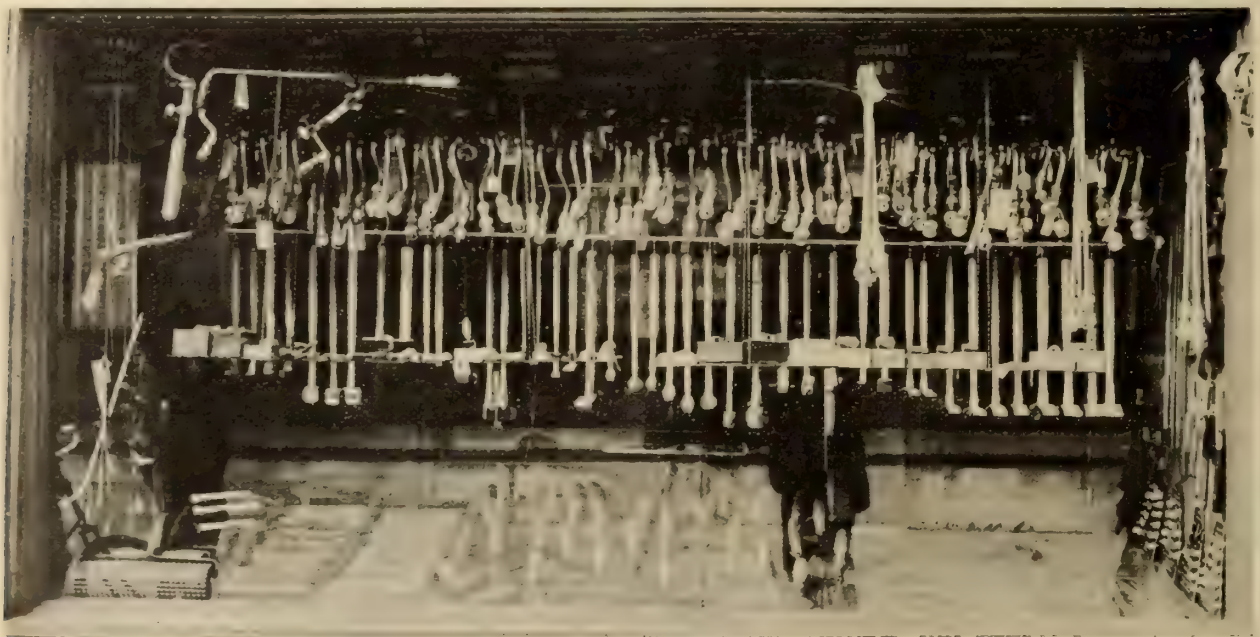
There are so many of these small lines,

a different slant. The steps should be covered with a cloth such as a green baize, against which the steel shows up very distinctly. These steps can be built in such a way as to be removable at pleasure, and be ready for use when again desired. The supports and cross boards forming the steps need not be fastened together. Such a set of steps should form one of the fixtures which window dressers in hardware stores should always keep on hand.

Another fixture sometimes used for the display of small articles is built in the form of a pyramid, quite high, and with fairly small base, so that the different sides face the street at the best angle. This revolves on a centre pivot, and is covered with green baize, except the corners on all sides,

by simply changing the lines shown, or by varying the position in which they are hung.

The illustration shows a window in the store of Vokes & Co., Toronto. The store is on a corner; in the front are two large show windows, and at side two small windows have been built, suitable only for the display of small lines. The cut shows the full size of one of these windows, and one of the plans adopted for the display of hammers, etc. Two brass rods hanging from small brass chains extend across the window, one above the other. To the lower one is fastened, by means of screw hooks, a row of hammers of various sizes and shapes.



A Window of Small Lines, Arranged for Vokes & Co., Toronto.

and yet the average merchant appears to have no definite idea just how they should be shown, so he either omits them entirely from his list of trims, or, feeling that their omission is not just right, he jumbles them into the window in all kinds of positions, but an insufficient number symmetrically arranged to be conspicuous enough to attract attention.

Such articles as hammers, files, screw drivers, braces and bits, rules, carpenters' squares, planes, saws, butcher knives, etc., can only be shown to advantage in such a way, but when thus arranged make an exceedingly neat window. A good plan is to build steps in the window, with each step arranged with rows of different articles on

which show an oak moulding, to divide one side from the other. On the sides are fastened different lines, such as calipers, screws, bits, files; etc., in groups of different sizes. This is used, too, as a sample board.

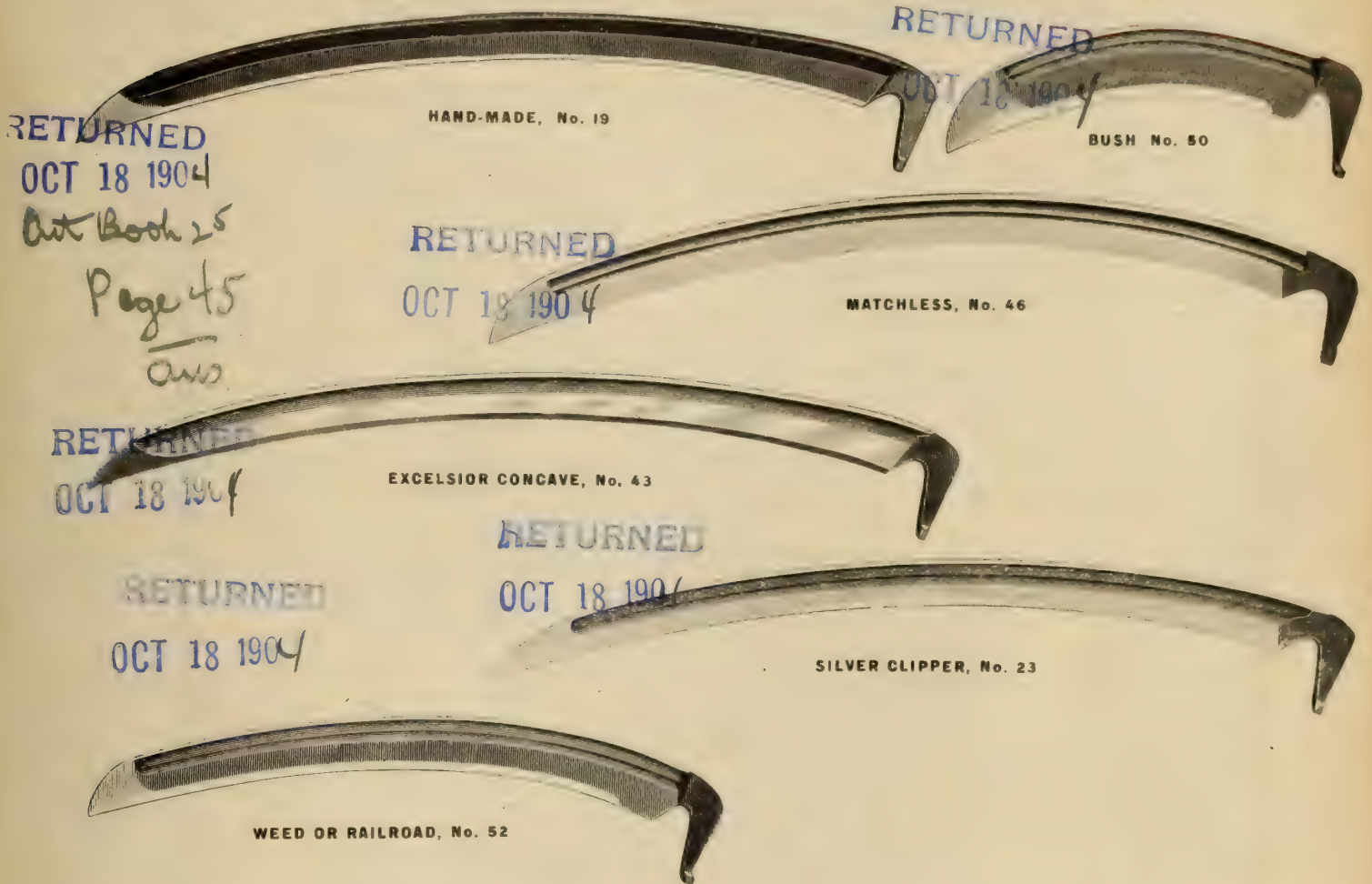
One of the best methods is to have brass fixtures, such as rods, hung by small brass chains from the ceiling, or arms extending from the wall. On these very many of the lines which are so difficult to arrange attractively can be suspended, either by means of screw hooks, wire or by some projection on the article itself. In a hardware store that has two or more windows such fixtures can be left in a window a month at a time or more, and sufficient variation made

Over the upper one is placed an assortment of braces. In front, on a long sheet of glass suspended by chains, is a collection of articles which do not conceal the row of hammers behind. On the floor the same symmetrical arrangement was carried out in trowels and other lines. It was the oddness of the trowel handles projecting in the same line that was the first thing to attract attention, and once the eye was drawn, the rows of hammers and braces held it sufficiently long to advertise themselves and the remainder of the window. On the walls other lines were displayed in the same way, and the entire scheme was so well worked out as to be very effective.

"TIME WILL TELL."

It **HAS** told; and the verdict is, that the Scythes branded "**ISIAH BLOOD**" which were first put on the market in 1825 and "**HUBBARD & BLAKE MFG CO.**" in 1860, are of exceptionally **HIGH QUALITY**. There is no room for improvement.

In their manufacture, only the **VERY BEST** grade of **STEEL** is used, and thoroughly **SKILLED WORKMEN** are employed. Each receives a most careful inspection and test in the different departments through which it passes.



Can be furnished in all the popular shapes such as Grass, Lawn, Bush, Weed, Bramble, Clover and Grain, and the **OLD STYLE** as well as the **20TH CENTURY** finishes.

If you want to increase your business with the farmers, it cannot be done easier than by selling them goods of either of these two "**OLD RELIABLE**" brands.

The genuine have the names

"ISIAH BLOOD
BALLSTON SPA, N.Y."

or

"H & B MFG. CO.
OAKLAND, ME." stamped on the heel

If your jobber cannot supply you, write us direct.

The above illustrations show a few of the patterns. Our catalogue has more and also gives a complete description as well as price list. **SHALL WE SEND YOU A COPY?**

MADE ONLY BY

THE AMERICAN AXE & TOOL CO., Inc.

J. HOFMANN, Manager of Sales, Canada

Coristine Building, Montreal, P.Q.

We are also the makers of such well-known Axes, Hatchets, etc., as **Red Ridge, Americanax, Hubbard's, Jamestown Axe Co., Blood's, Champion, Douglas Axe Mfg Co's, Hunt, Robert Maun, Lippincott & Co., Hubbard & Blake Mfg. Co's "King of the Forest" and "Forest Clipper," Underhill Edge Tool Co., Francis Axe Co., Powell Tool Co's Peerless, etc.**

Information Wanted

We want—or rather our Advertising Department wants—
answers to these questions :

1. *Are you influenced in your buying by trade newspaper advertising?*
2. *What instance or instances can you recall of purchases made or orders given that proved particularly advantageous to you through an advertisement in Hardware and Metal? Give particulars.*
3. *What line or lines of goods sold by you are not advertised in Hardware and Metal? Give names of firms from whom such goods can be bought.*

Every reader of **HARDWARE AND METAL** is requested to send in replies to these three questions. To the three persons sending in the three most satisfactory answers we shall give rewards as follows :

Five Dollars Cash for the best set of answers.

Three Dollars Cash for the next best set of answers.

Two Dollars Cash for the third best set of answers.

All replies to be sent in not later than December 1st, 1903.

Replies to these questions will not be published in the columns of **HARDWARE and METAL**.

ADDRESS

Advertising Department

HARDWARE AND METAL

10 Front St. East, ☞ Toronto, Canada

"GOOD CHEER" STOVES

OUR NEW STEEL RANGE
The Regal "Good Cheer"
FOR COAL AND WOOD.



FIRST-CLASS IN EVERY RESPECT.

Full Nickel Trimmings, including base sections. Duplex Grate. Spring balanced drop oven door. Asbestos-lined throughout.

Two Sizes—Nos. 9-18 and 9-20, square or with reservoir.

Supplied with water front. High shelf or high closet as desired

IF OUR STEEL RANGE BOOKLET HAS NOT REACHED YOU, WRITE US.

THE JAS. STEWART MFG. CO., LIMITED

WOODSTOCK, Ont., and WINNIPEG, Man.

STOVES AND TINWARE.

THE BOILER AND RADIATOR TRADE.

EARLIER in the season there was room for some doubt as to whether or not the sales of boilers and steam and hot water radiators would reach the volume of last year, and throughout the year buyers have watched closely the trend of prices. Reports from various sources at this time indicate that, notwithstanding the reduction in building and the interruptions that have come from labor troubles, the sales of house-heating boilers will, in the majority of instances, equal, and in many cases surpass, the number of boilers sold last year.

During the year the prices of boilers have held remarkably firm, and with good reason: but, unfortunately, conditions in the radiator trade have been less satisfactory, owing to the fact that a few manufacturers seemed to be willing to market their product just a little below the market rates. Heating contractors are not less shrewd than men engaged in other lines of business, and they have been watching the trend in all lines so as to avoid being caught with high priced stock in hand. Consequently their orders have been placed somewhat hesitatingly at times, as a protective measure. While it is true that pig iron has sustained a substantial reduction in price, it is equally true that radiation has been reduced quite as generously, in the interest of the buyer, particularly in view of the fact that there has been no reduction in the cost of manufacture. In fact, labor and other items are held, by some who keep a close scrutiny over the details of their business, to be more costly than ever before.

The buyer cannot be too cautious, but his actions must be governed by reason. While it is possible that some shrinkage in prices may come, it is hard for manufacturers to see where it is possible to meet this shrinkage without eliminating profits. Recent discussions among manufacturers of heating goods have borne largely upon the future, or the first half of next year, some contending that the trade and the public generally look for a reduction, while others hold that if every manufacturer of heating goods will make a strict investigation of his costs he will find that, notwithstanding the tendency to cheapen in most lines of building material, there is nothing in his costs that will

warrant any marking down of his prices. Those who have been the bulwark of strength in these lines, on which the trade have relied and under whose guidance they have acted, find that their greatest trouble is to get many of their members to take up the drudgery of cost computation and follow it to its legitimate ends. Consequently those who fail to be well informed see larger profits than actually exist, and are apt to see no reason why some concessions cannot be made.—The Metal Worker.

A RESIDENT AGENT IN TORONTO.

THE Western Foundry Co., Limited, Wingham, Ont., advise the trade that they have just completed and are occupying a 72-ft. addition to their foundry, and are commencing work on the erection of a further addition of 40 ft. This firm have appointed M. W. Shepherd, late of The Shepherd Hardware Co., 142 Dundas street, Toronto, as their selling agent in Toronto. Mr. Shepherd will open a warehouse at 40 Church street, where he will carry a full assortment of Crown Huron ranges. In addition to this he will also carry a full line of tinware for E. T. Wright & Co., Hamilton.

Mr. Shepherd has an excellent connection with both retail and wholesale hardware trade, and should be an effective as well as a popular agent for the firms he is to represent in Toronto.

NOTES OF THE TRADE.

Merrieffield & Co. have bought out the stove and tinware business of Wm. McPherson, Cannington, Ont., and are adding a stock of general hardware. Their initial order was given The Kennedy Hardware Co., Limited, Toronto. The principals of Merrieffield & Co. are enterprising young men, well esteemed in Cannington, and have an excellent prospect.

The strike of the Amalgamated Sheet Metal Workers' International Alliance, Winnipeg, is over. The employers agreed to recognize the union, which was the desideratum of the men.

A. E. Eastman, tinsmith, Richmond, Ont., has assigned to W. A. Cole. A meeting of creditors will be held 23rd inst.

The assets of G. Chouinard & Bro., tinsmiths, St. Aubert, were billed to be sold to-day, 20th inst.

C. I. F. ACTION POSTPONED.

The action for damages entered by The Canada Hardware Co., Limited, against Suren, Hartmann & Co. (turning upon the legal definition of the terms C.I.F.), has been postponed from day to day. At time of writing it is uncertain when the case will be heard, but, in all probability, it will come up early next week, and in that event a full report will appear in our next issue.



Wire-Cone Incandescent Toaster

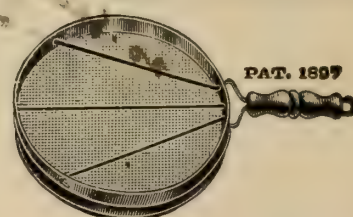
Only perfect Bread Toaster for Gas or Gasoline Stoves. No smoky taste to bread toasted on this toaster. Write for prices.

H. O. Eddy, Montreal. E. T. Wright & Co., Hamilton.
HARKINS & WILLIS,
Manufacturers and Inventors. ANN HARBOR, Mich.

This is the time to buy ASBESTOS, FURNACE CEMENT, STOVE PUTTY and PLASTIC STOVE LINING.

Put up in all sizes removable cover cans, tubs and barrels. Write for samples and prices.

Manufactured by
G. F. Sterne, Brantford.
For Sale by
H. Hanson, Montreal.
Batty Stove and Hardware Co., Toronto



The FAIRGRIEVE GAS TOASTER

Retails at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.

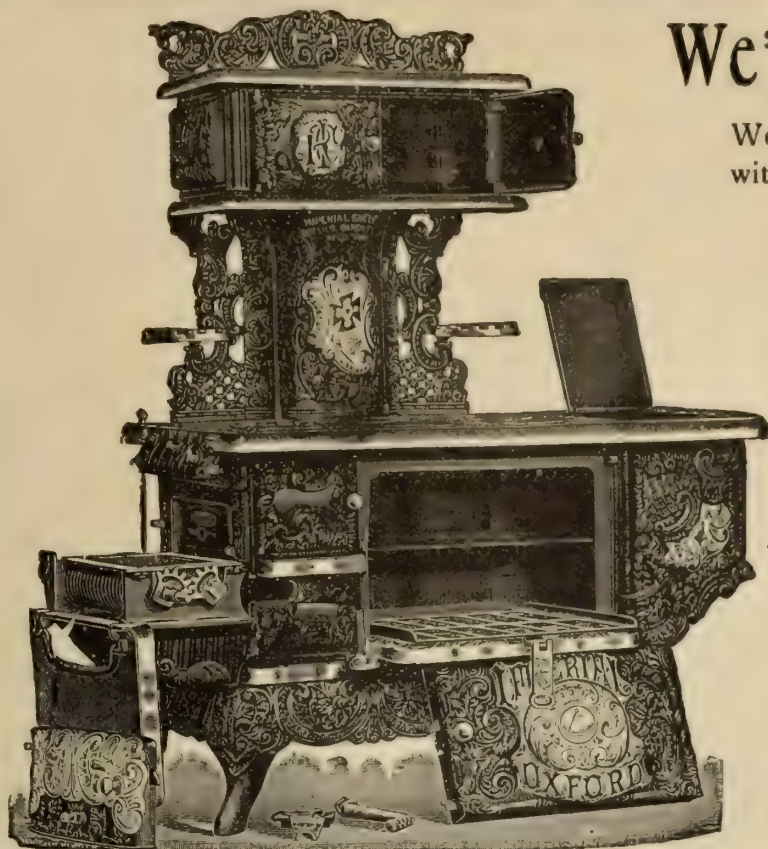
THE FAIRGRIEVE MAN'FG. CO.,
295 COLLEGE ST., TORONTO.

U. S. Branch: 289 Jefferson Ave., DETROIT.



When placing your order for Lanterns, ask for **WRIGHT'S Cold Blast Lanterns**, which is the only genuine Cold Blast Lantern made. They are the best, and we will guarantee prices against all other makers for this season and for next.

E. T. Wright & Co., Manufacturers, Hamilton and Montreal.



We're busy. Are you?

We find it hard work keeping up with orders for the

Imperial Oxford Range

That means that merchants who are handling the Imperial Oxford are busy too. If you are still dubbing along selling a few ordinary stoves you would probably like to hear something about the range that keeps merchants busy.

Write us and we'll tell you all about it.

The GURNEY FOUNDRY CO., Limited

TORONTO, WINNIPEG, VANCOUVER.

THE GURNEY-MASSEY CO., Limited, Montreal.

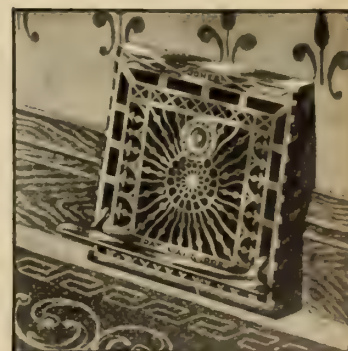
We positively **GUARANTEE** that **FURNACES** installed with

JONES side-wall REGISTERS

Will give better satisfaction and consume less fuel than when installed with the old style out-of-date floor registers.

Several thousand of the best furnace dealers in the United States and Canada tell us the same thing.

GET OUR
COMPLETE CATALOG.



Showing a Register placed in wall.

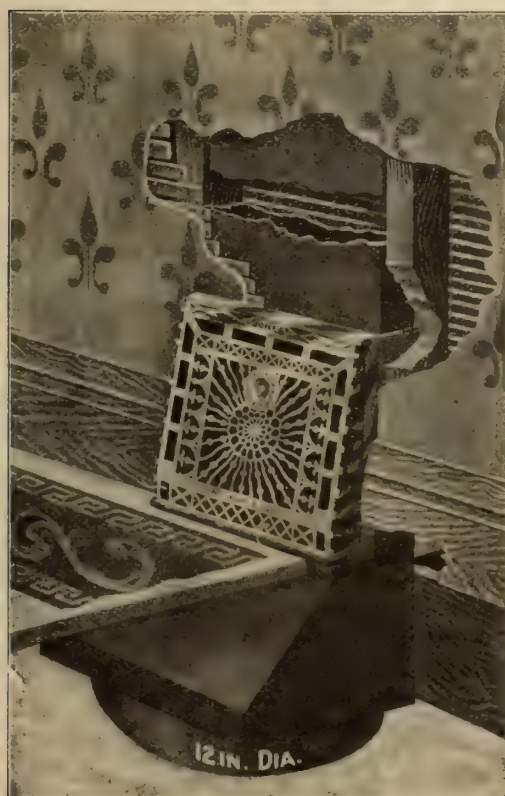
The United States Register Co.,

LIMITED

61 E. State Street,

BATTLE CREEK, MICHIGAN.

CANADIAN REPRESENTATIVE: **CHARLES D. CHOWN, Kingston, Ont.**
FOR SALE BY JOBBERS EVERYWHERE.



The Jones Side-Wall Register in position.

Wholesale Hardware Dealers in the United States.

The Annual Meeting—Remarks of the Canadian Representatives.

THE ninth annual convention of the National Hardware Association of the United States and the fifth annual convention of the American Hardware Manufacturers Association is now in progress at Hotel Rudoff, Atlantic City. It was opened on Wednesday morning with President R. A. Kirk in the chair. The president and secretary of the National Retail Dealers' Association of the United States were present by invitation, as were Messrs. John Bowman, of London; Peleg Howland and J. Hardy, Toronto, and Newman and Starke, Montreal, representing the Canadian Wholesale Hardware Association; Mr. Morrow, of Halifax, and Colonel MacLean, of "Hardware and Metal," Montreal.

MR. J. BOWMAN, OF LONDON, SPEAKS.

After the opening exercises the president called for and introduced the representative of the Canadian Wholesale Hardware Association.

Mr. John Bowman, who responded, got a most cordial reception. He apologized for the absence of the Canadian president, Mr. Lewis, of Lewis Bros., who had been suddenly called to England, and who, before leaving, had asked him to represent the Canadians. What he would say would be of an informal character.

He was glad to see so many ladies present, but he felt somewhat embarrassed in speaking before them. In the United States they apparently ruled in business as well as in the home. "This is why you have such excellent 'protection.'"

He thanked them for the cordial invitation to the Canadian Association from time to time. They had been so kind that now it was impossible for them to stay away. The only regret they had was that a goodly number of United States delegates did not attend the annual meeting of the Canadian Wholesale Association. Now that the boundary line was pretty well settled, they could wander about Canada without going astray. They would always feel at home for there was no danger of an Alaska chill.

The Canadian association, now in its sixth year, is modelled after the United States organization, and was guided by their experiences and instructed by the trade newspapers. They had the same problems to deal with. They were not growing in numbers, because in Canada they preferred making their association exclusive—exclusively confined to firms who were purely jobbers employing a staff of travellers. Hence all leading

houses wanted to join and nearly every house of any importance in Canada was now with them.

The most serious trouble in Canada was the relations between the manufacturer, jobber and retailer. They favored the manufacturers having a fair profit, but there were a number of manufacturers who wanted a double profit and were getting into the way of sending more travellers to call on the retail trade. The Canadian association were rapidly approaching the position where they must insist upon the manufacturers calling off travellers and selling only to the wholesalers.

He referred to the reduction in terms to 2 off 30 days or 90 days, and pointed out that the Canadian Customs were so far behind the age that when invoices came in allowing the cash discounts, the Customs insisted that they be passed on the credit terms.

The business outlook in Canada was considered most excellent. They did not fear a trade depression. Their exports had grown from \$118,000,000 in 1893 to \$211,000,000 in 1903, an increase in ten years of 81.4 per cent., and their total foreign trade last year was \$467,000,000, being \$13,000,000 over the year before. Their population was between five and six millions, but they had \$460,000,000 in their savings banks. Their export trade was the fourth largest in the world, being \$79 per head. Their imports from the United States had grown from \$74,000,000 in 1897 to \$129,000,000 in 1903, while British imports grew from \$37,000,000 to \$58,000,000 in that time. Their imports from Great Britain had grown 56 per cent. since 1868, and from the States 480 per cent.—a remark which was received with very loud applause.

Probably the question of most interest at the present time is preferential trade in the Empire. This is not a theory suddenly sprung upon the Empire by Mr. Chamberlain, but is one of gradual growth. It was proposed at the first conference of the Chambers of Commerce of the Empire some years ago, and the feeling in favor of it has been steadily strengthening. A convention of Canadian business men supported it last year. At this year's conference of the business men from all parts of the Empire all prejudices were broken down, and a most enthusiastic resolution was passed in favor of preferential trade, and now the Empire will undoubtedly close the gates against those nations who have erected barriers against her. Britain seems to have loved the United States to have ad-

mitted her goods so freely for so long a time.

Mr. Bowman wound up amid rounds of applause by saying that a preferential tariff would, he felt sure, eventually lead to closer business and social relations between the British Empire and the United States, which would be for the good of mankind.

RECIPROCITY WITH CANADA.

Mr. Kirk, in thanking Mr. Bowman for his speech, said the people of the United States were inclining more and more to reciprocal arrangement with Canada, and without any question, favorable action is going to come in the very near future.

PRESIDENT KIRK'S ADDRESS.

The president then delivered his annual address, speaking hopefully of the business situation. There had been a slight decrease in production and profits in some lines, but generally the great wheels of industry are still actively and prosperously employed. Labor troubles are the only serious factor in the situation. They had one great grievance before the trade—the publication of selling prices of goods by catalogue houses. It was their duty to co-operate with the retail trade in an effort to remedy this great evil, and to oppose the present Postal Parcels Bill, which was being promoted directly in the interests of the mail order houses. By this bill 11 pounds of merchandise would be carried from New York to San Francisco, Honolulu, Alaska, Manila, or any other remote part of the United States territory, for 25c. The actual cost now of carrying mail matter in the United States is 8c. per pound, and the adoption of such a law would mean that the United States people would pay to carry the merchandise of a favored few. They all agreed that the Government should carry legitimate trade or other newspapers at the present rates, but after they are provided for, it was the duty of the Post Office Department to reduce the letter rate to 1c.

Speaking of the coming year he said there would be a readjustment of prices in a few lines of heavy hardware, but it does not look as if there would be many radical changes, unless the cost of production is materially reduced.

He was followed by Mr. W. P. Bogardus, president, and M. L. Corey, secretary, of the Retailers' Association: who dealt very ably with the mail-order houses which are cutting so seriously into the trade of the merchant in smaller cities and towns and with the Postal Bill.

Have you
tried it?

Tried what?

**SELLING
MANTELS.**



This is in your line of business, and it will
pay you.

The Batty Stove & Hardware Co
76 YORK ST., TORONTO.

**WORKERS in
BRASS and COPPER**

You often want **Tubing, Sheets**
or **Rods** of special sizes—We serve
these needs, quickly, cheaply.

Write us about it.

The Booth Copper Co.
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TORONTO.

WINNIPEG WAREHOUSING

COLTART & CAMERON

Will be prepared about Nov. 1st, to receive consignments (large or small) of all kinds of hardware, etc., for unloading, warehousing, reloading and distributing to all points in Manitoba and the West.

Our new warehouse on transfer track, (in centre of wholesale district) will be equipped with every facility for handling goods promptly. We are also prepared to act as representatives for manufacturers and others. Correspondence solicited.

COLTART & CAMERON,

Manufacturers' Agents
and Warehousemen, 141 and 143 Bannatyne St. East, WINNIPEG.

THE ADAMS STOVE PIPE REGISTER.



Design Patented
June 29, 1897.

Design Patented
August 31, 1897.

Made by

**The Adams
Company**

Dubuque,
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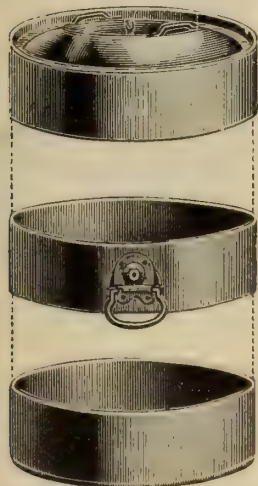


ESTABLISHED 1860

INCORPORATED 1895

Davidson's Milk Can Trimmings for 1904

(See how the Outer Rim and Inner are rolled in.)



BROAD HOOP PATTERN.

This demonstrates the popularity of Davidson's Patent Milk Can Bottoms

You should buy our Milk Cans and Trimmings, because : our Broad Hoop Bottom has all the advantages of a seamless bottom without the strain that spinning entails. The rim is turned in with edge of bottom, giving double durability and heavy rolled edges that will not tear factory floors nor waggons.

They have no air spaces (which make soldering difficult) but sufficient space is left between bottom proper and rim to allow body of can to be inserted $\frac{1}{4}$ of an inch, making permanent joint.

Bottoms are thus sweated in with half the solder.

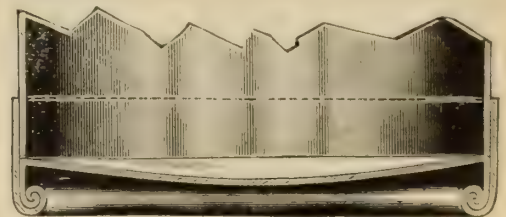
Bottoms are concave, draining to the centre, therefore are easier to wash out.

They will not corrode like those which drain to the side. They have flush side handles.

Top bands are "SHOULDERED" and have cut out at joint, making neater and cleaner job in half time than with old style hoop.

All bands have retinned edges.

For durability, finish and economy in making up, our Trimmings are unequalled.



SECTION OF BOTTOM.

The Thos. Davidson Mfg. Co., Limited, Montreal.

SKATES IN STOCK Boker's Skates

SPRING—Nos. 5, 10x Heel Cap.

HOCKEY—Nos. 0530¼, 0535½, 692, 1414, 1531, 1632.

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STRICTLY WHOLESALE.

THE KENNEDY HARDWARE CO., Limited
49 Colborne Street, TORONTO.

Your Goods

Are valuable, therefore use good wrapping paper. Our brown and manilla wrapping paper is the kind that can be depended upon to protect the parcel. It is tough and strong.

—MADE IN CANADA—by the

CANADA PAPER CO., Limited

Toronto, Montreal and Windsor Mills, Que.

CHAS. F. CLARK, President.

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Offices Throughout the Civilized World.

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THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it wishes information concerning mercantile persons throughout the civilized world.

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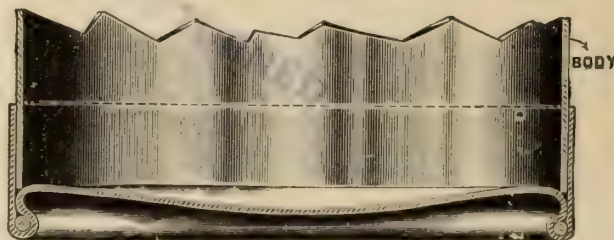
"SAMSON" MILK CANS AND TRIMMINGS

"Samson" Railroad or Delivery Cans and Trimmings

"Samson" Dairy Pail Bottoms



PATENTED JULY 23, 1900.



Section of "Samson" Milk Can Bottom.



PATENTED JULY 23, 1900.

The "Samson" is the strongest and only ONE-PIECE Bottom made.

Has no place for dirt or sour milk to lodge, therefore the only sanitary bottom made.

Every bottom in each size is of an exact diameter. Being stamped with a die there can be no variation as in a bottom made in several pieces.

A Complete Stock of Tinned Sheet Iron in All Gauges and Sizes always kept on hand.

The McClary Manufacturing Co.

London, Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B.

"EVERYTHING FOR THE TINSHOP."

HARDWARE AND METAL

President:

JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co. Limited

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THE INDEPENDENCE OF LABOR.

TIME was when the manufacturer was supreme in his own factory, when his men yielded to him an obedience and at least an outward respect which they never thought of denying the man upon whom they were dependent for their daily bread. Every employe was anxious to gain the favor of his master, lest he lose the employment upon which he depended for his livelihood. The management insisted upon punctuality as a matter of course, and no workman ever thought of absenting himself from the works for days at a time. Instant dismissal would have been the well-deserved result.

In some industries times have changed. A manufacturer complained to us the other day that, try as he will, he cannot persuade his men to work full time. In his factory much skilled labor is required, and the number of workmen in the country who are competent to operate his machinery is very small. His employes are earning large wages and must, perforce, have a holiday in which to spend them. As their numbers are few and their union is well organized they have their master at their mercy. They work only when it suits them to do so, and at

that they earn more money than the majority of good office men.

Another manufacturer, one hot day last Summer, while on a street car, noticed a half dozen noisy passengers, who evidently had been enjoying an uproarious time in a saloon. Seeing that they were his own workmen, whom he had supposed to be busy at the works, where the management were making every effort to overtake orders, already months behind time, he ventured to inquire in the mildest manner possible what they meant by such conduct. The men informed him that it was too hot to work, and it was evident that they regarded the meeting as a huge joke. The unfortunate employer did not dare say anything more. He could not dismiss these men for it would be impossible to replace them. Moreover, the union would make their quarrel its own. Already months behind with his orders he could not risk a strike. A half loaf is always better than none: it is better to get even four days' work per week during a busy season than none at all. Reasoning thus, the manufacturer swallowed the insult and endeavored to look pleasant.

Happily, such a state of affairs is unknown in most industries, but in a few manufacturing establishments in which, from their nature, skilled labor is hard to obtain, there is constant trouble of this kind. Men who earn high wages can afford, now and then, to drop out for a day or two to indulge in a "spree." That, by so doing, they may demoralize a whole department is none of their concern. In one establishment of which the writer has personal knowledge, two highly skilled workmen are employed to manage a piece of intricate machinery. They know that the company would find it difficult, perhaps impossible, to get others equally skilled to take their place. Hence they quit work whenever it suits them to do so, and after every regular holiday they require at least a day to sober up. The fact that their absence from the works keeps a dozen others idle is no concern of theirs.

While labor is scarce and well organized the employer can do very little single-handed. It is not surprising, therefore,

that employers who have to meet such conditions are organizing their own associations. To confront union with union would seem to be the only remedy.

THE BUSINESS MAN OF INFLUENCE

DO Canadian business men pay due attention to public speaking or even to the development of the persuasiveness and tact in ordinary conversation which might make them vital factors in the discussion of matters of trade, personal, or public interest?

The questions of the moment in Canadian politics are essential business propositions, and as the politicians are easily moved one way or another by the exigencies of party politics, the business men of the country must influence the judgment of the country on the issues which are likely to arise in the next few years. The transportation problem and the tariff problem are of especial moment to Canadian business men, and their voice should be heard, and their opinions should carry weight whenever and wherever these matters are discussed.

Yet what a small proportion of our business men exert the influence they should and which they desire to! Why the inefficiency? Largely because in their youth many neglected opportunities to secure practice at public speaking, and have never acquired ease on the platform, or studied the forces which make men powerful, simply by reason of their conversational abilities. Business men should study to be influential. Such study will not only fit themselves to be more useful members of the state, but will make them more successful and forceful in their own business, no matter what the latter may be.

CANADA'S IMMIGRATION RETURNS

THERE is much reason for satisfaction with the immigration returns for the year. The Department of the Interior has issued a statement showing a total immigration of 121,115, of whom 47,451 are from the British Isles, 39,046 from the United States, and 34,528 from Continental Europe. The quantity of immigration indicated by these figures is satisfactory in every way, showing a great increase

in the former years, but it is in the matter of quality that there is chief cause for congratulation. The fact that nine out of every dozen arrivals in this country are of British or American nationality means that the Northwest is being populated by men whose business, personal, and national ideals are practically those of the country they are coming to. The bulk of the immigration into the United States is from Southern Europe, and the experience of the Republic with that class of immigration has been such that Canadians will congratulate themselves that this country does not offer inducements to the same class of settlers.

THE BAILEY CUTLERY COMPANY.

ON Tuesday the announcement was made in the daily papers that The Bailey Cutlery Co., Limited, Brantford, Ont., had been compelled to close down their plant on account of the competition of German, British and United States manufacturers of similar lines.

On Wednesday, in reply to an inquiry from **HARDWARE AND METAL**, The Bailey Cutlery Co., Limited, wrote as follows: "We beg to advise you that our factory is closed down at the present for the purpose of stock-taking, but as our stocks are very complete it will not be necessary for us to run our factory for some little time, which date we cannot give you at present."

Comment is hardly necessary, except to remark that there is a wide difference between the tone of the letter written by the firm interested and the references to the situation by some of the daily papers.

THE C. M. A. PLATFORM.

AT the "Pacific Excursion" banquet of the Canadian Manufacturers' Association, held in Toronto on Thursday evening, President Geo. E. Drummond, Montreal, made a statement embodying the platform which the association would make an issue of during the Canadian general elections expected before long. Briefly expressed, the platform advocates a tariff in Canada equal to that of the United States, with a more effective preference in favor of Great Britain. In connection with this statement the interview with Mr. Drummond on the next page will be of interest to our readers.

A PROGRESSIVE LONDON HARDWAREMAN

STEADY continuous progress has been the chief feature of the business career of Mr. John Bowman, of The John Bowman Hardware and Coal Co., London, Ont., who was elected vice-president of the Canadian Wholesale Hardware Association at the recent convention of that body in Toronto.

While a lad of sixteen John Bowman left school to enter the employment of T. & J. Thomson, wholesale and retail hardware dealers of London, with whom he thoroughly learned the details of the wholesale hardware business. Five years

company, The John Bowman Hardware and Coal Co., was founded.

While from the first establishment of Bowman & Co. the business has been carried on in a progressive and business-like spirit, it is generally recognized that the firm under the present name and management is in a stronger position than at any time heretofore. Strict integrity and promptness in the treatment of all customers has contributed in a material way to the sound position of this firm and the respect in which Mr. Bowman is personally held in the country.

The John Bowman Hardware and Coal

Co. find it necessary to make use of four warehouses in carrying the various classes of goods connected with their business. In these the latest and best plans for arranging and sorting stock are in use in all departments. The main building and general offices of the firm are in the Granite Block, London. Here such lines as shelf hardware, cutlery, etc., are carried. In the other warehouses the heavier metals, hardware and the coal are kept in stock. In one or another of these warehouses are to be seen practically everything in the hardware line, the firm making their boast that their customers can get at any time every commodity in the hardware line from "a needle to an anchor," or "a percussion cap to a cannon."

Mr. Bowman is this week in Atlantic City attending the meeting of the United States Wholesale Hardware Dealers' Association.

CHRISTMAS GOODS.

Hardware dealers all over the Dominion have begun to pay due attention to Christmas goods, such as hockey supplies, skates, sleighs, cutlery, lamps, fancy goods and other suitable lines. Such dealers as have not yet taken the matter into consideration would do well to do so at once in order to make sure of having a good selection from the wholesale houses. Many suggestions regarding Christmas lines will be found in the advertising columns of this issue.



J. Bowman, London, Ont.

later an opportunity of advancement presented itself and Mr. Bowman engaged with Adam Hope & Co., of Hamilton, with whom he remained for somewhat over four years.

Twenty-seven years ago the firm Bowman & Co. was established in London to carry on business of wholesale dealers and shippers of coal. This business was continued until 1887, when Mr. Bowman retired, and was instrumental in forming the firm of Bowman, Kennedy & Co., wholesale hardware merchants. The firm remained unchanged until 1897, when a dissolution took place, and the present

UNITED STATES PIG IRON IN CANADA.

FOR some time a discussion has been going on as to the danger of wholesale "dumping" of United States goods, particularly metals, on the Canadian market. In connection therewith, Mr. Geo. E. Drummond, president of the Canadian Manufacturers' Association, was quoted in an interview published by The Toronto Globe as follows:

The Canadian market is at present overrun with drummers offering American pig iron at slaughter prices, concessions being readily made for export to Canada. The duty against this iron is \$2.50 a ton, which would be equal to about 17 1-2 per cent. It should not be less than \$3.50 per ton, the American tariff against Canadian pig iron being \$4 a ton. Canadian consumers of pig iron will find the same system of slaughtering goods will inevitably be followed by the American manufacturers in the more highly finished goods, so that all classes of manufacturers and consumers of iron and steel goods in Canada will suffer.

In this connection there also appeared in The Globe of November 11 an interview with Mr. Samuel Coulson, of The H. R. Ives Co., general founders, of Montreal, in which that gentleman makes the following statement:

Mr. Drummond's remarks in so far as they relate to pig iron are misleading. At the outset I may state that in our works we use not less than three thousand tons of pig iron per annum, and naturally buy our iron in the cheapest market. For over two years past we have not been able to purchase a pound of pig iron in the United States; in that time 75 per cent. of the pig used by us came from England, the rest was Canadian. Recently our American friends have been writing us to know if we were not able to buy at present prices, their quotations as late as October 29th being as follows: No. 1 soft, \$19.67 per gross ton, f.o.b. cars Montreal, duty paid, terms 30 days; No. 2 foundry, \$19.17; No. 3, \$18.67; No. 4, \$18.17. The foregoing quotations compare with English and Scotch iron now in our yards as follows: No. 1 Summerlee, \$19.50; No. 1 Ayresome, \$19; No. 1 Carnbroe, \$18.45; No. 1 Middlesboro', \$16.74; terms four months. He also neglected to mention that Canadian manufacturers of pig iron up to the last session of Parliament were entitled to and collected bounties amounting to \$3 per ton. I think these bounties are now on a sliding scale, but have yet five or six years to run before they cease. If the quotations for pig iron that we have had from our friends at Sydney this month hold good it will be many a long day before the Americans will be able to sell the same product in Canada.

In the same issue there also appeared a letter from "Iron Merchant," Montreal, strongly criticizing Mr. Drummond's statement.

President Drummond's attention was drawn to these items which appeared in The Globe of Saturday, 11th inst., criticizing what purported to be a full report of an interview which he (Mr. Drummond) had granted to a representative of The Globe on the 6th inst. in respect to the effect, injurious or otherwise, that the present business and financial depression in the United States would have on Canadian interests. Mr. Drummond said that "he really could not undertake to follow the devious ways of The Globe in dealing with interviews embodying facts that, for one cause or another, proved unpalatable to it."

When The Globe correspondent called upon Mr. Drummond, the latter, being busy, and imagining that the newspaper in question honestly desired to get at the cold facts in regard to the effect of the American depression on Canadian industries, placed in the hands of the correspondent a copy of The Toronto News, of November 3, which gave a report of an interview which a representative of that paper had had with Mr. Robert Hobson, of The Hamilton Steel & Iron Co., and Mr. Drummond requested the correspondent of The Globe to state that he (Mr. Drummond) fully endorsed what Mr. Hobson had said in the interview in question.

Considering the matter contained in Mr. Hobson's statement therefore as a context to the data which he himself was prepared to supply, Mr. Drummond gave to the correspondent particulars as to the low prices at which American iron and steel are now being offered in Canada, and especially mentioned structural steel "as being freely offered at a concession equivalent to \$10 per ton, which, as anyone acquainted with the trade will readily see, wipes out on standard sizes all the Canadian protection and bounty combined, and paralyzes hope of early and natural development of these lines in Canada.

"The matter contained in Mr. Hobson's interview, and which The Globe, designedly or otherwise, omitted to publish, dealt in detail with the whole question, showing that American pig iron and steel is being offered in Canada at prices which Canadian manufacturers cannot possibly hope to compete with.

"In the interview in question Mr. Hobson had fully explained the Canadian position with regard not only to the Customs duty, but also to bounties, pointing out that the latter were only given temporarily, and were decreasing from year to year, and further mentioning the fact that as an offset the United States producer had cheaper transportation facilities (estimated by Mr. Hobson to be worth 10 to 50 per cent. of the Canadian protection), cheaper labor, larger market, cheaper fuel, and immensely larger plants, where the cost of production is relatively smaller."

The question, however, that led to the interview was, as Mr. Drummond states, whether the present depression in business circles in the United States will, under our present tariff, injuriously affect Canada, and in respect to this he says: "I have no hesitation in saying now that the position taken by The Toronto News in respect to this question, based upon

information gathered at first hands at various points, is absolutely correct, and that the position taken by The Toronto Globe in its contention that the depression in the United States will not affect Canada, is altogether misleading."

With regard to the bounties, Mr. Drummond said: "My views are well known. The bounties have served a good purpose, viz., to encourage the immediate investment of capital in the manufacture of iron and steel in Canada, enabling those who invest to undertake the uncertain and costly work of prospecting for, securing, and developing mines, and the not less important duty of training Canadian labor in the different departments of this, to Canada, new business; moreover the wisdom of the system of special bounties granted for the manufacture of iron and steel has been proven by the increase of revenue at the ports where these industries have been actually established, statistics showing that the amount paid out in bounties has been more than refunded to the national treasury by the increase in revenue.

"The bounty system, however, necessarily established on a temporary basis, will not preserve the market to Canadian labor and capital. That can only be done by an efficient customs duty."

In referring to the bounty paid on pig iron, Mr. Drummond says: "The Globe states that Canadian iron masters are being paid \$3 per ton. This is incorrect and again misleading. Since June 30, 1902, the bounty rate on pig iron when the product of Canadian ores only has been \$2.70 per ton, and further, The Globe can easily ascertain the fact that the Sydney Co., for instance, using Newfoundland ore, only receives \$1.80 per ton bounty, not \$3 as it states, and that in the case of almost every furnace company of importance in Canada, they are as yet compelled to use a mixture of foreign ores with the Canadian, and consequently receive a bounty averaged on the Canadian and foreign ores used, and probably not much exceeding \$2 per ton.

"The best example of a successful policy for the building up of an iron and steel industry is that of the United States. There they established their iron industry by an efficient customs duty. When they had reached a much more advanced stage in respect to output than the Canadian iron industry has yet arrived at, the iron producers of the United States were still enjoying a protection of from \$7 to \$9 per ton on pig iron, and the steel rail industry was established in that country by the imposition of a duty four times as great as that which the Canadian manufacturers have asked. The results obtained in the United States by a strong policy speak for themselves."

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, November 20, 1903.

HARDWARE.

IN spite of the imposition of Winter freight rates on the railroads, the first of the week there has not been much slackening in business, and the wholesale houses are still busily employed in rushing out large orders by the last boats. Good sorting orders for general lines are coming in now from all parts of the country showing that in spite of the liberal buying during the Summer and Fall stocks throughout the country are not very heavy. Another week or ten days should see the close of the busy season for the hardware houses but the opinion is expressed that the "midwinter quiet spell" may this year be as long delayed as was the usual "midsummer slackness," which many houses never saw this year. For all reasonable lines of hardware the demand is better than the average. Fencing wire is still going out in large shipments to the Northwest and many houses are booking good orders for Spring delivery. The break in the weather has helped trade in sleighbells and snow shovels. Many dealers delay ordering such goods till the last minute. The cement business is now beginning to slacken but trade in fire bricks shows a very considerable improvement. One or two houses are advancing cotton rope, bed cord, and sash cord, but although prices in these goods are firm not all houses have made the advance, and no change is made this week in our quotations. Sporting goods are now in increasing demand for the Christmas trade.

WIRE NAILS.—There has been an unprecedented demand for wire nails this season and although Winter freight rates have gone into effect on the railroads there has been no slackening at the local mills. Prices continue steady at former quotations, which are as follows: \$2.40 per keg in carlots, and \$2.15 per keg in small lots f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

CUT NAILS.—The demand for cut nails is also good at unchanged prices, which are as follows: \$2.45 f.o.b. Montreal; carlots \$2.40.

PRESSED SPIKES.—In good demand at a discount of 20 per cent.

FENCE STAPLES.—As noted above, there has been an unprecedented demand all this Fall for fencing wire for the Northwest and consequently fence staples have been in particularly good request from the same quarter. Prices are firm and unchanged. We quote: \$2 per 100 lb. keg for galvanized, and \$2.80 for bright. 25 and 50-lb. packages, 25c. extra.

HORSE NAILS.—This is always a busy season and the break in the weather has had the effect of sending in a number of "rush" orders. We quote as before: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Counter

sunk" heads, 55 per cent.; "C" brand, 40, 10 and 7½ per cent. off; "Monarch," 50 and 7½ per cent. and "Peerless," 50 per cent.

HORSESHOES.—Colder weather has helped the demand for horseshoes very considerably, and business is now very brisk. All parts of the country are taking large shipments, but as is the case in so many other lines the Northwest is calling for greatly increased supplies over other years. Our quotations are as follows: Iron shoes, light and medium pattern, No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; X.L. steel shoes, new light pattern, sizes 1 to 5, \$5.35; light steel shoes, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05; featherweight, all sizes, 0 to 4, \$5.35; toe weight, all sizes, 1 to 4, \$6.60. Shoes more than one size in a keg, 10c. per keg extra f.o.b. Montreal only.

SLEIGHBELLS.—As noted above, the colder weather and recent snow flurries have had the effect of increasing the demand very considerably. Business was brisk before but orders are now coming in faster than ever. We quote as follows: Back straps, 30c. to \$2 each; body straps, 70c. to \$2.50 each; shaft gongs, 2 bells, 20c.; 3 bells, 35 to 60c.; 4 bells, 55c. to \$3 each; brass team bells, No. 1, \$1.90 per dozen; No. 2, \$2.40 per dozen; No. 3, \$2.70 per dozen; No. 4, \$3.70 per dozen; No. 5, \$4.65 per dozen; York eye bells, No. 10, \$1.35 per dozen; No. 12, \$1.65; No. 14, \$1.90; saddle gongs, \$1.10 to \$3 each.

SKATES.—These goods also are going out faster on account of cold weather. In some quarters a shortage of skates is expected and as a result prices although unchanged are very firm. Our quotations are: Halifax pattern, 37c. per pair; nickel-plated, 65c.; ladies' nickel-plated, 55c. to \$1.25; ladies' concave nickel-plated, \$1.45; plain hockey, 27c. to \$1.35; nickel-plated hockey, 60c. to \$2.50; double end hockey, \$1.65 to \$3. Skate straps, 70c. to \$1.35.

HOCKEY STICKS.—Cold weather and the approach of Christmas have combined to increase the demand for these goods and the local wholesale houses report the receipt of many good orders. Our quotations are: Best second growth goalkeeper's, \$3.80 per dozen; ash, \$2.70; elm, \$2.18; boys' elm, \$1.10. Regulation pucks, \$1.50 per dozen; boys', \$1.15 per dozen.

FIRE SHOVELS.—In better demand at steady prices. We quote as follows: "Habitant," \$2.50 to \$2.75 per dozen; "Victor," 30 per cent. off; steel railroad shovels, 45 per cent. off.

SCREEN WIRE CLOTH.—Price for 1904 delivery is \$1.42½ per 100 square feet.

GALVANIZED WIRE.—In good demand at unchanged prices. Our quotations are as follows: No. 5, \$3.70; No. 6, 7 and 8, \$3.15; No. 9, \$2.55; No. 10, \$3.20; No. 11, \$3.25; No. 12, \$2.65; No. 13, \$2.75; No. 14, \$3.75. In carlots f.o.b. Cleveland: No. 5, \$2.20; Nos.

6, 7, 8 and 9, \$2.15; No. 10, \$2.20; No. 11, \$2.25; No. 12, \$2.30; No. 13, \$2.40; No. 14, \$2.50. In less than carlots, 12½c. per 100 lb. extra charged.

BARB WIRE.—A brisk business is still reported to us at unchanged prices. Orders from the Northwest are particularly good. Our quotations are as follows: \$2.80 per 100 lb. f.o.b. Montreal, and \$2.55 f.o.b. Cleveland. Carlots of 15 tons, \$2.45 f.o.b. Cleveland.

SMOOTH STEEL WIRE.—Hay-baling wire is still in considerable request and other lines are in ordinary demand. We quote: Bright and annealed, \$2.50 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, \$2; oiling, 10c.; spring wire, \$1.25; best steel wire, 75c.; bright soft-drawn, 15c.; hay-baling wire, 20 to 25c.

FINE STEEL WIRE.—Trade is quite up to the average for this season. Discount is still 25 per cent. with net extras as follows: 1 and 2-lb. hanks, 25c. per 100 lb.; ¼-lb. hanks, 37½c., and ½-lb. hanks, 50c.

BRASS WIRE.—Business is fair at unchanged discount, viz., 60 per cent.

COPPER WIRE.—Business fair; discount 60 per cent.

RIVETS AND BURRS.—The demand for rivets and burrs has been very active all this season and there is very little slackening as yet. Discounts remain unchanged as follows: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swede rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS AND NUTS.—There is still difficulty in filling orders for some sizes. Trade is brisk in lines which can be supplied and prices are steady as follows: Common carriage bolts, 50 per cent.; full square carriage, 55; machine, 50 and 5; coach screws, 66 2-3; sleighshoe bolts, 65 and 5; blank bolts, 50 and 5; bolt ends, 50 and 5; plough bolts, 50 and 5; tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3½c. per lb. off list; hexagon nuts, 3½c. per lb. off list.

SCREWS.—Some small sizes are hard to get. Business is mostly of a sorting nature just now but in the aggregate it is a considerable volume. We quote: Round head bright, 82½ per cent.; flat head bright, 87½ per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

SHOT.—Except for an occasional sorting order there is now very little doing. Our quotations are as follows: Ordinary drop shot, A. A. A. to dust, \$6.50 per 100 lb.; chilled, Nos. 1 to 10, \$7 per 100 lb.; buck and seal, \$7.50 per 100 lb.; ball, \$8 per 100 lb. Trade discount 17½ per cent. f.o.b. Montreal,

Toronto, Hamilton, London, St. John, N.B., and Halifax.

LANTERNS.—Little difficulty is now reported in filling orders although business continues brisk. Our quotations are: Lift, hinged or tilt, \$4 to \$4.25 per doz.; cold blast No. 2, \$7 to \$7.50; painted dashboard, \$6.50 to \$6.75; plain dashboard, \$6 to \$6.25; searchlight, \$20 to \$24 doz.; brass cold blast, small, \$9.75 to \$10.

CORDAGE.—One or two houses are advancing their prices of sash cord and bed cord about 5 per cent., but no general advance has been made and we have not changed our quotations. Cotton rope is also likely to be advanced and in spite of the flurry across the line general prices here are well maintained. Our quotations are as follows: Pure manila, 14½c.; British pure manila, 12c.; sisal, 11½c.; double lath yarn, 11c.; single lath yarn, 10½c.; Russian tarred spun yarn 13½c.; jute rope, ¾-in. in diam. and upwards, 9c.; cotton rope, 16½c.; cotton twine, 17 and 20c. for 3 and 4 ply. Cotton bedcord, 90c. to \$1.35, according to length.

BUILDING PAPER.—The demand is still very brisk at unchanged prices.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
113 St. John Street, Montreal

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Deseronto Iron Co.

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Manufacturers of

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Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required: Strong, High Silicon Iron, for Foundry Purposes.

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MONTREAL, QUE.

or to

Canada Iron Furnace Co.

MIDLAND, ONT.

Limited

Our quotations are as follows: Tarred felt, \$1.85 per 100 lb.; 2 ply ready roofing, 90c. per roll; 3-ply, \$1.15 per roll; carpet felt, \$2.25 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O.K. and I.X.L., 70c. per roll; heavy straw and sheathing, \$35 per ton; slaters' felt, 65c. per roll.

FIREBRICKS.—Business is now commencing to pick up considerably and the volume of trade during the week is reported satisfactory. Prices are firm, English being quoted at \$16 to \$22 per 1,000, and Scotch at \$17 to \$22.

CEMENT.—Business is commencing to slacken. Our quotations are: Canadian cement, \$1.90 to \$2.25; German, \$2.25 to \$2.40; English, \$2.15 to \$2.25; Belgian, \$1.70 to \$1.95 per bbl. ex-store, and American, \$2.20 to \$2.40 ex-cars.

PLUMBING GOODS.

The supply houses continue to report a good demand for all plumbing supplies, showing that the plumbers are having a good season in all parts of the country. In sympathy with the weakness in tin there has been a decline in solder which will be noted below.

LEAD PIPE.—Plumbers continue to call for good round orders. Composition and waste are selling at 8c. and ordinary at 7c. The discount is 35 per cent.

IRON PIPE.—As was explained last week, no decline in prices is expected here on account of the break in prices in the United States: the reason is that Canadian prices for the smaller sizes of pipe were already much lower than the figures at which these goods could be imported from the United States before the decline. Quotations are as follows: Standard pipe, per 100 feet, in lengths under 19 feet—black, ½-in., \$2.30; ¾-in., \$2.30; 1-in., \$2.55; 1½-in., \$2.85; 2-in., \$3.65; 2½-in., \$5.20; 3-in., \$7.35; 3½-in., \$8.95; 4-in., \$12.55. Galvanized—½-in., \$3.20; ¾-in., \$3.45; 1-in., \$3.90; 1½-in., \$5; 2-in., \$7.20; 2½-in., \$10.05; 3-in., \$12.20; 4-in., \$16.85. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, ½-in., \$4.20; ¾-in., \$5.25; 1-in., \$7.55; 1½-in., \$10.55; 2-in., \$12.75; 2½-in., \$17.60. Galvanized—½-in., \$5.20; ¾-in., \$6.65; 1-in., \$9.55; 1½-in., \$13.25; 2-in., \$16; 2½-in., \$21.

SOIL PIPE AND FITTINGS.—The demand continues satisfactory at unchanged prices. The discounts are: Light soil pipe, 3 to 6-in., 50 and 10 per cent.; medium and extra heavy soil pipe, 2 to 6-in., 60 per cent., and 5 per cent.; extra heavy soil pipe, 8-in., 45 per cent. Light fittings, 2 to 6-in., 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-in., 60 and 5 per cent.; extra heavy fittings, 8-in., 45 per cent.

SOLDER.—In sympathy with the decline in tin, prices of solder have been reduced. We quote: Wire solder, 18c.; bar, 17½c. Trade is fair.

METALS.

Houses handling heavy goods have still all that they can do to attend to the rush of orders sent in at the last minute. The R.&O. boats may be withdrawn any day if the weather becomes much colder and in any event they are not likely to run any later than November 25. In the meantime "rush" orders are being received by telegraph for shipment of goods

TINPLATES

"DOMINION CROWN"—Best Best Charcoal, tissue.

"ALLWAYS"—Best Charcoal.

"CANADA CROWN"—Charcoal

"LYDBROOK"—Best Coke.

"TRYM"

All standard brands. Accept no substitute.

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They are strong and will stand good hard service.

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Pig Tin

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INGOT COPPER
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PIG LEAD
SPELTER
ANTIMONY
PIG IRON

ADAM HOPE & CO.
Hamilton, Ont.

NOVA SCOTIA STEEL
& COAL Co., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

OPEN HEARTH STEEL

THE IRON COUNTS. Some changes in our quotations will be noted. Ingot tin has declined at least 1c. and the figures quoted below would, in all probability, be quoted for large orders. Bar iron is, perhaps, the weakest item on the list, sales of merchants' bar in good round lots being reported as low as \$1.80. Copper has also declined. In tinplates and pig iron there is now little doing on the local market.

PIG IRON. Business is quiet at present as most buyers in this section have fair supplies on hand. There is an easier tendency in Scotch pig iron owing to the increased output of Canadian. We quote: Summerley, \$19.50 to \$20; Carron, No. 1, \$21; do No. 3, \$18.50 to \$19; Mid-dlesboro', No. 3, \$17 to \$17.50; Ayer-sonne, No. 1, \$20; do, No. 3, \$19.10.

BAR IRON. This is the weakest item on the list. For round lots sales are reported as low as \$1.80 and \$1.85, but the price for small lots is still \$1.90. We quote as follows: Merchants' bar, \$1.90; horseshoe iron \$2.15; forged iron, \$2.10.

BLACK SHEETS. Large shipments have been made during the week. Prices steady and unchanged. We quote: 28 gauge, \$2.45; 26 gauge, \$2.40; 22 to 24 gauge, \$2.35; 18 to 20 gauge, \$2.30, and 8 to 10 gauge, \$2.10.

GALVANIZED IRON. Many "rush" orders by wire for shipment by the last boat are reported this week. Prices are as follows: 28 Queen's Head, \$4.30; Apollo, 10½ oz., \$4.30; Fleur-de-Lis, \$4; Comet, \$4; Bell brand, \$4. In less than case lots 10c. extra.

TINPLATES.—The local market continues quiet. Cokes sell at \$1 and charcoals at \$4.25.

INGOT TIN.—There has been a reduction of fully one cent since last week. We now quote at 30 to 31c. and for good round lots prices lower than 30c. would probably be accepted.

TERNE PLATES.—Prices locally are unchanged, but the English market continues weak. We quote at \$6.75 to \$7.

COIL CHAINS.—Trade is still fairly brisk. Prices quoted are subject to concessions of at least 10c. for good round lots. Our quotations are: No. 6, 16c.; No. 5, 9c.; No. 4, 8½c.; No. 3, 7c. ½ in., 6c.; 5 16 in., \$4.90; ¾ in., \$4.20; 7 16 in., \$4; ½ in., \$3.90; 9 16 in., \$3.75; ¾ in., \$3.60; ¾ in., \$3.50; ¾ in., \$3.45; and 1 in., \$3.40, with 10c. allowance on coils.

CANADA PLATES. Prices are steady at the reductions quoted last week. Business is brisk. Our quotations are: 52s., \$2.40; 60s., \$2.45 to \$2.50; 75s., \$2.55; full polished, \$2.60, and galvanized, \$1 to \$1.10; galvanized, 60s., \$1.25 to \$1.35.

STEEL. At changes noted in our last issue business is reported brisk this week. We quote: Sleigh-hoe, \$2.05; tire, \$2.15 to \$2.20; spring, \$2.75 to \$3; reeled machinery, \$2.75 to \$3; tace-calk, \$2.60; machinery (iron finish) \$2.50; square barrow, \$2.50.

TOOL STEEL. A typographical error last week made us quote "Conqueror" tool steel at 7½c. instead of 7c. Business is quite up to expectations. We quote Black Diamond, 8 to 9c.; Sanderson's, 8 to 9c., according to the grade; Jossop's 12c.; Jonas & Colver's, 10 to 20c.; "Air Hardening," 50 to 65c. per lb.; Conqueror, 7½c.

INGOT COPPER. Quoted at \$11 to \$14.25.

PIG LEAD. An active trade is reported at \$3.20 to \$3.30.

SHEET ZINC.—We quote: Cask lots, \$6.15 to \$6.25; smaller quantities, \$6.50.

ZINC SPELTER.—The price is 6c. but concessions are said to be obtained for large quantities.

SCRAP METALS.

Since our last issue there has been a further decline in No. 1 wrought scrap as the local rolling mills have reduced their prices \$1 per ton. Machinery scrap is said to be hard to obtain. For cast scrap there continues to be a fair demand. In general lines last week's quotations are still maintained and we quote: Heavy copper and wire, 10½c. per lb.; light copper, 10½c.; heavy red brass, 10c.; heavy yellow, 8½c.; light brass, 5½c.; lead, 2½ to 2¾c.; zinc, 2½ to 3c.; iron, No. 1 wrought, \$12 to \$13; machinery scrap, \$13 to \$15; stove plate, \$12; malleable and steel, \$6; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6 to 6½c. per lb.

RAW FURS.

Furs are still coming in slowly, but it is expected that trade will show a big improvement with the arrival of cold weather. Prices as revised two weeks ago are unchanged, but it is said that in most lines they are more likely to decline than to advance. We quote:

	Large	Medium	Small	Kitts	Fall Beaver	Spring Beaver	Cubs	Yearlings
BEAVER —Labrador and choice Eastern.....	\$6.00	\$5.00	\$2.75	\$11.50	\$2.00 to \$2.50 per pound	\$3.00 to \$3.25 per pound		
Territory Rocky Mountains and Western.....								
Strictly Prime, or, No. 1.....	6.00	4.00	2.00	.50-.75				
Partly Prime, or, No. 2.....	4.00	3.00	2.00	.50				
Unprime, or, No. 3.....	3.00	2.00	.25	.40				
Flat, weak, or poor, or, No. 4.....	2.50	.50	.75	.25				
BEAR —Black—Choice only.....	Large 12.00	Medium 8.00	Small 6.00	2	3	4		
Brown.....	10.00	6.00	4.00	2	3	4		
BADGER —Of all sections.....	.50	.25	.10	.05				
Dark Brown.....	7.00	5.50	5.00	3.00	1.75	.50		
FISHER —Eastern and far North-Eastern.....	7.00	5.50	3.50	2.00	1.00	.50		
Territory and Western.....	Large 4.00	Small 3.00	1.25	.75	.40			
FOX —Red—North-Eastern and similar fine bright red kinds.....	4.00	3.00	1.40	.50	.20			
Territory and Western.....	Dark 15.00	Fair 7.00	Pale 4.00	2	3	4		
" Cross—Value principally as to beauty, also size & richness.....	125.00	75.00	40.00	20.00	9.00	4.50		
" Silver—Eastern and far Northern.....	100.00	50.00	30.00	15.00	5.00	2.50		
" Pacific Coast, Territory and Western.....	Large 5.00-8.00	Medium 3.4-5.0	Small 2.25	2	.75	.25		
LYNX —Far North-Eastern.....	5.00-8.00	3.4-5.0	2.25	2	.75	.25		
Territory and Western.....	Large 7.00	Medium 5.00	Small 2.50	2	1.00	.25		
MARTEN —British Columbia, Northern Pacific and similar.....	3.50	2.25	1.50	1.00	.60	.20		
Territory and Western.....	3.00-4.00	2.25-3.00	2 to 2.25	1.00	.50	.25		
MINK —Halifax, far North-Eastern and choice.....	Large 4.00	Medium 3.25	Small 2.50	2	1.50	.40		
Territory and Western.....	1.50-2.00	1.50	1.00	.75	.25	.15-25		
MUSKRAT —Eastern, best large.....	15 to 18	10 to 15	2 to 7					
Territory and Western.....	Large 10-15	Medium 7-10	Small 5-7	2	3	4		
OTTER —Labrador and far North-Eastern.....	10-15	7-10	5-10	2.50	2.00	\$1.00 to \$2.00		
Territory and Western.....	6.00	4.50	3.50	2.25	.50	.25 to .50		
RACCOON —.....	Large 75-150	Small 60-100	33-60	.25	.15			
Black—Value according to darkness, size and beauty.....	2.25	2.00	1.00	.50	.25			
SKUNK —.....	Black 75-125	Shrt 75	St 40-50	Long 15	White 2			
WOLVERINE —Value according to darkness, size and beauty.....	5.00	4.00	2.50	1.50	.75	.25		
CASTOREUM —.....	\$5.00 to \$6.00 per pound.							

ASHES.

The market is firm but receipts are still light. There are no pearls offering at present and hence quotations are purely nominal. We quote: First pots, per cwt., \$5.95 to \$6; seconds, \$5.55; pearls, per 100 pounds, \$7 to \$7.25.

HIDES.

After weeks of unprecedented activity there has been a sudden lull on the local market due to the break in prices in the United States. Unless there is a rally in prices across the border a decline may

be expected here. We quote: No. 1 beef hides, 9½c.; No. 2, 8½c.; No. 3, 7½c.; No. 1 buff sheepskins, 77 to 79c.; lambskins, 70 to 75c.; No. 1 calfskins, 10c.; No. 2, 8c.

ONTARIO MARKETS.

Toronto, November 20, 1903.

HARDWARE.

DESPITE all talk of depression, of business contraction, the month of November has been one of the most satisfactory of the year. The demand for seasonable lines has been such that the total volume of trade has been larger than during October. In fact, if buying continues at the present rate the season's business will have been considerably in excess of last year. There is still, however, a feeling that caution is desirable. It would be foolish to try to hide or disguise the fact that in some lines travellers representing United States houses have been trying to get business at prices below the Canadian level. This is undoubtedly a consequence of trade contraction in the States, and the question arises, how far will this tendency go? The more conservative business men express an open mind as to the situation. The hardware business in Canada, despite the bad state of affairs in Germany, Great Britain and the United States, the countries from which we buy most freely, is prosperous at the moment. If the depression in the other countries

becomes serious enough Canada must be affected. So it is wise not to go ahead too fast, to buy too freely, yet it would be folly to start curtailing one's business unless compelled to do so by conditions. For the moment there is prosperity, a good, healthy demand, and manufacturers as well as wholesale houses are kept busy in coping with it. Prices are steady throughout, though in some lines slight reductions are considered inevitable.

WIRE.—There is still some business done in both fence wire and hay-baling wire. Prices are firm throughout.

WIRE NAILS. Orders for nails are coming in yet from all quarters. Prices are firm. We quote the base price for nails at \$2.15 per keg f.o.b. Toronto.

HORSE NAILS.—Prices are steady. There is a good trade. Our quotations are as follows: "C" brand, oval head, 40 and 10 and 7½ per cent.; on "Monarch," 60 per cent.; "M," "Oval" and "Countersunk" head, 55 per cent.; on "Peerless," 45 and 7½ per cent.

HORSESHOES.—Trade keeps up nicely. We quote f.o.b. Toronto as follows: Iron shoes, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05. Steel, new light shoes, No. 2 and larger, \$3.95; No. 1 and smaller, \$4.20. Snow shoes, No. 2 and larger, \$4.05; No. 1 and lighter, \$4.30. If shipped from factory, 15c. less. If assorted, more than one size in a keg, 10c. per keg extra.

SCREWS.—A fair trade is reported in all lines. Our quotations are: Flat head bright, 87½ per cent. discount; round head bright, 82½ per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze 75 per cent.

RIVETS AND BURRS.—A good trade keeps up at steady prices. Our quotations are as follows: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.

BOLTS AND NUTS.—While labor troubles are still interfering with the production on this market so that Canadian bolt makers are having trouble in keeping their customers supplied, some United States travellers have been offering bolts here at prices which may make them a factor in the situation. Prices are, however, likely to hold good until the market is supplied. A fair trade in both carriage and machine bolts is doing. Our quotations are as follows: Carriage bolts, common (\$1 list), 50 and 10 per cent.; carriage bolts, full square (2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron (83 list), 55 and 10 per cent.; machine bolts, all sizes, 50. 5 and 10 per cent.; coach screws, cone points, 66.23 and 10 per cent.

CORDAGE.—There is a moderate demand for some sizes of rope. Prices are steady and conditions continue as reported last week. Our quotations are: Pure manila, 14½c.; British pure manila, 12c.; sisal, 11½c.; double lath yarn, 11½c.; single lath yarn, 11c.; double shingle yarn, 11½c.; single shingle yarn, 11c.; sash cord, 25 to 30c.

CUTLERY.—A flurry has been created by the reports concerning the closing down of The Bailey Cutlery Co., the Canadian cutlery manufacturers. It is well known in the trade that there is a healthy demand for Canadian cutlery yet there is also a good sale of the better-known brands of imported cutlery. The trade have called for variety, prices being in many cases a quite secondary consideration. It is worth noting that in another column is published a letter from the Brantford firm stating that their stocks are still large. This means that buyers will be able to get the Canadian article for some time to come.

WOODENWARE.—The feature of the week has been the explosion at Newmarket, at the works of The United Factories, Ltd., where pails, tubs, washboards and clothes-pins are made. Reference to

this explosion will be found elsewhere. A good trade keeps up but it is thought that the delivery of orders will not be seriously delayed. Our quotations are: Washboards—Victor, \$1.25; Crown, \$1.30; Improved Globe, \$1.45; Standard Globe, \$1.55; Original Solid Globe, \$1.70; Superior solid back, \$1.85; Jubilee, \$1.85; Pony, \$1.05. Tubs—No. 0, \$10.75; No. 1, \$8.50; No. 2, \$7.50; No. 3, \$6.50. Pails—No. 1, 2 hoops, \$1.70; No. 1, 3 hoops, \$1.90.

BUILDING PAPER.—Business continues good this week. Prices are unchanged. Our quotations are as follows: Tarred felt, \$1.85 per 100 lb.; 2-ply ready roofing, 90c. per roll; 3-ply, \$1.15 per roll; carpet felt, \$2.25 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O.K. and I.X.L., 70c. per roll; heavy straw and sheathing, \$35 per ton; slaters' felt, 60c. per roll.

CEMENT.—There is a falling off in the demand for cement since cold weather set in. Our quotations are as follows: Canadian Portland at \$2.05 to \$2.65 Toronto, and \$1.65 to \$1.90 at the works; American Portland, \$2 Toronto.

FIREBRICKS.—As the season for firebricks approaches prospects are bright. We quote 28c. to 33c. for English, and 30 to 35c. for Scotch.

PLUMBING GOODS

A good trade in practically all lines continues. Prices are steady throughout at the figures noted last week.

LEAD PIPE.—A fair business is still doing. Our quotations are as follows: Lead, 7c.; lead waste pipe, 8c.; discount, 15 per cent.

SOIL PIPE AND FITTINGS.—A steady trade is doing at firm prices. Our quotations are: Light soil pipe, 45 and 5 per cent.; light soil pipe fittings, 50 and 5 per cent.; medium and extra heavy pipe and fittings, 55 and 5 per cent.; 7 and 8-in. pipe, 40 and 5 per cent.

IRON PIPE AND FITTINGS.—The demand is keeping up nicely. We quote discounts as follows: Malleable fittings 15 per cent.; cast iron (not standard), 57½ per cent.; headers, 52½ per cent.; flanged unions, 52½ per cent.; bushings and plugs, 57½ per cent.; unions, 55 per cent.; nipples, 2-in., 65 per cent.; nipples, 2½ to 6-in. inclusive, 60 per cent.

RANGE BOILERS.—The demand is not quite so active. Prices are steady since the discount on copper boilers was increased to 25 per cent.

BRASS GOODS.—The sale of all brass goods for steam fitters' use is exceptionally large and prices keep firm. The discount on iron cocks has been increased to 60 per cent., except for 2-in., for which it is still 50 per cent.

IRON PIPE.—Prices are steady since our last report. A good business is doing. Our quotations are f.o.b. Toronto as follows: ½-in., \$3.25; ¾-in., \$2.40; 1-in., \$2.65; 1½-in., \$2.85; 2-in., \$3.65; 2½-in., \$5.20; 3-in., \$7.35; 3½-in., \$8.95; 4-in., \$12.55; 4½-in., \$20; 5-in., \$23; 6-in., \$30; 8-in., \$36.

ENAMELLED WARE.—A good business is noted. We quote: Baths, standard rolled rim, 1st quality, 5½ ft., \$21.60; 5 ft., \$18.70; and 4 ft., \$16.75; 2nd quality, 5½ ft., \$19; 5 ft., \$17.25; 4½ ft.,

Oakey's 'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

**JOHN FORMAN, 644 Craig Street
MONTREAL**



COVERT MFG. CO.

West Troy, N.Y.

Auto Screw Jack

Harness Snaps Chain, Rope and Web Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICE

PRIEST'S CLIPPERS

BALL BEARINGS



Largest Variety.

Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and

Sheep-Shearing Machines.

WE MAKE THEM.

SEND FOR CATALOGUE TO

American Shearer Mfg. Co., Nashua, N.H., USA

The Best Door Closer Is . . .

NEWMAN'S INVINCIBLE FLOOR SPRING

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS,

Hospital St.,

BIRMINGHAM

Oneida Community Goods

HALTERS, COW TIES, SNAPS, etc., etc.,

In all sizes and styles. May be had of all jobbers throughout Canada.

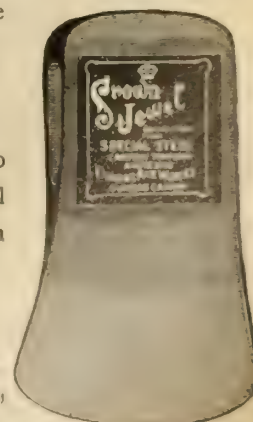
Factory—NIAGARA FALLS, ONT

We have made further improvements in our "Crown Jewel" Axe. There is no axe that will sell more readily at a good profit.

Dundas Axe

Works,

DUNDAS, ONT.



WHEN YOU WANT FILES

You will make no mistake in ordering either of the following brands, which are **Standard Makes**, and are **Full Weight**, made from **Selected Steel**, by **Experienced Workmen** and **Warranted**:

Nicholson
Kearney & Foot
Great Western
Arcade
American
Globe

ALL SIZES. ALL SHAPES. ALL CUTS. FOR SALE BY THE WHOLESALE HARDWARE TRADE THROUGH-
OUT THE DOMINION OF CANADA.

and 1 ft. \$15.50. Sinks, roll rim, back and brackets, 18x30, 1st quality, \$8.10; 2nd quality, \$6.65; flat rim, 1st quality, \$2.70; 2nd quality, \$2.

METALS

Activity is reported in all lines, the volume of business reaching a total even in excess of last year's figures. Import orders for sheets and plates are more liberal than for some time. Metals are fractionally lower all along the line at New York and London, but there is no change here, except in lead and solder, which bear slight declines.

PIG IRON.—Buyers are cautious, yet the volume of business doing is sufficient to give a satisfactory appearance to business conditions. We quote Midland and Hamilton at \$19.35 to \$19.60.

BAR IRON.—Prices are easy, the general quotation being \$1.95 f.o.b. Toronto for extras cut to length while rolling; 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft., by special agreement according to length and size.

BLACK SHEETS.—A good demand continues for immediate shipment and more buying for future arrival is being done. We quote: 10 to 16 gauge, \$2.25; 18 to 20 gauge, \$2.70; 22 to 24 gauge, \$2.90; 30 gauge, \$3.

CANADA PLATES.—A good trade from stock and for import is noted. Prices are steady. We quote: All dull, \$2.60; half polished, \$2.70; and all bright, \$3.50.

GALVANIZED SHEETS.—Orders are yet coming in from all sections. We quote: Queen's Head, \$4.25 to \$4.50 for 28 gauge; American, \$4.40 for 24 gauge; Bell brand, \$1.25 for 28 gauge; Gordon Crown, \$4.25 for 28 gauge.

TIN.—Lower prices are reported in London and New York but there is no change here. A fair business is reported. Prices are steady at \$29.50 to \$30.50 per cwt.

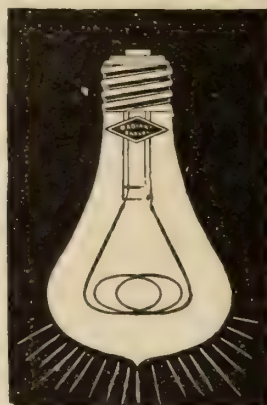
TINPLATES.—There is an improved demand but prices are still being shaded. We quote: Coke plates, bright, 14x20, \$2.75; charcoal plates, \$4.25.

COPPER.—An active trade in ingot is reported in small lots. Sheet is fairly busy. We quote as follows: Ingot copper, \$14.50, and sheet copper, \$20.50 per 100 pounds.

BRASS.—A good business is being done, the discount keeping at 15 per cent.

LEAD.—More activity is shown. Prices are slightly lower. We quote: \$2.30 per 100 pounds for pig lead, and \$3.65 for cast lead.

RADIANT SHELBY.



**Light Producers.
Money Savers.**

**Brilliant and Shelby
LAMPS.**

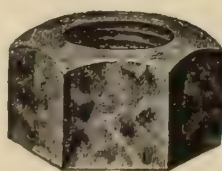
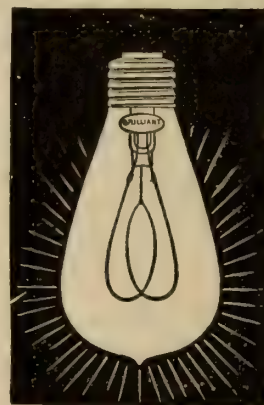
Use 5 and 10 Candle, and keep the cost of your light down.

MADE IN CANADA.

**Walter Grose, Montreal
SELLING AGENT.**

For Sale by all Prominent Electrical Supply Houses.

BRILLIANT.



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.
INGERSOLL, ONT.

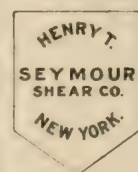
NEW RAILS

Sessenwein Bros.,

12, 14, 16, 18, 20, 24, 30, 35 and 56 lbs. to the Yard—carried in **STOCK** for prompt shipment. **TRACK REQUISITES.**

103 Shannon St.

.. MONTREAL.



SEYMOUR SHEARS

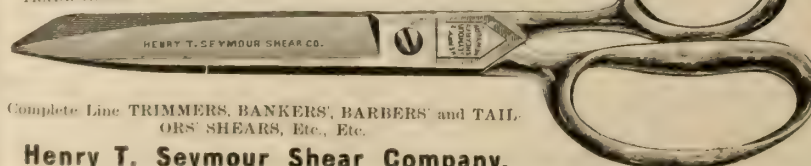
HAVE BEEN THE

Standard for over Half a Century.

"QUALITY UNQUESTIONED."

Each pair of our shears bears the above trade mark.

TRADE MARK



TRADE MARK

Complete Line TRIMMERS, BANKERS', BARBERS' and TAILORS' SHEARS, Etc., Etc.

Henry T. Seymour Shear Company.

WIEBUSCH & HILGER, Limited, NEW YORK, Sole Agents.

Latest Catalogue will be sent in exchange for your business card.

ZINC SPELTER.—There is an excellent demand. Stocks are light. Prices are firm at 6½ to 6¾c. per lb.

ZINC SHEETS.—Prices are still firm. Business continues active. We quote: Cask lots, \$6.75 to \$7, and part casks, \$7 to \$7.25.

SOLDER.—Demand is improving; prices are steady. Guaranteed half-and-half is quoted at 17½c. and wiping, 16½c.

PETROLEUM.

Trade continues bright with no special feature to note. Our quotations are: Canadian prime white, 19½c.; Canadian water white, 21½c.; American prime white, 20½c.; American water white, 22c. ex-warehouse.

HIDES SKINS AND WOOL.

Business continues very dull this week. This is especially noticeable in hides. Quotations are:

HIDES.—No. 1 green, per lb., 7½c.; No. 2 green, 6½c.; No. 1 steers, 8c.; No. 2 steers, 7c.; cured, 8½c.

CALFSKINS.—Veal skins, No. 1, 6 to 14-lb. inclusive, 9c. per lb.; No. 2, ditto., 7c.; No. 1, 15 to 20-lb. inclusive, 8c. per lb.; No. 2, ditto., 6c.; deacons (dairies), each 60 to 70c.; lamb and sheep skins, 75c.

WOOL.—Unwashed wool, per lb., 9 to 10c.; fleece wool, 16 to 17½c.; pulled wools, super, per lb., 17 to 19c.; ditto, extra, 20 to 21c.

TALLOW.—We quote 4½ to 5c. per lb.

MANITOBA MARKETS.

WINNIPEG, Nov. 16, 1903.

THE conditions of the market in the West are unchanged. As is usual at this season, business has eased off a little, and a moderate sorting trade is what is being done. Wholesale houses are steadily employed, getting work that invariably gets behind in the rush of Summer trade cleaned up. In paints, oils and glass the market is steady and prices are unchanged. There is no line of business that has to meet harder competition than have the handlers of glass. At the present time Winnipeg prices for glass are even with Montreal and under Toronto. When the amount of freight is added to the eastern cost it will be realized on how close a margin men have to sell in order to meet the competition of travellers from the east, who, in order to get trade, cut, and cut, and cut again. This is a true case of the bitter bit for having started the cutting. Western houses took it up, and have cut the trade so fine that eastern houses are now about out of it, and western houses are certainly making no money. There will be an advance in the price of paint brushes in the near future. The hardware list is without change. [For wire and wire nails quotations see last week's issue.]

Bar iron, \$2.60 basis.

Swedish iron, \$4.75 basis.

Sleigh shoe steel 2 85

Spring steel 3 25

Newest Artistic Ideas

Are embodied in the decorations found in
our METALLIC ceilings and walls.

They make a most beautiful interior finish and in addition are so practically durable and sanitary that it is easy to understand their immense popularity.

Equally suited for use in new or old buildings.
There's big business in these lines for you.

The Metallic Roofing Co., Limited

TORONTO

MONTREAL

WINNIPEG

Machinery steel.....	3 50	Plough	50 p.c.
Tool steel, Black Diamond, 100 lb.....	8 50	Flat head stove	60 and 5 p.c.
Jessop	13 00	Round head.....	60 and 5 p.c.
Sheet iron, black, 10 to 16 gauge, 100 lb.....	3 50	Elevator	60 p.c.
18 to 22 gauge	3 75	Rivets, iron.....	50 and 10 p.c.
24 gauge	3 90	Copper, No. 8.....	32
26 gauge	4 00	No. 12	36
28 gauge.....	4 10	Coil chain, 3-16 inch.....	10½
Galvanized Iron, Apollo, 16 gauge	4 00	" ½ inch	8½
18 and 20 gauge.....	4 00	" 5-16 inch	5½
22 and 24 gauge.....	4 25	" ¾ inch	5½
26 gauge.....	4 25	" 7-16 inch	5
28 gauge.....	4 50	" ½ to ¾ inch.....	4½
30 gauge or 10¾ oz	4 75	Spades and shovels.....	40 and 5 p.c.
Extra sheets, 36 in. wide an advance		Harvest tools	60 p.c.
of 25 p.c. per 100 lb.....		Axe handles, turned, s.g. hickory, doz.,	\$3 15
Queen's Head, 24 gauge.....	4 25	No. 1	1 00
26 gauge	4 50	No. 2	1 60
28	4 75	Octagon extra	2 30
Extra sheets, 36-in. wide, an advance		No. 1	1 60
of 25 p.c. per 100 lb.....		Files common.....	70 and 10 p.c.
Genuine Russian, per lb.....	11	Diamond	60 p.c.
Imitation	07 to 08	Building paper:	
Tinned, 24 gauge, 100 lb	8 00	Anchor, plain	65c.
26 gauge	8 50	" tarred.....	70c.
Tinplate, 1C charcoal, 20 x 28, box	10 00	Pure fibre, plain	65c.
" IX	12 00	" tarred.....	80c.
" IXX	14 00	Ammunition, cartridges, Dominion R.F.	50 p.c.
Ingot tin.....	35	Dominion, C.F., pistol.....	30 p.c.
Canada plate, 18 x 21, 18 x 24 and 20 x 28.	3 25	" military.....	15 p.c.
Canada plate, full polished.....	4 00	American R.F.....	30 p.c.
Sheet zinc, cask lots, 100 lb	7 50	C.F. pistol.....	5 p.c.
Broken lots	8 00	C.F. military.....	10 p.c. advance
Pig lead, 100 lb.....	5 50	Loaded shells:	
Black iron pipe, ¾ inch	3 30	Eley's soft, 12 gauge black.....	16 50
" ¾ "	3 30	chilled, 12 gauge.....	18 00
" ¾ "	3 40	soft, 10 gauge.....	21 00
" ¾ "	3 70	chilled, 10 gauge.....	23 00
Black iron pipe, ¾ inch	4 35	Shot, Ordinary, per 100 lb	6 20
" 1 "	6 25	Chilled	6 60
" 1½ "	8 70	Powder, F.F., keg	4 75
" 1½ "	10 50	F.F.G.....	5 00
" 2 "	14 50	Tinware, pressed, retinned.	70 and 10 p.c.
Rope, sisal, 7-16 and larger, basis.....	11 75	" plain.....	75 and 2½ p.c.
Manila 7-16 and larger, basis	15 25	" pieced.....	
Lathyrn.....	11 25	Japanned ware	37½ p.c.
Solder	20	Enamelled ware, white	45 p.c.
Axes, chopping.....	\$ 6 75 to 12 00	" Famous.....	50 and 10 p.c.
" double bits	12 00 to 18 00	" Imperial.....	50 and 10 p.c.
Bluestone.....	5 70	Green Wire Cloth.....	1 50
Screws, flat head, iron, bright.....	85 and 10 p.c.		
Round "	80 p.c.		
Flat " brass.....	75 and 10 p.c.		
Round "	70 and 10 p.c.		
Coach	65 p.c.		
Bolts, carriage	50 p.c.		
Machine.....	50 and 5 p.c.		
Tire.....	60 and 5 p.c.		
Bolts, Sleigh shoe.....	65 p.c.		

PETROLEUM.

Water white American	27½c.
Prime white American	25½c.
Water white Canadian	25½c.
Prime white Canadian	24½c.

SCRAP.

No. 1 cast iron	\$14 to 15
No. 2	7

Weighted iron scrap	5
.....	8½c. per lb.
Yarn (heavy)	7½c.
Yarn (light)	5c. to 6c.
Lead pipe or lead	2c. to 2½c.
Lead scrap	1c.

BRITISH COLUMBIA MARKETS

Vancouver, B.C., Nov. 14, 1903.

THE Associated Board of Trade of Eastern British Columbia, including the Kootenays and the boundary district, all the leading towns and cities being represented, have been arranging a meeting to be held in Rossland, on December 2. At this convention the Nelson Board of Trade will introduce the following resolution:

"That the Associated Board of Trade of Eastern British Columbia approve of the commercial policy between the Motherland and her colonies, as outlined by Rt. Hon. Jos. Chamberlain, and are of the opinion that the policy will greatly benefit the colonies and will tend to strengthen and consolidate the British Empire."

The British Columbia Lumber Manufacturers Association held a meeting last Friday following the joint meeting with The Mountain Lumber Association, and resolved to carry out an aggressive policy of agitation to secure from the Dominion Government a degree of protection, at least equal to that which lumber manufacturers in the United States enjoy as against Canada. The association is preparing a memorial to send to the Dominion Government and will, if necessary, have representatives attend at Ottawa to urge their claims. The fact that 450 cars of lumber were shipped into the Northwest and Manitoba during October from the United States and sold at sacrifice prices, has greatly aroused the lumber manufacturers of this province, who realize that there is but little chance of their building up an industry when such conditions can arise. The over-production in the United States, especially in the neighboring State of Washington, has caused the millmen there to seek a field where their surplus can be turned into cash with as little disturbance as possible to their own home market. The inviting territory of Manitoba and the Northwest, with its big demand for lumber and shingles, has caused such cutting of prices there that the trade is in danger of being demoralized. Should the movement of United States lumber be continued and the selling kept at the basis now held, it would shut British Columbia out of the natural market for her lumber, the Northwest and Manitoba. On the other hand, should the United States' mills now shipping into the Northwest, get rid of their surplus and find home market for their own production, the consuming public of the Northwest will have to re-establish the confidence between themselves and the mills of this province. It is given on pretty good authority that the millmen of the province have taken under consideration withdrawing from honorary membership in the Western Retail Lumbermen's Association, in which are nearly all the retail lumbermen in Manitoba and the Northwest Territories. This would make matters rather unpleasant in the Northwest, should it be necessary to take the step. The millmen are at present bound to sell to none but members of the retail asso-

ciation, and the understanding was that the retail men were to buy from none but honorary members, that is the millmen. The millmen claim this rule has been broken by the dealers buying from the United States, and if they withdrew from the association they may sell to whom they like.

Another big steamer of the Blue Funnel Line, with cargo direct from England for this port, via the Suez and the Orient, was in and out this week. She was the Calchas, which discharged 100 tons of general cargo, mainly hardware and metal merchandise. Among the interesting shipments were seven cases of Scotch curling stones for the enthusiasts at Revelstoke and Vernon, the towns and cities of the interior having cold enough weather in winter to enjoy the "king of winter sports." The coast people have not that pleasure, rain taking the place of snow and frost. The principal items of metal and hardware in the Calchas' manifest were: 31 anvils, 79 anchors, 1 cask vises, 15 coils steel wire rope, 342 steel angle plates, 105 steel plates, 1,090 bars and bundles of bar iron, 8 cases galvanized plain sheets, 250 boxes tin plate, 125 cases tea lead, 20 rolls sheet lead, 2 Scotch marine boilers and equipment, 13 kegs nails, 50 barrels Venetian red, 10 casks oxide of iron, 7 barrels chain, 75 barrels whiting, 84 rolls linoleum.

NOVA SCOTIA MARKETS.

HALIFAX, Nov. 17, 1903.

TRADE has kept up very well, and travellers have been sending in good orders. There has been the usual effort to get off as many goods as possible before the coming into effect of the winter railway freight rates. From now until the close of navigation at the Nova Scotia shore ports there will be a good movement of goods, as traders at these points are laying in their winter's stocks. There is a good demand from all sections of the province for seasonable goods, such as lumbermen's supplies, including axes, peavies, coil chains, etc., household hardware, kitchen utensils, and sheet metals, horse blankets, skates and sporting goods. Those dealing in lobster canners' and fishermen's supplies are now experiencing a demand for these goods, as the season on the western shore is about to open.

Stove dealers and local foundries report an unusually good fall trade. In nearly all cases they are away behind with their orders, and dealers are having some difficulty in getting deliveries. There is also a strong demand for plumbing supplies not only for the city trade, but from a number of provincial towns.

The Dominion Iron and Steel Co. has closed its New York office owing to the depression in the United States. What American business offers will now be

transacted through the Boston office. This company is finding a market for its product in Sweden, a trial shipment of steel billets going forward by the Oscar II. this week. A special session of the Nova Scotia Legislature is called for December 3 to consider the legislation necessary to effect the separation of the Dominion Iron and Steel and the Dominion Coal interests.

Turpentine is very firm at the advance, and linseed oil continues weak. In the last three weeks there has been an advance of 2½c. per gallon. In refined burning oil the price by the barrel is now 23c. Crude oil is still advancing, as production is not adequate to meet consumptive demands, and unless some good flowing wells are opened even higher prices for refined may rule.

FACTORY BOILERS EXPLODED.

ON Wednesday a disastrous explosion of four boilers occurred in the engine room of the United Factories' plant at Newmarket, Ont. Two men lost their lives and several were severely injured. The walls of the engine room were wrecked and damage amounting to several thousands of dollars done.

It will be two or three weeks before matters are going smoothly again. In the meantime, the indulgence of customers is requested. A goodly stock of partly finished material was on hand awaiting completion. This will be finished at once and then divided among those customers, the filling of whose orders is most urgent. In this connection it may be stated that at the Newmarket factory only pails, tubs, washboards and clothes pins are manufactured. Brushes, brooms and wood sundries are manufactured elsewhere, and deliveries of these goods will not be affected. The work of restoration began on the afternoon of the accident, a striking example of present day energy as applied to business emergencies.

SIMILAR NAMES.

Mr. Alexander Gibb, manufacturers' agent, 13 St. John street, Montreal, has called our attention to an item in our "Personal Mention" column last week in which reference was made to the visit to Canada of Mr. R. Hahn who represents Jaffe Bros. & Co., of Manchester, Eng. Mr. Gibb represents an English firm of somewhat similar name—Jaffe & Sons—and he wishes us to make this announcement in order to avoid confusion. We understand that Mr. Gibb is issuing a circular letter to the Canadian trade calling attention to the similarity.

SELLING PRICES TO BLACKSMITHS.

PROOF of the vital interest taken in the question of selling terms to blacksmiths by readers of **HARDWARE AND METAL** is furnished in the two following letters received this week :

Editor **HARDWARE AND METAL** :

I read with much pleasure in last week's issue a letter signed "A Retailer." This I consider a very timely article and one that affects all retailers. The merchants in the townships are placed in exactly the same position. We have wholesale firms in Montreal and Sherbrooke going around to blacksmiths, farmers and anyone who is putting up a building. They are after them, quoting them the very lowest wholesale prices on horse shoes, nails or any other goods they may want. The retailer has no way of helping himself, and has often to sell his goods without making a living profit. There is only one way that I can see to solve the difficulty, and that is by taking wholesale firms who make a practice of doing this kind of business off the jobbers' lists. Let them either become one thing or the other, a wholesaler or a retailer.

J. D. SMITH.

Richmond, Que., Nov. 17, '03.

Editor **HARDWARE AND METAL** :

The complaint from "A Retailer" in yours of the 14th inst. regarding the practice of manufacturers and jobbers selling to the consumer is worthy of attention. Formerly this was cheerfully indulged in openly and with brazen defiance of any protest the retailer put forth. His excuse was "His money is all right, and if I don't sell him the other fellow will and,

even worse, he would make a special cut to put the deal through." Such practice being prejudicial in every way, it was evident that, in general, the development of trade would introduce a counteracting element to the evil. When the mere retailer felt his foundation sinking he mentioned the matter to the other retailer; he, too, felt slippery also that they had common cause. Each had done a volume of business that warranted, with industry, a full harvest for their declining years. How to obtain a reward so legitimate under the low-down competition was out of the question. As a remedy they decided to say to the jobber: "We are the quantity here, we have the most purchasing power, and if you continue to trade on lines detrimental and regardless of the mutual obligations of business, we will have to patronize those who do not." The lines of commercial life are getting more distinct every day—get on one line and follow it, business will be met. The retailer is the medium whereby the producing and consuming forces are affiliated. Reasonable profit is due him for it.

The master plumbers of the Dominion have, in a large measure, by their association succeeded in disarming those whose tactics were the same as those described. There are isolated cases yet, though. Sherbrooke, Quebec, and Sydney, N.S., have sent in complaints against jobbers selling to consumers. The purchasing power of the retailer over the interested consumer is bound to win. Why the jobber does not recognize it without compulsion he can best explain.

H. A. KNOX,

Secretary National Association Master Plumbers.

Ottawa, Ont., Nov. 18th, 1903.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion. Contractions count as one word, but five figures (as \$1.000) are allowed as one word. Cash remittance to cover cost **must** accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged. Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

SITUATIONS WANTED.

SITUATION wanted about January 1st. Have served 13 years with one of the largest cutlery houses in the United States. Can take charge of the cutlery department of any wholesale or retail hardware house. Address Box 83, **HARDWARE AND METAL**, Toronto. (47)

TORONTO shipping agent desires to add several lines for 1904. American, English or German lines. Can also handle Ontario for Eastern houses. Address Box 80, **HARDWARE AND METAL**, Toronto. (48)

SITUATIONS VACANT.

STOVE mounters wanted—steady employment to good men. Box 150, **HARDWARE AND METAL**, Toronto. f

SITUATION wanted as traveller by hardware clerk; best of references. Apply Box 61, **HARDWARE AND METAL**, Toronto. (46)

TINSMITH wanted, steady work, must be strictly temperate. Apply, stating experience and wages expected. Box 148, **HARDWARE AND METAL**, Toronto. f

WOODWORKING machine hands, one first-class sticker hand; steady employment. Apply to Box 149 **HARDWARE AND METAL**, Toronto. f

WANTED—Machinist—accustomed to saw mill and general repair work. Apply to Box 152, **HARDWARE AND METAL**, Toronto. f

WANTED—machine hand—who can do some woodturning; to work on fancy rockers and box seat diners; steady job; state wages and experience. Box 151, **HARDWARE AND METAL**, Toronto. f

ELECTRICAL Engineer—15 years' experience—wants position of superintendent in charge of light, power, railway (steam or water); highest references; no figurehead; a worker. Box 153, **HARDWARE AND METAL**, Toronto. f

FOR SALE.

THE proprietor wishes to dispose of a frame store with dwelling attached, stable and a fruit garden of one acre. Store did a general business last year of about \$10,000. Price, \$800; half cash, balance to suit purchaser. Address Box 74, **HARDWARE AND METAL**, Toronto. (47)

To Manufacturers' Agents

HARDWARE AND METAL has inquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of inquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

HARDWARE AND METAL

Montreal and Toronto

IRONSIDE FOR IRON

Our Specialties are **British and Foreign Iron and Steel, Metals, Bars, Plates, Sheets, Bolts and Nuts, Tin Plates, etc.**

We are sole Licences for **Page's Patent Wire Stretcher** and also for **Ironsides' Patent Wire Cutters.**

We Publish Monthly a "CANADIAN METAL PRICE LIST," giving quotations in Dollars and Cents. (C.L.F.), also "WEEKLY MARKET REPORT."

Let us have your name and address for "PRICE LIST" and "MARKET REPORT."

IRONSIDE, SON & CO., 16 Water Lane, Great Tower St., E.C., **London, England.**

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Gauge.
Steel and Twist Barrels
Superior in Design, Workmanship
and Finish, and the most popular
Gun on the Market.



Simplest
"Take Down"
Gun Made

HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers.
Catalog on request. Worcester, Mass., U.S.A.

IMPRESSIONS OF THE GREAT WEST

Gathered During a Transcontinental Tour with the Canadian Manufacturers' Association.

By W. L. E.

WHEN Nature laid out the vast prairies of the Great West and built its magnificent mountains He was in a bountiful spirit. The people of the Great West seem to have inherited the same spirit; towards us, at any rate, they exhibited it. It is true we were occasionally told that the east did not know as much about the Great West as it should, but the next moment they took us to their bosom and were lavish in their kindness towards us. I am sure that if we could have put the mountains in our trunks, rolled up the prairies like a scroll, and carried them away under our arms, we would have been welcome to them. As we were travelling along in a sort of free and easy style, without much regard to schedule time, the hour of our arrival at

West exceeded all others in the warmth and heartiness of its entertainment, it was Deloraine. The vastness of the prairies and the magnificence of the mountains in the Great West are indelibly impressed upon our memory, but so is the hospitality of its people. Personally, I am in a quandary between two opinions as to what to admire most—the Great West or its people.

* * *

If there are any doubting Thomases in Eastern Canada in regard to the fruit-growing possibilities of British Columbia I wish they would take a trip to that province about the same time of the year that we did. British Columbians do not boast a great deal about their grapes and peaches, but even these fruits are by no means foreign to that province, but when it comes to apples, pears and plums they do not hesitate to sing their praises. Their plums are delicious, but the particular pride of the British Columbians is in their apples. In size, these apples put Ontario fruit to blush. They are simply giants in the apple family, one of which, in some varieties, would be more than enough to satisfy the appetite of any apple stealing boy. Some of the apples seem by nature to be more designed for a family feast than for the appetite of an individual. Even the varieties common to Ontario and Quebec when grown in British Columbia seem to become ambitious to conform to the peculiarities of the Pacific province and they invariably succeed, at least as far as I could see, and this I had a good opportunity of doing at the exhibition in New Westminster, where the extent and variety of the display simply astonished our party. Eastern apples, like eastern people, when they go to British Columbia, seem to take on so much flesh as to in time become almost unrecognizable by their friends. The climate of British Columbia also imparts beautiful and delicate tints to the apples grown in that province. As to flavor and comparison with the fruit grown in Eastern Canada I am not competent to judge. Mr. Palmer, a well-known authority in British Columbia claimed that in point of flavor the apples in his province compared very well with those grown in the east, while the thicker skin which characterized them gave the western apple better cooking qualities. One thing at the New West-

minster exhibition that astonished the most of us a great deal was a display of dried prunes grown and cured in that province. Mr. Palmer, who represented the Provincial Government, informed us that the prospects for the development of the prune industry in British Columbia was fairly good as far as climatic conditions were concerned. In some of the valleys in the interior Italian prunes were being grown extensively, and a year ago one firm had evaporated about 10,000 pounds, but what surprised us as much as the exhibit of provincial-grown



Parting time at Selkirk—Messrs. J. P. Steedman, and F. M. Evans in the foreground. Mr. A. Ramsay, of Montreal, can be seen in the background.

different points was by no means always certain. But this did not deter the citizens of several places from sitting up nearly all the night or waiting nearly all day for the purpose of giving us a hearty welcome. In one or two instances they waited fully 24 hours for us. The good people of Deloraine, for example, waited fully that long. When we reached that progressive and pretty little place, they had a feast prepared for us in the town hall, which reminded me of an old time Methodist tea meeting on account of the multiplicity and variety of the good things with which a number of small tables were loaded in the hall, to say nothing of the cordial handshaking with which we were greeted. But their patient waiting seemed to have made all the keener their desire to entertain us. At any rate, if one place in the Great



Messrs. Noel Marshall, J. M. Fortier, J. O. Thorn, and W. C. Gurney looking on.

and evaporated prunes was the packages which contained them. One lot, for example, was put up in a box which at some distant period or other contained California dried apricots, even the label being retained. Another was in the box of an eastern starch company, and again the original label was retained, while the third lot was packed in an old biscuit box. The quality of the prunes was not bad although no attempt had been made to size them, small and large being all packed together, but it struck us as poor judgment indeed that the fruit should have been packed in old, second-hand boxes.

(To be continued).

Communications to be addressed to
HEAD OFFICE, MONTREAL.

S. F. MCKINNON, President.
ROB. MUNRO, Man. Director.

Cable Address "ELEPHANT" Montreal.
A.B.C. CODE USED.

The Canada Paint Company, Limited
MONTREAL AND TORONTO.

Montreal, NOVEMBER 16th, 1903.

672 William Street.

TRADE TERMS

In view of the issue of our 1904 Catalogue, now in the press, and which will be in circulation on **1st JANUARY**, we think it well to acquaint our clients that we have adopted uniform terms for our entire business, which will thence-forward be **2 p.c. discount 30 days, or 3 months nett**, unless when otherwise specified.

These terms will apply uniformly to Linseed Oil, Turpentine, White Lead, Putty, Paints, Colors, Varnishes and Sundries, in fact, to every page of the catalogue.

This basis of settlement has recently been made applicable to very many descriptions of merchandise, and we think it might well be made of universal application in the Dominion. In framing our catalogue, we have kept these terms in view and you may rest assured that in every item the goods represent, as our goods have always done, the best value in the line procurable in Canada.

Esteeming your continued confidence,

We are,

Yours truly,

THE CANADA PAINT COMPANY,
LIMITED.

PAINT, OIL AND BRUSH TRADES

PHILANTHROPY IN THE PAINT BUSINESS

Let any pessimist who doubts that the world is growing better, look about him and be encouraged. Let him consider the philanthropic example of the paint and oil jobbers and manufacturers of Canada. Here are men in a position to make a good profit from the Canadian public, if they so desired. The people want paint, and, therefore, their dealers must purchase for them from the manufacturers and jobbers white lead and linseed oil. For these commodities there has been all season a most excellent demand, and, were they so disposed, the wholesale houses might have disposed of them to the retail trade at a good profit to themselves. But the grinder of white lead is not to be influenced by any such mercenary suggestions. Far be it from him to take any such base advantage of the necessities of the people! Perish the thought that he is in business for the sake of the profit to be derived from trade! Rather is it his object to give away to an ungrateful public at slaughter prices more goods than any of his competitors. Witness the philanthropic efforts of the grinders to surpass each other in this most laudable work.

If any pessimist doubts that philanthropy be the motive, let him pause a moment and consider all other possible motives. Men have been known before to offer their goods at ridiculously low prices because their stocks were heavy, the demand was light, and money was scarce and badly needed. But this cannot be the explanation in the present instance. Stocks of lead and oils are none too heavy, and for months past there has been an exceptionally good demand. Grinders might have a profit if they wanted it. Higher prices could very easily be obtained. Moreover, their object cannot be to capture profitable trade, for when all pursue the same policy, who is the gainer? Is it not plain that their object is to lose money for the benefit of the retailer and consumer?

There are unkind persons who suggest that the resemblance of the paint man to an angel is by no means so marked as his resemblance to a Kilkenny cat. In fact they say that his price slaughtering is due not to philanthropy, but to a foolish rivalry in the race for trade which is regardless of consequences. We do

miss the suggestion as unworthy of consideration, but to the fortunate retailer it is a matter of small importance. He can afford to watch with complacency the efforts of the large paint houses to supply him with cheaper goods than have been, and he need not seriously concern himself as to the motives which prompt their not unwelcome course of conduct.

THE CANADA PAINT CO.'S CONVENTION.

It is a fact demonstrated by experience that the man who understands the process of manufacture, and is acquainted with all the latest improvements in the wares which he has to sell, invariably makes the most competent salesman. Understanding all about the goods which he has to sell, he is able to speak with authority to the business men with whom he has dealings and to give them many interesting pointers which help to make sales. Recognizing the value of such knowledge, The Canada Paint Co., Limited, have made a practice of summoning their travellers to annual conventions, where they are brought into personal touch with the heads of departments and are made acquainted with all the latest ideas in color manufacture.

The eleventh annual gathering of this nature has been in session all week in "Convention Hall," at the company's headquarters at Montreal, and one morning during the week a representative of "Hardware and Metal" had the pleasure of attending a meeting at which were gathered the company's travellers from all parts of the Dominion. The heads of departments were there to explain various new ideas and processes in the manufacture of colors, and the meeting was presided over by Mr. Robert Munro, the managing director of the company. From the versatile Mr. W. H. Evans, "Hardware and Metal" learned that it sometimes requires a full year to test the value of a new color, filler, japan, or other painting essential. For instance, a new varnish may appeal to the eye, but in order to test it satisfactorily it must be exposed to the searching rays of "Old Sol" before the manufacturer can confidently recommend it to his customers. Such experiments are constantly in progress, and, with the results obtained the

travellers are made acquainted at these annual gatherings.

In recent years there has been a complete revolution in the methods of making colors and paints; in fact, changes occur so frequently that a year is almost too long an interval between conventions.

Among those noticed at "Convention Hall" on the morning of the "Hardware and Metal" representative's visit, were the following: H. W. Aird, W. H. Allison, A. J. Ayres, R. Bremner, E. Barry, H. Clucas, L. N. Dansereau, H. H. Ellis, W. H. Evans, W. D. Hamilton, A. Helms, A. S. Le Blanc, F. S. Murdoch, E. Paddon, W. H. Newton, G. R. Nimmo, C. P. O'Connor.

In these annual gatherings the social side of man is not forgotten. During the week the travellers were entertained by the management at a theatre party at the Academy of Music, where nearly the whole of the dress circle was reserved for them. Each member of the company wore a huge and imposing chrysanthemum in honor of the occasion, and no small sensation was created in the theatre as the company marched to their seats. The chorus girls of the "Yankee Consul" company were so attracted by the horticultural display as almost to forget their music.

The evening closed with the usual annual supper, which, needless to say, was a very enjoyable affair, and all were loud in their praises of the manner in which the management entertained them. The esprit-de-corps of officials and staff of The Canada Paint Co. cannot be too highly commended.

SHORTENED TERMS ON PAINTS.

It is now three months or more since the wholesale hardware houses of

Canada agreed to shorten their terms of payment to three months and to give two per cent. discount instead of three per cent. for payment within 30 days. At that time the leading paint and oil houses could not see their way clear to follow the example of the general hardware houses, but, as will be seen from our advertising columns, one of the leading paint and oil houses of Canada is announcing shortened terms, to go into effect on January 1. The action of this house shows the tendency of the trade. Sooner or later, other houses are sure to do the same. In these days of small profits, shorter terms are bound to come.

LINSEED OIL

Raw and Boiled

"GUARANTEED PURE"

MANUFACTURED BY

Canada Linseed Oil Mills,
LIMITED,
MONTREAL.



BARRELS WANTED!!

We are open to buy good sound, oak
Linseed Oil, Turpentine, Varnish, and
Machine Oil Barrels.

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES.

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors,
Prepared Paints, Window
Glass, Varnishes, Etc.

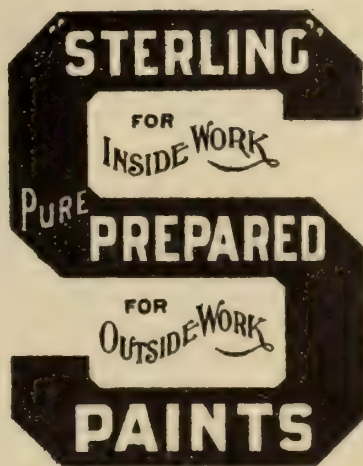
SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green

of JOHN LUCAS & CO.,
PHILADELPHIA.

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON,
LONDON.

Please mention **HARDWARE AND METAL** when writing.



"STERLING"
Pure Prepared Floor
Paints.

"STERLING" ✱
Elastic Railway and
Steamboat Paint.

"STERLING"
Elastic Red and
Graphite Black
Outside Paints.

"STERLING"
Pure Prepared House
Paints.

"STERLING"
Elastic Boiler Front
and Smoke Stack
Black Paints.

"STERLING"
Elastic Varnishes.
"STERLING"
Pure-White Lead

"STERLING" stands for both name and quality.

Write for color cards, and make inquiries regarding the
agency for your locality. You may have reason to regret delay.

The Sterling Paint People

GRANT-HAMILTON OIL CO.

TORONTO, MONTREAL, WINNIPEG

PAINT AND OIL MARKETS.

MONTREAL

A note of the imposition of Winter freight rates on the railroads the rest of business this week has been put up to the high average maintained for the last six weeks. All the larger manufacturers have heavy orders to be shipped by the last boats. There are no changes in quotations this week. Linseed oil has declined to the 16c basis predicted in last issue. At time of writing last week's report only one house had made the reduction, and, beyond noting the fact, we made no changes in our figures. Reduced quotations are given this week. Competition in putty is remarkably keen, but the cutting which is prevalent in some quarters seems scarcely justifiable, as the market readily absorbs all that is turned out. We quote:

GROUND WHITE LEAD.—Best brands, Government standard, \$1.60 to \$1.75; No. 1, \$1.25 to \$1.40; No. 2, \$1 to \$1.10; No. 3, \$3.67; to \$3.77; No. 4, \$3.30 to \$3.40, all f.o.b. Montreal. Terms, four months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD. \$1.25 in casks, and in kegs \$4.50.

DRY WHITE ZINC.—Pure dry, in casks, 6½c.; in 100-lb. kegs, 6¾c.; No. 1, zinc, in casks, 5½c.; in 100 lb. kegs, 5¾c.

WHITE ZINC (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No. 2, 6c.

PUTTY.—We quote: Bulk, in barrels, \$1.50; in 25-lb. tins and irons, \$1.85; bladder putty in barrels, \$1.75.

ORANGE MINERAL.—Casks, 7c.; 100 lb. kegs, 7½c.; smaller quantities, 8½c.

RED LEADS.—Genuine red lead, in casks, \$1.25; in 100 lb. kegs, \$4.50; in less quantities, \$5.50 per 100 lb. No. 1 red lead, casks, \$1; kegs, \$4.25, and smaller quantities, \$5.25.

LITHARGE.—Ground, casks, 5c.; in less quantities, 5½c.; flake litharge, casks, \$5; smalls, \$5.50 per 100 lb.

LINSEED OIL.—Raw, 1 to 4 barrels, 16c.; 5 to 9 barrels, 15c.; boiled, 1 to 1 barrels, 19c.; 5 to 9 barrels, 18c. Terms, net cash 30 days. Delivered in Ontario between Montreal and Oshawa at 2c. per gallon advance.

TURPENTINE.—Single barrels, 83½c.; 2 to 4 barrels, 82½c. Standard gallon of 8.6 pounds. Terms, net cash in 30 days.

BENZINE.—25 to 26c.

SHELLAC VARNISH.—Pure white, \$2.60 to \$2.80; pure orange, \$2.60 to \$2.80; No. 1 orange shellac, \$2.10 to \$2.60.

MIXED PAINTS. \$1.20 to \$1.40 per gallon.

CASTOR OIL.—8½ to 9c. in wholesale lots, and 1c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

TORONTO.

There is still a fair trade, but it seems evident that business has started to

slacken in all parts of the country. The "white lead war" is still being fought, but the ridiculously low quotations of two or three weeks ago are not being heard of so freely now. Turpentine is firm as the primary markets show high quotations. The linseed oil situation is unchanged. Shellac prices are 10c. higher. Otherwise there is no change. We quote:

WHITE LEAD.—Ex-Toronto, pure white lead, \$4.75; No. 1, \$4.30; No. 2, \$4; No. 3, \$3.60; No. 4, \$3.35 in packages of 25 lb. and upwards; ½c. per lb. extra will be charged for 12½-lb. packages; genuine dry white lead, in casks, \$1.87½.

RED LEAD.—Genuine, in casks of 560 lb., \$4.75 to \$5; ditto, in kegs of 100 lb., \$5.25 to \$5.50; No. 1, in casks of 560 lb., \$4 to \$4.25; ditto, in kegs of 100 lb., \$1.25 to \$4.50.

LITHARGE.—Genuine, 6 to 6½c.

WHITE ZINC.—Genuine, French V.M., in casks, \$6 to \$6.25; Lehigh, in casks, \$6 to \$6.25.

SHINGLE STAIN.—In 5-gallon lots, 60 to 85c. per gallon.

PARIS WHITE.—90c. to \$1 per 100 lb.

WHITING.—60 to 65. per 100 lb.; Gilders' whiting, 75 to 80c.

SHELLAC.—Pure orange, in barrels, \$2.15; white, \$2.60 per gallon; No. 1, 15c. less; in less quantities 30c. extra, including price of can.

GLUES.—Broken sheet, in 200-lb. bbls., 8 to 8½c. per lb.; cabinet glue, in bbls., 11½ to 12c.; emery glue, in bbls., 17c.; bookbinders', ground, 10½c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

PURTY.—Common, \$1.65; pure, bladders, in barrels, \$2.25; bladders, in 100-lb. kegs, \$2.40; bulk, in barrels, \$2.05; bulk, less than barrels and up to 100

PLASTER PARIS.—New Brunswick, \$2 per bbl.

PUMICE STONE.—Powdered, \$2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots and 8c. in bbls.

LIQUID PAINTS.—Pure, \$1.20 to \$1.40 per gallon; No. 1, \$1.10 per gallon.

BARN PAINTS.—65 to 70c. per gallon.

CASTOR OIL.—English, in cases, 7½ to 8c. per pound, and 8½ to 9c. for single tins.

LINSEED OIL.—Raw, 1 to 2 bbls., 50c.; boiled, 53c.; 3 to 5 bbls., raw, 49c.; boiled, 52c.; 6 to 9 bbls., raw, 48c.; boiled, 51c., delivered. To Toronto, Hamilton and London, 2c. less.

TURPENTINE.—Single bbls., 86c.; 2 to 4 bbls., 85c., delivered; 5 bbls. and over, open. Toronto, Hamilton and London, 2c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

ST. JOHN.

This is one of the firm points in the oil market here. In burning oil we report no change this week. The higher prices quoted still hold and a further advance is not unexpected. Lubricating oils have not a large sale at this season. The market is firm. Prices show a slight advance and are likely to go higher. Paint oils are dull. Linseeds continue low, while turpentine is high. Fish oil is scarce and commands full figures. Wax and candles continue firm after the advance of a few weeks ago. We quote:

COAL OIL.—American water white, 23c.; best Canadian, 22½c.; prime, 22c.



TRADE MARK

"Anchor" Liquid Floor Paints will dry hard over night with a smooth glossy surface. They are made of permanent colors, mixed with pure Linseed Oil and Dryer; and are the most durable on the market.

HENDERSON & POTTS

Established 1874.

HALIFAX and MONTREAL.

Send us a post card and let us tell you all about them.

CHURCH'S ALABASTINE

sells readily. Is convenient, being ready for use by mixing with cold water.

The inventor of the Cold Water Process, Mr. M. B. Church, was the first to produce a wall-coating practical to use in this form. This feature is **patented in Canada and other Countries.**

Alabastine has absolutely displaced hot water preparations, and forced manufacturers of kalsomines, at the risk of patent infringement, to attempt to imitate the cold water process.

Alabastine is put up in 5 lb. moisture-proof packages. Never sold in bulk.

A good supply of advertising matter sent with each first order for the season. The trade supplied by Wholesale Hardware and Paint Dealers. Also by

THE ALABASTINE CO., Limited, PARIS, ONT.

LINSEED OIL.—Raw, 54c.; boiled, 57c.

TURPENTINE.—89c.

COD OIL.—34 to 37c.

WINDOW GLASS.

MONTREAL.

Reduced quotations follow: First break, 50 feet, \$1.70; second break, \$1.80 for 50 feet. First break, 100 feet, \$3.25; second break, \$3.15; third break, \$3.95; fourth break, \$4.20.

TORONTO.

Cutting is still reported with a fair trade moving. Stock prices follow: Star, under 26 in., \$3.80; 26 to 40 in., \$4; 41 to 50 in., \$4.50; 51 to 60 in., \$4.75; 61 to 70 in., \$5; 71 to 80 in., \$5.50. Toronto, Hamilton and London. Discount 10 per cent.

Standard Paint & Varnish Works Limited

Makers of High-Grade Varnishes, Japans, Paints, Colors and Enamels.

WINDSOR, ONT.

HARDWARE AND METAL is the only journal in Canada concerning itself with the paint, oil and glass interests. Its markets are trustworthy and full.



Nobles & Hoare.

CORNWALL ROAD STAMFORD STREET.
LONDON, ENG.

Manufacturers of

HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works or from the principal Color Dealers in Canada.



Hitch to a Star.

It will keep you moving. Globe Paints are good for you to stock. We help you sell them. Keep your Paint Sales active and satisfactory. There are other good paints, but it is easiest to move a brand that the makers aid you in pushing.

Ask our Salesman when he calls why Globe Paints are good.

The Globe Paint Co., Limited

422-424 Adelaide St. W., Toronto.



"Island City" Paint and Varnish Works.

We offer the Finest and Whitest ENAMEL in the market—Aluminum, Gold and Silver.

P. D. DODS & CO., Proprietors, Montreal, Toronto, Vancouver.



This is the bored expression upon the face of every man who is importuned to buy paint and varnish said to be "just as good" as the **CANADA PAINT COMPANY'S**. Buyers, **beware of substitutes**. The **CANADA PAINT COMPANY'S** manufactures are the standard Canadian Paints and Varnishes.

Business Changes

ONTARIO.

J. FINLAY & SON, manufacturers of spokes, etc., have opened a branch in Tweed to succeed J. Walker.

W. Holmwood, builder, Dundas, is dead.

G. W. White, general merchant, Fargo, has sold out.

F. Krapps, confectioner and fruit dealer, Hamilton, has sold out.

T. Daly, general merchant, Egmondville, has sold out to W. Aberhart.

T. D. Thomas, dealer in sewing machines, Owen Sound, is dead.

S. McLure, hoop maker, Edy's Mills, has made an assignment to M. Sanders.

J. H. Sudden, general merchant, Chatsworth, has sold out to W. G. Merriam.

D. J. McKinnon, dealer in agricultural implements, Chesley, has assigned to R. J. Lillico.

The plant of the United Factories, Limited, Newmarket, has been damaged by explosion.

The Bailey Cutlery Co., Limited, manufacturers of cutlery, Brantford, have closed down.

QUEBEC.

J. C. Drewett, general merchant, St. Donat, is dead.

V. Cyr has registered J. A. Bachaud & Co., saddlers, Montreal.

The Wilson Engineering Co., Montreal, have obtained a charter.

Baril & Piche, general merchants, Ste. Thecle, have dissolved partnership.

M. Boivin, general merchant, Girard, has sold out to J. C. Bissonnette.

The assets of E. Dallaire, general merchant, St. Ludger, are to be sold on 25th inst.

Miller & Riopelle, general merchants, Ville Marie, have obtained an extension of time.

J. Simard has registered the dissolution of The St. Johns Compressed Hay Co., St. Johns.

A meeting of the creditors of G. Hercure, general merchant, St. Paul's Bay, is announced.

The stock of J. Pigeon, general merchant, Beloeil, has been offered for sale at 65c. on the dollar, cash.

Fire has destroyed the warehouse of The Montreal Woollen Mill Co., Montreal; loss covered by insurance.

The Alpha Electric Co., manufacturers of electrical supplies, Montreal, have sold out to The R. E. T. Pringle Co., Limited.

A meeting of the creditors of the estate of J. B. Beauchamp, grocer and hardware dealer, Montreal, was announced for 12th inst.

C. W. Ross, dealer in electrical supplies, Quebec, has made an assignment. The assets were advertised to be sold by tender on the 19th inst.

NEW BRUNSWICK.

B. K. Lisson, general merchant, Jeffrey, has sold out to W. Gregory.

The Scott Lumber Co., Limited, Dumfries, capitalized at \$98,000, have become incorporated.

The stock of H. E. Graves, general merchant, Harvey Bank, was sold by auction on 12th inst.

The Dorchester Skating & Curling Rink Co., Limited, Dorchester, have become incorporated with authorized capital of \$2,500.

The J. A. Whelpley Co., Limited, skate manufacturers, Round Hill, have gone into liquidation. Proceedings are about to be instituted.

The stock of S. Aizanman, general merchant, Rexton, has been damaged by fire; also that of F. Jaillett, grocer, and E. McInerney, lobster packer, both of Rexton.

MANITOBA AND N.W.T.

Dafoe & Stevens, harnessmakers, Hague, have dissolved partnership.

D. A. Hardy, harnessmaker, Roland, has sold out to T. Woods.

J. C. McLellan, hardware merchant, Weyburn, has sold out to J. Date.

C. Gariepie, blacksmith, St. Jean Baptiste, has sold out to D. Parenteau.

H. Byrnes, lumber dealer, Winnipeg, has been succeeded by Byrnes & Cuddy.

M. E. Gray, general merchant, Neudorf, has sold out to The Neudorf Trading Co.

Williamson & Rae, hardware merchants, Medicine Hat, have been damaged by fire.

G. S. Pettapiece, hardware merchant, Hartney, has sold out to R. G. Hadden.

The business of A. N. Donald, blacksmith, McKenzieville, is advertised for sale.

The bailiff is in possession of the premises of W. E. McCarthy, machinist, Saskatoon.

The stock of C. F. Wood, general merchant and lumber dealer, Treesbank, has been destroyed by fire.

Dunn & Walker, general merchants, Rokeby, have dissolved partnership; A. H. Walker continues in business.

D. W. Dulmage, general merchant, Nutana, has transferred his stock to his sons, who are removing it to Saskatoon.

W. McCue, hardware merchant, Claresholm, has sold out to Laughton & Robertson; possession given January 10.

The Stuartburn Trading Co., general merchants, Stuartburn, have dissolved partnership; L. Muldoware continues in business.

The Grenfell Milling & Elevator Co., Grenfell, have sold their Summerberry elevator to The Northern Elevator Co., Limited.

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HEATING AND PLUMBING

TAPS TO BE STAMPED IN TORONTO.

THE sub-committee of the City Council appointed to deal with the waterworks question made the following recommendations on Wednesday afternoon. The feeling was that a great source of waste would be done away with by the enforcement of the regulations. Should the City Council decide to indorse the committee's report, the rules will come into force on July 1, 1904.

(1) All taps used for the drawing and shutting off of water in any premises supplied with water from the water works must be tested and stamped by the City Engineer, and no tap shall hereafter be attached to any service pipes which have not been so tested by the City Engineer. The City Engineer shall not stamp any tap for use upon water pipes unless the construction and material meet with his approval.

(2) The provisions of the preceding sub-section shall apply to all new taps hereafter attached to the water works service pipes, whether upon new work or where new taps are required to take the place of those at present in use.

(3) No owner, agent, tenant, plumber or other person shall place any tap on any service pipe unless so stamped by the City Engineer.

(4) A charge of 5c. will be made for each tap stamped, which must be paid in advance before the owner shall be entitled to have them stamped.

ELECTRICAL EXPERT WANTED.

THE municipalities of Ontario who wish to use the power available at Niagara under conditions of municipal control have not yet agreed upon an electrical expert. The committee representing them, and consisting of E. W. B. Snider, St. Jacob's; P. W. Ellis, Toronto; W. F. Cockshutt, Brantford, and Adam Beck, London, after carefully considering the question since the last general meeting in July, met in Toronto the other day. They would like, of course, to have a Canadian electrician joined with them in an advisory capacity, but found that most of those who were qualified were already connected with some existing company. They could have chosen an American engineer, but were unwilling to do so, and did not want an Englishman. The latter class of engineers, they thought, were not sufficiently acquainted with water power development on this continent. Another matter con-

sidered was whether it would not be better to buy power from some of the companies already developing it at Niagara rather than to develop it themselves. On these points they had the advice of several electrical engineers, but after considering the subject all day, adjourned without making any selection.

PLUMBERS AND ELECTRICAL WORK.

THE following experiences of "Craftsman" in an exchange in regard to electric bell fitting and electric lighting are likely to be of interest to many "Hardware and Metal" readers: I may say that I am a practical plumber, and some years ago, being anxious to add electric lighting to my business, I undertook a little job offered me of fitting about six lights in two offices, without the slightest experience of any sort, my only knowledge being such as I had obtained by casual glances at simple diagrams in catalogues and perusing a work on electric lighting. I did the work perfectly. I next successfully ventured to wire my own shop (ten or twelve lights), and from that time I have wired dozens of private houses, shops, etc., and I have made wiring a very profitable branch of my business, and sell a number of first-class fittings to customers.

In regard to the short time in which I gained my knowledge, I may say that I found it difficult to learn much from books on account of the perplexing descriptions and large variety of switches, fuses, etc., until I had acquired a knowledge of the work from experience. Had I had a book describing simply an ordinary switch, fuse, ceiling-rose, etc., and showing one simple circuit, I should have grasped the whole thing much quicker, and I have not the slightest hesitation in saying that if you give me an intelligent workman—for preference a plumber, or even an ordinary mechanic, a joiner even—I could give him sufficient instruction in an hour or two to enable him to fit up, say, half a dozen lights from main to lights thoroughly satisfactorily. I consider it most easy work, and when one has once done a little job the bigger job is just as easy in proportion, and the manner of doing the bigger job suggests itself after doing the smaller one.

I know nothing of the science of electricity, but with absolutely no training or experience whatever I successfully did,

first, a little job, and immediately afterwards larger ones, and I have done hundreds of pounds worth of lighting. A job of about thirty lights is the largest I have had so far, but I could undertake much larger ones if they came my way. I have not had any failures, and the corporation test all work before supplying the current.

It must be admitted that a man could not learn the business of a plumber, joiner, or any trade without an apprenticeship, but I maintain that when once a man has learned the trade of, say, a plumber, he is quite equal to doing electric lighting if he will take an intelligent interest in it and get a bit of preliminary instruction from an experienced hand, of whom he could ask a few questions when little difficulties arose which he did not understand.

MORE WIT (?) ABOUT THE PLUMBER.

JUDGE ADAMS, of Limerick, is reported by English exchanges to have said that "Parliament ought to pass a bill condemning all plumbers to die by torture, as they did twice as much mischief as they remedied."

A Hull, Eng., master plumber replies to the joke as follows: That remark should assist the registration movement; I fear the learned judge has at some time come across a bad specimen of the genus. "There are black sheep in every flock," and apparently one or two have got into the plumbers' fold. If the general public could go to a certificated man, or to a master employing certificated men (knowing that if any bad work were passed by them it would jeopardize their future living), it would certainly give confidence. Instead of this, at present, hundreds of people advertise themselves as plumbers and a score of other trades who have not the remotest idea of the method of even wiping a plumber's joint.

TORONTO PLUMBERS' ASSOCIATION.

The Toronto Plumbers' Association have decided to have social evenings on the fourth Monday in each month, when papers of trade value will be read and discussed, also a short programme of song and story will be carried out. The first of such meetings will be held in their rooms next Monday evening, November 23. This one will take particularly of a social nature.

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BURNISHING NICKEL PLATE

THERE is much benefit to be derived from the burnishing of small nickel-plated articles when they are capable of being treated rapidly on a hand lathe, says J. W. Force in *The Metal Industry*. I have been doing this for several years, and prefer it to buffing, and have not experienced any difficulty in getting good results. As to the benefits, I will say that the articles may be burnished more rapidly than they can be buffed, and the finish is more lasting and durable. In buffing, a certain amount of the plate is taken off, while in burnishing nothing is removed, but the surface is hardened under the burnishing tool. In some lines of work cleanliness is a great feature, as in burnishing no adhering particles of rouge remain which require washing off.

I have been using the burnishing process for buttons, and some 1,200 gross are treated every day. To accomplish the result, however, the solution must be properly made and maintained. The coating also must be very light; only just enough to cover the article should be put on. I use a solution which does not stand over five degrees hydrometer test, and even a little less is better than over.

The method which I use is as follows: The articles to be plated are first sent to the dipping department and dipped in the usual brass dip until a good, bright, clean finish is produced. They are then rinsed in cold water, then in hot water and afterwards dried in sawdust. They are now sent to the plating department. The articles are now placed in baskets, rinsed in potash solution and then in cyanide solution. The next operation is to rinse thoroughly in three waters and place in plating baskets in the plating bath. The plating is allowed to continue until a light coating is produced. They are then thoroughly rinsed in cold water, then in hot water and dried in sawdust, and afterwards sent to the burnishing department. The burnishing is accomplished with the ordinary suds and burnisher.

The dynamo which I use is a 6 volt machine, and serves four tanks of 125 gallons each. The voltage is 14 at each tank. The solution stands at 5, hydrometer test, and carries two ounces of boracic acid to the gallon. I always keep the solution acid, as in an alkaline solution no benefit would be obtained from the boracic acid. An alkaline solution has a tendency to make the deposit dark and cloudy and also tarnish the brass articles when they are put into the bath, thus preventing the plate from adhering.

The measure of success lies in the obtaining of a thin, even, adhering deposit, which, when the burnisher strikes it, is forced into the pores of the metal. A hard, bright and clean finish is so produced, but if a rough plate is produced it will strip under the burnisher. After the articles are burnished they are rinsed in hot water and dried in sawdust.

In plating, the articles must be taken from the solution every few minutes and shaken, so as to displace them and allow any contact parts to become evenly covered. I usually get a good burnishing deposit in from 15 to 20 minutes. This, of course, applies to small goods that are plated in baskets, and my experience in burnishing nickel plate has been confined to this class of goods. In plating shears, the same rule applies in regard to the even coating. A thick deposit will strip or peel when ground after plating, but if the plate is light and thin the nickel is ground from the edge in minute particles, which do not adhere to one another sufficiently to make a perceptible stripped or peeled surface.

ARE LOOKING FOR A SITE.

Cullen & Johnston, manufacturers of plumbers' supplies, Toronto, are negotiating with several Ontario municipalities for a site. They propose starting a factory to employ 25 or 35 hands, and are asking what inducements would be offered them.

BUILDING PERMITS ISSUED.

TORONTO.

Mr. Kelly, a brick residence on Maple avenue, to cost \$6,500.

Wickett Bros., two brick dwellings on Amelia street, to cost \$3,500.

Trustees of St. Jude's Church, alterations to brick church, to cost \$2,500.

J. N. Smith, a detached brick residence on Roxborough street, to cost \$5,000.

J. H. Stanford, two pairs of semi-detached brick dwellings, to cost \$6,000.

Chas. Mould & Co., two detached dwellings on Campbell avenue, to cost \$3,000.

S. Cring, a two-storey and attic brick dwelling on Spadina road, to cost \$8,000.

J. C. O'Hara, one semi-detached brick dwelling on Hanover place, to cost \$1,700.

A. Rowe, a pair of semi-detached brick dwellings on Shaw street, to cost \$3,000.

R. Saunders, a pair of two-storey brick dwellings on Delaware avenue, to cost \$3,500.

E. Catchley, a two-storey and attic dwelling on McDonnell avenue, to cost \$1,500.

M. B. Vandervoort, three detached two-storey brick dwellings on Palmerston avenue, to cost \$6,500.

N. W. Rowell, K.C., a two-storey and attic brick and stone dwelling on Crescent road, to cost \$7,500.

MONTREAL.

N. Picceze, 1,427 St. Catherine, for alterations to 1,400 St. Catherine, to cost \$1,000.

Duclos & Roch, of 82 Plessis street, one two-storey third-class house on Cuvillier street, to cost \$1,600.

Charles Dubord, of 293 Anherst, to erect on Garnier a two-storey third-class house, to cost \$1,600.

Ernest David, of 659 Champlain street, one two-storey third-class house on Gautier street, to cost \$1,400.

Cleophas Paquette, 108 Plessis street, one two-storey third-class house on St. Andre street, to cost \$1,200.

T. Parent, of 23 Paupart street, to erect on Paupart street a two-storey second-class house, to cost \$1,800.

Duclos & Roch, of 82 Plessis street, to erect on Cuvillier street one two-storey third-class house, to cost \$1,400.

L. C. Masson, 208 St. Charles street, to erect a two-storey factory on Brant lane, near Delorimier avenue, to cost \$2,700.

BUILDING NOTES.

The Ogilvie Flour Mills Co. will build a mill on Mill street, Montreal, to cost \$25,000.

About \$1,000,000 is being spent in building operations in Brandon, Man., this season. Of this \$250,000 is for a roundhouse, new yards, overhead bridge, new freight sheds, etc., for the C.P.R.; \$30,000 for the Brandon Hardware Co. block; \$30,000 for Alexander & Law Bros.' mill; \$35,000 for Brandon Brewing Co. plant; \$24,000 for the City Hotel; \$10,000 for a Catholic church; \$24,000 for a Baptist church; \$25,000 for additions to the hospital; and \$78,000 for an addition to the asylum. The remainder is for business blocks, additions to mills, factories and hotels, and for new residences.

PLUMBING AND HEATING NOTES.

A dry dock to cost half a million dollars will be built at Vancouver.

Fort William electric light works have been shut down for improvements.

The Belleville City Council will submit a by-law to the electors next January authorizing them to acquire the local gas works and run them as a municipal concern. The city already owns the larger part of the stock.

Peter J. LeCour, master plumber, Toronto, died at his home, 245 Gerrard street, on Sunday. His death was somewhat unexpected, because it was thought he had completely recovered from a long illness. Mr. LeCour was 47 years old, and leaves a grown up family.

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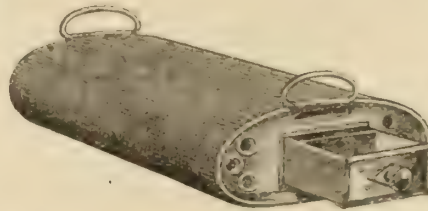
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INDUSTRIAL GOSSIP

HARDWARE AND METAL would be pleased to receive from any authoritative source industrial news of any sort: the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news, etc. All such correspondence will be treated as confidential when desired.

THE Canada Tag & Label Printing Co., Ltd., Montreal, have been incorporated with a capital stock of \$20,000, to carry on a printing and book-binding business. The provisional directors are: F. C. Jamieson, R. H. Jamieson, W. L. Jamieson, all of Montreal; R. M. Jaffray, Chicago; W. H. Lash, Westmount.

The Stark T.L. & P. System, Ltd., Toronto, with a share capital of \$1,000,000, have been granted a charter to generate and supply electricity according to letters patent of invention granted to A. McMartin Stark, and to manufacture and deal in electrical supplies. The provisional directors are: A. McMartin Stark, G. Grant, E. Kilner, J. C. Gardner and A. Dods, Jr., all of Toronto.

The Continuous Rail Joint Co. of Canada, Ltd., Montreal, have been incorporated with a capital stock of \$49,000, to manufacture and deal in iron and other metals. The provisional directors of the company are: L. F. Braine, Newark; D. H. Friedman, D. Muhlfelder, Albany; W. W. Near, C. L. Dunbar, Guelph.

C. S. Chapman, S. Bent, F. S. Black, A. A. Bent, and B. C. Bent, all of Amherst, N.S., have entered into a copartnership under the name of The Amherst Lumbering Co., and have purchased the valuable timber property known as The Amos Lawrence & Sons' property, at Southampton. The company propose to operate two saw mills during the Winter.

The Ontario Government has granted a charter to The Gas Supplies & Construction Co., Ltd., Toronto, with a share capital of \$50,000, to manufacture and deal in gas and water supply fixtures, machines and supplies. The provisional directors are: R. McKay, A. Dods, G. Grant, E. Kilner, and A. Dods, Jr., all of Toronto.

The Crowland Natural Gas Co., Ltd., Port Colborne, with a share capital of \$80,000, have been granted a charter to operate for oil, natural gas or salt. The provisional directors of the company are: J. H. Smith and T. F. White, of Port Colborne, and J. H. Paw, Township of Stamford, Welland County.

The Canadian Telephone & Telegraph Co., who were granted a charter some time ago, have been organized in Ottawa. The company have complied with the requirements of the charter, which called for the subscription of \$1,000,000 stock and a

deposit of \$25,000 cash to the Government. They will commence at once to instal their system. The following officers have been elected: Charles Robinson, Scranton, Pa., president; 1st vice president, Robt. Bickerdike, M.P., Montreal; F. J. Stegmure, Wilkesbarre; W. McCreary, M.P., Winnipeg; Geo. Fowler, M.P., Sussex, N.B.; Frank J. Leonard, New York, manager; J. R. Mears, Scranton, treasurer, and J. T. C. Thompson, secretary.

NOTES.

The Brantford Carriage Co., Brantford, Ont., are going to erect a new brick warehouse, to cost \$6,400.

With the consent of the Provincial Government The Kemp Manure Spreader Co., Ltd., have increased their capital stock from \$60,000 to \$150,000.

The McLaughlin & Sons' Co., biscuit and confectionery makers, Owen Sound, Ont., are extending their premises by a building 100 by 86 feet, and three storeys high.

The Winnipeg Council are going to submit a by-law to the ratepayers to make a grant of \$1,000,000, to develop Assiniboine waterpower and to start a municipal gas plant.

Fire did damage to The Consumers' Gas Co.'s plant, Toronto, recently, to the extent of \$95,000, \$10,000 to the buildings, \$40,000 in coal, and \$15,000 to the machinery.

The Michigan Land & Lumber Co. have been granted a supplementary license to carry on a real estate business in Ontario. The company's attorney is H. M. Campbell, Blind River, District of Algoma.

A despatch from Emerson, Man., says that the survey on the C.P.R. line from Minneapolis to that place has been completed and it is expected that the construction of the line will commence next Spring.

The Breadner Mfg. Co., Ltd., Ottawa, with a share capital of \$25,000, have been granted a charter to carry on a wholesale and retail, general and manufacturing jewelry business. The provisional directors are: S. Breadner, S. B. Kennedy, and H. C. Smith, all of Ottawa.

William Craddock has sold his wood turning plant at Upper Woodstock, to an English company, with a capital of \$30,

000, who intend to move the plant to Woodstock and add greatly to it. A quantity of new machinery is to be added. The new plant will cost about \$25,000.

A company has been organized by J. L. Peck, H. O. Steeves, W. B. Steeves, B. C. Steeves and H. L. Steeves, with a capital of \$5,000, to establish a wood-working factory in Hillsboro, N.B. There will be manufactured door sashes, floorings, mouldings and all kinds of wood work.

The Manufacturers' Trading Co., Ltd., Toronto, with a share capital of \$40,000, have been granted a charter to carry on a jobbing, commission, brokerage and general business. The provisional directors are E. Trout and W. T. Sterling, both of Toronto, and R. L. McKinnon, Guelph.

The C.P.R. is making extensive improvements at North Bay to meet the requirements of their increasing business at that point. These include a new stone station, a 2,000-ton capacity ice house, new coal pockets, carpenter and repairing shops, an 18-stall roundhouse and a machine shop.

A. H. Sims Co., Ltd., Montreal, have been incorporated with a capital stock of \$250,000, to carry on the business now conducted in Montreal by A. H. Sims & Co. The provisional directors of the company are: A. H. Sims, W. J. Barnard, L. R. Sims, P. Barnard and H. H. Sims, all of Montreal.

Markland Co., Limited, Cape Fouchu, N.S., have been incorporated with a capital stock of \$27,000, to carry on a Summer resort and tourist business. The provisional directors are: J. W. Love, Mary, L. Love, Nashville, U.S.; Jane Burrill, Yarmouth, N.S.; A. B. Crosby, Anne Crosby, Cape Fouchu.



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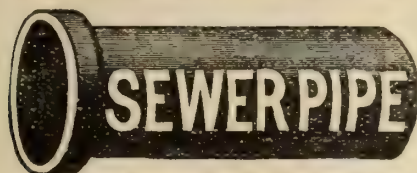
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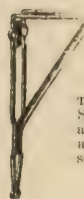
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Cable address: "CROLLO," LONDON.

Iron and Steel Bars

PROMPT SHIPMENT.

**LONDON ROLLING MILL CO., Limited,
LONDON, CANADA.**

TRADE OUR
MARK A
MARK

AUER LIGHT MANTLES
LONGEST LIFE & BRIGHTEST

OUR TRADE
MARK A
MARK

A COMPARISON

TRASH

A cheap mantle gives a fair-light for a few nights, then grows dim and shrinks up to a "wasp-waist" like this:

This is caused by the cheap chemicals which the manufacturer used.

The
"Wasp-
Waist"

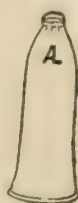
Cheap
chemi-
cal.



QUALITY

A good mantle, which cannot shrink, made of the purest chemicals, is the only kind we put our trade mark A on. It guarantees

you A the best that is made and will satisfy your customers.



The
Auer
Light
Mantle

Pure
chemi-
cals.

Lowest prices on mantles, shades, chimneys, globes and sundries.

Write us if you are interested.

AUER LIGHT CO., MONTREAL

THE MAN WHO HESITATES IS BOSSED.



Do not hesitate to pick up and carry a good line. If you do not know about Dunlop Horseshoe Pads we supply the information in handy shape. The booklet "Horseology" is plain, easy reading on the subject. It is bringing in many inquiries to our head office and we want you to handle this trade. We will be pleased to turn our orders over to you if you are on the spot they came from.

DUNLOP "IDEAL" HORSESHOE PADS

are just as oats to a horse: Prolong his working life—make him serviceable into real old age—prevent cracking and splitting of the hoofs—prevent and cure lameness prevent balling and slipping on winter footing.

"Horseology" will interest you. Write



**THE DUNLOP TIRE CO., Limited,
TORONTO, CANADA.**

Agencies: Montreal, St. John, Winnipeg, Vancouver.

STEEL SHELF BRACKETS.

The Grand River Metal Works, Galt, Ont., are offering to the trade a steel shelf bracket, which is particularly light in weight, and is made strong by bending and embossing the steel in proper shape to make a uniform bracket. A pair of 6 x 8 brackets in an actual test a short time ago held up 600 lbs. Further information will be supplied on demand.

SOLD THEIR MACHINE TOOL PLANT

The J. Stevens Arms and Tool Co., Chippewee Falls, have sold their stock of machine tools, and the patents, etc., relating thereto, to L. S. Starrett Co., Athol, Mass. The J. Stevens Arms & Tool Co. will immediately occupy the additional space thus gained in increasing their fire arms output. Disposing of the tool department will also enable them to increase their output of automobiles, of which they are large manufacturers.

WATERPROOF CLOTHING.

On another page The Guelph Waterproof Clothing Co., Guelph, Ont., are offering an excellent line to the trade. On July 25 a fire occurred in the firm's works. Until the erection of their new factory temporary quarters were secured, and large quantities of their various lines prepared for the trade. Their factory, which has now been rebuilt, gives them 8,000 feet additional space. It has been overhauled, and in every respect, machinery, equipment, etc., made thoroughly modern. The reputation of their lines is such that no comment is needed to recommend them to **HARDWARE AND METAL** readers. The factory is now running at its full capacity with a larger staff than ever.

CANADIAN STEEL FOR SWEDEN.

AFTER hearing so much that is discouraging of Canadian steel industries, it is gratifying to be able to report a shipment of Canadian steel billets to a foreign country. The Dominion Iron and Steel Co. have concluded arrangements with a Mr. Johnson, of Stockholm, to send a trial shipment of their billets to Sweden and it is going forward on the steamer Oscar II. Transportation facilities are very favorable for shipment to Sweden and The Dominion Iron and Steel Co. are hoping to build up in that country a considerable market for their products. As it will be some years before our Canadian steel industries will be able to supply the home demand a large export trade can scarcely be looked for as yet, but this shipment to Sweden is a gratifying sign of progress.

The Dominion Coal Co. are also negotiating with Mr. Johnson with a view to finding in Sweden a market for their coal. They are encouraged by the fact that the Government of Sweden have used some of the company's coal on their railway

system and have reported it to be satisfactory in every respect. Shipments to Sweden were commenced some time ago through the efforts of Alexander Dick, the general sale agent of the company, and hopes are expressed that a large and profitable export trade will be the result.

CANADIAN IRON IN ENGLAND.

A director of three of the largest iron-producing companies in Great Britain has written a strong letter to The Chronicle, calling on the British Government to prohibit the importation of Canadian bounty-fed pig iron. He quotes figures to show that Canada dumped into England in the years 1901-2 nearly as much iron as Germany, Holland, Belgium and America put together, his statistics of the imports being: Germany, Holland and Belgium, 78,000 tons; America, 45,000; Canada, 103,000. The writer claims that these statistics are proof that Canadian producers have been "dumping" iron in Great Britain.

AGENCIES FOR JAPAN.

A British Columbia firm doing business in Japan writes, asking for the names of Canadian manufacturers who are open for representation there. One of the members of the firm, who is at present in Japan, says there is great possibilities for trade there in various lines of goods. Any firms desiring to place themselves in communication with the firm in question can do so through the editor of **HARDWARE AND METAL**.

MAKE FLOWER POTS.

A representative of "Hardware and Metal" recently visited the plant of The Foster Pottery Co., Hamilton, and was particularly struck with the very business-like appearance of the works. The firm report a very busy season, a special crate of selected goods, pots, saucers and hanging baskets, consisting of 155 pieces, which they are selling at \$6.75 each, being greatly in demand with the grocery trade. They will be glad to send an illustrated catalogue of their wares on application.

PLENTY OF SALT.

While there has been a scarcity of salt recently the salt manufacturers are again in form and an entire change has come over the situation. Salt stocks are now rapidly accumulating, so much so indeed that some of the largest establishments report that they are within measurable distance of closing down entirely. Having surmounted their late difficulties, the salt manufacturers are confronted by another however, in the great scarcity of all barrel materials. "Prices have advanced 200 to 300 per cent.," said a manufacturer to "Hardware and Metal," "and even at these advanced values supplies are not obtainable. When it is shown that a barrel is to-day worth from 60 to 65c. empty, it will be easily seen that salt manufacturers must be losing money heavily to sell salt at present prices."

The business of W. A. Day, general merchant, Port Stanley, is advertised for sale.

SHEET STEEL

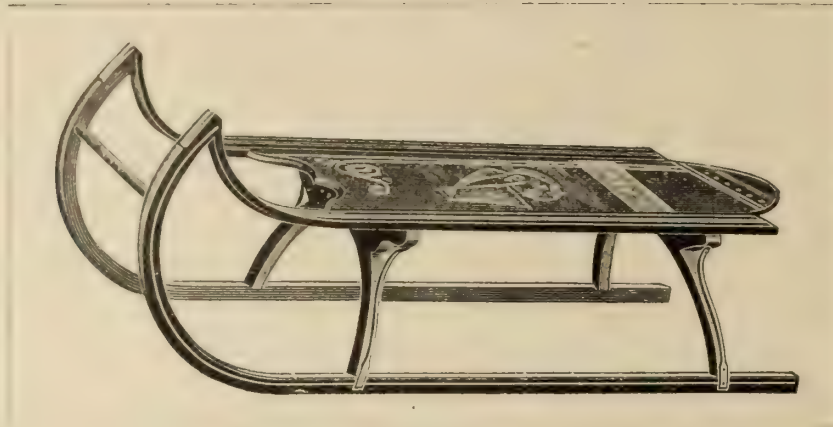
We make forty different sorts, from Apollo galvanized iron to Wellsville Polished, Wood's Planished and Cambridge lath.

Quick service.

Return a whole sheet for an inch of fault.

American Sheet Steel Company, New York
Representatives for Canada
B. & S. H. Thompson & Company
33 St. Sulpice Street
Montreal

CHILDREN'S SLEIGHS



Flat Sleds,

Coasters,

Post Knee Cutters,

Bent Knee Cutters,

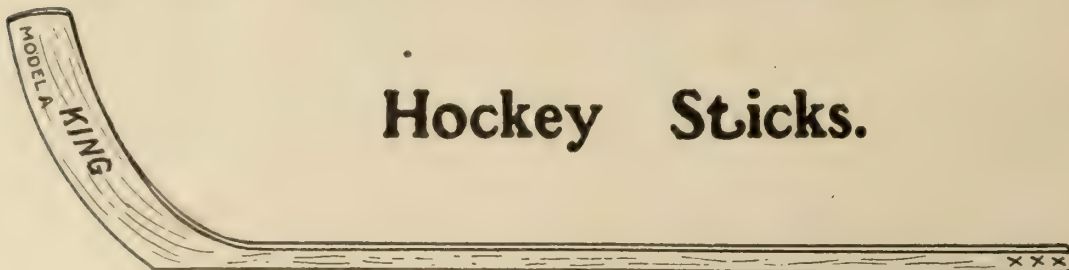
Oak Fender Sleighs,

Bow-Runner Sleighs,

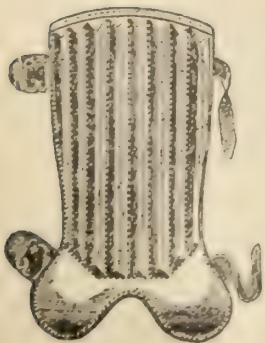
Bent Rails,

Baby Sleighs,

LARGEST VARIETY OF STYLES AND SIZES
FINEST DECORATIONS
COLORED ILLUSTRATIONS AND PRICE LIST ON APPLICATION



Hockey Sticks.



Hockey Sticks, Shin Pads, Pucks

The "King" and "Dundonald" models are the best Hockey Sticks that can be made at any price. They retail for 50c.

Our boy's stick to retail for 10c. is the biggest value we ever offered in a junior's stick.

WRITE FOR PRICES.

NERLICH & CO.,

146-148 Front Street West,
(OPPOSITE UNION STATION.)
TORONTO, ONT.

UNBREAKABLE RUBBER HOSE.

The Peerless Rubber Co., 16 Warren street, New York, are introducing to the Canadian market a patent rubber hose which is expected to win attention in short order. The inner tube of this rubber is of ordinary construction. Next to this comes a ply of braided cotton fabric, so woven that it, while keeping the inner rubber as pliable as in ordinary hose, holds the mass together in such a way that though a strand or two were literally torn apart the covering could not possibly become detached. The hose is so well constructed, that while it can be made to compete in price with the higher grades of garden hose, it is of such quality that it is used by the Westinghouse Companies for all purposes, particularly for their train air-brake connections.

PERSONAL MENTION.

Mr. J. H. Newman, of Caverhill, Larament & Co., Montreal, is in Atlantic City this week attending the big convention of wholesale hardwaremen and manufacturers, to which reference is made in another column.

Mr. John Bowman, of The John Bowman Hardware & Coal Co., of London, Ont., and vice-president of The Canadian Wholesale Hardware Association, left on Monday night to attend the National

Hardware Association convention of the United States at Atlantic City.

Mr. F. G. A. Farini, of The Toronto Whip Co., has sold out his interests to Messrs. W. M. Stevenson and H. McBain. Mr. Stevenson has for many years past been calling on the trade in the Northwest and is delighted with the class of business the West contributes — orders being easy to get, and large. Mr. Farini retires from business life to follow an artistic bent and will resume a former vocation, oil painting.

Mr. Chas. E. Warnock, who has been representing Sanderson Percy, paints and oils, in Western Ontario for the past 10 years, has resigned from that firm to enter the service of The Kennedy Hardware Co., Ltd., Toronto. He enters on his new work the middle of December. Hardware is an old story with Mr. Warnock since it was his line before he went on the road with paints and oils. Mr. Warnock's friends in the trade will be glad to know his calls on them are not to be interrupted by this change he is making.

CURTAIN POLE PRICES WITHDRAWN

The Cobban Mfg. Co., Limited, Geo. H. Hees, Son & Co., Limited, and The Menzie Mfg. Co., Limited, have issued a circular stating that owing to the ad-

vance in the cost of lumber and of finishing materials, they have decided to cancel all former prices on wood poles and wood trimmings. New prices can be had on application.

A Woodstock, Ont., despatch says there is every possibility that at an early date the Canada Furniture Manufacturers, Limited, will commence the erection of a new factory there for the manufacture of furniture for the export trade.

MANUFACTURERS' AGENTS.

With the increase in population in the Great West has naturally come the increased demand for merchandise, and at different commercial centres from Winnipeg to the coast companies are being organized to take care of this trade. Among the latest is that of Hull & Sharpe, who have started business in Calgary, Alta., as manufacturers and commission agents. They have excellent storage facilities, both for perishable and other kinds of goods, and are open for agencies covering any line of staple goods. Mr. Hull is the owner of some of the largest ranches in Alberta, while Mr. Sharpe, who is a son of Mr. George Sharpe, of Cannington, Ont., is a business man of long experience, and is also owner of some of the large stone quarries near Calgary.



Australasian Hardware and Machinery.

The Organ of the Hardware, Machinery and Kindred trades of the Antipodes.

SUBSCRIPTION \$1.25 PER ANNUM,

post free to any part of the world.

PUBLISHING OFFICES:

Melbourne - Fink's Buildings.
Sydney, - - - Post Office Chambers.

BRITISH OFFICES:

London, - - - 42 Cannon St., E.C.

CANADIAN AND AMERICAN ENQUIRIES will receive prompt attention if addressed to the LONDON OFFICE, 42 CANNON STREET, E.C.

Specimen Copies Free on Application.

GOOD

for Bedroom, Smoking Room, Bathroom, Library, Office, Conservatory.

BANNER OIL HEATER

Smokeless, Odorless, Absolutely Safe.



Oil Heaters can be used and ought to be used in thousands of homes in every part of Canada. They solve the problem for uncounted families as nothing else does.

Write for Booklet and Price List.

The Rochester Lamp Co.

24 Front St. W.,

TORONTO

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

NOTE: Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, **HARDWARE AND METAL**.

Edited by

W. Arthur
Lydiatt,

TORONTO.

The Value of a Good Idea Lies in Making use of it.

UP to date I have received no entries in the Monthly Advertising Competition, which was announced some weeks ago. I am much disappointed that none of my readers took enough interest in the competition to send in their ads.

I had anticipated a generous response to this call for entries in such a competition, and hoped it would awaken considerable interest among **HARDWARE AND METAL** readers in the improvement of their advertising copy and in this department. Not

A SNAP!

We are now selling at reduced prices our Standard Blue Flame Oil Stoves, the best on the market. Also some Gasoline Stoves.

A full line of

STOVES AND RANGES,

including McClary's, Burrow, Stewart & Milne, Crown Huron, and most any other make you may desire.

All classes of work done at lowest prices.

Furnaces,
Roofing,
Eavetroughing.

We handle the best Galvanized Iron Eave-trough on the market at lowest prices.

A full line of

TINWARE,
GRANITEWARE,
COPPER
AND
GALVANIZED
IRON WARE

— kept in stock.

because of the prizes offered it was insignificant compared with the practical benefit to all readers that ought to result from a review of ads sent in for such a competition.

I know you don't have so much time to write the copy for your ads—at least a great many of you don't—but if you have

planned ahead like one retailer I knew, who, during the Summer months wrote out the copy for a couple of dozen ads about Fall and Winter necessities, you will have shown commendable enterprise and forethought.

The ad which is reproduced this week came out of a Canadian paper—I won't say which one, nor whose it is, because I'm going to "roast" it.

This is a rather poor attempt to catalogue everything that the advertiser can do for the public, and because it doesn't say anything in particular, it is not likely to crowd the store.

Every hardware merchant keeps—or is supposed to keep—"a full line of stoves and ranges," and "a full line of tinware, graniteware, etc., etc.," and as most people know that—or suppose it—without the telling, it seems a waste of space and good Canadian dollars to make such an announcement.

Doubtless the advertiser had in mind the fact that people were sure to be interested in stoves, when he started out to write the ad, and failing to think of sufficient talk to fill his space, he wandered off into the other goods he handles, and mentions them to fill up.

Now, everything that he advertises is in demand just now to some extent, but as people are feeling the chilly weather just now, I would have devoted the entire space to an advertisement of those things which help people keep warm, viz., stoves, ranges and furnaces.

I would have written an ad something like the one herewith.

If it was for my own store I would likely mention a few prices in order to give the public an idea what it was going to cost them to satisfy their desires. I think they would be more likely to enquire further if I did this.

When you argue with people that they ought to have an oil stove—or anything else for that matter—a certain percentage of them are likely to decide that you have hit the nail on the head. The next

thought that will occur to these few people whom you have impressed will be "I wonder what a good oil stove would cost, anyway," and if, right there and then, you don't answer that question, nine out of ten of them will dismiss the subject from their minds. The tenth one MAY drop in your store to find out.

Lots of merchants argue that to mention prices puts their competitor next to what they are charging for certain articles, and he is thus able to undersell them, if desired. But that would not worry me,

FOR THE CHILLY WEATHER

—Between seasons—when it is hardly cold enough to light the feeder or the furnace—when a little warmth is needed to make you comfortable

USE AN OIL STOVE

Oil stoves are better now than they used to be—at least the kind we have are. They are smokeless, smell-less and dirt-less. They're great heat-producers, and are just the thing for these chilly Fall nights. Handy to use in the depth of Winter, too—in the bathroom, or to warm up a cold room. You know how handy they are for the Summer, so you see an Oil Stove is a good all-the-year-round article to have about the house.

We are selling our Standard Blue Flame Oil Stoves at reduced prices that make them still more interesting.

Gasoline Stoves, too.

And if you're thinking about getting a new STOVE OR FEEDER remember we have the "just right" article—different makes, including "McClary's," "Imperial Oxford," "Crown Huron," etc., and you'll most likely find the prices satisfactory.

We are the proper parties to see about putting in a new Furnace—or to fix up the old one—so if your thoughts run along this line, just ask us regarding the cost and you'll find we'll be able to fill all your requirements.

Everything else a good hardware store ought to have.

because I am pretty sure my competitors would have a line on how my prices ran, without having to consult my ads to find out.

Perhaps, I might lose a sale occasionally because of this, but I feel sure I would make a good many sales that might not otherwise come my way, and they would more than make up for the loss of the one.



*"Silverware
That Sells"*

FOR GIFTS,—
XMAS OR
WEDDING,

Standard Silver

IS MOST ACCEPTABLE.

*Know it by
its mark—*



TRADE MARK FOR
HOLLOW WARE

That mark is equal to the signature of the makers. It *is* the signature of the makers. It subscribes to honesty of material, to excellence of workmanship, to perfection of design, to masterly beauty. It is at once a pledge to the dealer and to the buyer. It is a guarantee that says "Exchange or money back if goods fail at any point."

From now on to Christmas, silverware sells freely and pays handsomely. It is a first-class advertisement. Stock it.

Send for catalogue, free for the asking.

Standard Silver Company,
Limited,
31-43 HAYTER STREET,
TORONTO.

Henry Boker's "Stadacona" and "Montreal" Hockey



A Special Design, wanted by experienced men.

The "Montreal" Hockey has a little lighter runners of best tool steel.

Ask your wholesale friends for them.

CURRENT MARKET QUOTATIONS.

Nov. 20, 1903

These prices are for such quantities and conditions as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

London and Flag and Struts.
2 and 2 1/2 lb. ingots, 100 lb. \$29.00 \$30.00

TIN PLATES

Charcoal Plates Bright.

M.L.S., equal to Bradley— Per box
1 C, usual sizes \$6.75
1 X 8 8.25
1 X X 9.75

Famous, equal to Bradley

1 C 6.75
1 X 8.25
1 X X 9.75

Haven and Vulture Grades

1 C, usual sizes 5.00
1 X 6.00
1 X X 7.00
1 X X X 8.00

Domestic Crown Best

Coated, Tinned Per box
1 C 5.50
1 X 6.50
1 X X 7.50

"Allaway's Best"—Standard Quality.

1 C 4.50
1 X 5.50
1 X X 6.50

Coke Plates Bright

1 C, usual size, 14x20 3.75
1 C, special sizes, base 4.00
24x28 8.00

Charcoal Plates Tinned

Domestic J.G. Grade
1 C, 24x28, 112 sheets 8.00
1 X, 24x28, 112 sheets 10.00

Charcoal Tin Boiler Plates

Cookley Grade
1 X 14x20, 50-sheet box 7.00
1 X 14x20, 50-sheet box 7.00

Tinned Sheets

14x20 up to 24 gauge 7.50
26 8.00

IRON AND STEEL.

Common bar, per 100 lb. 2.00
Riveted 2.40
Horseshoe Iron 2.40
Hot steel, 12 to 30 in. base 2.90
Slough sheet steel 2.10
Tine steel 2.50
Roofing machinery 3.00
Tie rail steel 2.80
T. Flat A.C. steel, per lb. 0.12
T. Flat A.C. steel, per lb. 0.14
Morton's tool steel 0.12
Black Diamond and "B.C." tool steel 0.10
Chas. Leonard's tool steel 0.08
Jonas & Colver's tool steel 0.10
"Air Hardening" 0.70
Drill steel, per lb. 0.08

Russia Iron

Genuine 0.11
Imitation Dom Crown 0.06

STEEL BOILER PLATE

16 in. 2.50
18 in. 2.60
20 in. and thicker 2.50

BLACK SHEETS.

10 and 16 gauge 2.55
18 gauge 2.60
20 2.60
22 to 24 gauge 2.70
26 2.80
28 2.90

COPPER WIRE

Discount, 50 per cent.

CANADA PLATES

All dull, 52 sheets 2.75
Half-polished 2.85
All bright 3.60

Galvanized Canada Plates

Ordinary Dmt. Crown
18x24x52 4.25 4.35
60 4.50 4.60
20x28x80 8.50 8.70
94 9.00 9.20

IRON PIPE.

Black pipe— Per 100 feet.

1 inch 3.00
1 1/2 3.50
2 4.00
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THOS. GOLDSWORTHY & SONS

MANCHESTER, ENGLAND.

EMERY

Cloth Corn Flour

We carry all numbers of Corn and Flour Emery in 10-pound packages, from 8 to 140, in stock. Emery Cloth, Nos. OO., O., F., FF., I to 3.

JAMES HUTTON & CO., Wholesale Agents for Canada, **Montreal.**

PUTTY.		
Bulk in bbls.	1 70	
Bulk in less quantity	1 95	
Bladders in bbls.	2 00	
Bladders in kegs, boxes or loose.	2 25	
25-lb. tins.	2 25	
12½ lb. tins.	2 50	
Bladders in bulk or tins less than 100 lb.	2 50	

VARNISHES.		
In 5-gal. lots.	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak	1 50	1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar, white	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Furpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" No. 1	0 85	0 90
Elastilite varnish, 1 gal. can, each.	2 00	
Granitine floor finish, per gal.	2 75	
Maple Leaf coach enamels: size 1, \$1.20; size 2, 70c.; size 3, 40c. each.		
Sherwin-Williams' kopal varnish, assorted case, from to 1 gal., \$2.50.		

CASTOR OIL.		
British, 1st. qual., in cases, per lb.	0 08½	0 09½
" small lots	0 10	0 10½

COD OIL, ETC.		
Cod oil, per gal.	0 50	0 55
Pure olive.	1 40	
" neatfoot	0 90	

GLUE.		
Common	0 08	0 09
French medal.	0 10	0 14
White, extra	0 18	0 22
Gelatine	0 18	0 20
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	0 12	0 16
Ground	0 12	0 16
Cologne, genuine		

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 per cent.		
Rim Fire Pistol, discount 40 p.c., American.		
Rim Fire Cartridges, Dominion, 50 and 5 p.c.		
Central Fire Pistol and Rifle, 10 p.c., Amer.		
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.		
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent.		
Central Fire, Military and Sporting, American, add 5 per cent. to list. B.B. Caps, discount 40 per cent., American.		
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 per cent. advance on list.		
Brass Shot Shells, 55 per cent.		
Primers, Dom., 30 per cent.; American, \$1.60.		

Wads.		
	per lb.	
Best thick white felt wadding, in ½-lb. bags.	\$ 00	
Best thick brown or grey felt wads, in ½-lb. bags.	0 70	
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges.	0 99	
Best thick white card wads, in boxes of 500 each, 10 gauge.	0 23	
Best thick white card wads, in boxes of 500 each, 8 gauge.	0 55	
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges.	0 20	
Thin card wads, in boxes of 1,000 each, 10 gauge.	0 25	
Thin card wads, in boxes of 1,000 each, 8 gauge.		

Chemically prepared black edge grey cloth wads, in boxes of 250 each—		
		Per M.
11 and smaller gauge	0 60	
9 and 10 gauges	0 70	
7 and 8	0 90	
5 and 6	1 10	
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each		
11 and smaller gauge	1 15	
9 and 10 gauges	1 40	
7 and 8	1 65	
5 and 6	1 90	

ADZES.		
Discount 20 per cent.		
ANVILS.		
Wright's, 80-lb. and over.	0 10½	
Hay Budden, 80-lb. and over	0 09½	
Brook's, 80-lb. and over	0 11½	

Gilmour's, discount 65 and 5 per cent. off list.

AXES.		
Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, " "	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes.	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 50	10 00

AXLE GREASE.		
Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

BATH TUBS.		
Zinc		6 00
Copper, discount 20 per cent. off revised list.		

BATHS.		
Standard Enameled.		
5½-ft. rolled rim, 1st quality.	23 00	
5½ " 2nd "	20 00	

BARBIT METAL.		
"Tandem," A	per lb.	0 27
" " B	"	0 21
" " C	"	0 11½
Frictionless Metal	"	0 23

Syracuse Smelting Works:		
Aluminum, genuine	0 45	
Government, "	0 44	
Tough, "	0 40	
Hard, "	0 40	
Dynamo	0 30	
Special	0 25	
Harmony	0 22	
Car Box	0 20	
Extra	0 15	

The Canada Metal Co.:		
Imperial, genuine	0 40	
Metallic	0 30	
Heroules	0 20	
Star	0 15	
No. 1	0 12	
No. 2	0 10	
No. 3	0 06	
No. 4	0 05	

BELLS.		
Hand.		
Brass, 60 per cent.		
Nickel, 55 per cent.		

American make, discount 63½ per cent.		
Canadian, discount 45 and 50 per cent.		

Gongs, Sargent's	5 50	8 00
Peterboro', discount 46 per cent.		
Farm.		
American, each	1 25	3 00

House.		
American, per lb.	0 35	0 40

BELLINGS.		
Hand, per doz.	3 35	4 75
Moulders, per doz.	7 50	10 00
Blacksmiths, discount 10 per cent.		

BELTING.		
Extra, 60 per cent.		
Standard, 60 and 10 per cent.		
No. 1, not wider than 6 in., 60, 10 and 10 per cent.		
Agricultural, not wider than 4 in., 75 per cent.		

BITS.		
Auger.		
Gilmour's, discount 60 and 5 per cent.		
Rockford, discount 50 and 10 per cent.		
Jennings' Gen., net list.		

Cur.		
Gilmour's, 4½ to 50 per cent.		
Expansive.		
Clark's, 40 per cent.		

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz.	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND RED STAPLES.		
All sizes, per lb.	0 07½	0 12

BOLTS AND NUTS.		
		Per cent.
Carriage Bolts, common (\$1 list)	50	and 10
" full sq. (\$2.40 list)	55	and 10
" Norway Iron (\$3 list)	55	and 10
Machine Bolts, all sizes	50, 5	and 10
Plough Bolts	50, 5	and 10
Blank Bolts	50, 5	and 10
Bolt Ends	50, 5	and 10
Sleigh Shoe Bolts	65, 5	and 10
Coach Screws, cone point	60, 4	and 10
Nuts, square, all sizes, 3½c. per lb. off		
Nuts, hexagon, all sizes, 4c. per lb. off		
Store Rods, per lb., 5½ to 6c.		

BOOT CALKS.		
Small and medium, ball	per M.	4 25
Small heel		4 50

BRIGHT WIRE GOODS.		
Discount 62½ per cent.		

BROILERS.		
Light, discount 65 to 67½ per cent.		
Reversible, discount 65 to 67½ per cent.		
Vegetable, per doz., discount 37½ per cent.		
Henis, No. 8	per doz.	6 00
Henis, No. 9	"	7 00
Queen City	"	7 50

BUTCHERS' CLEAVERS.		
German	per doz.	6 00 11 00
American	"	12 00 20 00

BUTCHER KNIVES.		
Bailey's	per doz.	9 60 6 30

BUILDING PAPER, ETC.		
Tarred Felt, per 100 lb.		1 85
Ready roofing, 2-ply, not under 45 lb. per roll		0 90
Ready roofing, 3-ply, not under 65 lb. per roll		1 15
Carpet Felt	per ton	45 00
Heavy Straw Sheathing	per ton	35 00
Dry Sheathing	per roll, 400 sq. ft.	0 40
Tar	400 "	0 50
Dry Fibre	400 "	0 55
Tarred Fibre	400 "	0 65
O. K. & I. X	400 "	0 70
Resin-sized	400 "	0 45
Oiled Sheathing	600 "	1 00
Oiled	400 "	0 70
Roof Coating, in barrels	per gal.	0 17
Roof	small packages	0 25
Refined Tar	per barrel	5 00
Coal Tar	"	4 00
Coal Tar, less than barrels	per gal.	0 15
Roofing Pitch	per 100 lb.	1 10

BULL RINGS.		
Copper, \$2.00 for 2½-inch, and \$1.90 for 2-inch.		

BUTTS.		
Wrought Brass, net revised list.		
Cast Iron.		
Loose Pin, discount 60 per cent.		

Wrought Steel.		
Fast Joint, discount 65, 10 and 2½ per cent.		
Loose Pin, discount 65, 10 and 2½ per cent.		
Berlin Bronze, discount 70, 70 and 5 per cent.		
Gen. Bronze, per pair	0 40	0 45

CARPET STRETCHERS.		
American	per doz.	1 00
Bulhard's	"	6 50

CASTORS.		
Bed, new list, discount 55 to 57½ per cent.		
Plate, discount 52½ to 57½ per cent.		

CATTLE LEADERS.		
Nos. 31 and 32	per gross	\$ 50 9 50

CHALK.		
Carpenters' Colored, per gross	0 45	0 75
White lump	per cent	0 60 0 65
Red	"	0 05 0 06
Crayon	per gross	0 14 0 18

CHISELS.		
Socket, Framing and Firmer.		
Broad's, discount 60 and 10 per cent.		
Warneck's, discount 50 and 10 per cent.		
P. S. & W. Extra, discount 60 and 10 per cent.		

CHURNS.		
Revolving Churns, metal frames No. 0, \$8		
No. 1, \$8.50; No. 2, \$9.00; No. 3, \$10.00		
No. 4, \$12.00; No. 5, \$16.00 each. Ditto		
wood frames, 20c. each less than the above		
Discounts: Factories, 30 and 30 per cent.		
for Ottawa, Kingston and Montreal, 40 and 15 per cent. Terms 4 months or 3 per cent. cash in 30 days.		
Churn frames, including bearings, levers, etc.		
Nos. 0, 1, 2 and 3, wood, \$2.40; and 4 and 5, \$2.65. Metal frames, 25c. extra. Discount 15 per cent., net 30 days.		

CLIPS.		
Avie, discount 65 per cent.		

CLOSETS.		
		Net.
Plain York or Ontario Syphon Jet		\$9 60
Emb.		10 20
Fittings		1 00
Plain Simplex Syphon Jet		9 00
Emb.		7 50
Fittings		1 25
Low Down Elgin or Teutonic, plain		6 00
Low	emb.	6 50
Plain Richelieu		4 25
Emb.		4 50
Connections		1 25
Closet connection		1 25
Basins, P.O., 14-in.		0 65
Basins, oval, 17 x 14-in.		1 50
Basins, " 19 x 15-in.		2 00

COMPASSES, DIVIDERS, ETC.		
American, discount 62½ to 65 per cent.		
CONDUCTOR PIPE.		
Plain or Corrugated.		
2-inch	per 100 feet	3 00
3 "	"	4 00
4 "	"	5 25
5 "	"	6 75
6 "	"	9 00

CRADLES, GRAIN.		
Canadian, discount 20 to 25 per cent.		

CROSSCUT SAW HANDLES.		
S. & D., No. 3	per pair	0 17½
S. & D., " 5	"	0 25½
S. & D., " 6	"	0 17
Boynton pattern	"	0 20

DOOR SPRINGS.		
Torrey's Rod, 15 p.c. per doz.		2 00
Coil	per doz.	0 88 1 60
English	"	2 00 4 00

DRAW KNIVES.		
Coach and Wagon, discount 50 and 10 per cent.		
Carpenters' discount 60 and 10 per cent.		

"Same Quality as Last"

These are the words used by our old customers when ordering more goods, and their meaning is easily understood.

Our Building Papers, Roofing Felts and Wire Edged Ready Roofing are made to give satisfaction to the **User**, and those are the kind of goods the Dealer wants.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

DRILLS			Fork.			KETTLES.			NAIL PULLERS.		
Hand and Breast			C & B, discount 40 per cent., revised list.			Brass spun 7½ per cent. discount off new list			German and American 1 75 50		
Michals' Eads, per doz., net list			Hoe.			Copper..... per lb. 0 30 0 50			American, 60 and 10 to 65 and 5 per cent.		
DRILL BITS			C & B, discount 40 per cent., revised list.			KEYS.			NAIL SETS.		
Morse, discount 37½ to 40 per cent.			Saw.			Lock, Canadian dis. 40 to 40 and 10 per cent.			Square, round and octagon,		
Standard, discount 50 and 5 to 55 per cent.			Plane.			Cabinet, trunk and padlock,			per gross..... 3 38		
FAUCETS.			American..... per doz. 1 00 1 25			American..... per gross 0 60			Diamond..... 1 00 2 0		
Common, cork lined, discount 35 per cent.			Canadian..... per gross 3 15 3 75			KNOBS.			POULTRY NETTING.		
EAVETROUGHES.			Hammer and Hatchet.			Door, japanned and N.P., per			2-in. Mesh, 19 w.g., dis. 60 per cent.		
10-inch..... per 100 ft. 10			Canadian, discount 40 per cent.			doz..... 1 50 2 50			2-in. Mesh, 16 w.g. and heavier, 50 p.c.		
ELBOWS (stovepipe)			Cross-Cut Saws.			Bronze, Berlin..... per doz. 2 75 3 25			OAKUM.		
and 6-inch common..... per doz. 1 20			Canadian..... per pair 0 13½			Bronze, Genuine..... 6 00 9 00			U. S. Navy..... per 100 lb. 6 75		
Polished, 150 per dozen extra			HANGERS..... doz. pairs.			Shutter, porcelain, F. & L.			Plumbers..... 3 00		
ESUTCHEONS.			Steel barn door..... 5 85 6 00			screw..... per gross 1 30 4 00			OILERS.		
Discount 40 per cent.			Lane's covered—			White door knobs..... per doz. 1 00			McClary & Model galvanized		
ESUTCHEON PINS.			No. 11, 5-foot run..... 8 40			HAY KNIVES.			oil can, with pump, 5 gallon,		
Iron, discount 40 per cent.			No. 11½, 10-foot run..... 10 80			Net prices.			per dozen..... 10 00		
FACTORY MILK CANS.			No. 12, 10-foot run..... 12 60			LAMP WICKS.			Zinc and tin, discount 50, 50 and 10 per cent.		
Discount off revised list, 40 per cent.			No. 14, 15-foot track, per foot..... 21 00			Discount, 60 per cent.			Copper..... per doz. 1 25 3 50		
FILES AND RASPS.			Lane's O.N.T. track, per foot..... 0 04½			LANTERNS.			Brass..... 1 50 3 50		
Great Western..... 70 and 10 per cent.			HARVEST TOOLS.			Cold Blast..... per doz. 7 00			Malleable, discount 25 per cent.		
Aronson..... 70 " 10 "			Discount 60 per cent.			No. 3, "Wright's"..... 8 50			GALVANIZED PAIS.		
Kearney & Foot..... 70 " 10 "			HATCHETS.			Ordinary, with O burner..... 4 00			Dufferin pattern pails, discount 45 per cent.		
Disston..... 70 " 10 "			Canadian, discount 40 to 42½ per cent.			Dashboard, cold blast..... 9 00			Flaring pattern, discount 45 per cent.		
American..... 70 " 10 "			HAT ENAMEL.			Japanning, 50c. per doz. extra.			Galvanized washtubs, discount 45 per cent.		
J. Barton Smith..... 70 " 10 "			Hen derson & Potts "Anchor Brand"			Lemon SQUEEZERS.			PIECED WARE.		
Eagle..... 70 " 10 "			HINGES.			Porcelain lined..... per doz. 2 20 5 60			Discount 40 per cent. off list, June, 1899.		
Nicholson, 60 and 10 to 60, 10 and 5			Blind, Parker's, discount 16½ per cent.			Galvanized..... 1 87 3 85			10-qt. flaring sap buckets, discount 40 per cent.		
Royal..... 80			Heavy T and strap, 4-in., per lb..... 0 06½			King, wood..... 2 75 2 80			6, 10 and 14-qt. flaring pails, dis. 40 per cent.		
Globe..... 70 to 75			" " 6-in., "..... 0 06			King, glass..... 4 00 4 50			Creamer cans, discount 40 per cent.		
Black Diamond, 60 and 10 to 60, 10 and 5 per cent.			" " 8-in., "..... 0 05½			All glass..... 0 50 0 90			PICKS.		
Jewett's, English list, 25 to 27½ per cent.			Light T and strap, discount 65 and 5 per cent.			LINES.			Per dozen..... 6 00 9 00		
Nicholson File Co. s "Simplicity" file handle,			Screw hook and hinge—			Fish..... per gross 1 05 2 50			Picture NAILS.		
per gross 85c. to \$1 50			6 to 10 in..... per 100 lb. 4 50			Chalk..... 1 90 7 40			Porcelain head..... per gross 1 35 1 50		
GLASS.			12 in. up..... 3 25			LAWN MOWERS.			Brass head..... 0 40 1 00		
Window Box Price			Spring..... per gro. pairs 10 50			Woodyatt, 12-in. wheel..... 7 50			Picture WIRE.		
Star			HOES.			Star..... 5 50			Tin and gilt, discount 75 per cent.		
Size United			Garden, Mortar, etc., discount 60 per cent.			Daisy..... 4 90			PINE TAR.		
Inches			Planter..... per doz. 4 00 4 50			Philadelphia, 12-in. wheel..... 6 50			½ pint in tins..... per gross 7 80		
Under 26			HOLLOW WARE.			Ontario,..... 14 25			1..... 9 60		
26 to 40			Discount 45 and 5 per cent.			Discount, 50 per cent.			PLANES.		
41 to 50			HOOKS.			Canadian, 40 to 40 and 10 per cent.			Wood bench, Canadian discount 40 per cent.,		
51 to 60			Cast Iron.			Russell & Erwin..... per doz. 3 00 3 25			American discount 50 per cent.		
61 to 70			Bird cage..... per doz. 0 50 1 10			Eagle, discount 30 per cent.			Wood, fancy Canadian or American, 37½ to 40 per cent.		
71 to 80			Clothes line..... 0 27 0 63			Padlocks.			PLANE IRONS.		
81 to 90			Harness..... 0 72 0 88			English and Am..... per doz. 0 50 6 00			English..... per doz. 2 00 5 00		
91 to 100			Hat and coat..... per gro. 1 09 3 00			Eagle, discount 20 to 25 per cent.			PLIERS AND NIPPERS.		
A discount of 25 per cent. offered on			Chandelier..... per doz. 0 50 1 00			MACHINE SCREWS.			Button's genuine, per doz. pairs, discount		
Double Diamond			Wrought Iron.			Iron and Brass.			37½ to 40 per cent.		
GAUGES.			Wrought hooks and staples, Canadian discount 47½ per cent.			Round head, discount 25 per cent.			Button's imitation..... per doz. 5 00 9 00		
MAYBLES, MORRIS, ETC.			Wire.			Flat head, discount 25 per cent.			German..... 0 60 2 60		
Stanley & discount 50 to 55 per cent.			Hat and coat, discount 45 per cent.			Round head, discount 20 per cent.			PLUMBERS' BRASS GOODS.		
Wire Gauges.			Belt..... per 1,000..... 0 60			MALLETS.			Standard Compression work, dis. 60 per cent.		
Winn's, Nos. 28 to 33..... 1 05 2 40			Screw, bright, discount 55 per cent.			Tin Smiths..... per doz. 1 25 1 50			"J.M.T." Cushion work, discount 50 per cent.		
HALFETS.			HORSE NAILS.			Carpenters' hickory..... 1 25 3 75			Fuller work, discount 65 per cent.		
Rope, 1-inch..... per gross 3 00			"C" brand, 40, 10 and 17½ per cent. off list			Lignum Vitae..... 3 85 5 00			6 dozen lots and over of the above, extra discount 10 per cent.		
Rope, 1½-inch..... 14 00			"M" brand, 55 per cent.			Caulking, each..... 0 60 2 00			Lever handle Stops and Waste, discount 60 per cent. With, in lots of 2 dozen and over an extra discount of 10 per cent.		
Rope, 2-inch..... 14 00			"Monarch," 50 and 7½ per cent.			MATTOCKS.			"J.M.T." Globe, Angle and Check Valves,		
Leather 1-inch..... per doz. 5 50 1 00			"Peerless," 50 per cent. dis.			Canadian..... per doz. 5 50 6 50			discount 55 per cent.		
Leather 1½-inch..... 5 50 1 00			HORSESHOES.			MEAT CUTTERS.			Standard Globe, Angle and Check Valves,		
Web..... 1 85 2 14			F O B Montreal			American, discount 33½ per cent.			discount 60 per cent.		
HAMMERS.			No. 2 No. 1			German, 15 per cent.			"J.M.T." Radiator Valves discount 55 per cent.		
Nail			Iron Shoes			Gem..... each 1 15			Standard Radiator Valves, discount 60 per cent.		
Maybels' discount 50 to 10 per cent. Canadian discount 25 to 27½ per cent.			Light, medium and heavy			MILK CAN TRIMMINGS			Patent Quick-Opening Valves, discount 65 per cent.		
Magnetic..... per doz. 1 10 1 20			and smaller			Discount 25 per cent.			No. 1 compression bath co k..... net 2 00		
Canadian..... per lb. 0 07½ 0 08½			Steel Shoes			NAILS.			No. 4..... " 2 00		
Ball Peen.			No. 1 and smaller			2d and 3d..... 3 45 3 45			No. 7 Fuller's..... " 2 20		
English and Canadian, per lb. 0 22 0 25			Feather weight, all sizes 0 to 4			3d and 4d..... 3 10 3 12			No. 4½..... " 2 35		
HANDLEES.			Toeweight, all sizes 1 to 4			4 and 5d..... 2 85 2 95			Patent Compression Cushion, basin		
Are, 2nd growth, per doz. net 3 00 4 00			JAPANNED WARE.			6 and 7d..... 2 75 2 80			cock, hot and cold..... per doz. 15 06		
Tore door..... per doz. 1 00 1 50			Discount and 5 per cent. off list, June 1899			8 and 9d..... 2 60 2 60			Patent Compression Cushion, bath		
ICE PICKS.			Star..... per doz. 00 3 25			10 and 12d..... 2 55 2 55			cock, No. 2208..... 2 25		
COOPERS' NAILS, discount 30 per cent.			ICE PICKS.			16 and 20d..... 2 50 2 50			Square head brass cocks, discount 55 per cent.		
Miscellaneous wire nails, discount 15 per cent.			Star..... per doz. 00 3 25			30, 40, 50 and 60d (bush)..... 2 45 2 45			iron..... " 50 to 60		
Coopers' nails, discount 30 per cent.			Star..... per doz. 00 3 25			Cut nails in carlots 5c. less.			Competition Globe, Angle and Check Valve		
						Wire nails in carlots are \$2.40.			discount 70 per cent.		
						Steel cut nails 10c. extra.			Thompson Smoke-test Machine \$25.00		

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Hammerless Shot Gun

GUARANTEED FOR NITRO POWDERS

Grade K. Made with
Remington blued
steel barrels.



Send for Catalogue containing
complete description of Guns,
\$25.00 to \$250.00, mailed free.

Grade K E D. Made
with Damascus
barrels and Auto-
matic Ejector.

REMINGTON ARMS CO., ILION, N.Y., 313-317 Broadway, New York.
86-88 First St., San Francisco, Cal.
SOLD BY LEADING CANADIAN DEALERS. NOT RETAILED BY THE MANUFACTURERS.

PRESSED SPIKES.

Discount 20 per cent.

PULLEYS.		
Hothouse	per doz.	0 55 1 00
Axle	"	0 22 0 33
Screw	"	0 27 1 00
Awning	"	0 35 2 50
PUMPS.		
Canadian cistern	"	1 80 3 60
Canadian pitcher spout	"	1 40 2 10
PUNCHES.		
Saddler's	per doz.	1 00 1 85
Conductor's	"	9 00 15 00
Finners, solid	per set	0 72
" hollow	per inch	1 00

RANGE BOILERS.

Dominion, 30 gallon	net	5 50
" 35 "	"	6 50
" 40 "	"	7 50
Ronald's Galvanized, 30 gallon	"	7 40
" 35 "	"	8 40
" 40 "	"	9 60
Copper, 30 gallon	"	22 00
" 35 "	"	24 00
" 40 "	"	28 00

Discount off copper boilers 15 per cent.

RAKES.

Wood..... per doz. net 1 20 up.

RAZORS.

	per doz.
Elliot's	4 00 18 00
Geo. Butler's & Co.'s	4 00 18 00
Boker's	7 50 11 00
" King Cutter	12 50 15 00
Wade & Butcher's	3 60 10 00
Theile & Quack's	7 00 12 00
Bailey's	6 00 12 00
Bailey's Brantford	10 00 11 00
Carbo Magnetic	15 00
Griffin Barber's Favorite	10 75
Griffin No. 65	13 00
Griffin Safety Razors	13 50
Griffin Stropping Machines	13 50
Lewis Bros. "Klean Cutter"	8 50 10 50

REGISTERS.

Discount 40 per cent.

RIVETS AND BURS.

Iron Rivets, black and tinned, discount 60 and 10 per cent.	
Iron Burs, discount 55 per cent.	
Extras on Iron Rivets in 1-lb. cartons, 1c. per lb.	
Extras on Iron Rivets in 1-lb. cartons, 1c. per lb.	
Copper Rivets, with usual proportion burs, 45 per cent. discount. Cartons, 1c. per lb. extra, net.	
Copper Burs only, discount 30 and 10 per cent.	
Extras on Tinned or Coppered Rivets, 1-lb. cartons, 1c. per lb.	

RIVET SETS.

Canadian, discount 35 to 37 1/2 per cent.

ROPE, ETC.

Sisal	0 11 1/2
Pure Manila	0 14 1/2
"British" Manila	0 12
Cotton, 3-16 inch and larger	0 16
" 5-32 inch	0 21
" 1/2 inch	0 22
Russia Deep Sea	0 15
Jute	0 08
Lath Yarn, single	0 11
" double	0 11 1/2
Sisal bed cord, 48 feet, per doz.	0 65
" 60 feet	0 80
" 72 feet	0 95

RULES.

Boxwood, discount 55 per cent.
Ivory, discount 37 1/2 to 40 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished	per set	0 70
" No. 50, nickel-plated	"	0 80

SAND AND EMERY PAPER.

E. & A. sand, discount, 40 and 5 per cent
Emery, discount 40 per cent.
Garnet (Rurton's), 5 to 10 per cent. advance on list

SAP SPOUTS.

Bronzed iron with hooks per 1,000 9 50

SAWS.

Hand, Diaston's, discount 12 1/2 per cent.	
S. & D., discount 40 per cent.	
Crosscut, Diaston's, per foot	0 35 0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.	
Hack, complete	each 0 75 2 75
" frame only	" 0
SASH WEIGHTS.	
Sectional	per 100 lb. 2 25
Solid	" 1 75
SASH CORD.	
Per lb.	0 22 0 22
SAW SETS.	
Lincoln and Whiting	per doz. 4 75
Hand Sets, No. 1 Woodyatt (Morrill)	4 25
X-Cut Sets, No. 3 Woodyatt (Morrill)	9 50

SCALES.

Gurney Standard, 40 per cent.	
Gurney Champion, 50 per cent.	
Burrow, Stewart & Milne—	
Imperial Standard, discount 40 per cent.	
Weigh Beams, discount 35 per cent.	
Champion Scales, discount 50 per cent.	
Fairbanks standard, discount 35 per cent.	
" Dominion, discount 55 per cent.	
" Richelieu, discount 55 per cent.	
Warren's new Standard, discount 40 per cent.	
" Champion, discount 50 per cent.	
" Weighbeams, discount 35 per cent.	

SCREW DRIVERS.

Sargent's per doz. 0 65 1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style	per doz. 6 80
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style	per doz. 7 00
Common doors, 2 or 3 panel, in natural colors, oil finish	per doz. 8 15
3-in. style 20c. per dozen less.	

SCREWS.

Wood, F. H., bright and steel, discount 87 1/2 per cent.	
Wood, R. H., bright, dis. 82 1/2 per cent.	
" F. H., brass, dis. 80 per cent.	
" R. H., dis. 75 per cent.	
" F. H., bronze, dis. 75 per cent.	
" R. H., dis. 70 per cent.	
Drive Screws, dis. 87 1/2 per cent.	
Bench, wood per doz. 3 25 4 00	
" iron per doz. 4 25 5 00	
Set, case hardened, dis. 60 per cent.	
Square Cap, dis. 50 and 5 per cent.	
Hexagon Cap, dis. 45 per cent.	

SCYTHES.

Per doz. net..... 6 00 9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Bailey Cutlery Co., full nickleed, discount 2 1/2 per cent.	
Bailey Cutlery, Japan Handles, discount 67 1/2 per cent.	
Seymour's, discount 50 and 10 per cent.	

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SINKS.

Cast iron, 16 x 24	0 85
" 18 x 30	1 00
" 18 x 36	1 40

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews 4 50 11 50

SOLDERING IRONS.

1, 1-lb.	per lb. 37
2-lb. or over	" 0 34

SQUARES.

Iron, No. 493	per doz. 2 40 2 55
" No. 494	" 3 25 3 40
Steel, discount 60 to 60 and 5 per cent.	
Try and Bevel, discount 50 to 52 1/2 per cent.	

STAMPED WARE.

Plain, discount 75 and 12 1/2 per cent. off revised list.
Retinned, discount 75 per cent. off revised list.

STAPLES.

Galvanized	3 25 3 50
Plain	2 90 3 15
Coopers, discount 45 per cent.	
Poultry netting staples, discount 40 per cent.	

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita	per lb. 0 28 0 60
Hinlostan	" 0 06 0 07
" slip	" 0 09 0 09
Labrador	" 0 13
" Axe	" 0 15
Turkey	" 0 50
Arkansas	" 1 50
Water-of-Ayr	" 0 10
Scythe	per gross 3 50 5 00
Grind, 2-in., 40 to 200 lb., per ton	25 00
" under 40 lb., "	28 00
" under 2 in. thick, "	29 00

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 00

7 inch..... 7 50

ENAMELINE STOVE POLISH.

No. 4, 3 doz. in case, net cash 4 80

No. 6, 3 doz. in case 8 40

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 15
" tinned	80 and 20
" (in kegs)	40
Cut tacks, blued, in dozens only	80
" 1 weights	60
Swedes cut tacks, blued and tinned—	
In bulk	80 and 10
In dozens	75
Swedes, upholsterers', bulk	85, 12 and 12 1/2
" brush, blued and tinned	70
Swedes, gimp, blued, tinned and japanned	75 and 12 1/2
Zinc tacks	35
Leather carpet tacks	55
Copper tacks	50
Copper nails	52 1/2
Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued	65 and 5
Chair nails	35
Patent brads	40
Fine finishing	40
Lining tacks, in papers	10
" in bulk	15
" solid heads, in bulk	75
Saddle nails, in papers	10
" in bulk	15
Tufting buttons, 22 line, in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers	90 and 10
bulk	40
Clinch and duck rivets	45

TAPE LINES.

English, ass skin	per doz. 2 75 5 00
English, Patent Leather	5 50 9 75
Chesterman's	each 0 40 2 80
steel	each 0 80 8 00

TINNERS' SNIPS.

Bailey's, discount 25 per cent.

THERMOMETERS.

Tin case and dairy, discount 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 25 per cent.

Game, H. & N. P. S. & W., 65 per cent.

Game, steel, 72 1/2, 75 per cent.

TROWELS.

Diaston's, discount 10 per cent

German per doz. 4 75 6 00

S. & D., discount 35 per cent.

TWINES.

Bag, Russian	per lb. 0 27
Wrapping, cotton, 3-ply	0 19
" 4-ply	0 23
Mattress	per lb. 0 33 0 45
Stagger	" 0 27 0 35

VISES.

Wright's	0 13 1/2
Brooks	0 12 1/2
Pipe Vise, Hinge, No. 1	3 50
" No. 2	5 50
Saw Vise	4 50 9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White
discount 50 per cent.
Diamond, Famous, Premier, discount 50 and 10 per cent.
Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.

WIRE.

Smooth Steel Wire.	
No. 0-9 gauge	\$2 50
" 10 "	6c extra
" 11 "	12c "
" 12 "	20c "
" 13 "	30c "
" 14 "	40c "
" 15 "	50c "
" 16 "	70c "

Add 60c. for coppering and \$2 for tinning.
Extra net per 100 lb.—Oiled wire 10c., spring wire \$1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) \$1.25, packed in cases or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in 1-lb. hanks 75c., in 1-lb. hanks \$1.

Fine Steel Wire, discount 25 per cent.
List of extras: In 100-lb. lots—No. 17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65—No. 21, \$7—No. 22, \$7.30—No. 23, \$7.65—No. 24, \$8—No. 25, \$8.50—No. 26, \$9—No. 27, \$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34, \$17. Extras net—tinned wire, Nos. 17-25, \$2—Nos. 26-31, \$4—Nos. 32-34, \$6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c.—in 1-lb. hanks, 50c.—packed in cases or cases 15c.—bagging or papering, 10c.

Brass wire, discount 60 per cent. off the list.

Copper wire, discount 60 per cent. net cash 30 days, f.o.b. factory.

Galvanized wire, per 100 lb.—Nos. 4 and 5, \$3.70 to \$3.90; Nos. 6, 7, 8, \$3.15 to \$3.35—No. 9, \$2.50—No. 10, \$3.20 to \$3.40—No. 11, \$3.25 to \$3.45—No. 12, \$2.65—No. 13, \$2.75—No. 14, \$3.75 to \$3.95—No. 15, \$4.30—No. 16, \$4.30. Base sizes, Nos. 6 to 9, \$2.27 f.o.b. Cleveland. In carlots 12c. less.

Clothes Line Wire, regular 7 strand, No. 17, \$4.65; No. 18, \$2.90; No. 19, \$2.60. Hollow 6 strand, No. 17, \$4.30; No. 18, \$2.70; No. 19, \$2.35; No. 20, \$2.30, f.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb	2 80
Galvanized, plain twist	2 90
Galvanized barb, f.o.b. Cleveland, \$2 55 in less than carlots, and \$2 45 in carlots.	

COILED SPRING WIRE.

High Carbon, No. 9	\$2 75
" No. 11	3 40
" No. 12	2 95

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net 1 50

Terms, 3 per cent. off 30 days.

WASTE COTTON.

Colored..... per lb. 0

White..... 0 08

WRENCHES.

Acme, discount 35 to 37 1/2 per cent.
Agricultural, discount 50 per cent.
Coe's Genuine, discount 20 to 25 per cent.
Towers Engineer each 2 00 7 00

" S..... per doz.	6 00
G & K's Pipe.....	3 40
Burrell's Pipe.....	4 00
Pocket..... per doz.	0 25 2 80

WRENCHES.

Leader	per doz. 30 00 33 00
Royal Canadian	" 24 00
Royal American	" 28 00
Sampson	" 24 00
Lightning	" 27 00

Terms, 4 months, or 3 per cent. 30 days.

Wrought Iron Washers.

Canadian make, discount 40 per cent.

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Canada Corundum Co., Toronto.

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Kay Electric Dynamo and Motor Co., Toronto.
Kerr Engine Co., Walkerville, Ont.
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Ontario Wind Engine and Pump Co., Toronto.

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Samuel, M. & L., Benjamin & Co., Toronto, Ont.
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Metal Polish, Emery Cloth, etc.

Falkner, H. F., Toronto.
Hutton, Jas., & Co., Montreal.
Oakley, John, & Sons, London, Eng.

Milk Cans and Trimmings.

McClary Mfg. Co., London, Ont.
Kemp Mfg. Co., Toronto.
Davidson, Thos., Mfg. Co., Montreal.

Paints, Oils and Glass.

Alabastine Co., Paris, Ont.
Canada Linseed Oil Mills, Montreal.
Canada Paint Co., Montreal.
Dods, P. D., & Co., Montreal.
Globe Paint Co., Toronto.
Grant-Hamilton Oil Co., Toronto.
Henderson & Potts, Montreal.
Hobbs Mfg. Co., London, Ont.
Jamieson, R. C. & Co., Montreal.
Lucas, John, & Co., Philadelphia, Pa.
McArthur, Corneille & Co., Montreal.
McCaskill, Dougall & Co., Montreal.
Nobles & Hoare, London, Eng.
Ramsay & Son, Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works, Windsor, Ont.

Portland Cement.

Brenner, Alex., Montreal.
Hanover Portland Cement Co., Hanover, Ont.
Hyde, F., & Co., Montreal.
Sun Portland Cement Co., Owen Sound.

Radiators, Furnaces, Stoves, Tinware, etc.

Adams Co., Dubuque, Iowa.
Dominion Radiator Co., Toronto, Ont.
Gurney Foundry Co., Toronto.
Rochester Lamp Co., Toronto.
Sterne, G. F., Brantford, Ont.
Stewart, Jas., Mfg. Co., Woodstock, Ont.
United States Register Co., Battle Creek, Mich.
Western Foundry Co., Wingham.

Roofing Supplies

Lockerby & McComb, Montreal.
Paterson Mfg. Co., Toronto & Montreal.
Metallic Roofing Co., Toronto.

Sewer Pipes.

Canadian Sewer Pipe Co., Hamilton and Toronto.
Hyde, F., & Co., Montreal.

Shelf Brackets.

Atlas Mfg. Co., New Haven, Conn.
Grand River Metal Works, Galt, Ont.

Silver-Plated Ware.

Howland, H. S., Sons & Co., Toronto
Lewis, Rice, & Sons, Toronto.
Ontario Silver Co., Niagara Falls
Standard Silver Co., Toronto

Skates.

Boker, Henry, Montreal.
Howland, H. S., Sons & Co., Toronto
Kennedy Hardware Co., Toronto.
Lewis, Rice, & Son, Toronto.

Steel Rails.

Sessenwein Bros., Montreal.

Stencils, Stamps, etc.

Hamilton Stamp and Stencil Works, Hamilton, Ont.

Store and House Lighting.

Auer Light Co., Montreal.
Grose, Walter, Montreal.
Rochester Lamp Co., Toronto.

Toasters

Fairgrieve Mfg. Co., Toronto.
Harkins & Willis, Ann Arbor, Mich.

Warehousing and Warehouse Trucks.

Coltart & Cameron, Winnipeg.
Slingsby, H. C., Montreal.

Washing Machines, etc.

Connor, J. H., & Son, Ottawa, Can.
Dowswell Mfg. Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Wholesale Hardware.

Birkett, Thos., & Sons Co., Ottawa.
Bowman, John, Hardware & Coal Co., London, Ont.
Howland, H. S., Sons & Co., Toronto.
Kennedy Hardware Co., Toronto.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.

Wire, Wire Rope, Cow Ties, Fencing Tools, etc.

American Steel and Wire Co., New York, Montreal, Chicago.
Dominion Wire Mfg. Co., Montreal and Toronto.
Greening, B., Wire Co., Hamilton.
Ironside, Son & Co., London, Eng.
Meadows, Geo. B., Co., Toronto.
Oneida Community, Niagara Falls.

Wrapping Papers.

Canada Paper Co., Toronto.

Woodenware.

United Factories, Toronto.

Waterproof Covers & Clothing.

Guelph Waterproof Clothing Co., Guelph.

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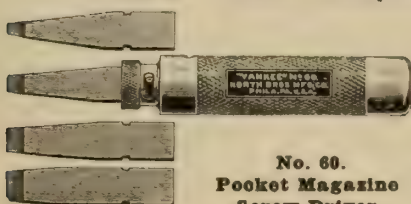
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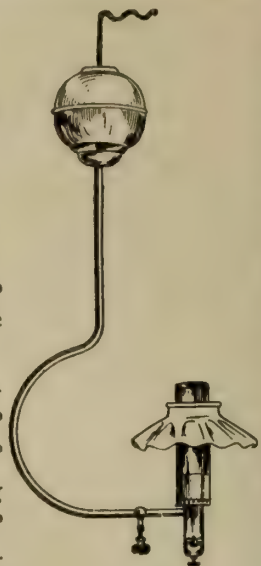
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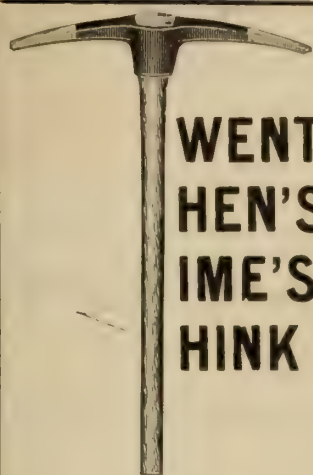
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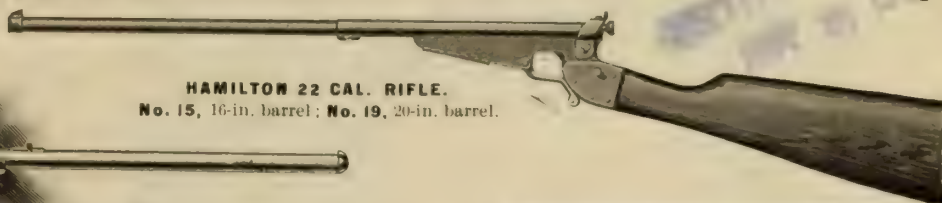
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29	30					
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KING Air Rifles, sold in single
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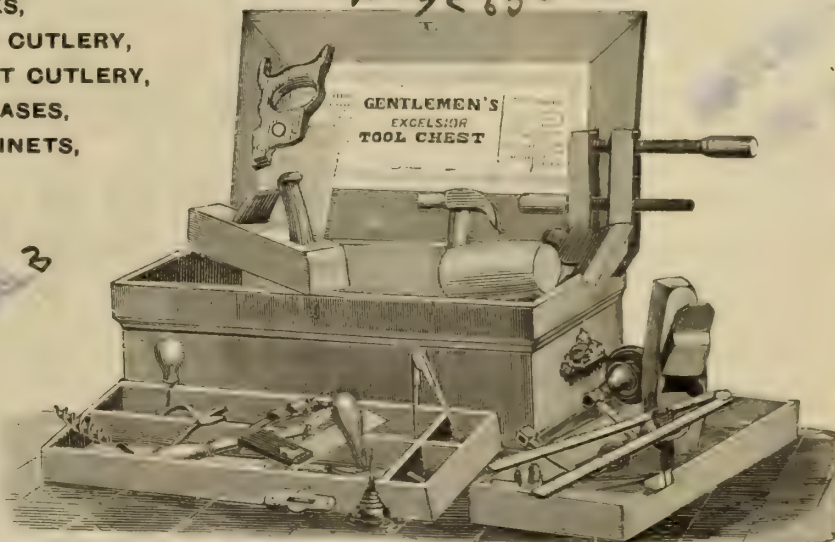
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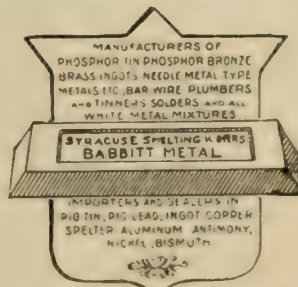
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352 lbs. per mile

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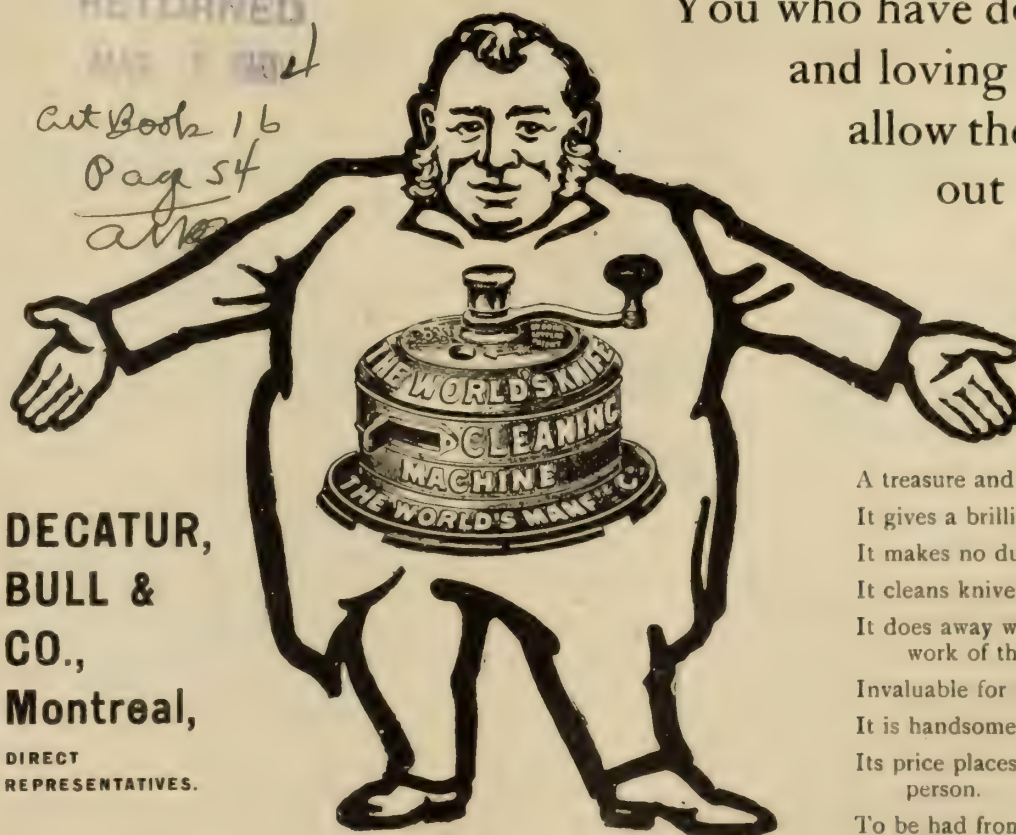
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allow them to go with-
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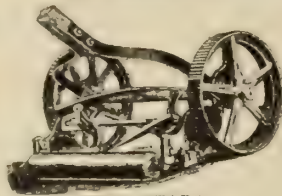


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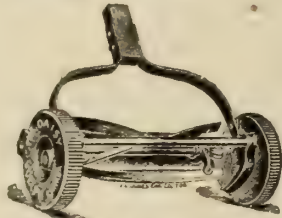
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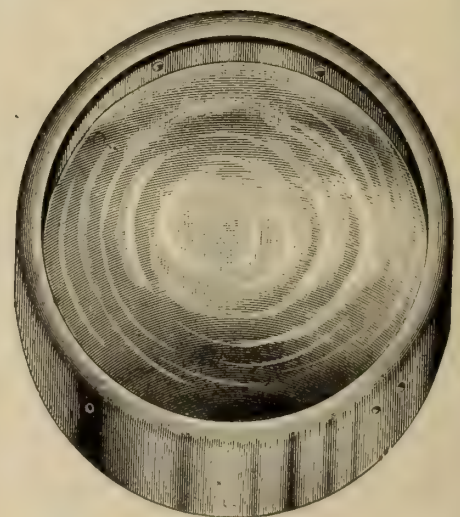
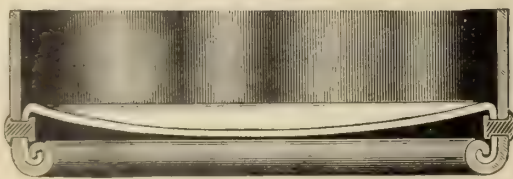
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A criticising public have used them for the past five years and the increasing demand is proof of their superiority, also evidence of the satisfaction which they give.

The Roll Rim Bottom having no sharp turns does not break the grain of the metal or lessen its wearing qualities.

Narrow Top Hoops can be supplied in place of Broad Top Hoops if desired. For Strength, Durability and Finish, our Trimmings are unexcelled.

They cost no more than inferior qualities.

We also carry in stock a full line of **First Quality Tinned Iron**, cut suitable for the different sizes of Trimmings, which we will supply at the lowest current market quotations.

KEMP MANUFACTURING CO., TORONTO, CANADA.

THE MANUFACTURERS AND THE GREAT WEST.

(Continued from last week.)

A Symposium of Some
of Their Impressions
Gathered During Their
Recent Trip to the
Pacific Coast.

THE impressions received by the Canadian Manufacturers on their trip to the Coast which have been given by **HARDWARE AND METAL** to our readers, continued in this issue. The questions which were put by **HARDWARE AND METAL** to the manufacturers and the answers of some of those interrogated, are given below:

QUESTIONS SUBMITTED

FIRST. What most impressed you from a business standpoint during your trip through the Great West to the Pacific Coast?

SECOND. What is your opinion in regard to the future of Manitoba and British Columbia as manufacturing centres?

THIRD. In what way can manufacturers of the east secure a larger share of the trade of the Great West, that now goes to the manufacturing firms in the United States?

FOURTH. How can business men in the east best assist the people of Manitoba, the Territories and British Columbia in developing the natural resources of their respective parts of the country?

J. M. Fortier, of J. M. Fortier, Limited, Montreal.

FIRST.—Winnipeg impressed me as to its future as a business centre. We may say that Winnipeg will be the Chicago of Canada; its activity, the very fine buildings which are being built, the scarcity of houses to let, and the go ahead of the business people is most striking. In my estimation, Manitoba and the Northwest are ahead of British Columbia because they have as a backbone their annual crops of wheat that the world requires.

Regarding second question, beg to say. That Manitoba could become a manufacturing country if our tariff was equal to that of the United States, and British Columbia's situation is the same.

In answer to the third question: The only way for manufacturers of the east to secure the trade of the Great West is to open up factories there or have warehouses with sufficient stock on hand to supply the trade on immediate delivery, same as United States' firms are doing now.

In answer to the fourth question: The business man of the east can only assist the territories of British Columbia in developing their national resources by recommending and popularizing their enormous resources and wealth to the immigrants. They have everything that can make a man rich, and all that these territories require is men to develop them, and as the people of the east are already installed, we might send some. I shall send to the West any one coming to me and wanting to make money, as there is money there for everyone who wants it. All they have to do is to help themselves. If I was a young man I would go out myself.

Mayor J. P. Laybourn, London

FIRST. The country appears to be going ahead at a great rate, especially in the far west and Alberta district. Everywhere one travels along the Canadian Pacific new lines are being built. The invasion of Americans is most noticeable everywhere and our friends across the border are certainly flocking into the West. It is also most striking to observe the enormous stocks which the firms in this part

of the country carry, especially in hardware and implements, which speaks for itself.

SECOND. By increased railway competition, consequently reducing freight rates. In a great many instances the manufacturers of the east are at a great disadvantage in regard to long freight hauls to the West. American firm being in a position to ship at a low rate, the distance being shorter from Minnesota and freights lower, thus being in a better position to compete with eastern firms whose goods are carried at least two thousand miles. Judging from what I could hear I should say that American firms are selling cheaper in the Canadian West than in their own country in order to get a footing with goods, then faith in the future of this country being apparently very great.

THIRD. I should say by an investment of capital, thereby showing their confidence, the establishment of distributing agencies, thereby supplying the westerners with Canadian made goods; and by periodical meetings or conventions taking place either east or West, at which an exchange of views may take place, and their wants and requirements attended to.

FOURTH. British Columbia, when more fully developed, has a great future in front of it for manufacturing, especially when more of its wonderful water powers are harnessed and its untold hidden treasures are discovered.

Strathecona and Edmonton are certainly destined to become a great centre of industry, their natural resources meeting most requirements, coal being found on the spot, and great facilities accruing from water power and water transport, and with the G.T.P. great things may be anticipated. Lethbridge also shows great signs of activity, but not being a manufacturer it is beyond my province to go into further details.

G. O. F. Cleveland, of J. L. Goodhue & Co., Danville, Que.

What most impressed me from a business standpoint during our trip to the Northwest and Pacific Coast was the unlimited possibilities for future expansion and the present large consumption of all kinds of goods by the western people.

The very large proportion of the business now going to the United States, especially in agricultural implements, stoves, hardware and similar lines.

The great need there was that something should be done to secure the present large trade, and the enormous demand there will be as the country fills up for Canadian manufactures.

Nearly everything the people of the West require can and should be made in Canada.

It struck me as being a very short-sighted policy for the western farmers to send so much of their money to sustain the immense army of workmen in the United States, thus gaining the farmers of the United States the best market, the home one, for the largest part of their produce at high prices.

Regarding manufacturing in Manitoba and British Columbia, I do not look for much in this line for some time to come. In Manitoba labor and power are not, and will be for some time to come, too expensive.

Winnipeg will, as the farming population increases in Manitoba and the Territories, and the surplus who for various reasons do not care to remain on the farms look for other occupations, have an available supply of labor, and when this time comes, will no doubt develop as quite a manufacturing city.

British Columbia, with her great water powers and cheap coal, has great possibilities as a manufacturing country, but at present the labor question is a great drawback and will prevent much manufacturing till matters are in better shape in this regard.

At Rat Portage and Port Arthur they have a vast available supply of cheap power in their great water powers, which are now being developed, and they should become large manufacturing points.

To me it seems that for some time to come the manufacturing for Canada will have to be done in the east. After a time a great deal should be done in British Columbia, and then these two parts of our country will do the manufacturing, and Manitoba and Territories will raise the produce to feed them.

The manufacturers of the east can secure a larger portion of the trade of the West by going there often, studying the conditions, learning what class of goods are brought in from the United States, making what the people want of as good or better quality as imported, filling orders promptly, and, as they say in the West, "hustling for the trade."

All this must be supplemented by a strong and united demand that they be put in a position to compete fairly.

Business men in the east can assist the people of the West in building up and developing the country by visiting them frequently, having more faith in the future of our common country, establishing branches and distributing warehouses in the different centres, investing their surplus, if they have any, in legitimate enterprises, mining or other, as opportunity occurs; by helping in every way possible and feasible to secure more transportation facilities throughout the West and from the east to the West, not forgetting the great work that the C.P.R. has done and will do in this regard. In short, to all work together for the common good of all parts of our great and glorious country. If we do this we are bound to be one of the greatest as well as the best that the sun shines on.

W. H. Merritt, of The National Table Co., Limited, Owen Sound.

First. What impressed me most from a business standpoint during my trip West was the enormously increased purchasing power of the farmers and merchants in Manitoba and the Territories compared with two or three years ago, which has come about through the increase in value of lands, to say nothing of the profits which have been made on crops during the same period. Lands have increased in value to such an extent that it is salable in many cases at a figure four times its value three years ago. I was most strongly impressed with the solid financial position of practically all of the people, and of the great possibilities of trade awaiting the eastern manufacturers, which is sure to come to them. When you think that the Grand Trunk Pacific is about to enter the West and open up a new country much larger than the C.P.R. has settled, that this process of settlement, development and general raise in values is to continue on a much larger scale, we cannot help but be very optimistic as to the possibilities for business in all lines affecting all dealers in the West, as well as all manufacturers in the east.

Second. I do not think that Manitoba or British Columbia will manufacture on a large scale for some time

to come. Our generation will hardly see that day. No doubt at certain points, which are well situated for cheap fuel and lumber, much manufacturing will be done, but it can only be in a small way, except in certain lines, some of which are already established there, such as milling in Manitoba and lumbering in British Columbia.

Third. I do not think that a very large amount of American-made goods are going into the West, except in agricultural implements and some small special lines not made to any extent in Canada. These same lines are going into Ontario to almost the same extent that they are going into the West. The implement firms also have their agencies at all principal points in the east. It does not appear to me that many of the manufacturers in Canada are suffering to any extent on account of American goods imported into the West.

Fourth. I think that the business men in the East can best assist the people in the West in developing the national resources of that country, by establishing branches of their business there, by investing and using their influence to have others invest in all sound undertakings going forward in the West, and by favoring and helping all legislation which will be to the benefit of the West, such as projecting new railways and branch lines, which will open up new territory for settlement and help to develop the timber, coal and mineral resources of the country.

E. A. Wright, The Canadian Rubber Co., Montreal.

First. The westerner's unbounded confidence for the future prosperity of Western Canada, and the unfortunate feeling that seems to exist in that portion of the country, that Canada is divided into two sections, the "East," and the "West."

Second. I cannot conceive of Manitoba or the Northwest Territories being manufacturing centres, my impression was that the provinces from the Atlantic all along the waterways to Northern and Western Ontario and the Province of British Columbia would be the manufacturing provinces of Canada, and would supply the vast areas of Manitoba and the Northwest Territories.

Third. By a livelier interest of the manufacturers to supply the specific needs of that country, the revision of the customs tariff, and further transportation facilities, to reduce freight rates, and ensure quick deliveries, also an honest policy in all dealings, with the view of establishing thorough confidence in the goods manufactured in our own country.

Fourth. By hearty co-operation in all immigration schemes whereby that country may be settled by the best class of people landing on our shores.

WIRE NAILS TACKS WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

CATALOGUES, BOOKLETS, ETC.

HARDWARE AND METAL would be pleased to review catalogues, booklets or other such publications issued by manufacturers or wholesale dealers selling to the hardware, plumbing, machinery or metal trades. Retailers desiring such publications may also have inserted a note to that effect. No charge will be made for these services.

A MAP OF MANITOBA.

The Manitoba Government has issued a new map of the province corrected up to date. It shows boundaries of Manitoba electoral divisions, of the municipalities, lines of railways, completed, authorized and projected, also railway stations, schools and post offices. The most conspicuous feature of the map, however, is the railway lines, of which there is now a regular net work south of township seventeen and west of the Red river. The more sparsely settled country north of that and west of Lake Manitoba is well provided with trunk lines. This should be useful to many business men.

HANDSOME AND USEFUL.

The Canada Metal Co., Toronto, have gotten up a handsome wall file made of heavy tin and beautifully lithographed and embossed. The central figures are representations of a bar of "Imperial" babbitt and of the company's coat of arms representing the British lion and the Canadian maple leaf. The file should be of service to those receiving it. This firm have also issued an attractive blotter. "Hardware and Metal" readers may secure either of these by application.

THE "ALL RIGHT" WASHER.

The Richardson Hardware Co., Essex, Ont., general agents for Canada for the "All Right" washer, have prepared a neat circular giving many testimonials concerning the advantages of that washer, of which the accompanying illustration gives one an excellent view. The virtues of it



will be understood from the following directions for operation: Put into the machine ten gallons of boiling water; place therein three bed sheets, or their equivalent; agitate four minutes; wring

Name _____

Address _____

Does Your Floor Finish Trade Pay?

It will pay you better if you stock up with **The Sherwin-Williams Floor Finishes.**

You will then be sure that every floor finish you handle is right—made to finish floors in the best possible way—made *to wear*.

You will then have the "pulling power" of The Sherwin-Williams Advertising back of your floor finish stock. We are advertising our Finishes in all our general advertising, and direct to the consumer through the mails. Our most attractive display cards are on the products in this line and each finish carries with it special folders, newspaper electrotypes, etc. It is a proposition no dealer can afford to overlook.

THE SHERWIN-WILLIAMS CO.
21 St. Antoine St., Montreal

Please send me prices, advertising plans and full information on The S-W. Floor Finishes.

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PAINT AND VARNISH MAKERS.

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CHICAGO, NEWARK, LOS ANGELES, TORONTO,
KANSAS CITY, BOSTON, SAN DIEGO, WINNIPEG,
MINNEAPOLIS, LONDON, ENGL.

out, and repeat as above and rinse. Ordinarily use a bar and a half of soap in first water and one-third in second; if, however, suds die down, add a little more soap. In agitating clothes, use a short, quick motion to obtain best results.

SKATES.

The Starr Mfg. Co., Ltd., Dartmouth, N.S., and Toronto, have issued their skate catalogue for the season. This is undoubtedly one of the most up to date booklets issued this year. The first 11 pages are devoted to an illustrated description of the process of manufacturing skates. On the next 25 pages are described the wide variety of skates made by the company. The remainder of the book is devoted to the program of the figure skating tournament at Montreal, various designs in figure skating and proper comparative sizes of shoes and skates. In every respect this catalogue will be highly valued by any one who re-

ceives it. "Hardware and Metal" readers should write at once for copies.

THE "FLICKER" PHOTOMETER

Alexander Wright & Co., Westminster, S.W., London, are sending out circulars descriptive of the Simmance-Abady patent "Flicker" Photometer, a novel and ingenious instrument for testing the illuminating power of gas, electric or oil lights, of any color or intensity. Any reader of this paper can secure full information regarding this apparatus on application.

THE COST OF MANUFACTURING.

The Dando Printing & Publishing Co., Philadelphia, have issued a book entitled "Fundamental Principles of Accounting the Cost of Manufacturing" by J. C. Dando, which is one of the most comprehensive works on this subject, a most important one to all manufacturers. The price is \$10, a small price in comparison to the value of a practical book devoted to the subject suggested by the title.

THE INCANDESCENT LAMP.

The Canadian General Electric Co., Ltd., Toronto, have issued a booklet, "Possibilities of the Incandescent Lamp." In which technical information is given in plain language, so as to enable the reader to easily understand good or bad service on the part of incandescent lamps. A study of the book cannot fail to make one appreciate the remarkable adaptability of the incandescent lamp to varied conditions and requirements. This book should, therefore, be of interest to many "Hardware and Metal" readers, to whom the book will be sent on request.

"SIGNS OF THE TIMES."

"Hardware and Metal" is in receipt of a neat and attractive booklet from The Waterbury Brass Co., New York. It is entitled "Signs of the Times," and, on examination, proves to be a short but thorough treatise on the manufacture and sale of sign and stencil brass. To all artisans using sign and stencil brass in the manufacture of their products this booklet will be of value, for it bristles with pointers and interesting facts. A number of illustrations are given of panel work very finely executed, and, if for no other reason, the booklet is of value because of their reproduction. For example, an illustration is given of a very fine memorial tablet, in which much detailed work has been done. To produce such good results the basic material must always be just right, and the fact that such fine work has been done with brass, furnished by this company, is a good testimony to its merits. This is only one of a number of fine illustrations. To parties interested in this class of goods, The Waterbury Brass Co., 120 to 130 Centre street, New York, will gladly furnish a copy of "Signs of the Times" on receipt of inquiry. Our readers may have one for the asking. Write for it; it is valuable.

CAPE TOWN EXHIBITION.

Mr. J. G. Jardine, commercial agent for Canada in South Africa, who is shortly coming home on a visit, has sent the Trade and Commerce Department plans and a prospectus of the Industrial Exhibition to be held at Cape Town in November, 1901. If the Canadian Government decide to put up their own buildings the Exhibition people would allow them 75 per cent. off the tariff rates for space.

TENDERS FOR ARMY SUPPLIES.

The War Office has forwarded to the Agricultural Department forms of tender for the supply of bread, forage, groceries, and meat to the troops in South Africa.

IVER JOHNSON SINGLE BARREL SHOT GUNS

ARE REPUTATION BUILDERS.

A Single Gun that for twenty years will do what is expected of it for thousands of users, will establish for itself a reputation that cannot be affected by attempted competition.
Usage that the trade always prefer and the public demand.



SEMI-HAMMERLESS TRIGGER ACTION 12 AND 16 GAUGE

SEND FOR CATALOGUE.

IVER JOHNSON'S ARMS & CYCLE WORKS,
New York Office, No. 99 Chambers St. **FITCHBURG, MASS.**

Tenders must be received at Pretoria by January 19, and further particulars may be had on application to W. W. Moore, Agricultural Department, Ottawa. Canadians have a chance to supply bread, flour, yeast and baking powder, alfalfa, mealies, meal, oat hay, oats, bran, rock salt, linseed, sulphur, green fodder, dry grass for bedding, coffee, tea, chicory, sugar, salt, and pepper, and meats, fresh, frozen, and refrigerated.

BRITISH PIG IRON SHIPMENTS.

The weekly market report, showing the shipments of pig iron from Middlesbrough (coastwise and foreign), gives the exports to America for the nine months ended September 30, 1903, at 76,460 tons, against 103,878 tons for the same months of the preceding year, 3,500 tons for 1901, and nothing for 1899 and 1900. The total export to foreign and coastwise ports during the nine months ended September 30, 1903, was: Foreign, 396,581 tons; coastwise shipments, 522,696 tons; total for the nine months, 919,277 tons. In transmitting the weekly market report, United States Consul-General Evans, London, calls attention to the fact that there were exported from Middlesbrough to America in September, 1902, 29,196 tons of pig iron, while there were no shipments in September, 1903. The shipments for the nine months of 1903, in

periods of three months, were as follows: January-March, 51,160 tons; April-June, 23,800 tons; July-September, 1,500 tons showing a steady decrease as the year advanced.

CUT IN U. S. RAIL RATES.

United States railroads have announced a reduction of 33 1-3 per cent. in export freight rates to the Atlantic seaboard. Some time ago the steel producers made application to the railroads for a reduction of 50 per cent. on the export freight rates. Their application was based upon the ground that the domestic business was comparatively limited, and, if a foreign trade was to be done, the carriers must help, as well as the producers, to secure that result. After carefully looking into the matter and after considerable deliberation the railroads decided to help so far as a reduction of one-third in existing rates is concerned. It will be noted that this reduction applies only to goods for export.

TO NOMINATE OFFICERS.

The Commercial Travellers of Toronto will hold their nomination meeting on Saturday evening, in St. George's Hall, to nominate officers and committees for next year. The annual meeting is held towards the end of December.

H. S. HOWLAND, SONS & CO.,

WHOLESALE
ONLY

37-39 West Front Street, **Toronto.**

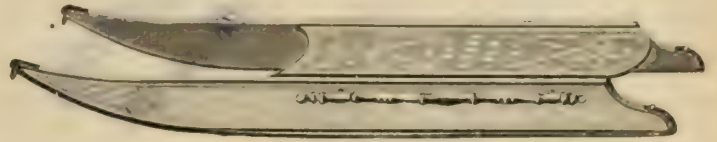
LIMITED
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WHOLESALE

SLEIGHS



Boys' Sleds

No. 1 Length 28 inches, 10-in. wide
2- " 33 " 10-in. "
3- " 37 " 10-in. "



Boys' Sleds

*all to H. S. Howland & Sons Co
see cut book 13 page 258*



"Leader"

Length 28 inches, 11-in. wide.



"Canada"

Length 32 inches, 13-in. wide.



"Nonpareil"

Length 30 inches, 13-in. wide.



"Stanley"

Length 38 inches, 15-in. wide.



"Popular"

Length 30 inches, 6 inches at narrow part.



"Comfort"

Length 42 inches, 13-in. wide.

FOR SKATES, HOCKEY STICKS, PUCKS, SLEIGH BELLS. SEE OUR HARDWARE CATALOGUE.

H. S. HOWLAND, SONS & CO. LIMITED, Toronto.

WE ship promptly

GRAHAM NAILS ARE THE BEST.

OUR prices are right

Factory: Dufferin Street, Toronto

A "FALL FAIR" HARDWARE EXHIBIT.

HARDWAREMEN, like other merchants, have in many towns come to look upon the annual "Fall Fair" in their town as one of the best opportunities of the year in which to advertise their business.

G. A. Binns, hardware merchant, Newmarket, Ont., had this year an exhibit which might well be taken as a model by many hardwaremen. The accompanying illustration gives an impression of its excellence. Mr. Binns, in referring to the matter says:

it an excellent thing, especially if useful souvenirs are properly distributed. In the case of our Fair there is a School Children's day, when children come from all schools in a radius of twelve or fifteen miles. We distribute to the children folding rulers and lithographed blotters, something that will be taken home and kept.

"The arrangement of the wall display, you will notice, is principally upon boards. This can be neatly arranged at the store, the main object being to have things in such shape so they can be quickly put up and

placed thereon to good advantage. The cost of this exhibit in money to us was \$6, being for cartage, tacks, bunting, and matting. The display was placed in position after business hours, the evening before the Fair. In taking it away the entire exhibit was removed and in the store between 5 and 6 o'clock of the last day of Fair. So very little time may be lost if properly placed.

"The dressed boards can be used for a short time in forming window displays and decorating the interior of the store.



G. A. Binns' Hardware Exhibit at Newmarket Fall Fair.

"In the first place I would strongly advise any hardware merchant doing business in towns of 2,000 to 5,000 population never to expect that such displays would be a good investment, if judged only by the amount of goods that would be sold from the exhibit. We have had ten years' experience in displays of this nature and if we depended upon the goods sold to repay the time and trouble we would be very much out.

But from an advertising point I think

taken away, using a few articles such as X cut saws, axes, sporting goods, granite-ware, etc., for filling in between the boards. In the first place the background was covered with a dark green window blind paper. All around the wall a border of S.W.P. letter slips made a very neat finish. The roof of the exhibit was made of red, white, and blue bunting, drawn into a corner in very pleasing effect. Chinese matting on the floor covered up the rough appearance of the boards, and also showed the stoves

"I might say, in making such displays it would be much more attractive and also show the stoves to better advantage if the largest ranges and cook stoves were placed in the rear, and the small heaters in the foreground."

McNeil & Reader, carriage builders, Alviston, Ont., have found it necessary to enlarge and will build a shop large enough for their requirements.

SLEIGH BELLS



STEEL TEAM BELLS
No. 7—COPPERED
No. 7—NICKEL PLATED

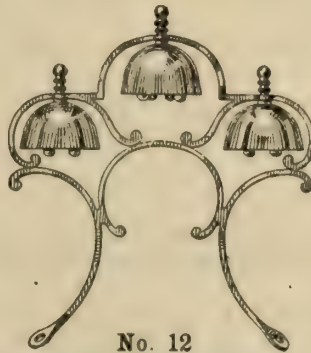


CAST TEAM BELLS
POLISHED RIM
ALL POLISHED
NICKEL PLATED

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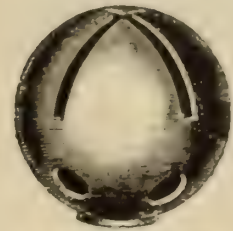


No. 8
SADDLE GONGS



No. 12
CAST BRASS NICKEL-
PLATED

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BACK STRAPS



BODY STRAPS

GENUINE SWEDISH CHIMES



FULL SIZE BELLS



No. 30—SHAFT GONGS



No. 28—SHAFT GONGS



No. 32—SHAFT GONGS



No. 27—SHAFT GONGS



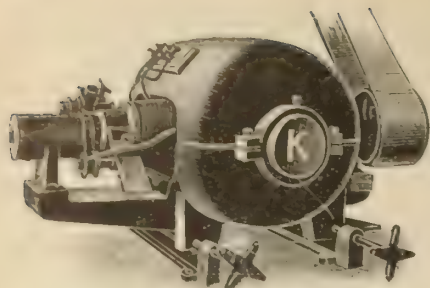
No. 100—SHAFT GONGS



No. 23—SHAFT GONGS

PRICES WILL INTEREST YOU.
BLUE BOOK ILLUSTRATES FULL LINE.

CAVERHILL, LEARMONT & CO.,
MONTREAL AND WINNIPEG.

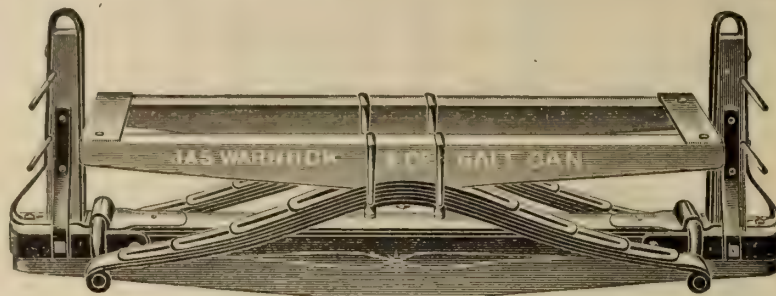


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Manufacturers of Dynamos and Motors for all purposes, both direct and alternating currents. Special attention given to repairs.
Office and Works, 214-221 Queen St. East, Toronto.
Phone Main 1251. Estimates cheerfully given.

"THE PEERLESS"

is the best Bolster Spring ever produced. A fine line for the hardware trade. Write Us for Prices



JAMES WARNOCK & CO., - GALT, ONT.

The Canada Screw Company

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ASK FOR OUR . . .



Wood Screws,
Machine Screws,
Tire Bolts,
Stove Bolts,
Rivets,

Wire Nails,
Screw Eyes,
Screw Hooks,
Gate Hooks
and Eyes.

**SPECIALS
OF
ALL
KINDS.**

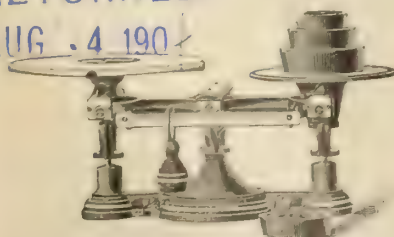
FAIRBANKS STANDARD SCALES

Universally recognized as the "Standard of Excellence" in Scale Manufacture. They are so far superior to Scales of all other makes as to be

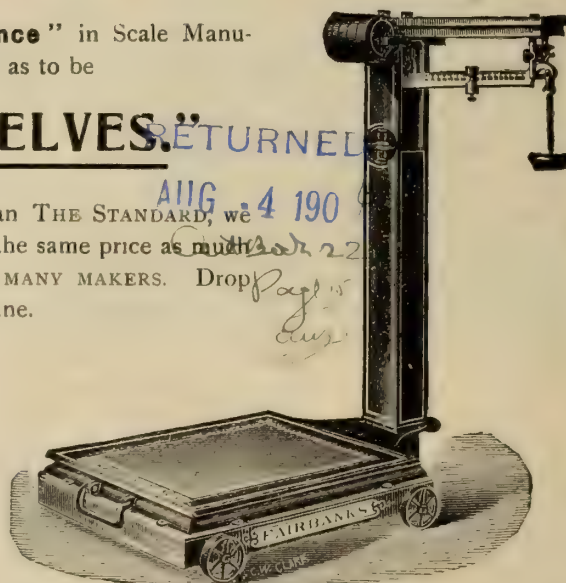
"IN A CLASS BY THEMSELVES."

Recognizing the demand for a cheaper line of scales than THE STANDARD, we are now selling a line of low-priced Scales which we offer at the same price as much inferior goods, and are indeed EQUAL TO THE BEST GOODS OF MANY MAKERS. Drop us a postal and we will be glad to tell you all about this new line.

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AUG. 4 1904



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SEND FOR CATALOGUE.

THE FAIRBANKS COMPANY

MONTREAL

WINNIPEG

VANCOUVER

MACHINERY

STEEL CONCRETE CONSTRUCTION

CONCRETE has, from time immemorial, had a reputation as an excellent building material. It is admirably adapted for structures in which the stresses to which it is subjected are chiefly those of compression, but until the last two or three years on account of its lack of tensile strength it has never been used for constructions which are subject to transverse stress, or indeed any stress but that of compression. Thus concrete is an excellent material for use in the construction of foundations, retaining walls and for the monolithic construction in the building of breakwaters and dams; but although the upper part of a concrete beam might be able to resist compression, the tensile strength in the lower side, unless the section were made of impossible bulk, would not be adequate to resist the transverse stresses which it would there be subjected to. However, French engineers have very cleverly overcome this difficulty by reinforcing the tensile strength of the concrete beam by the judicious incorporation of steel rods into the mass of concrete where it is subjected to transverse strains. Thus in the case of a beam or of an unsupported floor surface the steel rods are laid in place near the under surface, and the concrete mass is then formed in around them and by the use of proper proportions the tensile strength of the concrete is brought up to the required point. The "bond" or frictional contact between the steel and concrete is estimated, where the work is properly done, at several hundred pounds to the square inch. The results of tests made with concrete so constructed have been very satisfactory. In the building of arch bridges it has been found possible to make such a reduction in the thickness of the arches that a steel concrete arch compares favorably in lightness and grace of appearance with an all steel arch bridge. The cost of material is considerably less, and, because of the simplicity of the system of erection, the cost of labor is reduced. The new construction is finding a variety of uses, a notable instance of which is to be found in the Rapid Transit Tunnel in New York, where the method of building the walls and roof of I beams with con-

crete arches turned in between, has given way to the new type of steel concrete work, in which the walls are finished off with plain surfaces.

TURBINE STEAMERS FOR ALLAN LINE.

SOME time ago the Allan Steamship Line placed an order with Workman, Clark & Co., shipbuilders, Glasgow, Scotland, for the construction of a new steamer, intending at the time to have the boat of ordinary construction, with the usual marine engines, but the order has since been changed the company deciding to have a turbine steamer built, and Workman, Clark & Co. have altered the design and will now construct for the Allan line a twin screw turbine mail steamer for Canadian service. The turbines are being made in Newcastle-on-Tyne, England, and will be taken over to Glasgow and there fitted up. So the steamer will make her trial trip in the Irish Sea. It is expected that it will be launched about July of next year.

The Allan Steamship Co. have decided to build another turbine steamer, a liner, and tenders are being invited from shipbuilders. The new liner is to have three propellers, each with its own shaft. The dimensions of the liner are: length, 520 feet; width, 60 feet; depth 12 feet 6 inches. She is to be the finest passenger steamer in the fleet.

NEW IRON-HARDENING PROCESS

PHOSPHORUS, as is well known, has the property of imparting a certain degree of surface hardening to iron, but not without producing brittleness. The iron is made to assume a coarse structure, in which the crystals are loosely bound together. This effect of phosphorus of loosening the coherence of the molecules of the iron greatly facilitates the absorption of carbon by the iron. The carbon rapidly penetrates the iron to a considerable depth, imparting great toughness to the core and nullifying the comparatively slight defect constituted by the inconsiderable brittleness of the surface. Two Prussian inventors apply this principle in their process for hardening iron by heating the same in a tempering powder consisting of organic nitrogenous substances containing a high

percentage of fusible ash and employing the phosphorus as the medium for the introduction of carbon into the iron. Without prejudicially affecting the welding properties of the iron, it imparts such a degree of hardness thereto that it can neither be cut nor chipped by the best steel used. In order to harden the surface of about 200 kilograms (441 pounds) of iron to a depth of 1 millimeter (0.0394 inch) by means of this process, the pieces should be embedded in a retort, muffle, or the like, in bone dust, to which is added a mixture of 300 grains of yellow prussiate, 250 grains of cyanide of potassium, and 100 grains of phosphorus. The receptacle is well closed, luted with clay, etc., and raised to a clear red or white heat, whereupon the material treated is immersed in a glowing condition in a water or other bath.

UNIQUE CANADIAN LIGHTSHIPS

THE Polson Iron Works, Toronto, have about completed two lightships for the Dominion Government for use off the Atlantic coast. These vessels are of unique construction, having a large proportion of free board and being very high at the bows, to keep them dry when pitching in a heavy head sea. Each also has a large automatic swinging fog bell and a fog siren, worked by compressed air. Each has fresh water tanks with a capacity of 60,000 gallons, the water being used for drinking purposes, also providing a reserve supply to make up the vestage of the machinery. Each vessel is fitted with one high pressure surface condensing vertical marine engine with cylinder 23 inches in diameter and 22 inch stroke, and two navy type boilers built for a working pressure of 140 pounds to the square inch. The auxiliary machinery outfit is very complete, consisting of steam windless, capstans, pumps, electrical gear and steering gear.

NEW FURNACE FOR MELTING METALS

D. R. Steele, 7 W. Lombard street Baltimore, has been granted patents on a method of melting and casting brass and other metals by natural gas, fuel and coal oil process, in use with compressed air. The invention comprises a tilting furnace, operated by gas combustion,

This furnace comprises a sheet steel enclosure, inside brick lined, containing a crucible. With the gear connection the crucible can be tilted and operated at any angle. This furnace is supplied with an automatic burner which absolutely controls the volume of oil and air, and is so economical in use, that upon an experimental and statistical basis, with the use of a quantity not exceeding one and a half gallons of oil, 100 lb. of metal can be melted, which is the record of lowest cost of production. The furnace and burner have been improved upon during the past four years, under the personal supervision of Mr. Steele, and he expects to place it on the market in a short time.

SIMPLEX SHEET METAL CUTTER.

THE accompanying illustration shows an ingenious little device known as the Simplex Sheet Metal Cutter which should interest every machinist and worker in metals. As shown in the illustration, it is placed between the jaws of an ordinary bench vice. This is very easily and quickly done and the instrument then becomes a powerful and unique sheet metal shear or cutter by means of which work so difficult as almost to appear impossible may be done with very little effort.

Workmen making experiments with this tremendously powerful cutter are often surprised to find with how little effort it will cut iron, sheet steel, brass, copper and tin into any shape desired. It will cut as true and clear as a die, and, as a matter of fact, it does die work for round, square, oblong, oval and triangular holes, as well as half circles, may readily be cut in thin sheet metal. It is not recommended that die work be done on steel, but if necessary this machine can do it.

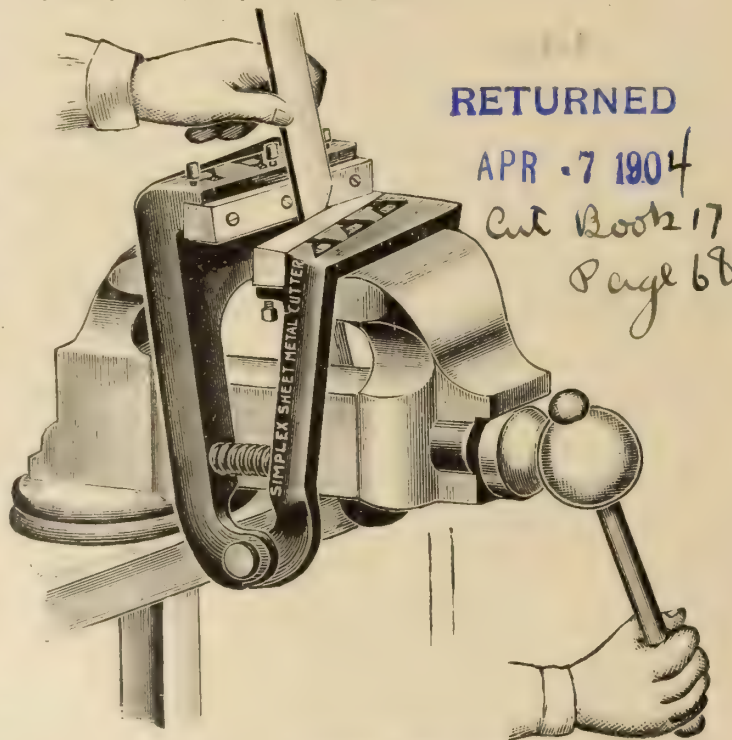
The No. 3 machine will cut sheet metal up to 1/8-inch thick, doing the work perfectly smooth and true, and without leaving any rough edges. Indeed, to every mechanic who takes a pride in turning out neat first-class work this little device

is a delight, and he would not be without it for many times its value. In many shops it will pay for itself in a single day. Every user of a bench vice would find it a great convenience.

TURBINE STEAMERS IN FAVOR.

The decision of The Lake Ontario Steamship Co. to introduce a steamer equipped with turbine engines on the Hamilton-Toronto service, in competition with the boats of The Hamilton Steamboat Co., has aroused considerable interest in turbines in Canada. These steamers are to be built in Newcastle-on-Tyne, England, by The Hawthorne Leslie Co., and are to be delivered in the Spring.

The turbine engine for marine service seems to be gaining favor everywhere. The decision of the Cunard and Allan lines to adopt these engines; their use on the Clyde, in the English Channel, and their adoption in the Irish Sea and between New Zealand and Australia, has proved their practical value for commercial purposes.



RETURNED

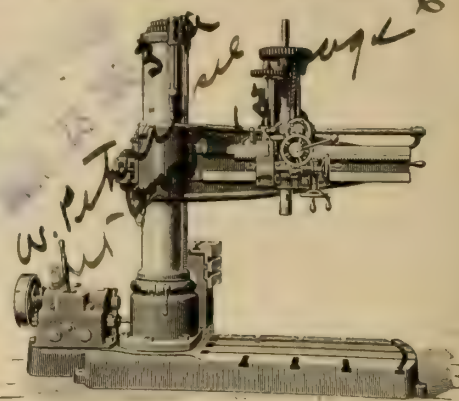
APR -7 1904

Cut Book 17
Page 68

AGENT FOR CINCINNATI FIRMS.

H. W. PETRIE, wholesale machinery dealer, Front street west, Toronto, has accepted the agency for Ontario of the following important Cincinnati, O., machinery manufacturing firms: The Cincinnati Milling Machine Co., The Cincinnati Shaper Co., The Cincinnati Planes Co., The Cincinnati Machine and Tool Co., The Lodge & Shapley Machine and Tool Co., and The Bickford Radial Drill Mfg. Co. Since receiving the agency the firm have been paying particu-

lar attention to the Cincinnati machinery, as they are convinced that it compares very favorably with any other machinery.



The Bickford Radial Drill.

on the market, and they have already closed several contracts for the installation of this machinery. Among the most recent orders are a 20-in. back-gear shaper, of The Cincinnati Shaper Co., for The Raymond Mfg. Co., manufacturers of the Raymond sewing machine, Guelph, Ont.; a No. 2 Universal milling machine, of The Cincinnati Milling Machine Co., for Stevens & Co., tool manufacturers, Galt; one of the Bickford 24-in. improved radial drills with tapping attachment; a 16-in. back-gear shaper for The American Abel Engine and Thresher Co., Limited, Toronto.

The accompanying cut represents one of the Bickford improved plain radial drills, which are modern in every respect. Besides the plain radial drill, Petrie handles the special drills manufactured by this company for general radiator work.

Cuts of the different Cincinnati machinery handled by H. W. Petrie, and the different machines will be illustrated in succeeding issues of "Hardware and Metal."

H. P. SHEA'S NEW ROUTE.

Owing to the opening of their Toronto warehouse The Fairbanks Co. have found it necessary to make a rearrangement of their travellers' routes. One change we announce in this issue. Mr. M. P. Shea will now cover the territory between Montreal and Kingston, and all points in Ontario on the main line of the C.P.R. Mr. Shea has not been very long on the road, but his experience in the advertising department of The Fairbanks Co. has given him a thorough knowledge of the business, and this, coupled with his own energy and tact, has already made him a very successful travelling representative.

HIGH-CLASS TOOLS.

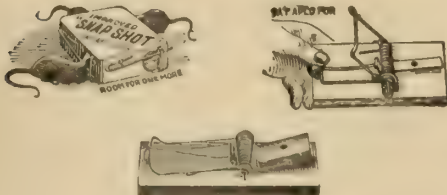
A representative of "Hardware and Metal" visited a few days ago the plant of The National Tool & Axe Works, Three Rivers, Que., where he saw the pro-

We call your special attention to

STEEL STAMPS

Our product is first class in every particular, and prices are satisfactory.

Hamilton Stamp & Stencil Works,
HAMILTON, ONT.



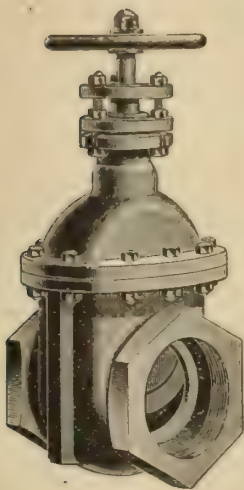
J. M. MAST MFG. CO.'S
RAT and MOUSE TRAPS

Strongest Traps Made.

Prices Exactly Right.

CANADIAN AGENTS

Edwin H. Grenfell & Co., London, Ont.



We Make

Good

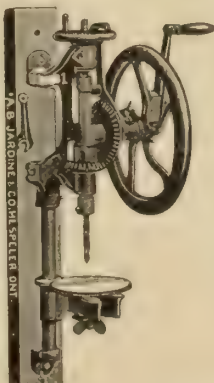
VALVES

Write for Catalogue
It tells all about
them.

The Kerr Engine Co.

LIMITED

Walkerville, Ont.



TRADE MARK
REGISTERED

Blacksmiths'
Hand
Drills.

The very
best.

A. B. JARDINE & CO.
HESPELER, ONT.

"Say, Friend,"

your aim should be to start up for yourself.

Why Work

from morn till night for somebody else instead of pushing a business for yourself and thus reap the full profit of your labor?

We Will

start men of ability and good character in every County in the Dominion.

WRITE FOR PARTICULARS TO

The Empire Machine and Metal Stamping Co.

1012 Yonge St.

TORONTO,

Limited

Canadian Metal for Canadians.

IMPERIAL BABBITT. — Perfect anti-friction, no matter what the speed or the crushing weight. Satisfactory wherever and whenever used. Why experiment with new and foreign-made metals, when a Canada-made, thoroughly tried and absolutely reliable metal is at your command?

THE CANADA METAL CO., WILLIAM STREET, TORONTO



CAP SCREWS.

SET SCREWS.

Square and Hexagon

COLD PRESSED NUTS

FINISHED.

SEMI-FINISHED.

Canada Foundry Company,

LIMITED.

Head Office, TORONTO, ONT.

District Offices — Montreal, Halifax, Ottawa, Winnipeg
Vancouver, Victoria, Rossland.



CELEBRATED

HEINISCH

SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinnners' Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 155 Chambers St.
NEWARK, N.J., U.S.A.

... of turning ordinary pig iron into malleable steel castings. The castings can be welded and tempered and will take a polish equal in appearance to silver plating. The tempering of this product is marvellous as the "Hardware and Metal" representative selected tools with a very sharp edge from the store room and tested them by cutting into a bar of iron, the edge being in no way dulled or marked.

MACHINERY AND ELECTRICAL NOTES

John Elliott, a pioneer implement manufacturer of London, Ont., is dead.

The Hurlburt Mills & York Co., Toronto, are manufacturing a new fur stitching machine.

The Cobourg Matting Co., Cobourg, Ont., have installed a dynamo and will add some machinery.

Gasoline engines are being utilized more and more for chopping mills and like machinery on the farm.

Goderich, Ont., will issue \$3,000 debentures to cover the cost of meters for the electric light system of that town.

J. W. Downer, Petrolia, Ont., has sold his implement business and agency for The Massey Harris Co. to W. A. Brock.

G. F. Webb is erecting a brick factory for The Canadian Corundum Wheel Co., Barton street, Hamilton, to cost, \$3,000.

Green Bros., undertakers, Hamilton, have purchased an Eaton Engle engraving machine, to be used in engraving casket plates.

The New Century Refrigerator Works, Dundas, Ont., are erecting new works. Machinery and boilers are to be put in shortly.

The machinists of Galt, Ont., who have the contract for installing machinery in the new grist mill, have about completed their operations.

Albert Downey, of The Robb Engineering Co., Amherst, is at Fredericton, N.B., superintending the installation of the new boiler at the gas works.

The Canadian Pacific Railroad is now in the market for 30,000 tons of steel rails, heavy sections, the specifications being in the hand of the various mills.

The J. Weir Machine Co., Moncton, N.B., are adding a new engine shed, boiler, steam-heating apparatus and other general improvements to their machine shop, Foundry street.

The Laurie Engine Co. have recently installed two large engines in the power house of The Toronto Street Railway Co.; they have also placed one engine with The Gutta Percha & Rubber Co., Toronto.

The Canadian Locomotive Works Co., Longue Point, Que., have tendered for the steel work on the series of steel sheds that it is intended to build in Montreal

Harbor. The tender is for about \$2,600, 000.

A. O. Norton, Coaticook, Que., has brought out a new ball bearing ratchet screw jack having a capacity of 60 tons, and intended for use under 80,000 and 100,000 lb. loaded cars and wrecking equipment.

It is said that The Cleveland Street Railway Co. have solved the fender problem. For the last few weeks the company have been using on some of their cars a fender that picks up a person when struck and throws him into a pocket, and it has proven satisfactory.

John H. Auckland has secured the contract of installing the electric light in the new carpet factory at Wentworth. Mr. Auckland is doing a good business as an electrician in town and has already demonstrated by his work that he is entitled to the patronage of the public.

Charles H. Hines has been appointed electrical engineer for the C.P.R., a new office, with headquarters at Montreal. His duties will include a general supervision over all electrical matters, including power and lighting circuits, generators, motors, arc and incandescent lamps, and other electrical machinery and apparatus, as directed.

The contractors of the new carriage factory at Mount Forest, Ont., have finished installing its electric lighting system. On account of delay in getting the fittings the heating is not yet put in. Outside the G.T.R. siding is being run in, and a gravel walk which will be covered with cement in the Spring. The machinery will be set up very shortly now and the factory be in full operation.

The Goldie-McCulloch Co., Galt, Ont., shipped last week to Fort William a 700 horse power tandem compound engine, to be used in the municipal plant of that town, for the generation of electricity and the pumping of water. The engine is one of the largest that has been made in Galt, and is constructed after the lines of the engine made by The Goldie-McCulloch Co. for The Cataract Power Co.

C. L. Bailey, Canadian representative of William Jessop and Sons, steel manufacturers, of Sheffield, Eng., has written to Ald. S. W. Burns, Toronto, asking him what inducement the city would offer his company to locate a Canadian plant to employ 2,000 hands in Toronto. Mr. Bailey is now en route to England, but he will return about Christmas, and will then further discuss the proposition.

The large steel screw tug Emerson, built by The Collingwood Ship Building Co. for The Montreal Transportation Co., has been launched. It is claimed that the Emerson is the finest and most powerful of her class on fresh water. She is fitted with triple expansion engines of 850 horse power and is supplied with

steam from two Scotch boilers at a pressure of 180 pounds to the square inch.

The Chapman Double Ball-Bearing Co. of Canada, Ltd., Scott street, Toronto, are now installing the special machinery necessary for the manufacture of their bearings in their plant, at 39 Pearl street, Toronto. Some has already been set up, and there is another car on the way. The company are hastening the work on their plant in order to fill as quickly as possible the orders which they have booked from some of the prominent manufacturers of Canada.

THE MACHINERY MARKETS.

TORONTO.

The machinery market has during the fall season been satisfactory from every viewpoint. The expectation was that the depression in the United States would be reflected here by a feeling of hesitancy, which would decrease the sales of machinery, engines, boilers, etc. This, however, has not been the case to any appreciable extent. Manufacturers in many lines have been pushed to the limit to get out the goods, and have consequently had more confidence in keeping their plant in good shape than might have been the case with a dull market. There is at the moment, however, less confidence than has been the case for some time.

H. W. Petrie reports a good business in all his lines of engines, boilers, machine tools, etc. Both iron and wood-working machinery, also supplies therefore, have been asked for liberally. The outlook, he says, is still promising.

The A. R. Williams Machinery Co., Limited, have had a satisfactory trade in machinery generally, including machine tools, boilers, engines and equipment. They state that indications point to a fair business in the weeks to come, although it is clear that manufacturers are watching with some anxiety the United States market and are likely to be cautious in their buying.

NEW YORK.

All things considered, there is a slightly better feeling prevailing in the trade. Optimistic expressions, though not very strong, are more numerous than at any time for a number of weeks past. During the last week there has been an increase in the number of orders placed, but they were all rather small. Correspondence, we are informed, wore a better aspect, denoting to many in the trade that some improvement may confidently be looked for before a very great while. No new developments are to be noted in connection with any of the large transactions that have been hanging over the market. Purchasers have expected to see a wide declining of prices, but as a rule sellers are maintaining values. This applies more particularly to the machine tool branch of the trade, where prices are rigidly maintained. Considerably more attention is being given the export field, and good results, it is said, are being obtained. There is a better demand for machine tools from Germany, where it appears, the small engine and motor trade has improved somewhat of late.

—Iron Age.

MADE IN CANADA



STITCHED COTTON DUCK BELTING

Superior to all others.

FOR

Agricultural Machines, Elevators,
Pulp and Paper Mills, Cotton, Woollen,
Cement and Saw Mills, Machine Shops
and Electric Powers.

MANUFACTURED BY

DOMINION BELTING COMPANY

Limited

HAMILTON, CANADA.

USE OUR

"MAPLE LEAF BELT DRESSING"

EMERY IS MOSTLY IRON ORE.

What the United States Government says.

"Emery is a mechanical admixture of corundum and magnetite or hematite. It is, of course, the presents of corundum in the emery that gives to it its abrasive qualities and makes it of commercial value, and the abrasive efficiency of emeries varies according to the percentage of corundum they contain."—*Bulletin of the United States Geological Survey, No. 180, page 9*

The diamond is crystallized carbon; corundum is crystallized alumina. Corundum is next in hardness to the diamond.

Craig Mine Crystal Corundum is the only pure corundum on the market. It has 95 per cent. to 98 per cent. pure corundum, as against the 30 per cent. contained by most emeries.

The Canada Corundum Company, Limited

TORONTO, CANADA.

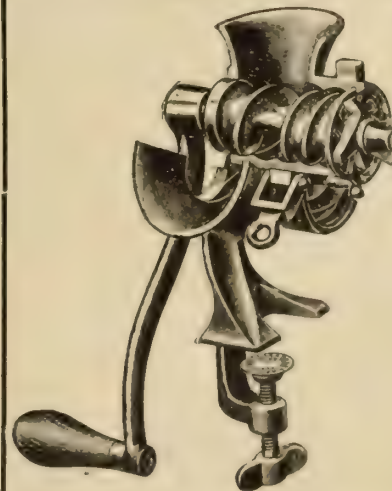
Note:—Craig Mine Crystal Corundum grains are numbered as follow: 12, 14, 16, 20, 24, 30, 36, 46, 54, 60, 70, 80, 90, 100, 120, 150, 180, 200.

Dodge Wood Split Pulleys

are in continual demand all over Canada, and they offer a splendid profit producing line for the wide-awake hardware dealer, because they are the standard in the Dominion, and because power users must have them. Our line for hardware dealers will enable you to secure the trade in your vicinity.

The Dodge Mfg. Co., of Toronto,
Limited,

TORONTO, ONT.



The Russwin Food Cutter.

CLEANLINESS.

There is no drip from the Russwin to soil clothing and floors. The gutter carries all juices to the dish—they are not deposited upon the floor. The machine itself is quickly cleaned with the least possible effort. Write for Booklets, Posters and Electrotypes to assist you.

Russell & Erwin Mfg. Co.

New Britain, Conn., U.S.A.

SELLING PRICES TO BLACKSMITHS.

Retailers to Blame.

Editor "Hardware and Metal":—

I notice in last two issues of your valuable journal a wail from retailers about the jobbers selling the consumer. Yes, at times they do, but in many instances at the request of the retailer, who, instead of studying his business, waits for the traveller to come, and then, bringing up the "consumer," introduces him as Mr. —, who is building a house and wants a lot of locks, etc., and with the parting shot, "Mr. — is a good customer of mine; do the right thing by him," walks off, leaving the poor traveller in a quandary as to whether to quote the wholesale price or add a margin for the retailer.

Next time Mr. — wants some hardware he begins to inquire when that agent who travels for hardware lines is expected, and, instead of asking the retailer to act as a go-between, makes a break at the traveller direct, and then the trouble begins. If the traveller refuses to sell him, the man is angry; if he does sell him, then the retailer squeals, so there you are, and (as he is sometimes called), the d— drummer, gets the blame. If the retailers of this country would study their business a little more, keep better posted on prices and styles, so as to be able to tell, or, perhaps, suggest to their customers what they need, and not only that, but learn enough about mathematics to be able to figure the net cost on goods, they would not have so much fault-finding to do, and the life of the poor traveller would come nearer being a bed of roses.

WANDERER.

Montreal, November 21, 1903.

A RETAILER'S SUGGESTIONS.

Editor "Hardware and Metal":—

SIR,—In reference to wholesalers selling goods to blacksmiths, I presume that the following remedy would be an excellent cure for the "sores" caused by wholesalers to retailers, if prepared by the manufacturers and placed in the hands of the sufferers, to be applied as needed: Let the manufacturers list their goods to consumers instead of to retailers or the trade, and a special discount or rebate be given through some private source to all those known as retail merchants. Let these watch the wholesale merchants in their selling to the consumers, and if they are found selling their goods below such list prices, report the facts to the Hardware Retailers' Association, who would consider if the guilty party or parties should be reported to the manufacturers for punishment, as at present.

By means of such lists the consumers would be fairly well protected against the retailers, and these against the wholesalers.

These lists and discounts could be made to serve not only for blacksmiths, but to all other consumers. For example: Why not add, say, 25c. to base prices of nails, bar iron, horse shoes, etc., and an extra discount reserved to the trade on listed goods?

The consumer could then expect to have goods at his own, I would say, fair price, and not be at any time in the grip altogether of the retail merchant, as some I know would be quite willing to make a few overcharges.

Here is an example of the troubles we retailers sometimes have in selling to blacksmiths. I am quoting goods at same prices quoted by some wholesalers' representatives to a certain party, and still I fail to get all his orders. His reason is that he must buy direct from wholesale houses now and then so as to keep in touch with prices. It simply means that all large orders are lost to me.

Many a traveller, in leaving my office, has gone over to the local blacksmith's and booked orders at same prices as quoted me.

The result is that we never know where we are with this class of trade, and consequently have to keep stocks as low as possible. On account of this doubt sales are not pushed and less goods sold.

If this trade was entirely left to us it would enable the merchant in small places to purchase in larger amounts, and once in a while benefit of the car-lot rates.

My motto is "Live and Let Live," and I would like same to be respected.

A YOUNG RETAILER.

Verner, Nov. 23, 1903.

Editor "Hardware and Metal":—

In reply to "Retailer's" letter in your issue of Nov. 14, in which he asks for an explanation why Blank & Co., of Guelph, are allowed to sell blacksmiths horse shoes, nails and iron at Montreal wholesale prices, f.o.b., Guelph, I believe his assertion to be correct, and the principal of the situation is wrong. Shoes and nails are sold at prices fixed by manufacturers with a jobbers' discount allowed if prices are not broken. Surely, paying freight from Montreal to Guelph is equal to breaking the selling price, and should warrant manufacturers in withholding rebate. I was very much amused in read-

ing J. D. Smith's letter, of Richmond, Que., in which he says that wholesale firms in Montreal and Sherbrooke are going around selling to blacksmiths, farmers, or anyone putting up a building. He is right, so far as selling to blacksmiths is concerned. There is not a single wholesale hardware firm in Montreal that does not sell to blacksmiths, and if Mr. Smith's advice is taken all the wholesale firms of Montreal will be taken off the jobbers' lists without one exception, and if there is a wholesale firm in Montreal that will deny the charge I will put up the proof. True, there are places where firms will not call on blacksmiths because the retail merchants' account is worth more to them, though some firms in other places will call on the blacksmiths. Why should a blacksmith not have the same privilege of buying his wants wholesale as a tinsmith has? They both buy the raw material, manufacture it, and sell the finished product. As to Mr. Smith's charge that wholesale firms call on farmers and builders, I believe that to be untrue. He may have heard some jealous individual say so, and, like a parrot, now repeats it. But if he will follow up this discussion he will find that Richmond, Que., is not the centre of gravity. The retail merchants, no doubt, have their grievances,—but they are much better treated by the jobber than the latter is by the manufacturer. How often do wholesale merchants place large orders, and when their travellers go out to dispose of them, find that the manufacturers' agent has been around ahead of them and sold all the best accounts, being assisted in many cases by better prices, bribes of a few baskets of peaches, etc.? Hoping you will find space in your valuable paper,

INTERESTED PILGRIM.

Pembroke, Nov. 23, 1903.

TO KEEP FROST OFF THE WINDOWS.

THE accumulation of frost on the windows of the merchants' store front is a nuisance which many retailers have never yet been able to satisfactorily overcome. A simple method that has been used by a great many merchants and can be adopted with very small expense is explained as follows by an exchange.

Procure a piece of one-quarter-inch brass pipe with very small holes about three inches apart drilled into it, and bend it to fit the sash at the bottom of the window. Close it at one end and attach it to some gas fixture or pipe at the other by means of a flexible tube.

When this is lighted, a row of small lights which will consume very little fuel not only keeps the frost from the windows, but adds materially to the attractive appearance of the store. No retailer should allow the view of his windows on the outside to be spoiled by the frost when such an inexpensive remedy is available.

H. S. HOWLAND, SONS & CO., Limited

37-39 West Front Street,

TORONTO.

"Semper Idem" Razor.



"ALWAYS THE SAME"

This Razor is made by Henry Boker, is the same quality as the "King Cutter," but with **our** brand, "Semper Idem" stamped on the blade. If you desire a first-class Razor, try the "Semper Idem."

YOU WILL LIKE IT.

OUR WRAPPING PAPER IS OF A
THOROUGHLY BUSINESS QUALITY.

It is dependable, durable,
tough and good weight. The
brown and manilla paper
made by us is just the kind
you like to use.

CANADA PAPER CO., Limited

Toronto, Montreal and Windsor Mills, Que.

SPRINGS

FLAT—SPIRAL OR VOLUTE

INTERESTING CATALOG MAILED ON APPLICATION

THE WALLACE BARNES CO.

BRISTOL CONN.



Steel Frame Churn.

DAVID MAXWELL & SONS

ST. MARYS, ONT., CANADA.

"Maxwell Favorite Churn" Lawn Mowers.

PATENTED FEATURES: Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive, and Detachable Driving Link. Improved for season of 1904. Steel or Wood Frame as desired.

High and Low Wheels, from 12 in. to 20 in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

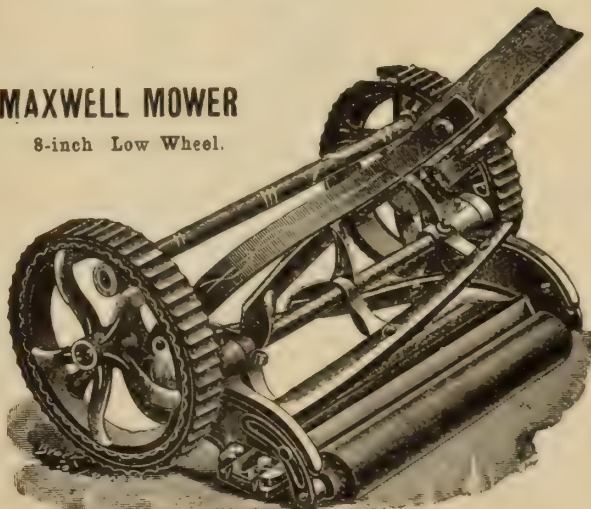
If your Wholesale House does not offer you these articles

SEND DIRECT TO US.

Wheelbarrows. In Four Different Sizes.

MAXWELL MOWER

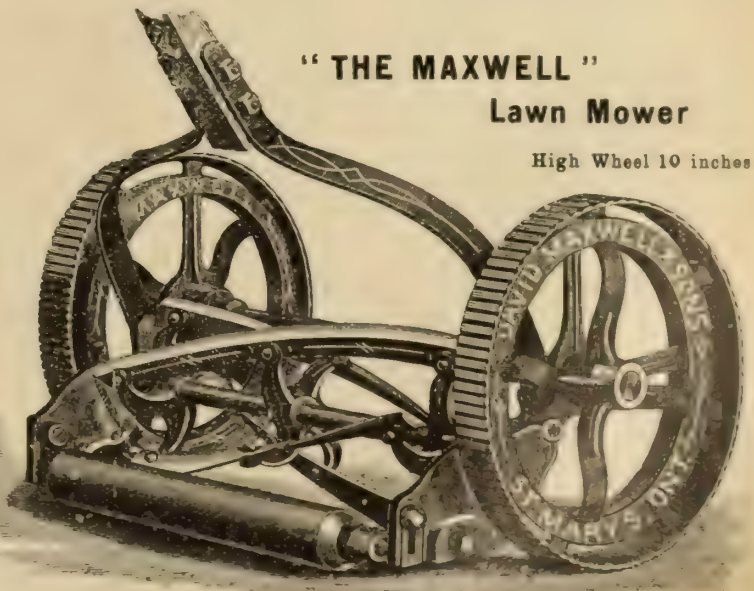
8-inch Low Wheel.



"THE MAXWELL"

Lawn Mower

High Wheel 10 inches



A STOVE DEALER'S BUSINESS METHODS.

"YES, this Season's stove sales beat anything in the history of my business, and I have been established for a good number of years," said a prominent retail stove man of Montreal, to a **HARDWARE AND METAL** representative early in the week. "The demand for good ranges and heaters of the very best varieties exceed anything in recent years. My sales this Fall are already about 40 or 50 per cent. in advance of my sales last Season, and the Fall trade is not over yet, by any means."

"Have you tried any special methods to push your stove sales?" asked **HARDWARE AND METAL**.

"My business has been built up gradually by giving people value for their money," was the reply. "One satisfied stove customer generally makes another, and to the fact that I never allow a customer to be dissatisfied with his purchase, even if I have to lose money on that individual sale, I attribute the steady growth of my trade. But, of course, I am not content to rest on my oars and wait for business. If I did it would never come."

"In the first place, I always make a good display. As you see my store is well lighted, and from the street presents what I think I may be pardoned in calling a very attractive appearance. I have a good display of stoves in the front of the store, and extending straight back to the rear, and they can easily be seen from the street. As you see, I have a display of silverware in one window and of small oil heaters in the other. That silverware display is sufficiently attractive to make passers by stop and look at it. When they do so they cannot help seeing my stoves, for there is no obstruction to the view. The store is brilliantly lighted, and my whole stove display cannot fail to be seen."

"Do you never put a stove in the window?" asked the **HARDWARE AND METAL** representative.

"Oh, certainly I do, sometimes. I don't know what your window dressing editor would say to me, but I never find that I can make a very attractive window display from a stove. My window is not very large, and a good sized range takes up nearly the whole of it. I get just as good results from the plan I am following this week."

"You seem to carry a large stock," remarked **HARDWARE AND METAL**.

"Yes, I always make it a point to keep a big display of stoves in my showrooms. People like to see a good number of stoves when they come to make a purchase, and I find they will not come twice to a store where they do not see a good number displayed."

"Then, I am always careful to keep my ranges and heaters looking in first-class condition. It takes an exceptionally good

salesman to sell a dusty stove, or one that is littered with small goods. I never keep tin pans, hollow-ware, hammers, tacks or other small articles on my stoves. Stoves are important enough to be kept in a class by themselves. It pays to keep them distinct."

"I employ only first-class men to deliver and put up my stoves, men who have brains as well as muscles. Nine times out of ten when complaints are made about stoves not drawing well and giving poor satisfaction generally the fault lies in a defective chimney. Now, it pays me to give a little higher wages than usual to a man who has the brains to discover just what is wrong with the chimney and the tact to explain it to my customers. Incidentally I might remark that the crusty old landlord who is slow to remedy such defects is the worst enemy I have in the stove business."

"Of course, you advertise. I have seen your advertisements in the papers," remarked **THE HARDWARE AND METAL** representative.

"Certainly. I was not going to forget that. Perhaps, as a newspaper man, you will think it should have come first. But all that the best advertising in the best mediums can do it to bring people to the store. When it does that it does all that I expect of it, and I am quite satisfied. If I do not secure as customers a fair proportion of the people attracted by my advertising, it is my own fault. There must be something wrong with my store."

"Do you use any circulars as advertising matter?"

"Yes, that is a method which I have used this season for the first time. At one time I thought the circular was of no use, as I have seen so many of them consigned to the waste-paper basket without being read. But I have come to believe that there are circulars and circulars, and that much depends upon the way one goes about getting them out. To all my customers, and to any others whom I think I may be able to interest, I send out 'personal' typewritten letters, stating a few facts about my stoves and inviting attention to them. I have followed this up at intervals by circular matter supplied by the manufacturers, in every case sending along a 'personal' typewritten note. I did it without much faith in the results, but the trade it has brought has surprised me. It is a method I shall follow another season."

WILL CARRY STOCK OF COPPER WARE

Colthart & Cameron, Winnipeg, are now moving into their new warehouse on Bannatyne Ave., and are showing a full line of The Rome Mfg. Co.'s copper ware.

They are carrying a full line of these goods in Winnipeg and will be in a position to fill orders for same promptly. Western merchants will appreciate this, as they will now be able to get high-class copper ware without having delay and Customs to contend with.

T. F. Bisson, general merchant, Buckingham, has been succeeded by F. L. Bisson.



Wire-Cone Incandescent Toaster

Only perfect Bread Toaster for Gas or Gasoline Stoves. No smoky taste to bread toasted on this toaster. Write for prices.

H. O. Eddy, Montreal. E. T. Wright & Co., Hamilton.
HARKINS & WILLIS,
Manufacturers and Inventors, ANN HARBOR, Mich.

This is the time to buy ASBESTOS, FURNACE CEMENT, STOVE PUTTY and PLASTIC STOVE LINING.

Put up in all sizes removable cover cans, tubs and barrels. Write for samples and prices.

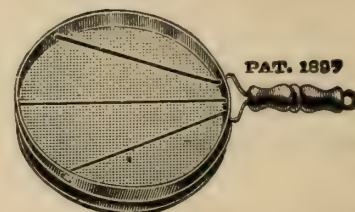
Manufactured by

G. F. Sterne, Brantford.

For Sale by

J. H. Hanson, Montreal.

Batty Stove and Hardware Co, Toronto



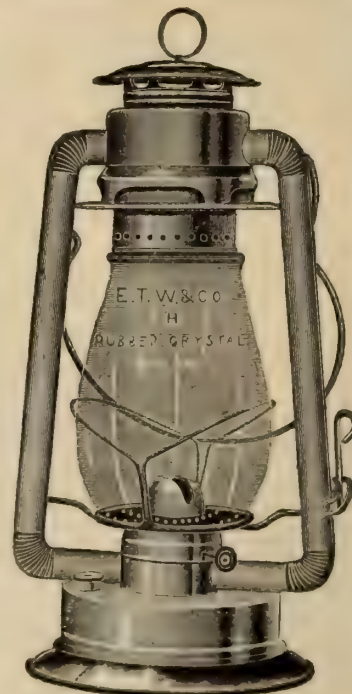
PAT. 1897

The FAIRGRIEVE GAS TOASTER

Retails at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.

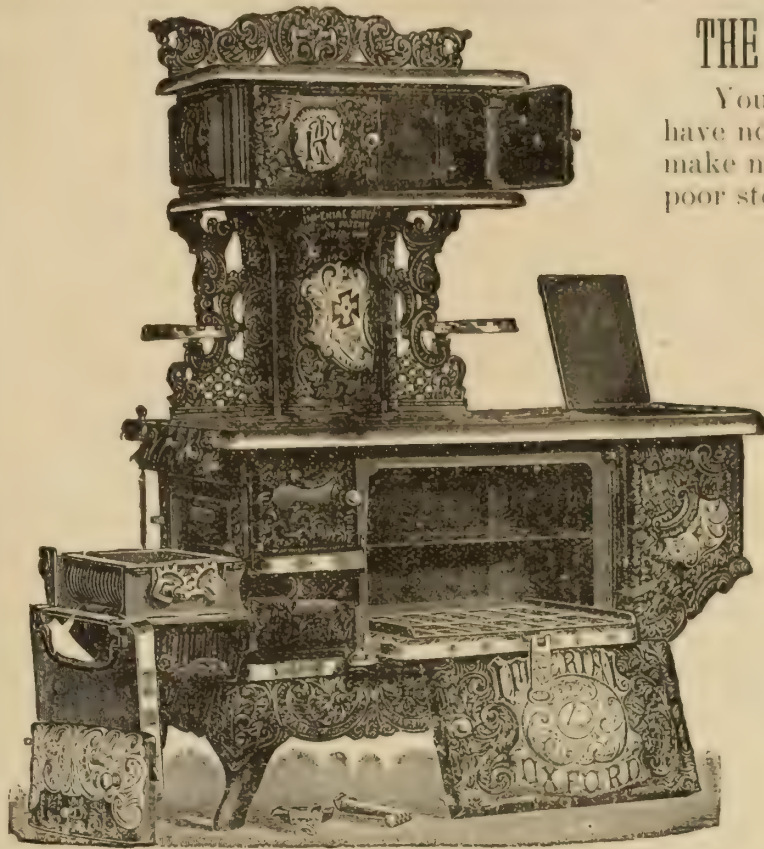
THE FAIRGRIEVE MAN'FG. CO.,
295 COLLEGE ST., TORONTO.

U. S. Branch: 289 Jefferson Ave., DETROIT.



When placing your order for Lanterns, ask for **WRIGHT'S Cold Blast Lantern**, which is the only genuine Cold Blast Lantern made. They are the best, and we will guarantee prices against all other makers for this season and for next.

E. T. Wright & Co., Manufacturers, Hamilton and Montreal.



THE RANGE YOU SHOULD SELL.

You are in business to make money, or you have no business to be in business. You can't make money by selling a poor article. Every poor stove you sell you lose more than your profit on in making good to dissatisfied customers. If you sell the

Imperial Oxford Range

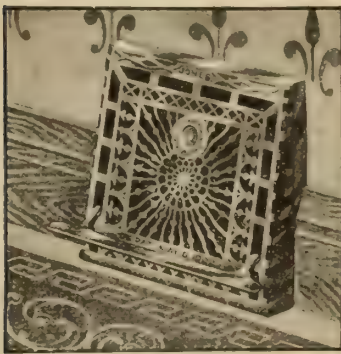
you will have satisfied customers and business will be brisk. Merchants selling the Imperial Oxford Range now, attest this fact.

Let's Talk it Over.

The GURNEY FOUNDRY CO., Limited

TORONTO, WINNIPEG, VANCOUVER.

THE GURNEY-MASSEY CO., Limited, Montreal.



Showing a Register placed in wall.

MR. FURNACE DEALER

Has it ever occurred to you that **one tinner** can install as many furnaces when **JONES side-wall REGISTERS** are used as **two tinner**s can where the **old-style, out-of-date, carpet-destroying, dust-catching, floor registers** are used? **Why?**

Because but one-half the number of basement pipes, elbows, angles, collars, dampers, etc., are necessary.

Result: Less loss of heat in the cellar and warmer living rooms with less fuel.

WE GUARANTEE THIS.

Our claims are substantiated by several thousand of the best furnace dealers in the United States and Canada.

OUR COMPLETE CATALOGUE FOR THE ASKING.

The United States Register Co., Limited

61-63 E. State St., BATTLE CREEK, Michigan.

THIS CUT shows the JONES Register with deflector set, allowing 78 square inches (the area of a ten-inch pipe), to be delivered into the first floor room and the full capacity of the wall pipe to the second floor room.

Wholesale Hardware Dealers of the United States.

Some Impressions of the Convention.

THE representatives of the Canadian Wholesale Hardware Dealers' Association who attended the convention of the National Wholesale Hardware Dealers' Association at Atlantic City last week are unanimous in their delight with the kind reception given by the American hardwaremen and the manufacturers who were also assembled in convention at Atlantic City.

Inasmuch as the general business sessions of the convention were private, the Canadian hardwaremen are disinclined to give their impressions for publication. The open session referred to in our report last week was considered an important one, particularly the discussion of the Parcel Post Bill.

When seen by **HARDWARE AND METAL** Mr. T. H. Newman, of Caverhill, Learmont & Co., Montreal, stated that the splendid speech of Vice-President John Bowman, when called on at the last moment to take the place of President F. O. Lewis, of Lewis Bros. & Co., who was unable to be present owing to serious illness in his family, proved a feature of the convention.

Mr. A. M. St. Arnaud, manager of The Canada Hardware Co., Montreal, who attended the conventions for a day or two, was delighted with his visit. The opportunity of meeting so many American manufacturers was one not to be lost even in the busy season. Mr. St. Arnaud was most interested in the meetings of the American Hardware Manufacturers' Association, where much attention was given to the problem of devising ways and means to circumvent the walking delegate. This is getting to be more and more of a problem. Many manufacturers have had their works tied up during the Summer by the tyrannical walking delegates, and in consequence some kinds of goods have been hard to get. The discussion was very interesting, and some concerted action will probably be the result. Mr. St. Arnaud expressed his regret that he was unable to spend more time at the conventions. It was very difficult for him to get away at all.

Mr. W. Starke, of the Starke Hardware Co., Montreal, while expressing his appreciation of the treatment received at the hands of the American friends, had nothing to say about the convention except to compliment **HARDWARE AND METAL** on last week's report.

Mr. Peleg Howland, of H. S. Howland, Sons & Co., Toronto, like the Montreal representatives, was diffident about discussing the convention. — A striking feature of it was the whole-hearted manner in which the representatives of the manufacturing houses had looked after the enjoyment of the wholesale men, the Canadians included. It was undoubtedly a most representative gathering of both jobbers and manufacturers. The latter were, as usual, eager to make the visit an enjoyable one for their friends, the jobbers. The banquet, with which the proceedings closed, was tendered by them. While the discussions were timely and of wide interest, there was nothing in them likely to immediately affect Canadian trade or interests.

Mr. James Hardy, Toronto secretary of The Canadian Wholesale Hardware Association, while enjoying the convention and expressing appreciation of the courtesies extended to the Canadians, had brought back no ideas for publication. Nothing had arisen which would affect the Canadian trade.

MR. BOWMAN'S IMPRESSIONS.

Mr. John Bowman, vice-president of the Canadian Wholesale Hardware Association, expresses his impressions as follows :

There were nearly one thousand guests in the hotel, representatives of two conventions. The ladies were strongly in evidence, and seemed to take a most decided interest in the proceedings of the convention.

It was generally conceded that there would be a readjustment in prices on a few lines of heavy hardware, and it was said that in this process of adjustment it is believed that the great body will not be effected, at least until the manufacturers can materially reduce the cost of such goods. We can therefore see that there is no ground to express radical changes in prices in most lines of hardware. The outlook is favorable, and with due caution and fair measure of restriction the coming year will be favorable to all.

The depression that seemed to come over the country, is due largely to labor troubles. The evil result from the boycotting actions of the laborer unions is paralyzing the industrial life of the nation.

To the Canadians were extended the courtesy of attending the different sessions of the Executive Committee, and they

gathered a great deal of valuable information.

The convention wound up with a great banquet, at which there were about seven hundred delegates, including the ladies. The large banquet hall at the Rudolf presented a very beautiful appearance, and the wholesale jobbers of the United States, who are the brainiest men of the nation, showed excellent judgment at having selected such beautiful and brilliant ladies for their partners.

The convention was the most successful of all that has yet been held, and Atlantic City is considered to be an ideal place for the gathering for 1904.

NOTES.

Up on the third floor the associated manufacturers of New Britain, Conn., many of whom are well known in Canada were "at home" and gave a particularly warm welcome to those from this side.

In this connection it is surprising how many of the leading hardware manufacturers in the States are British born—such men as Disstons, the saw people, and Barnetts, the file makers. They have successfully combined British thoroughness with American activity.

Mr. Tarbox, of the Boston and Lockport Block Co., is another of the many good Americans who give their time and money for the good of mankind. He is deeply interested in a Mission to China in connection with which he has paid several visits to Canada.

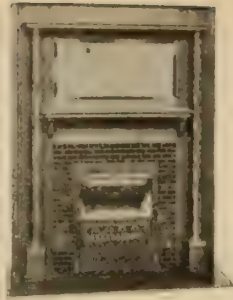
Mr. Starke has made himself extremely popular with the younger generation of attendants at the conventions. None of them think of calling him anything but "Billy Starke" and where he or Mr. Bennett, the southern manager of the Winchester Arms Co., were, things were never dull.

One of the most popular resorts during the convention was the headquarters of E. C. Aitkins & Co., whose interests in Canada are looked after by H. P. Hubbard. They had a large sitting room on the ground floor, where they were "at home" night and day, and their receptions were almost always crowded.

In Philadelphia they are just as proud as we are of a long and reputable business history. Mr. Peters, the president of the Manufacturers' and Jobbers' Association of that city, is head of a hardware firm that has had a continuous existence of about

(Continued on page 39)

Have you
tried it?
Tried what?
**SELLING
MANTELS.**



This is in your line of business, and it will
pay you.

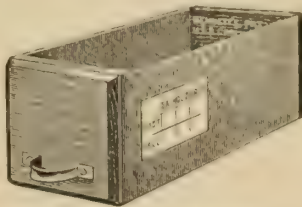
The Batty Stove & Hardware Co
76 YORK ST., TORONTO.

...THE...

Bennett Manufacturing Co.

**Bennett's Patent Shelf Box and Cabinets
for Hardware, Grocery, Seed and
Drug Trades, etc.**

Owing to
the steady
and rapid
growth of
our business
new quar-
ters were
needed.



Address all communications to our New Factory :

Pickering, Ontario

ROME

means perfection in

the manufacture of

Nickled-Plated Copperware

A FULL LINE ALWAYS CARRIED IN STOCK IN WINNIPEG

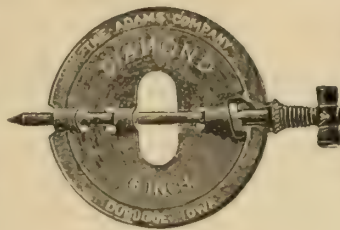
WRITE FOR CATALOGUE, OR BETTER STILL, SEND US A SAMPLE ORDER.

Coltart & Cameron

Special attention given to
warehousing and distributing
cups.

Manufacturers' Agents and Warehousemen,
141-143 Bannatyne Avenue, WINNIPEG.

DIAMOND STOVE PIPE DAMPER AND CLIP

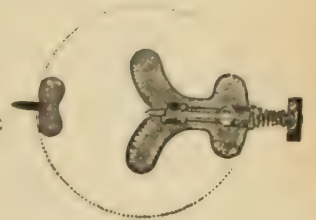


U. S. Patent June 25th, 1895
Canadian Pat. Dec. 13th, 1894.

Sold by Jobbers of ---

**HARDWARE
TINWARE
and STOVES,**

for furnace pipe, to support
the sheet steel blade



Manufactured by **THE ADAMS COMPANY, Dubuque, Iowa, U.S.A.**
TAYLOR-FORBES CO., Limited, Guelph, Ontario.

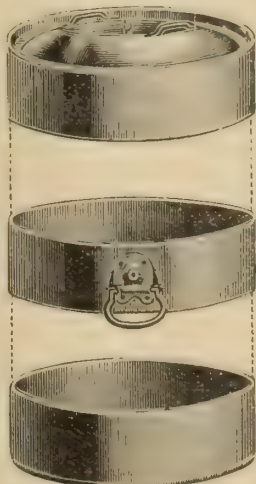
ESTABLISHED 1860

INCORPORATED 1895

Davidson's Milk Can Trimmings for 1904

This demonstrates the popularity of

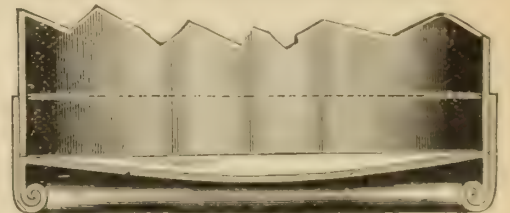
**Davidson's
Patent Milk Can Bottoms**



BROAD HOOP PATTERN.

You should buy our Milk Cans and Trimmings, because : our Broad Hoop Bottom has all the advantages of a seamless bottom without the strain that spinning entails. The rim is turned in with edge of bottom, giving double durability and heavy rolled edges that will not tear factory floors nor waggons. They have no air spaces (which make soldering difficult) but sufficient space is left between bottom proper and rim to allow body of can to be inserted $\frac{1}{4}$ of an inch, making permanent joint. Bottoms are thus sweated in with half the solder. Bottoms are concave, draining to the centre, therefore are easier to wash out. They will not corrode like those which drain to the side. They have flush side handles. Top bands are "SHOULDERED" and have cut out at joint, making neater and cleaner job in half time than with old style hoop. All bands have retinned edges. For durability, finish and economy in making up, our Trimmings are unequalled.

(See how the Outer Rim and Inner are rolled in.)



SECTION OF BOTTOM.

The Thos. Davidson Mfg. Co., Limited, Montreal.

33 HARDWARE AND METAL

A★1

HENCKEL'S RAZORS

TRADE MARK—"THE TWINS."

THE BARBER'S RAZOR.



Trade Mark.



F. W. LAMPLOUGH & CO., - MONTREAL

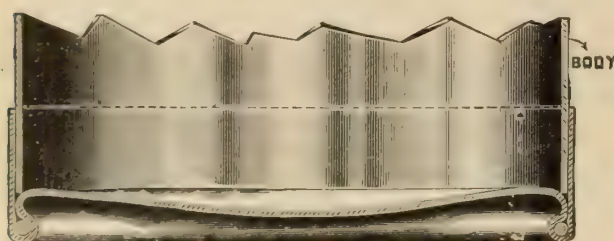
Winter's Approach

will send people looking for robes. Scores of robes are sold every Winter in your community. You, as a hardware dealer, get first chance at this business IF YOU HAVE THE ROBES. Sell robes, especially

ARCTIC Buffalo Robes

—made of rich, dark brown fur; lined with red or dark green Astrachan cloth; interlined with rubber. Three sizes, 52 x 54; 62 x 54, and 72 x 54. Nicely trimmed; rain wind and moth proof. Order a sample robe if you prefer, but do so at once. A sale lost is money lost.

Berlin Robe & Clothing Co.,
Berlin, Ontario. LIMITED



Section of "Samson" Milk Can Bottom.

"SAMSON" MILK CAN TRIMMINGS.

Strongest, neatest, most sanitary and only one-piece bottom made.



PATENTED JULY 23, 1900.

Has no seams or rivets to corrode and collect dirt.

Every bottom in each size is of an exact diameter. Being stamped out with a die---not spun---there can be no variation as in a bottom made in several pieces.

Requires less solder and work in putting together than pieced bottoms---also wears longer.

The McClary Manufacturing Co.

London, Toronto, Montreal, Winnipeg, Vancouver, St. John N.B.

"EVERYTHING FOR THE TINSHOP."

HARDWARE AND METAL

President:

JOHN BAYNE MACLEAN,

Montreal.

The MacLean Publishing Co. Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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A CRISIS IN TRADES UNIONISM.

ORGANIZED labor has reached a crisis in its history. And it is of its own making. The day when it was held that labor had no right to organize is gone. Every reasonable man holds that mechanics, skilled and unskilled, are perfectly justified in forming themselves into unions. But organization and the direct and indirect benefits which it has brought them have not satisfied them. They have used the power thereby attained for evil as well as for good. It is therein that lies the secret of the danger that now menaces trades unionism.

For a long time it has been one of the tenets of trades unionism that he who does not affiliate with the union formed by the members of his particular trade shall be denied the right to work. But it is only during the last few years that the unionists have been powerful enough to enforce the doctrine to any serious extent.

Such a condition of affairs is serious enough for the men themselves whom their fellows are endeavoring to coerce and is sufficient to call for the intervention of justice. But the trouble is that it does not end there: it paralyzes trade as well and sets a break upon the industrial development of the country.

The result is naturally a reaction. In self-defence employers are organizing, and laws, which had practically become obsolete, have again been called into operation, and, in some instances, have proved effective for minimizing the evils resulting from the arbitrary and illegal acts of members of trade unions. The most important of these was the Taff Vale case in Great Britain, in which the House of Lords decided that a trade union, although not a corporate body, was responsible for the illegal acts of its members, and in a subsequent trial before a judge and special jury damages were given against the defendant union because of the conspiracy of its members against the plaintiffs, a railway company. As the legal opinion hitherto had been to the effect that an unincorporated trade union was not liable for the illegal acts of its members, the importance of the decision in the Taff Vale case is quite apparent. In Canada the courts have so far held that an unincorporated trade union is not liable for the acts of its members, but it has been decided that the individual members themselves are responsible, and arrests and fines have been imposed for picketing and other forms of conspiracy and intimidation.

Mr. Gompers, the United States labor leader, when in Canada a few months ago, declared during an address that while legally it may not be right to prevent a man who was not a unionist from earning a living, morally it was right to so prevent him. Few people, we believe, sympathize with this vitiated view.

Whatever its legal aspect may be morally, it is certainly wrong to decree that a man shall be either a trades unionist or an outlaw in the labor world. And in this is the saving hope of the situation. In the reaction that is taking place against trades unionism it is possible the pendulum may swing farther than fair-minded men would desire. But as employees as well as employers have the right to organize, the existence of the legitimate trade union will not be impaired. The tendency of to-day is in the direction of the incorporation of the trade union, in order that there may be responsibility as well as organization. This will not impair the

essential strength of the union, but it will tend to minimize the evils arising from conspiracy against both employers of labor and workmen who from conscientious and other motives, refuse to become members of labor organizations.

BRITISH MERCHANTS AND CANADA

IN a conversation last week with the representative in Canada of a large English firm, **HARDWARE AND METAL** was surprised to learn that the development of English trade with Canada is being hindered at present by a number of sensational reports of Canadian disloyalty now appearing in a few English papers. The firm which this gentleman represents have taken these sensational stories quite seriously, and, believing that Canada is about to separate from the Empire, they are afraid to invest any more money in Canadian trade. Hence they have written their representative instructing him to make no special efforts to secure new business until it is quite clear what is to be the outcome of the present situation. Quite naturally the agent is very much annoyed, for, being on the ground, he knows as well as any Canadian how groundless are the fears of his English principals. It is not unnatural that there has been a general expression of annoyance at the Alaska award, but talk of separation, except on the part of a few irresponsibles whom no person takes seriously, there is none. As a people we are proud of our position as a not unimportant part of the Empire, for we know that only in unity is there to be found perfect security. Recent events in the Isthmus of Panama have given some indication of what might be the attitude of the United States Government toward Canada if she stood alone.

It is very much to be regretted that these foolish stories have been sent to England, and it is disappointing to find that they have gained some credence among English business men. If generally believed, they are bound to do harm to business, for English capital is naturally cautious and conservative. If British business men had an opportunity to visit Canada the mischief might very soon be remedied, for they would then see for themselves how groundless are their fears.

COMPETITION WISE AND FOOLISH.

It is only partly true that "competition is the life of trade." There are two kinds of competition, one of which is beneficial while the other works little except ill. The competition which will most readily occur to the retailer is that which consists in a mad effort to gain trade by cutting prices. This is the kind of competition which very seldom does the retailer any good, for all his rivals immediately follow his example in self-defence, and even when trade is won there is no profit in it when prices are cut so low. Merchant No. 1 makes a cut in the price of a particular line of goods. His rival across the street is compelled to follow his example without delay, and the chances are that he will go him one better by announcing some special prices in another line of goods. By this price-cutting of his neighbors, Merchant No. 3 is seriously affected, and so ad infinitum. Quite naturally every merchant blames his fellow for this condition of affairs, when, as a matter of fact, it is very seldom that one man is more to blame than another.

This kind of competition requires little originality and very little brains. It is a game which all can play equally well, and no one merchant has a very decided advantage. Any merchant can cut prices, no matter what the amount of gray matter secreted in his cranium. The one thing necessary is the possession of a capital which the owner is willing to dissipate in this foolish game.

It is time for the merchant with brains and originality to turn from a form of competition in which his superior ability gives him no advantage to a form of competition in which he should be able to outdistance his competitors, and at the same time gain a substantial reward for his efforts. When competition means only price-cutting it is apt to kill trade rather than increase it. But the competition which tends toward giving a better store service, which aims at supplying customers with a better class of goods, which would substitute new and up-to-date methods of store management for old, antiquated, rusty methods of fifty years

ago, this is the competition which tends towards profit, and is, in fact, the very breath of life to a store.

The old, destructive kind of competition is surely out of date. The game is too simple; any fool can play it. What is wanted now is a competitive game which cannot be played without brains. And it is close at hand. There is a wide field for the merchant who thinks and who is blessed with a spark of originality. Let him expend on brightening up his store and dressing his windows the money he has been accustomed to waste in shaving prices. Let him use in searching out new high-class goods and serviceable novelties suitable for his store the energy which he is wont to waste in abusing his rivals for their cutting of prices. Let him make every possible effort to have a brighter, cleaner, more up-to-date store than any of his competitors. Let him strive to handle a better class of goods than any of his rivals and at the same time give a better store service. If he succeeds in making his store absolutely the first in these respects he will attract a profitable trade more surely than by any other method. But it requires brains to do it.

In endeavoring to educate the retail merchant to adopt this line of policy the various associations throughout the country are doing a good work. They deserve success. The average merchant, whether in town or country, works hard. He comes to his store early and leaves late. Long hours and hard work should bring him a profit. Of what avail is a large annual turnover unless a profit be derived from it? No profit can be obtained when goods are sold at cut prices.

The time and energy which a merchant can devote to his business have limits, and they should be expended to the best possible advantage. The object should be to capture the best class of trade. The trade that is won by superior goods and best store service is more to be desired than the class which is attracted by cut prices.

FUNCTION OF THE MANAGER.

WHAT is the true function of the manager or head of a business? Has he any right to so overload himself with detail as to be unable to spare the time necessary to receive courteously those who may have business with his firm? We venture to answer no.

The manager has no business to encumber himself with detail. There are plenty of men who, at nominal salaries, can be hired to do routine work. The work of the manager should be something higher. It is his business to organize his staff so that the routine work of the business may run on smoothly without his immediate and constant supervision. His subordinates should be given a share of responsibility and be made answerable for what has been put under their care. If the manager has failed to so organize his work he has demonstrated his incapacity for the managership, and should be relegated to a subordinate position, where he can exercise his talent for detail to advantage, and give place to a man who has a proper conception of his duties.

The manager's true function is the direction of the larger policy of the business, and this he cannot do properly if his time is absorbed with matters of secondary importance. In managing a business the most enterprising and successful leaders have recognized the importance of the personal element. It is a great advantage for the manager to have the personal acquaintance of his customers, actual and possible. For one thing, he will, thereafter, be in a better position to understand their peculiar positions, and wants, and dispositions; and, moreover, if he is a man of the right stamp he should win their personal confidence, esteem, and regard, a matter of more importance than some may be inclined to concede.

Again, the general conditions of trade, the requirements of the market, plans for extending the business, meeting the competition of rivals, are all subjects which should engage the attention of the manager, and are subjects which can only be adequately dealt with by a man who is in constant touch with his constituency, through meeting from day to day those with whom he has business relations.

UNITED STATES PIG IRON IN CANADA.

THE interview with Mr. Geo. E. Drummond, president of the Canadian Manufacturers' Association, published in last week's "Hardware and Metal," opened for discussion a question which is of vital importance to manufacturers of metal and hardware lines; all consumers of pig iron, in fact. With a view of ascertaining the opinion of manufacturers generally on the subject, the following questions were submitted to a score or more of the leading consumers of pig iron in Canada:

1. What influence would a higher tariff in Canada on pig iron have on your business?
2. Would an increase in the protection on pig iron necessitate greater protection on articles made therefrom?
3. Would a higher protection on pig iron interfere with the export business in machinery, implements, etc.?
4. Do you believe that an increase in the protection on pig iron would be to the advantage of manufacturing in Canada—speaking generally?

As the inquiry was not sent out till Tuesday, only a few answers were received in time for publication this week. The diversity of opinion expressed in these replies will demonstrate to anyone studying them that even among manufacturers there is not an unanimity of conviction on this important problem.

A MACHINERY FIRM'S OPINION.

Editor "Hardware and Metal":

Referring to your favor of the 24th November re higher tariff on pig iron, we believe that the tariff should be put at such a figure as would prevent the dumping of American pig iron on the Canadian market at a time of depression, such as may occur in the United States at an early date. We are satisfied that our manufacturers would not be handicapped thereby. We do not see any valid reason why the tariff should not be as high as on a similar class of goods going from Canada into the States; in other words, we think we should protect our home market as jealously as the Americans protect theirs.

Answering your second question, we firmly believe that our protection should be equal to the American protection. We find in our large intercourse with American manufacturers that they think we are very unwise not to make our tariff higher; they are very glad it is not higher, because they can now climb over our wall with very great ease, and are sending their travellers and establishing their agencies throughout Canada, thoroughly bound to cover this market just as fully as they can.

Answering your third question, we do not see why the Government should not rebate on pig iron exported from the

country in the way of manufactured machinery, implements, etc.

Answering your fourth question, we do not believe that any one article should be singled out for special protection, that the tariff should be readjusted on business lines, and that we are not called upon to do very much better by our neighbors than our neighbors do by us, in other words, the only reciprocity that would be of any advantage to Canada at present would be a reciprocity of tariff. Canadian manufacturers have been so long and so thoroughly excluded from the United States market, that it would be very difficult under a general reciprocity in manufactured goods for the Canadian manufacturer to gain any adequate share of the American trade. The Americans, from our experience, when it comes to buying goods, are very loyal to their own home manufacturers, and would be slow to change to patronizing Canadian manufacturers if we had reciprocity; therefore, it becomes us to take care of our own market, and we would soon have without doubt a large additional number of American manufacturers establishing factories in Canada, so that our home market would be thoroughly supplied and the home competition would keep the prices as low as at present. There is no fear that the consumer on the whole would be hurt by a general revision of tariff, making it about the same on the whole against other countries as the United States have made it. Then, of course, we would be in a better position to give a large preference to Great Britain, which would seem to be the natural and right thing to do, so that the large amount of imports now coming from the United States would in part come from Britain in future, but, in the main, would be met by home manufacture in addition to our present manufacturing facilities. We will be glad to see the home manufacturers stimulated to the highest extent that our own market would warrant.

A. R. WILLIAMS,

President The A. R. Williams
Machine Co., Limited

Toronto, Nov. 25, 1903.

SENATOR F. I. FROST'S VERDICT.

Editor "Hardware and Metal"

In reply to your communication of yesterday, I herewith give my answers to the four questions you have given me to reply to, viz:

First. A higher tariff on pig iron would be detrimental to our business.

Second. Yes.

Third. Yes.

Fourth. No, it would not be to advantage.

I cannot take time to go into a general discussion of the tariff. The present one is the best we ever had. I have no doubt the Government would amend it from time to time as occasion requires.

F. I. FROST.

The Frost & Wood Co., Limited.
Smith's Falls, Nov. 25, 1903.

A BRIDGE FIRM'S VIEWPOINT.

Editor "Hardware and Metal":

Answering your letter of the 24th inst., we are not directly users of pig iron to any great extent, our raw material being rolled structural shapes, plates and bars, which we have to buy from sources outside of Canada, there being no Canadian concern able to furnish even a small fraction of our requirements. We are much opposed to any general increase in the iron and steel schedule of the Canadian tariff.

A higher tariff on material which we use would have without doubt a material effect in cutting down our business. Any thing that tends to increase the cost of our product of necessity operates against us. Customers often have to decide between erection of wooden buildings and those made of steel; the higher the price for the steel the more the cheaper wooden structure will be used, thus materially cutting down our opportunity to do business.

It would seem to us that a higher tariff on the iron and steel schedule will inevitably mean higher prices for products manufactured from steel and iron, and this certainly will be detrimental to every customer or manufacturer not in the business of making pig iron or steel.

It seems to us beyond question that higher protection on steel and iron will necessarily interfere with the development of export business.

We do not think that an increase in the steel schedule would be an advantage to manufacturers in Canada, speaking generally.

F. C. McMATH,

President The Canadian
Bridge Co., Limited

Walkerville, Nov. 25, 1903.

OPPOSED TO HIGHER PROTECTION.

Editor "Hardware and Metal":

In reply to your letter, I beg to reply as follows:

First.—Adverse.

Second.—Yes.

Third.—Yes.

Fourth. I believe it would be a decided disadvantage.

I have no desire to enter into the political issue on the question at all. The Dominion Cabinet is composed of men quite competent to judge the situation and are thoroughly posted on this particular point.

WM. H. FROST,

Smith's Falls Malting
Co., Limited
Smith's Falls, Nov. 25, 1903.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, November 27, 1903.

HARDWARE.

SINCE the practical closing of navigation there has been a perceptible slackening in business. The demand for staples is reported by several houses to have fallen off considerably, but there has been an increased demand for all seasonable goods. Firms handling goods particularly suited for the Christmas trade report a greatly increased business during the week. Cutlery, for example, is now in most excellent demand. The cold weather has had a stimulating effect on the sales of such goods as sleighbells, skates, hockey sticks, and fire and snow shovels, all of which are now going out in large quantities. The manager of one of the largest Montreal houses tells us that his firm are now doing an excellent sorting business in staples, and that the aggregate of the small orders received amounts to a good volume of business. He judges from the character of the orders he is receiving that stocks throughout the country are not very heavy. Business in cement is now at most over for the season, but in fire bricks trade is now beginning to be quite brisk. Within another week importers will have all their stock from the wharf and there may then be some changes to announce. Payments are now said to be more satisfactory than at any time before this season. Wooden goods are scarce and very hard to obtain. Steel shelf brackets are reported about 5 per cent. cheaper this week.

WIRE NAILS.—Business is still brisk, although the close of navigation has had some effect on shipments. The mills are working full time and will continue to do so as their stocks are very low. We quote: \$2.40 per keg in carlots, and \$2.45 per keg in small lots f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

CUT NAILS. Business is commencing to slacken. One of the local mills has closed down its cut nail works. Prices are steady at former quotations which were as follows: \$2.45 f.o.b. Montreal; carlots \$2.40.

PRESSED SPIKES.—In fair demand at a discount of 20 per cent.

FENCE STAPLES.—The demand is still very good, especially from the Northwest. Of course there has been a slackening since winter freight rates went into effect, but for the season business is still remarkably good. We quote: \$3 per 100 lb. keg for galvanized, and \$2.80 for bright. 25 and 50 lb. packages, 25c. extra.

HORSE NAILS.—Business continues brisk at unchanged prices. We quote: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Counter-sunk" heads, 55 per cent.; "C" brand, 40, 40 and 7½ per cent. off; "Monarch,"

50 and 7½ per cent. and "Peerless," 50 per cent.

HORSESHOES. Orders are coming in very freely and the busy season may now be said to be at its height. From all parts of the country the demand is brisk but trade with the Northwest is most noteworthy. Prices are firm. Our quotations are: Iron shoes, light and medium pattern, No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; X.L. steel shoes, new light pattern, sizes 1 to 5, \$5.35; light steel shoes, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05; featherweight, all sizes, 0 to 4, \$5.35; toe weight, all sizes, 1 to 4, \$6.60. Shoes more than one size in a keg, 10c. per keg extra f.o.b. Montreal only.

SLEIGHBELLS. These are now in good request and all the Montreal houses are sending out large shipments this week. Many retailers wait until the last minute before ordering such goods and many requests for "rush" shipments are now being received by every mail. Prices are firm. Our quotations are as follows: Back straps, 30c. to \$2 each; body straps, 70c. to \$2.50 each; shaft gongs, 2 bells, 20c.; 3 bells, 35 to 60c.; 4 bells, 55c. to \$3 each; brass team bells, No. 1, \$1.90 per dozen; No. 2, \$2.40 per dozen; No. 3, \$2.70 per dozen; No. 4, \$3.70 per dozen; No. 5, \$4.65 per dozen; York eye bells, No. 10, \$1.35 per dozen; No. 12, \$1.65; No. 11, \$1.90; saddle gongs, \$1.10 to \$3 each.

SKATES.—The cold weather has served to remind the retailer that skates are most seasonable goods and many large orders are now coming in. Our quotations are: Halifax pattern, 37c. per pair; nickel-plated, 65c.; ladies' nickel-plated, 55c. to \$1.25; ladies' concave nickel-plated, \$1.45; plain hockey, 27c. to \$1.35; nickel-plated hockey, 60c. to \$2.50; double end hockey, \$1.65 to \$3. Skate straps, 70c. to \$1.35.

HOCKEY STICKS.—With almost every order for skates comes an order for hockey sticks. We quote: Best second-growth goalkeeper's, \$3.80 per dozen; ash, \$2.70; elm, \$2.18; boys' elm, \$1.10. Regulation pucks, \$1.50 per dozen; boys', \$1.15 per dozen.

FIRE SHOVELS. In good request at unchanged prices. We quote as follows: "Habitant," \$2.50 to \$2.75 per dozen; "Victor," 30 per cent. off; steel railroad shovels, 45 per cent. off.

SNOW SHOVELS. The demand is increasing with the colder weather and numerous snow flurries. We quote: "Habitant," \$2.50 to \$2.75 per dozen; "Victor," 30 per cent. off; steel railroad shovels, 45 per cent. off.

SCREEN WIRE CLOTH. Price for 1901 delivery is \$1.42½ per 100 square feet.

GALVANIZED WIRE.—A satisfactory trade in galvanized wire is reported to us this week. Our quotations are as follows: No. 5, \$3.70; Nos. 6, 7 and 8, \$3.15; No. 9, \$2.55; No. 10, \$3.20; No. 11, \$3.25; No. 12, \$2.65; No. 13, \$2.75; No. 14, \$3.75. In carlots, f.o.b.

Cleveland: No. 5, \$2.20; Nos. 6, 7, 8 and 9, \$2.15; No. 10, \$2.20; No. 11, \$2.25; No. 12, \$2.30; No. 13, \$2.40; No. 14, \$2.50. In less than carlots, 12½c. per 100 lb. extra charged.

BARB WIRE.—Trade is still exceptionally good for the season of the year, although there has been a considerable slackening since the close of navigation. Our quotations are as follows: \$2.80 per 100 lb. f. o. b. Montreal, and \$2.55 f.o.b. Cleveland. Carlots of 15 tons, \$2.45 f.o.b. Cleveland.

SMOOTH STEEL WIRE.—There is still some call for hay-baling wire, but general lines are only in fair request. We quote: Bright and annealed, \$2.50 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c; tinned wire, \$2; oiling, 10c.; spring wire, \$1.25; best steel wire, 75c.; bright soft-drawn, 15c.; hay-baling wire, 20 to 25c.

FINE STEEL WIRE.—A good average trade is reported and the discount is still 25 per cent. with net extras as follows: 1 and 2-lb. hanks, 25c. per 100 lb.; ½ lb. hanks, 37½c., and ¼-lb. hanks, 50c.

BRASS WIRE.—Business is fair at unchanged discount, viz., 60 per cent.

COPPER WIRE.—Business fair; discount 60 per cent.

RIVETS AND BURRS.—There is still a good demand for most sizes. The discounts are unchanged as follows: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swede rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS AND NUTS.—A brisk trade is reported in all sizes for which orders can be filled. Complaints are still heard that it is impossible to get some particular sizes. Discounts as quoted for some weeks back are unchanged. We quote: Common carriage bolts, 50 per cent.; full square carriage, 55; machine, 50 and 5; coach screws, 66 2-3; sleighshoe bolts, 65 and 5; blank bolts, 50 and 5; bolt ends, 50 and 5; plough bolts, 50 and 5; tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3½c. per lb. off list; hexagon nuts, 3½c. per lb. off list.

SCREWS. A good sorting business continues to be done. It is said that there is a scarcity in some of the smaller sizes. We quote following unchanged discounts: Round head bright, 82½ per cent.; flat head bright, 87½ per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

SHOT.—The rush is now over and except for a few sorting orders there is very little doing. Our quotations are: Ordinary drop shot, A. A. A. to dust, \$6.50 per 100 lb.; chilled, Nos. 1 to 10, \$7 per 100 lb.; buck and seal, \$7.50 per 100 lb.; ball, \$8 per 100 lb. Trade

PORTLAND CEMENT

CANADIAN, ENGLISH,
GERMAN and BELGIAN.
FIRE BRICKS, FIRE CLAY,
ENAMELLED BRICKS, all colors.
BUILDING BRICKS.
SEWER PIPES, CULVERT PIPES,
WHEELBARROWS,
FOUNDERS' and CON-
TRACTORS' SUPPLIES.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

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Salt Glazed Vitrified

Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
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Deseronto Iron Co.

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DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required. Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"
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Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

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Canada Iron Furnace Co.
MIDLAND, ONT. Limited

discount 17½ per cent. f.o.b. Montreal, Toronto, Hamilton, London, St. John, N.B., and Halifax.

LANTERNS. Trade is still very active and jobbers report that there is now very little difficulty in filling orders as the manufacturers have now caught up with their engagements. We quote the following unchanged prices which are said to be well maintained: Lift, hinged or tilt, \$1 to \$1.25 per doz.; cold blast No. 2, \$7 to \$7.50; painted dashboard, \$6.50 to \$6.75; plain dashboard, \$6 to \$6.25; searchlight, \$20 to \$24 doz.; brass cold blast, small, \$9.75 to \$10.

CORDAGE. Sash cord is now quoted at 25 cents. Trade is fair considering the season and prices are being well maintained. We quote: Pure manila, 11½c.; British pure manila, 12c.; sisal, 11½c.; double lath yarn, 11c.; single lath yarn, 10½c.; Russian tarred spinnery 13½c.; jute rope, ¾-in. in diam. and upwards, 9c.; cotton rope, 16½c.; cotton twine, 17 and 20c. for 3 and 4 ply. Cotton bedcord, 90c. to \$1.35, according to length. Sash cord 25c.

BUILDING PAPER.—Building operations have been continued very late this Fall owing to the open weather, but the season is now at an end and the demand for building paper has slackened very considerably in consequence. Our quotations are as follows: Tarred felt, \$1.85 per 100 lb.; 2-ply ready roofing, 90c. per roll; 3-ply, \$1.15 per roll; carpet felt, \$2.25 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O.K. and I.X.L., 70c. per roll; heavy straw and sheathing, \$35 per ton; slaters' felt, 65c. per roll.

FIREBRICKS.—The season is now commencing and already importers are experiencing a good active demand. Their stocks will be well in hand by next week and if there are any changes it is likely that we will be able to report them in our next issue. English are now quoted at \$16 to \$22 per 1,000, and Scotch at \$17 to \$22.

CEMENT.—The season is now practically over. We quote: Canadian cement, \$1.90 to \$2.25; German, \$2.25 to \$2.40; English, \$2.15 to \$2.25; Belgian, \$1.70 to \$1.95 per bbl. ex-store, and American, \$2.20 to \$2.40 ex-cars.

PLUMBING GOODS.

Good orders for all lines of plumbers' goods are reported by the supply houses. Iron pipe is in particularly good demand as people are starting their hot water systems. A leading supply man informs us that the figures quoted below for iron pipe are subject to some good concessions for good business. Prices could be shaded probably 6 or 7 per cent. It is not likely though that there will be any reduction in price on account of the drop in U.S. as prices for the smaller sizes of pipe were already much lower than the figures at which they could be imported from across the line.

LEAD PIPE. This is a line which is in demand the whole year through, but it is said to be in particularly good request at present. Composition and waste are selling at 8c. and ordinary at 7c. The discount is 35 per cent.

IRON PIPE.—All the supply houses report iron pipe to be in particularly good demand at present. We quote the fol-

TINPLATES

"DOMINION CROWN"—Best Best Charcoal, tinned.
"ALLWAYS"—Best Charcoal
"CANADA CROWN"—Charcoal
"LYDBROOK"—Best Coke
"TRYM"

All standard brands. Accept no substitute.

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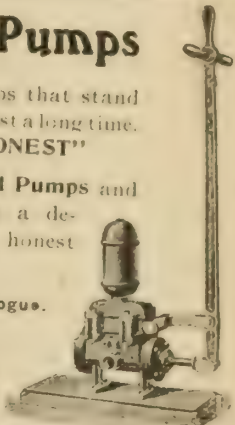
Honest Pumps

We make pumps that stand hard work and last a long time. They're built "HONEST"

Sell McDougall Pumps and you'll soon have a demand for other honest goods.

Send for Catalogue.

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**FOLDING COUNTER SEAT.**

Nothing like it on the market. Always out of the way, takes up little or no space. Warranted not to break down out of order. Frame of malleable iron, aluminium paper finish, seat solid oak or maple, mahogany or wau nut finish.

SAMPLE SEAT, sent anywhere in Canada, safely boxed, charges prepaid, for **\$2.00.**

Also other hardware novelties. Send for circular.

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NOVA SCOTIA STEEL
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NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

OPEN HEARTH STEEL

including a trading of prices, subject to the concessions made as to possible concessions in the introductory paragraph above: Standard pipe, per 100 feet, in lengths under 19 feet—black, $\frac{1}{2}$ in., \$2.30; $\frac{3}{4}$ in., \$2.39; 1 in., \$2.55; $\frac{1}{2}$ in., \$2.85; 1 in., \$3.65; 1 in., \$5.20; $\frac{1}{2}$ in., \$7.35; $\frac{3}{4}$ in., \$8.95; 2 in., \$12.55. Galvanized— $\frac{1}{2}$ in., \$3.20; $\frac{3}{4}$ in., \$3.45; $\frac{1}{2}$ in., \$3.90; 1 in., \$5; 1 in., \$7.20; $\frac{1}{2}$ in., \$10.05; 1 in., \$12.20; 2 in., \$16.85. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, $\frac{1}{2}$ in., \$4.20; 1 in., \$5.25; 1 in., \$7.55; $\frac{1}{2}$ in., \$10.55; $\frac{1}{2}$ in., \$12.75; 2 in., \$17.60. Galvanized— $\frac{1}{2}$ in., \$5.20; $\frac{3}{4}$ in., \$6.65; 1 in., \$9.55; 1 in., \$13.25; $\frac{1}{2}$ in., \$16; 2 in., \$21.

SOIL PIPE AND FITTINGS. This is a line always in fair demand. Although not the busy season, these goods are in fair request. Discounts are: Light

SOIL PIPE AND FITTINGS.—The demand continues satisfactory at unchanged prices. The discounts are: Light soil pipe, 3 to 6 in., 50 and 10 per cent.; medium and extra heavy soil pipe, 2 to 6 in., 60 per cent.; extra heavy soil pipe, 8 in., 45 per cent. Light fittings, 2 to 6 in., 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6 in., 60 and 5 per cent.; extra heavy fittings, 8 in., 45 per cent.

SOLDER.—Prices are unchanged and are now said to be firm at reduction given last week. We quote: Wire solder 18c.; bar 17 $\frac{1}{2}$ c. Trade is active.

METALS.

With the close of navigation a marked falling off in the orders received was expected, but one of the largest houses in Montreal assure us that as yet they have not felt any difference. If anything, their business this week has been larger than last week. A slackening may, however, be expected very soon. There have been few changes during the week. Tin and copper are cheaper and the latter is now reported to be very weak. Reduced quotations in coil chain and tinplates are also given.

PIG IRON.—Business continues quiet as most buyers have sufficient stocks on hand. Our quotations are as follows: Summerlee, \$19.50 to \$20; Carron, No. 1, \$21; do. No. 3, \$18.50 to \$19; Mid-dlesboro', No. 3, \$17 to \$17.50; Ayer-sonne, No. 1, \$20; do. No. 3, \$19.40.

BAR IRON.—Still very weak. Large stocks are held and the demand is not very brisk. Nominally merchants' bar is quoted at \$1.90, but there is no doubt that for good quantities very considerable concessions may be obtained. It is reported that good round lots may be obtained as low as \$1.65, but we have been unable to verify this. There can be no doubt though that the market is Mkts. Montreal. 2. ££££££ weak and concessions are obtainable. We quote the following nominally unchanged prices: Merchants' bar, \$1.90; horseshoe iron, \$2.15; forged iron, \$2.10.

BLACK SHEETS. Shipments are still large but business may be expected to slacken soon after the close of navigation. We quote as follows: 28 gauge, \$2.45; 26 gauge, \$2.40; 22 to 24 gauge, \$2.35; 18 to 20 gauge, \$2.30, and 8 to 10 gauge, \$2.40.

GALVANIZED IRON.—Trade is still brisk. Prices are unchanged. Our quotations are 28 Queen's Head, \$4.30; Apollo, 40 $\frac{1}{2}$ oz., \$4.30; Fleur de Lis,

\$4; Comet, \$1; Bell brand, \$4. In less than case lots 10c. extra.

TIN PLATES.—Reduced quotations are given this week. The market is quiet. Cokes are quoted at \$3.75 and charcoals at \$1.

INGOT TIN.—A further reduction is noted this week. We quote at 29 to 30c. and for good round lots the former price would probably be shaded a trifle.

TERNE PLATES.—Prices locally are unchanged. We quote at \$6.75 to \$7.

COIL CHAINS.—Some reductions will be noted in the quotations given below. Trade is fair. We quote as follows: No. 6, 10c.; No. 5, 9c.; No. 4, 8 $\frac{1}{2}$ c.; No. 3, 7c.; $\frac{1}{2}$ in., \$6.10; 5-16 inch, \$4.70; $\frac{3}{4}$ in., \$1; 7-16 in., \$3.80; $\frac{1}{2}$ in., \$3.70; 9-16 in., \$3.55; $\frac{3}{4}$ in., \$3.35; $\frac{3}{8}$ in., \$3.30; $\frac{1}{2}$ in., \$3.25; and 1 in., \$3.20, with 10c. allowance on carlots.

CANADA PLATES.—A brisk trade is reported to us at the following unchanged prices: 52s., \$2.40; 60s., \$2.45 to \$2.50; 75s., \$2.55; full polished, \$3.60, and galvanized, \$4 to \$4.10; galvanized, 60s., \$4.25 to \$4.35.

STEEL.—Our quotations are as follows: Sleighshoe, \$2.05; tire, \$2.15 to \$2.20; spring, \$2.75 to \$3; reeled machinery, \$2.75 to \$3; toe-calk, \$2.60; machinery (iron finish) \$2.50; square harrow, \$2.50.

TOOL STEEL.—A good average business is reported at following prices: Black Diamond, 8 to 9c.; Sanderson's, 8 to 9c., according to the grade; Jessop's 13c.; Jonas & Colver's, 10 to 20c.; "Air Hardening," 50 to 65c. per lb.; Conqueror, 7 $\frac{1}{2}$ c.

INGOT COPPER.—An actual reduction of 25c. is reported this week and copper is said to be very weak. At time of writing it is quoted at \$13.75 to \$14.

PIG LEAD.—Still quoted at \$3.20 to \$3.30.

SHEET ZINC.—We quote \$6.15 to \$6.25 for cash lots; smaller quantities, \$6.50.

ZINC SPelter.—The price is 6c., but this figure is probably subject to some concessions.

SCRAP METALS.

Since last issue there has been a further reduction of \$1 per ton for No. 1 wrought scrap. The local rolling mills have good supplies on hand and are not buying. As a consequence the dealers have reduced their prices. Machinery scrap is still scarce and hard to obtain. We quote: Heavy copper and wire, 10 $\frac{1}{2}$ c. per lb.; light copper, 10 $\frac{1}{2}$ c.; heavy red brass, 10c.; heavy yellow, 8 $\frac{1}{2}$ c.; light brass, 5 $\frac{1}{2}$ c.; lead, 2 $\frac{1}{2}$ to 2 $\frac{3}{4}$ c.; zinc, 2 $\frac{1}{2}$ to 3c.; iron, No. 1 wrought, \$11 to \$12; machinery scrap, \$13 to \$15; stove plate, \$12; malleable and steel, \$6; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6 to 6 $\frac{1}{2}$ c. per lb.

ASHES.

The market is firm. Business is fairly active except in pearls of which some are offering and prices of which are purely nominal. We quote: First pots, per cwt., \$5.95 to \$6; seconds, \$5.55; pearls, per 100 pounds, \$7 to \$7.25.

HIDES.

The market is now very quiet, but prices are unchanged. The closing of the Quebec shoe factories affected the local market to some extent. We quote: No. 1 beef hides, 9 $\frac{1}{2}$ c.; No. 2, 8 $\frac{1}{2}$ c.; No. 3, 7 $\frac{1}{2}$ c.; No. 4 buff sheepskins, 77 to 79c.;

lambskins, 70 to 75c.; No. 1 calfskins, 10c.; No. 2, 8c.

NOTES.

The Canada Hardware Co., Ltd., are congratulating themselves on the receipt of a large order of Joseph Rogers' cutlery, which has been long delayed. The shipment includes a large assortment of pocket knives, and the company will now be able to fill some delayed orders and ship promptly to fill any new orders which may be received.

ONTARIO MARKETS.

HARDWARE.

Toronto, Nov. 27, 1903.

NAVIGATION on the lakes closes this week, the last steamer for Fort William leaving on Saturday. This has caused a final rush of orders early in the week, but now business is comparatively quiet. There is still, however, a big movement of Christmas goods of all kinds; also of such lines as are necessitated by the winter season, such as sleighbells, horse blankets, snow shovels, etc. Manufacturers of hardware lines are still busy. Stove and furnace makers, the screw, bolt and nut works, and manufacturers of some specialties are still having trouble in keeping up to the demand. Travellers for United States houses have been trying to get business in some lines but the total volume of trade which they have secured is not thought to be great. In view of the settled state of the market the price of coiled spring wire for next season will not be announced by the Canadian manufacturers until towards the end of December. From present indications, prices will be lower than those now in force. An advance in rubber goods, such as hose, belting, etc., is anticipated as a result of a meeting of rubber manufacturers in Toronto last week. Prices are steady throughout, no changes being reported.

WIRE.—There is still a fair movement of both hay-baling and fence wire. Lower prices on coiled spring wire are expected in December.

WIRE NAILS.—Trade is fair and prices firm. We quote the base price for nails at \$2.45 per keg f.o.b. Toronto.

HORSE NAILS.—There is a good demand at steady prices. Our quotations are as follows: "C" brand, oval head, 40 and 10 and 7 $\frac{1}{2}$ per cent.; on "Monarch," 60 per cent.; "M," "Oval" and "Countersunk" head, 55 per cent.; on "Peerless," 45 and 7 $\frac{1}{2}$ per cent.

HORSESHOES.—Sorting orders are coming in. Prices are firm. Our quotations are f.o.b. Toronto as follows: Iron shoes, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05. Steel, new light shoes, No. 2 and larger, \$3.95; No. 1 and smaller, \$4.20. Snow shoes, No. 2 and larger, \$4.05; No. 1 and lighter, \$4.30. If shipped from factory, 15c. less. If assorted, more than one size in a keg, 10c. per keg extra.

SCREWS.—A sorting trade is doing, with prices steady throughout. Our quotations are as follows: Flat head bright, 87 $\frac{1}{2}$ per cent. discount; round head bright, 82 $\frac{1}{2}$ per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze 75 per cent.

RIVETS AND BURRS.—Business keeps up nicely, particularly in copper rivets.

Our quotations are: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.

BOLTS AND NUTS.—Difficulty is still experienced in getting orders filled, though back orders are not so large as they have been. Competition of American firms is threatened, but is not hurtful at the moment. Our quotations are: Carriage bolts, common (\$1 list), 50 and 10 per cent.; carriage bolts, full square (2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron (\$3 list), 55 and 10 per cent.; machine bolts, all sizes, 50, 5 and 10 per cent.; coach screws, cone points, 66 2/3 and 10 per cent.

CORDAGE.—A fair trade is doing. Prices are expected to continue firm. Our quotations are as follows: Pure manila, 14¢; British pure manila, 12¢; sisal, 11¢; double lath yarn, 11¢; single lath yarn, 11¢; double shingle yarn, 11¢; single shingle yarn, 11¢; sash cord, 25 to 30¢.

CUTLERY.—A particularly good trade has been done all season, both in Canadian and imported cutlery. The closing down of the Canadian firm will not remove the domestic article from the market for some time as there are still considerable stocks in jobbers' hands.

WOODENWARE.—Some lines are somewhat scarce owing to the explosion at the United Factories' plant at Newmarket, but orders are not likely to be seriously delayed. Our quotations are: Washboards—Victor, \$1.25; Crown, \$1.30; Improved Globe, \$1.45; Standard Globe, \$1.55; Original Solid Globe, \$1.70; Superior solid back, \$1.85; Jubilee, \$1.85; Pony, \$1.05. Tubs—No. 0, \$10.75; No. 1, \$8.50; No. 2, \$7.50; No. 3, \$6.50. Pails—No. 1, 2 hoops, \$1.70; No. 1, 3 hoops, \$1.90.

BUILDING PAPER.—Business is brisk, with no change in last week's prices. Our quotations are as follows: Tarred felt, \$1.85 per 100 lb.; 2-ply ready roofing, 90¢ per roll; 3-ply, \$1.15 per roll; carpet felt, \$2.25 per 100 lb.; dry sheathing, 40¢ per roll; tar sheathing, 50¢ per roll; dry fibre, 55¢ per roll; tarred fibre, 65¢ per roll; O.K. and I.X.L., 70¢ per roll; heavy straw and sheathing, \$35 per ton; slaters' felt, 60¢ per roll.

CEMENT.—The market is quieter than it was last week. Our quotations are: Canadian Portland at \$2.05 to \$2.65 Toronto, and \$1.65 to \$1.90 at the works; American Portland, \$2 Toronto.

FIREBRICKS.—The season will begin about December 1. Our quotations are 28¢ to 33¢ for English, and 30¢ to 35¢ for Scotch.

PLUMBING GOODS

A satisfactory demand is noted in all lines. There is some cutting in iron pipe and in fittings but on the whole prices are firm.

LEAD PIPE.—A fair business is still doing. Our quotations are as follows: Lead, 7¢; lead waste pipe, 8¢; discount, 15 per cent.

SOIL PIPE AND FITTINGS.—A steady trade is doing at firm prices. Our quotations are: Light soil pipe, 45 and 5 per cent.; light soil pipe fittings, 50 and 5 per cent.; medium and extra heavy pipe and fittings, 55 and 5 per cent.; 7 and 8-in. pipe, 40 and 5 per cent.

IRON PIPE FITTINGS.—A nice trade is doing with prices easy. We quote discounts as follows: Malleable fittings

15 per cent.; cast iron (not standard), 57½ per cent.; headers, 52½ per cent.; flanged unions, 52½ per cent.; bushings and plugs, 57½ per cent.; unions, 55 per cent.; nipples, 2 in., 65 per cent.; nipples, 2½ to 6 in. inclusive, 60 per cent.

RANGE BOILERS.—There is still a fairly good demand. Prices are steady since the discount on copper boilers was increased to 25 per cent.

BRASS GOODS.—A good trade is doing at steady prices.

IRON PIPE.—Some cutting continues. Business is in fairly large volume. We quote f.o.b. Toronto as follows: 1 in., \$3.25; 1½ in., \$2.40; 2 in., \$2.65; 2½ in., \$2.85; 3 in., \$3.65; 4 in., \$5.20; 4½ in., \$7.35; 5 in., \$8.95; 6 in., \$12.55; 8 in., \$20; 10 in., \$23; 12 in., \$30; 14 in., \$36.

ENAMELLED WARE.—A good business is noted. We quote: Baths, standard rolled rim, 1st quality, 5½ ft., \$21.60; 5 ft., \$18.70; and 4 ft., \$16.75; 2nd quality, 5½ ft., \$19; 5 ft., \$17.25; 4½ ft., and 4 ft., \$15.50. Sinks, roll rim, back and brackets, 18x30, 1st quality, \$8.40; 2nd quality, \$6.65; flat rim, 1st quality, \$2.50; 2nd quality, \$2.

METALS

Generally speaking there has been more activity during the past week than for some time. A more confident feeling seems to prevail among buyers of metals, with the consequence that there is more business for forward delivery as well as more shipment from stock. The jobbing houses have been kept busy too by reason of the heavy arrivals of metals at Montreal to anticipate the close of Atlantic navigation to that port. The pig iron market is if anything, slightly easier than last week. While copper and tin are showing more strength on the outside market, which strength is reflected here to some extent.

PIG IRON.—There is not yet much confidence in the market, consequently not many forward orders are coming in. The bulk of the trade is still being filled with Canadian iron. Prices for Midland and Hamilton iron are rather easy at \$19.35 to \$19.60.

BAR IRON.—There is a fair business doing, though some uneasiness is manifested as a result of United States competition on big specifications. For ordinary business, however, prices are steady at \$1.95 f.o.b. Toronto for extras cut to length while rolling; 2 ft. and over, 10 cents per 100 lb.; 1 ft. and under 2 ft., 15¢; under 1 ft., 20¢; over 20 ft., by special agreement according to length and size.

BLACK SHEETS.—An active demand for spot shipment is quoted, also an improvement in orders for forward delivery. We quote: 10 to 16 gauge, \$2.50; 18 to 20 gauge, \$2.70; 22 to 24 gauge, \$2.90; 30 gauge, \$3.

CANADA PLATES.—The cold weather has caused many tinsmiths to start buying this line for the manufacture of stove pipes. Prices are steady throughout. We quote: All dull, \$2.60; half-polished, \$2.70; and all bright, \$3.50.

GALVANIZED SHEETS.—There is good steady demand. Prices unchanged. We quote: Queen's Head, \$4.25 to \$4.50 for 28 gauge; American, \$4.40 for 24 gauge; Bell brand, \$4.25 for 28 gauge; Gordon Crown, \$4.25 for 28 gauge.

TIN.—Outside markets show a firmer disposition and a better feeling is the consequence on this market. A fair

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Strong, Quick, Reliable, Effective.

Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.

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HALTERS, COW TIES, SNAPS, etc., etc.,

in all sizes and styles. May be had of all jobbers throughout Canada.

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We have made further improvements in our

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Axe. There is no axe that will sell more readily at a good profit.

Dundas Axe

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Celebrated Improvement-Cut Files possess all the merits of the Best Hand-Cut Files.

Our goods are stocked by all prominent Hardware and Mill Supply Houses throughout the Dominion of Canada—and are sold at reasonable prices.

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THE JOHN MORROW MACHINE
SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs,
Etc. Cold Punched Nuts of every variety of finish.

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NEW
RAILS

12, 14, 16, 18, 20, 24, 30, 35 and 56 lbs. to

the Yard—carried in STOCK for prompt ship-

ment. TRACK REQUISITES.

Sessenwein Bros.,

103 Shannon St.

.. MONTREAL.

amount of business is doing. Prices are steady at \$29.50 to \$30.50 per cwt.

TINPLATES.—Prices are unchanged throughout. We quote: Coke plates, bright, 14x20, \$3.75; charcoal plates, \$4.25.

COPPER.—A fair volume of business is doing in ingot, but sheet copper is quiet. Our quotations are as follows: Ingot copper, \$14.50, and sheet copper, \$20.50 per 100 pounds.

BRASS.—There is not much doing. The discount keeps steady at 15 per cent.

LEAD.—There is a good demand at unchanged prices. A lower tendency is reported on the United States market, but as the Canadian basis of prices are lower than the American this is not expected to have any effect on this market this month. We quote: \$3.30 per 100 lb. lead and \$2.65 for bar lead.

ZINC SPelter.—Prices are easier, a fair business doing at 6½ to 6¾c. per lb.

ZINC SHEETS.—Prices are still firm. Business continues active. We quote: Cask lots, \$6.75 to \$7, and part casks, \$7 to \$7.25.

SOLDER.—Demand is improving; prices are steady. Guaranteed half-and-half is quoted at 17½c. and wiping, 16½c.

PETROLEUM.

The volume of trade this week is very fair for this time of year. The ruling prices remain at last week's quotations. Our quotations are as follows: Canadian prime white, 19½c.; Canadian water white, 21½c.; American prime white, 20½c.; American water white, 22c. ex warehouse.

OLD MATERIAL.

For the last three or four weeks business in this line of trade has gradually

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been decreasing, as is usual at this season of the year. The market will likely remain dull throughout the Winter months. There has been a slight decline in the price of iron since last week but in all other lines the prices are unchanged. We quote: Heavy copper and wire, 10¾c. per lb.; light copper, 9¾c. per lb.; heavy red brass, 9¾c. per lb.; heavy yellow brass, 8c. per lb.; light brass, 5¼c. per lb.; lead, 2c. per lb.; scrap zinc, 3¼c. per lb.; iron, No. 1 wrought, \$11.50 to \$12; No. 2 wrought, \$1; machinery cast scrap, \$14; stoveplate, \$10; malleable and steel, \$6; old rubbers, 6½c. per lb.; country mixed rags, 50c. per 100 lb.

HIDES, SKINS AND WOOL.

Business this week, like last, is very dull, the ruling prices being the same as last week. Our quotations are:

HIDES.—No. 1 green, per lb., 7½c.; No. 2 green, 6½c.; No. 1 steers, 8c.; No. 2 steers, 7c.; cured, 8¼c.

CALFSKINS.—Veal skins, No. 1, 6 to 14-lb. inclusive, 9c. per lb.; No. 2, ditto.,

7c.; No. 1, 15 to 20-lb. inclusive, 8c. per lb.; No. 2, ditto., 6c.; deacons (dairies), each 60 to 70c.; lamb and sheep skins, 75c.

WOOL.—Unwashed wool, per lb., 9 to 10c.; fleece wool, 16 to 17½c.; pulled wools, super, per lb., 17 to 19c.; ditto, extra, 20 to 21c.

TALLOW.—We quote 4¾ to 5c. per lb.

NOVA SCOTIA MARKETS.

Halifax, November 24, 1903.

THERE is absolutely no change in this market since last report, either in prices or the state of trade. The prophesied dullness in hardware, due in November, has not arrived and business has been about as good as up to the same date last year. In some lines there has been more than usual activity.

An important industry in the Maritime Provinces is the making of stoves and furnaces, and there has lately been a very strong demand for these. Makers have, in fact, had to delay in filling orders.

Dealers delayed ordering till late and this led to some congestion. There has also been an improved demand for plumbing goods, and the usual seasonable movement of lumbermen's and fishermen's supplies. Demand for ordinary shelf and domestic hardware continues good as retailers are freshening up their stocks for the holiday trade. Glass and putty are meeting with a very steady sale as is always the case at this season of the year. The strong feeling in nets and twines continues and dealers here are looking for some sensational advances in these articles.

* * *

The report has gone out that Black Bros. & Co. are going to abandon the hardware business. This firm have of late been branching out and now conduct an extensive fishing business at La Hlave, in this province, and at Labrador, and it is probable that in this fact the report alluded to had its origin. There is no truth in it, however. This firm have been in the hardware business since 1845 and when 1915 comes along it will likely find them at the old stand. Their travellers are now all on the road and are getting their fair share of the Fall business.

* * *

A. M. Bell & Co. were recently asked by "The Hardware Dealers Magazine," of New York, why Canadians did not buy more hardware from Uncle Sam, and replied: "Why do not United States jobbers buy more hardware off their paternal relative, John Bull, or from their cousin Johnnie Canuck?" Do not they like the goods or prices? Do not they want to be neighbors?"

* * *

It is now definitely announced that Graham Fraser, who has made such a success of The Nova Scotia Iron & Steel Co., is to assume the general management of The Dominion Iron & Steel Co. at the beginning of the year. He will continue a consulting director of the former company, being succeeded in the management by Thomas Cantley who has so long been associated with him in the business. The Dominion Iron & Steel Co. laid off 250 hands two weeks ago and on Saturday another batch of workmen were released. The company is looking forward to finding a considerable market for its iron in Sweden.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., Nov. 21, 1903.

THE completion of the first portion of the installation of the power plant at the water power dam and works of The Vancouver Power Co. is announced for December 12. By that time there will be sufficient water under control to generate 2,000 horse power. This will be transmitted to Vancouver for the use of the British Columbia Railway & Light Co.'s system. The latter company owns both the street railway and the electric lighting plant, the power used being generated by a steam plant which has passed the stage when it could supply the demands for electric current. The addition of 2,000 horse power of electric energy is expected to add very materially to the efficiency of the service in this city, as there has been such an enormous increase in the amount of electric lighting as well as of electric power for small plants where motors are more economical than steam engines.

No Other Shingles Do as Well as Eastlakes.

They prevent fires—are lightning proof—can't possibly leak, because of their patent side lock—and are the very easiest and quickest to apply of any shingle made.

These points explain their unequalled popularity—you're certain of a big satisfying trade in these splendid goods.

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TORONTO

MONTREAL

WINNIPEG

When the big tunnel, which is the main feature of the plant and works being installed by The Vancouver Power Co., is completed, there will be a volume of water available sufficient to generate 20,000 or 30,000 horse power. The construction of the tunnel will take a year to complete, the contractors having been at work about ten months now. The length is 2½ miles and when completed it will connect two lakes, Lake Coquitlam and Lake Beautiful, the former being at a higher level than the latter. The distance from Lake Beautiful to the shores of Burrard Inlet is only a few hundred feet, and the elevation is over 500 feet, so that for present purposes the water in this lake is being utilized, a dam having been built across the mouth of the small creek which is the outlet of the lake. Below the lake, at the sea level the power house has been constructed and from the dam the intake pipes are carried down to the turbines in the power house. The plant in the latter is nearly ready for operation, and as the dam is practically complete the 2,000 horse power which the water of the small lake can generate, will be immediately available.

* * *

H. B. Moore, formerly a resident of Eastern Canada, has been looking over the ground in this province with a view to erecting a fruit and jam factory. It is said he has about decided to locate at New Westminster. The plant he proposes to erect will give employment for from 30 to 60 hands, and he expects to be ready for operation next season.

* * *

H. Burton, formerly of Parry Sound, Ont., has arrived in Vancouver with the intention of starting a saw works. He has been in correspondence for several months with the city officials with a view to finding what inducements if any the city would extend to such a manufactory if located there. Mr. Burton has been led to decide upon locating there on account of the large number of saw mills in this province, and especially in Van-

couver. There should be, he thinks, fully enough business to warrant one saw works.

* * *

Many returning property owners and mine operators from Atlin, the promising placer camp of Northern British Columbia state that they have every reason to look with pleasure on the prospects in that district. It is, they assert, a proven permanent camp. One individual looks on it as only a question of time when it will be operated by large hydraulic companies. Of the work which has been accomplished by several of these companies now in the district, he says there has been every success which could be desired. One of the big hydraulic plants, which was completed by The British America Dredging Co. this season, cost \$300,000 to install. It takes power from Pine Creek to generate electric energy which operates the dredging plant which is located on Spruce Creek. The view of another claim owner who has been very successful in the Atlin district is that individual claims will afford work for their owners for several years yet and will then be succeeded by the larger plants. He says that of the claims worked the average yield per season has been \$7,000 or \$8,000 per claim, a very good return for one man's work in the season. Of course expenses are high and the net amount per man is not so great as might be thought, but the individual owners appear to be well satisfied. One claim paid its owner \$15,000 this season, but that is above the average.

* * *

Trade features in the coast cities this week are very ordinary. The building operations in Vancouver continue with unabated energy. There are as many houses under construction at the present moment as at any time in the past year. The weather has, on the whole, been favorable to pushing work along. The rain has been interrupted by spells of bright weather and slight frosts. Mining operations in the Kootenays are keeping on the upturn. Business in the

various interior towns and cities is on a steady basis on that account. Local prices of hardware show but little alteration. Stocks have not been increased by importations over sea this week, but a large cargo ship is expected in at any time.

MANITOBA MARKETS.

WINNIPEG, Nov. 23, 1903.

The only item of news that has marked the trade of the week is the drop in loaded shells, which show a decline of \$1.50. All other prices remain unchanged. Business is steady in all other lines and collections fair.

Bar iron, \$2.60 basis.	
Swedish iron, \$4.75 basis	
Sleigh shoe steel	2 85
Spring steel	3 25
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 16 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 gauge	3 90
26 gauge	4 00
28 gauge	4 10
Galvanized Iron, Apollo, 16 gauge	4 00
18 and 20 gauge	4 00
22 and 24 gauge	4 25
26 gauge	4 25
28 gauge	4 50
30 gauge or 10 1/2 oz	4 75
Extra sheets, 36 in. wide, an advance of 25 p.c. per 100 lb.	
Queen's Head, 24 gauge	4 25
26 gauge	4 50
28	4 75
Extra sheets, 36-in. wide, an advance of 25 p.c. per 100 lb.	
Genuine Russian, per lb.	11
Imitation	07 to 08
Tinned, 24 gauge, 100 lb	8 00
26 gauge	8 50
Tinplate, 1C charcoal, 20 x 28, box	10 00
IX	12 00
IXX	14 00
Ingot tin	35
Canada plate, 18 x 21, 18 x 24 and 20 x 28.	3 25
Canada plate, full polished	4 00
Sheet zinc, cask lots, 100 lb	7 50
Broken lots	8 50
Pig lead, 100 lb.	5 50
Black iron pipe, 1/4 inch	3 30
" 1/2 "	3 30
" 3/4 "	3 40
" 1 "	3 70
Black iron pipe, 1/2 inch	4 35
" 1 "	6 25
" 1 1/2 "	8 70
" 2 "	10 50
" 2 1/2 "	14 50
Rope, sisal, 7-16 and larger, basis	11 75
Manila, 7-16 and larger, basis	15 25
Lath yarn	11 25
Solde	20
Axes, chopping	\$ 6 75 to 12 00
" double bits	12 00 to 18 00
Bluestone	5 70
Screws, flat head, iron, bright	85 and 10 p.c.
Round	80 p.c.
Flat " brass	75 and 10 p.c.
Round "	70 and 10 p.c.
Coach	65 p.c.
Bolts, carriage	50 p.c.
Machine	50 and 5 p.c.
Tire	60 and 5 p.c.
Bolts, Sleigh shoe	65 p.c.
Plough	50 p.c.
Flat head stove	60 and 5 p.c.
Round head	60 and 5 p.c.
Elevator	60 p.c.
Rivets, iron	50 and 10 p.c.
Copper, No. 8	32
No. 12	36
Coil chain, 3-16 inch	10 1/2
" 1/2 inch	8 1/2
" 5-16 inch	5 1/2
" 3/4 inch	5 1/2

" 7-16 inch	5
" 1/2 to 3/4 inch	4 1/2
Spades and shovels	40 and 5 p.c.
Harvest tools	60 p.c.
Axe handles, turned, s.g. hickory, doz.	\$3 15
No. 1	1 90
No. 2	1 60
Octagon extra	2 30
No. 1	1 60
Files common	70 and 10 p.c.
Diamond	60 p.c.
Building paper:	
Anchor, plain	65c.
" tarred	70c.
Pure fibre, plain	65c.
" tarred	80c.
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells:	
Eley's soft, 12 gauge black	15 00
chilled, 12 gauge	10 50
soft, 10 gauge	19 50
chilled, 10 gauge	21 50
Shot, Ordinary, per 100 lb	6 20
Chilled	6 60
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned	70 and 10 p.c.
" plain	75 and 2 1/2 p.c.
" pieced	
Japanned ware	37 1/2 p.c.
Enamelled ware, white	45 p.c.
" Famous	50 and 10 p.c.
" Imperial	50 and 10 p.c.
Green Wire Cloth	1 50

PETROLEUM.

Water white American	27 1/2 c.
Prime white American	25 1/2 c.
Water white Canadian	25 1/2 c.
Prime white Canadian	24 1/2 c.

SCRAP.

No. 1 cast iron	\$14 to 15
No. 2	7
Wrought iron scrap	5
Copper (heavy)	8 1/2 c. per lb.
Yellow brass (heavy)	7 1/2 c. "
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2 1/2 c. "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	\$ 0 91
Less than barrel lots	0 96
Linseed oil, raw	0 57
Boiled	0 60
Lubricating oils, Eldorado castor	0 28 1/2
Eldorado engine	0 27 1/2
Atlantic red	0 33 1/2
Renown engine	0 42
Black oil	19 1/2 to 1 1/2
Cylinder oil (according to grade)	55 to 74
Harness oil	0 56
Neatsfoot oil	1 00
Steam refined oil	0 85
Sperm oil	2 00
Pure castor oil, first pressure	0 10
Lubricating oil	0 10

ILLNESS OF MR. SMAILL.

Mr. William Smail, secretary treasurer Canada Horse Nail Co., Montreal, has been confined to his room for the past ten days, suffering from a severe attack of pleurisy. At last accounts he is making favorable progress towards recovery, and hopes to be able to resume work next week.

FIRE EXTINGUISHERS.

A reader of "Hardware and Metal" seeks through the columns of this paper information concerning the fire extinguishers which are on the Canadian market, their relative value and their usefulness. We would be pleased to receive such information, which would be at once forwarded.—The Editor.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

SITUATIONS WANTED.

TORONTO shipping agent desires to add several lines for 1904. American, English or German lines. Can also handle Ontario for Eastern houses. Address Box 80, HARDWARE AND METAL, Toronto. (48)

SITUATIONS VACANT.

BLACKSMITH—Good agricultural blacksmith wanted at once; steady work; state experience and wages wanted. Box 154, HARDWARE AND METAL, Toronto. f

BLACKSMITH—Good shoer and able to work on carriage work; steady work for right man; state wages wanted and experience and if married. Box 155, HARDWARE AND METAL, Toronto.

FOR SALE.

FOR SALE.—At a bargain 19 boxes No. 9 Monarch horse nails, 17 kegs 2 1/2 inch cut nails. Box 85, HARDWARE AND METAL, Toronto. (49)

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing British and American Manufacturers. Correspondence invited from firms wishing to be represented in Canada.

To Manufacturers' Agents

HARDWARE AND METAL has inquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of inquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

HARDWARE AND METAL
Montreal and Toronto

WANTED.

Thoroughly competent, up-to-date hardware man, capable of taking charge of a department.

The above has been received by HARDWARE AND METAL, and undersigned will be pleased to receive applications which will be considered confidential and returned at once if not entertained.

Applicants must give experiences, state salary desired, and, if at present employed, when they could be released.

Address—W. L. EDMONDS,

"Hardware and Metal," Toronto.

150 years. Among their records are invoices of goods supplied to Washington and his army in the Revolutionary days.

Another Englishman is Mr. Hobson, of The Iron Age, one of the best authorities in the world on the metal markets. Mr. Hobson has had a Canadian experience. He was a broker in Montreal 35 or 40 years ago, and as a member of the Montreal Cavalry he took part in repelling the Fenian Raid. Carrying a sabre with him in those days were many men who afterwards became distinguished. Hon. G. A. Drummond was a corporal; W. M. Ramsay was sergeant; the eminent Catholic prelate, Monsignor Ramsay, was a lieutenant; Mr. Peck, of Peck Rolling Mills fame, and Mr. Ramsay, the paint maker, were other active spirits with Mr. Hobson in those days. Mr. Peck's name still appears on the roll of this corps, which boasts the longest continuous history of any in Canada, being represented by his nephew.

Mr. Oliver Williams is the man who made a fortune supplying horse shoes to our War Office for Africa, when the British manufacturers themselves could not handle the job. He cabled a tender to deliver in 30 days and he did it, though he had to work from an entire new set of models. He was here in Montreal attending a mining convention some years ago with a number of other Americans. They had a luncheon on the mountain when "God Save the Queen" was sung. He proposed responding to the United States toast with their national hymn, but not one of them could sing it. On his return he commenced an agitation which resulted in every school in his state singing it by law once a week. With all his loyalty he was recently defeated in a contest for the Senate by the Dutch vote of his state because he was "foreign born." He was born in Wales, but has been in the States 62 years.

SOUVENIRS.

Souvenirs, a novel feature to most Canadians, were strongly in evidence, and the demand for them was so great that in many instances the supply gave out. Manufacturers came prepared with sufficient to cover the business men present, but most men wanted some for their wives, cousins and aunts as well. These souvenirs were mostly representative of the manufactures of the firm giving them. Some of them were very good. There were so many that HARDWARE AND METAL may have missed some. In reply to a suggestion from our New York representative, most of the souvenir givers promised to send one from their stock at their works

to any of our readers who write for it on their own letter heading to show they are in business.

Heller Bros. Co., Newark, distributed a miniature rasp in celluloid case.

J. D. Warren Co., Chicago, gave a lithographed set of metal dominos.

G. & H. Barnett Co.'s, Philadelphia, souvenir was a neat nail file in a leather case.

The J. Stevens Arms & Tool Co. of Chicopee Falls, Mass., distributed a useful souvenir in a fountain pen.

Simon's Manufacturing Co., Fitchburg, Mass., gave away a desk pad bound in leather, something every business man would appreciate.

The E. C. Atkins Co., Indianapolis, gave a nickel match safe with these words on the side, "There are no saws made to 'match' the Atkins."

Iver Johnston's Arms and Cycle Works, Fitchburg, Mass., had a pocket pedometer for their friends, and it was wonderful to



see the number of friends they had, for Mr. Johnston was besieged with requests for this handsome souvenir.

The Columbian Enameling and Stamping Co., Terre Haute, Ind., had an exhibit of their goods under the care of Messrs. W. H. and H. L. Gipp.

The Lufkin Rule Co., Saginaw, Mich., distributed a very handsome metallic pocket rule, something very useful, a constant reminder of this firm's goods.

The Union Metallic Cartridge Co., Bridgeport, Conn., ably represented by Mr. A. C. Barrett, presented each delegate with a neat facsimile celluloid package of their Central Fire Cartridges, which would be very useful as a paper weight.

The J. C. Pearson Co., Boston, gave a practical demonstration of their coated nails, showing how well they hold in the wood, and how easy they were to draw. This firm presented a pocket match safe of attractive design, and one of their nails beaten into a butter knife and silver plated.

The Smith & Hemenway Co. and the Utica Drop Forge & Tool Co., 296 Broadway, New York, gave away a courtplaster encased in a neat celluloid case, which showed a miniature reproduction of the cover of the "Green Book of Hardware Specialties."

North Bros. Mfg. Co., Philadelphia, presented with their compliments one of their pretty celebrated screw drivers, a most appropriate gift and well calculated to remind one constantly of their well-known line. At the banquet they had a number of miniature ice cream freezers distributed along the tables.

New Britain, Conn., had a very handsome book describing its many manufacturing concerns, including such well-known firms as P. & F. Corbin, Corbin Cabinet Lock Co., Hurt & Cooley Co., Stanley Rule and Level Co., The Stanley Works, North & Judd Mfg. Co., Russell & Erwin and Lauders, Frary & Clark.

The Nicholson File Co., were very modest in their little morocco leather match box which showed excellent taste. Their name was not mentioned and a neat design of Lucifer with his three pronged fork in gold was the only design. Some one reported that Mr. Walter Grose was present during part of the conference, but the writer did not see him.

The Pike Mfg. Co., Pike, N. H., gave a package containing, in one box, a generous cake of pure New Hampshire maple sugar; in another a few pieces of pure spruce gum. The remainder of the package contained miniature samples of whetstones. This novel and appropriate gift was in active demand by the numerous ladies who accompanied the representatives.

Reading Hardware Co., Reading, Pa., were everywhere in evidence with their handsome souvenir book, their unique bronze toad match holder, the excellent display of their manufacture and in the tendering the services to the convention of the Ringgold Band, whose sweet strains will linger with the delegates. The bronze toad paper weight was cast in their own shops from a mould made from a large female toad which had been caught and chloroformed for this purpose. The animal afterwards came out of the anesthetic and hopped away.

Nor were the Canadians behind in the matter of souvenirs. Mr. Hardy brought with him several hundred little silk British flags and enamelled maple leaves. These were worn so freely that it looked as if Canada had taken possession of Atlantic City.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

NOTE: Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, HARDWARE AND METAL.

Edited by

W. Arthur
Lydiatt,

TORONTO.

The Confidence of the Public is Never Won by Talking Down the Goods of a Competitor.

ADVERTISING and publicity are the same yet different. Advertising consists of telling the public all the facts about certain commodities, while publicity may consist merely of keeping one's name and business before the public.

Both have their value. But advertising always gives the publicity and at the same time makes a strong bid for actual, tangible results.

The retailer needs advertising as distinguished from bare publicity, yet most retailers seem satisfied with the publicity alone. Many a retailer has made a dismal failure of advertising because he failed to understand the difference between publicity and advertising, and has bought publicity when advertising was what was needed.

And a great many of them are doing this same thing every day, wasting nobody knows how many hundreds of dollars.

Laziness, incompetence or thoughtlessness usually accounts for this misconception of the true purpose of advertising. Thoughtlessness or neglect is most generally to blame.

The merchant contracts to use a certain amount of space in the local paper because he thinks he ought to. His competitors advertise regularly and he thinks he must follow suit if he is to stand an even chance, or he buys the space because for the moment he thinks he could increase his business in this way.

The conditions under which most of my readers do business make publicity absolutely unnecessary to them. The storekeeper in the average size town in Canada does not need to spend money for space in the local newspaper to tell people he is in business and to mention the general lines of goods he carries. Everybody knows this.

What he needs is the kind of advertising that will tell people why they ought to deal with him in preference to his competitors—without, of course, casting any slurs at the competitors—and the advertising that will create needs by suggesting them.

Most people will go on buying their goods at the same store they have been in the habit of patronizing, until some more enterprising storekeeper makes a bid for their trade, and if any good reasons are advanced why the patronage should be transferred, they are likely to prove effective in securing those people's trade.

People are also thoughtless about their own needs as a general rule. It never occurs to most of us that we need certain things until their desirability is brought forcibly to our attention.

Telling them that your store is the place to buy so-and-so, without giving any reasons, is not going to get their trade.

But if at this time of year, for instance, you keep reminding them of the many different things which would add to their comfort—if you would talk about your goods in a way that would create a desire for them—it is more than likely a great many of your townsmen—even those who are your regular customers—will come to a realization of the need of some of the things you have advertised, and ten to one you will make a sale.

Bare publicity gives no reasons.

Bare publicity seldom brings results to the retailer.

The ad. which week in and week out conveys no information except that Smith & Jones are in the grocery business, and that they have the best stock of this or that in town—or that they have a full line of so-and-so—is publicity pure and simple, and even though it may in the long run show some results, it certainly does not bring sufficient results to make it profitable to Smith & Jones.

Advertising can and will certainly pay a profit if the investments are judiciously made and proper attention is given to them.

AN IDEA IS OF VALUE WHEN USED.

NOW and again I receive an expression of thanks for the helpfulness of the thoughts expressed in this department from week to week.

Several readers have taken the trouble to write, especially to express their appreciation of the value to them of the suggestions and criticisms published in this department during the past, and a good many have said that they have found these weekly discussions of advertising topics very interesting.

Of course, it is natural to conclude that all who thus expressed themselves are thorough believers in advertising to a greater or less degree, and some of the more enthusiastic of them have followed the arguments that have been advanced very closely, and have thus considerably improved their advertising by acting on the suggestions made.

It is in no spirit of self-importance that I mention these facts, but rather to emphasize the importance of the arguments themselves.

The thought expressed at the head of the department this week epitomizes what I am trying to impress on you that—"The value of a good idea lies in making use of it."

One of the first acquaintances I made through this department called on me a short time ago, and in the course of conversation thanked me for the help it had been to him in his advertising. He was rather enthusiastic over it, in fact. A comparison of the ads he is using now with those he was using a year ago easily demonstrates the value HE HAS MADE out of what he has read.

He spoke of a meeting which he had attended a while ago, when several retailers said "You just keep on sending your ads to **HARDWARE** for criticism—we get lots of pointers from it." He answered: "Why don't you send some of yours," and the reply came "Oh, we'd sooner have yours roasted."

This illustrates the reluctance of a great many people to having their advertising efforts picked to pieces.

It is sometimes discouraging, when we think we have done pretty well, to have someone who thinks he knows more about

To the Trade :

We regret that owing to the explosion of Boiler No. 3 at our Newmarket Factories on the 18th inst., and the consequent damage to the plant, the execution of orders for lard pails, candy pails and other wooden packages will be delayed. As the damage (contrary to newspaper reports) was confined to the Boiler Room, our main building and machinery, owing to their substantial character, being but slightly injured, we hope to be in a good position within thirty days to take care of all orders with which we are entrusted.

The accident does not in any way affect BOECKH'S TORONTO BRUSH AND BROOM FACTORIES nor BRYAN'S LONDON BRUSH FACTORIES, which are running full time as usual; and we can also fill orders for wash tubs, water pails, washboards, clothes pins and sundry woodenware.

Regretting exceedingly any inconvenience that may be caused to our customers, we remain,

Yours very truly,

UNITED FACTORIES, LIMITED.

Head Office } Toronto, November 19th, 1903.

it, pick the work to pieces and try to show where it's faulty. But this is never the case where a criticism is taken in the right spirit.

But even supposing we don't like to be criticised, if in the criticism we get a few pointers, isn't it well worth while to grin and bear it—then profit by it?

I find very few retailers who think they know all about advertising—even for their own business; nearly all are ever ready to take a few pointers.

If you are open to suggestions, just mark this: When you are reading something and you unconsciously say, "That's so" or "That sounds reasonable"—don't let it rest with that, but put it into practice.

When you read that you should do this or that—and you think "That's right"—why do it. And vice versa.

GOOD ADVICE FROM THREE YOUNG MEN

"If a young man will devote himself conscientiously, with his whole soul to the work he has to do, his rise is as certain as that of the sun each morning."

—George W. Perkins, thirty-nine years old, partner in J. P. Morgan & Co.

"Make yourself invaluable to your em-

ployer: study his interests in every particular: apply yourself to your task to the best of your ability, and your merit is bound to be recognized."—Alfred H. Smith, thirty-nine years old, recently appointed general manager of the New York Central Railroad Company.

"Good men are in demand more than they ever were. The man who succeeds is the man who is not satisfied merely to do the work laid out for him, but does more. There is as much chance in the steel works to-day for a young man to make himself useful and valuable as there ever was."—William Ellis Corey, thirty-seven years old, the new executive head of the United States Steel Corporation.

LOYAL TO THEIR TOWN.

ST. THOMAS men with public spirit and means might consider with probable profit to themselves and to the city a proposition that has just been put forth in Woodstock, Ont., to bring in industries to that city. The scheme seems to be feasible, in fact, it has been practiced quite extensively in Peterboro', where, in most of the large manufactures, local capital is invested. Peterboro' now has found this the best plan as it creates a greater local interest in the industries' success and almost ensures its permanency as one of the town's institutions.

The idea in Woodstock is to interest one hundred men to the extent of \$1,000 each. Thus \$100,000 would be secured in subscribing stock in reliable manufactures to be located there. It is firmly believed that these stock subscriptions would be as acceptable to the prospective manufacturer as a bonus, and at the same time more satisfaction would be given to the citizens concerned.

According to the present plan each person joining the syndicate would be called upon to pay but 10 per cent of the \$1,000 in cash when first the organization would be effected. The balance he would be expected to contribute at intervals of not less than three months' duration. This money, of course, would purchase stock in the prospective industry. A portion of it might be used too in the erection of buildings suitable for new industrial concerns, or in the purchase of sites for the same. —St. Thomas Ont. Journal.

The Toronto Street Railway Co. have closed a large contract through The Canadian General Electric Co. Limited, representatives in Canada of The Electric Storage Battery Co. of Philadelphia, manufacturers of Edison accumulators for the installation of a large chloride accumulator battery to their subway power house. The battery consists of 276 cells, having a capacity of 2,000 amperes for regulation.

PAINT, OIL AND BRUSH TRADES

PAINT AND OIL MARKETS.

MONTREAL.

THE fore part of the week was very busy, but with colder weather has come the close of navigation, and no more freight is being taken by the water routes. This practically means the close of the busy season for paint, oil and color men. Cutting in white lead is as severe as ever, and it is impossible to quote with any degree of exactitude. The figures given below are approximately correct. As was noted some time ago in these columns, very little of the cheaper lead is now being sold, and quotations for numbers 2, 3 and 4 are merely nominal. Low prices have induced heavy buying on the part of the retail trade all season, and large shipments are still being made. The grinders are scarcely to be congratulated on their large turnover of lead, for at present prices there is no money in it for them. There is a very strong demand for putty, and difficulty has been experienced in turning out sufficient to satisfy it. A number of houses have been working overtime in order to keep up with their orders. Such being the case it is somewhat strange that there should be considerable cutting in putty. Linseed oil and turpentine are unchanged. We quote:

GROUND WHITE LEAD.—Best brands, Government standard, \$4.60 to \$4.75; No. 1, \$4.25 to \$4.40; No. 2, \$4 to \$4.10; No. 3, \$3.67½ to \$3.77½; No. 4, \$3.30 to \$3.40, all f.o.b. Montreal. Terms, four months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—\$4.25 in casks, and in kegs \$4.50.

DRY WHITE ZINC.—Pure dry, in casks, 6½c.; in 100-lb. kegs, 6½c.; No. 1, zinc, in casks, 5½c.; in 100-lb. kegs, 5½c.

WHITE ZINC (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No. 2, 6c.

PUTTY.—We quote: Bulk, in barrels, \$1.50; in 25-lb. tins and irons, \$1.85; bladder putty in barrels, \$1.75.

ORANGE MINERAL.—Casks, 7c.; 100 lb. kegs, 7½c.; smaller quantities, 8½c.

RED LEADS.—Genuine red lead, in casks, \$4.25; in 100-lb. kegs, \$4.50; in less quantities, \$5.50 per 100 lb. No. 1 red lead, casks, \$1.25, and smaller quantities, \$5.25.

LITHARGE.—Ground, casks, 5c.; in less quantities, 5½c.; flake litharge, casks, \$5; smalls, \$5.50 per 100 lb.

LINSEED OIL.—Raw, 1 to 4 barrels, 46c.; 5 to 9 barrels, 45c.; boiled, 1 to 4 barrels, 49c.; 5 to 9 barrels, 48c. Terms, net cash 30 days. Delivered in Ontario between Montreal and Oshawa at 2c. per gallon advance.

TURPENTINE.—Single barrels, 83½c.; 2 to 4 barrels, 82½c. Standard gallon of 8.6 pounds. Terms, net cash in 30 days.

BENZINE.—25 to 26c.

SHELLAC VARNISH.—Pure white, \$2.60 to \$2.80; pure orange, \$2.60 to \$2.80. No. 1 orange shellac, \$2.40 to \$2.60.

MIXED PAINTS.—\$1.20 to \$1.40 per gallon.

CASTOR OIL.—8½ to 9½c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

TORONTO.

The cold weather has had its inevitable effect on trade. The volume of trade has been reduced to very small dimensions. Prices are unchanged, with about as much cutting as ever in white lead. We quote:

WHITE LEAD.—Ex-Toronto, pure white lead, \$4.75; No. 1, \$4.30; No. 2, \$4; No. 3, \$3.60; No. 4, \$3.35 in packages of 25 lb. and upwards; ½c. per lb. extra will be charged for 12½-lb. packages; genuine dry white lead, in casks, \$4.87½.

RED LEAD.—Genuine, in casks of 560 lb., \$4.75 to \$5; ditto, in kegs of 100 lb., \$5.25 to \$5.50; No. 1, in casks of 560 lb., \$4 to \$4.25; ditto, in kegs of 100 lb., \$4.25 to \$4.50.

LITHARGE.—Genuine, 6 to 6½c.
WHITE ZINC.—Genuine, French V.M., in casks, \$6 to \$6.25; Lehigh, in casks, \$6 to \$6.25.

SHINGLE STAIN.—In 5-gallon lots, 60 to 85c. per gallon.

PARIS WHITE.—90c. to \$1 per 100 lb.
WHITING.—60 to 65. per 100 lb.; Gilders' whiting, 75 to 80c.

SHELLAC.—Pure orange, in barrels, \$2.45; white, \$2.60 per gallon; No. 1, 15c. less; in less quantities 30c. extra, including price of can.

PUMICE STONE.—Powdered, \$2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots and 8c. in bbls.

LINSEED OIL.—Raw, 1 to 2 bbls., 50c.; boiled, 53c.; 3 to 5 bbls., raw, 49c.; boiled, 52c.; 6 to 9 bbls., raw, 48c.; boiled, 51c., delivered. To Toronto, Hamilton and London, 2c. less.

TURPENTINE.—Single bbls., 86c.; 2 to 4 bbls., 85c., delivered; 5 bbls. and over, open. Toronto, Hamilton and London, 2c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

WINDOW GLASS.

MONTREAL.

There is said to be considerable cutting. Prices as given last issue are nominally unchanged. We quote as follows: First break, 50 feet, \$1.70; second break, \$1.80 for 50 feet. First break, 100 feet, \$3.25; second break, \$3.45; third break, \$3.95; fourth break, \$4.20.

TORONTO.

There is not much doing, and what has been done has been at low prices, as cutting is still general. We quote from stock as follows: Star, under 26 in., \$3.80; 26 to 40 in., \$4; 41 to 50 in., \$4.50; 51 to 60 in., \$4.75; 61 to 70 in., \$5; 71 to 80 in., \$5.50, Toronto, Hamilton and London. Discount 10 per cent.

JAPANESE ENAMELS.

For artistic decorative work and baths. A great variety of tints and colors.

OIL WOOD STAINS.

"ANCHOR" Oil Wood Stains are made from permanent pigments, and when applied to ordinary wood give a perfect imitation of the various woods indicated by the name of the stain.

VARNISH WOOD STAINS.

With one application "Anchor" Varnish Wood Stains will give to common woods a close imitation of the wood indicated by the name of the stain, with a fine glossy surface.

The above specialties are good sellers and money-makers.

Send us a post card
and let us tell you all
about them.



TRADE MARK

HENDERSON & POTTS CO., Limited,

Established 1874.
HALIFAX and MONTREAL.

LINSEED OIL

Raw and Boiled

"GUARANTEED PURE"

MANUFACTURED BY

**Canada Linseed Oil Mills,
MONTREAL.**



BARRELS WANTED!!

We are open to buy good sound, oak
Linseed Oil, Turpentine, Varnish, and
Machine Oil Barrels.

If You Buy

Varnishes	Paints
Japans	Colors
Lacquers	Glues
Stains	Bronzes
Fillers	Chamois
	Sponges

WRITE TO

R.C. JAMIESON & CO.

LIMITED

MONTREAL.

AGENTS FOR ASPINALL'S ENAMEL.



Look into "ARK BRAND"
Paints and Specialties

for a line which will mean a
permanent and satisfied line of customers who will trade at
your store because they will know that you carry the best.
The profits offered by "ARK BRAND" paints are liberal, yet
the satisfaction which these paints give to your customers will
be worth many dollars every year. We are making a very in-
ducing proposition on "ARK BRAND" specialties, which in-
clude many of the best trade-producing items known. The
complete line will keep something doing in your paint depart-
ment every day in the year.

The **Francis-Frost Co.,** Limited

TORONTO, ONT.



THE SHERWIN-WILLIAMS CONVENTION.

REPRESENTATIVES from every territory in Canada and the United States and managers of the various departments and divisions of The Sherwin-Williams Co., met in annual convention at the company's general offices, Cleveland, during the week beginning November 9. The convention was most successful in every way, largest in attendance and greatest in amount of work accomplished ever held by the company. Plans and methods for the conduct of business during the coming year were considered and approved, and the whole paint situation was reviewed generally. The tone of the discussion at the sessions was optimistic. The representatives who come closely in touch with trade conditions in all parts of the North American continent, had no premonition of hard times ahead, and the past successes of the company gave confidence for the future. "Concentration" was the keynote of the convention and will be the guiding principle in the business of the ensuing year. The company will work more closely than ever with their agents. The territories covered by representatives have been cut down, and over 20 new men added to the force, so that more personal assistance can be given to each agent in placing the "S. W." products into use.

A striking feature of the convention was the enthusiasm and loyalty and "get-together" spirit that characterizes all connected with The Sherwin-Williams Co. Every single employe considers himself an integral part of the organization and takes a personal interest in all the affairs of the company.

The convention closed with a banquet in the auditorium of the Cleveland Chamber of Commerce to the representatives and all the Cleveland employes of the company. Over 700 were in attendance.

Mr. C. C. Ballantyne, of Montreal, manager of the Canadian Division, and the 20 Canadian representatives of the company, were present at the convention and took an active part in the proceedings.

ADULTERATED TURPENTINE.

The Naval Stores Review, Savannah, notes an action in a London, Eng., court against an oil dealer of that city for damages through the use of adulterated turpentine supplied by the latter. It was proved that the turpentine had been guaranteed as American turpentine, but that it was composed of 35 per cent. Russian turpentine and 65 per cent. adulterant. Judgment was given against the defendant. The Naval Stores Review takes this as proof of the superiority of

American over Russian turpentine, but a less interested opinion would be that the judgment would have been the same had the 35 per cent. turpentine used been American instead of Russian.

G. F. STEPHENS & CO., LIMITED.

THIS firm was originally located in the Spencer block, on Portage avenue, Winnipeg, Manitoba, where they started in 1882, but fifteen years ago they moved to Market street east, where a handsome three-storey brick block was erected. Last year a paint mill was erected in the rear of this building and this year an addition, 40x150, three storeys and basement, has been found necessary to accomodate the increase of business. The block of G. F. Stephens & Co. now has a frontage on Market street of 110 feet and a rear frontage on the transfer track of 118 feet. The goods carried are very heavy and the building is of the most solid and substantial character. The new section is used exclusively for a glass house and has a cap-



acity of 100 cars. It is furnished with electric hoists and arranged for the most convenient handling of this heavy and perishable material. A fine arched driveway runs from Market street to the rear platforms, over which the upper story extends, so that all unloading and loading not done from the cars is done under cover.

The paint factory in rear of the building shown is not to be included in the buildings of the year because it was completed and in operation in 1902, but it deserves mention from the fact that the business has grown so in a single year that the capacity has to be doubled and the new machinery is now being installed. As soon as this is done the company will be in a position to turn out 150,000 gallons of mixed paint per year. The machinery is all of the very latest pattern and exceedingly interesting to watch in operation. The putty machine alone turns out a ton of beautiful velvety putty each day. The increasing of the plant has necessitated the employing of several additional skilled workmen. The blending of the pretty neutral shades, now so popular for home decoration, is smart in itself, and this firm has made this feature of the paint business a specialty.—Free Press.

CHURCH'S COLD WATER

ALABASTINE

Made in Canada, by Canadian labor, from rock taken from Canadian mines.

The many superior advantages of Alabastine for wall-tinting and decorating are known and recognized the world over.

Made in twenty beautiful tints and white. Put up in moisture-proof packages—not sold in bulk.

Alabastine is extensively advertised—sells on its own merits. A good assortment of colors in stock early insures a big trade when the season opens. Jobbers' travellers will be pleased to take your orders—our men will be more than pleased. For all particulars about prices, terms, etc., address

THE ALABASTINE CO., Limited, PARIS, ONT.

R. E. THORN, 768 Craig St.,
MONTREAL.

Wholesale Agent and Importer

Dry Color, Ochres, Bronze Powders,
Aluminum Powder, Schlag Metal,
Bronze Liquids and Varnishes.

Toronto Office—29 Melinda St.

GENUINE

PRATTS ASTRAL LAMP OIL

Sold in all countries and recognized as the
highest grade oil manufactured.

WHOLESALE ONLY.

THE QUEEN CITY OIL COMPANY, Limited,
TORONTO, ONT.

Standard Paint & Varnish Works
Limited

Makers of High-Grade Varnishes, Japans,
Paints, Colors and Enamels.

WINDSOR, ONT.

HARDWARE AND METAL is the only journal in Canada concerning
itself with the paint, oil and glass interests. Its markets are trust-
worthy and full.

CONSOLIDATED PLATE GLASS COMPANY

—five warehouses completely equipped with the best Plate and Sheet
Glass, Etc. We transact business in an exceptionally satisfactory way
and invite your next order to prove it. Send it to the nearest office.

TORONTO

OTTAWA

MONTREAL

LONDON

WINNIPEG.



Paints and Paints

Some are good, some poor. If **GLOBE PAINTS** were
poor they wouldn't be 9 years on the market. It takes
a good article to live as long as that. We are not only
living, but growing. That means a good deal.

—When our salesman calls on you, pay good heed
to what he has to say.

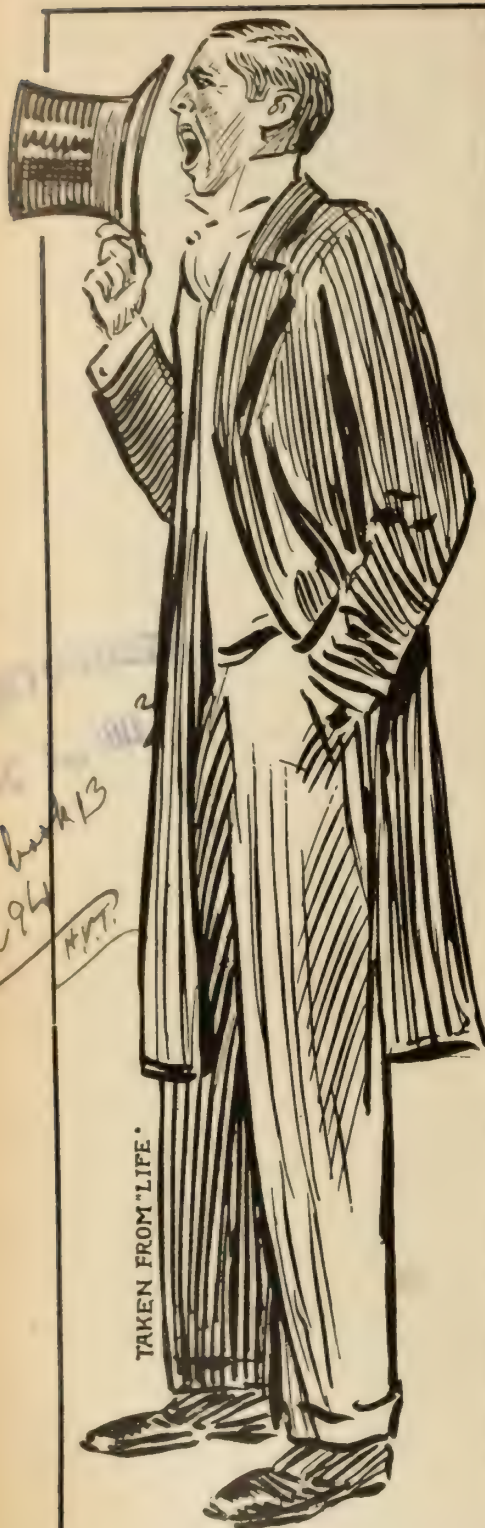
The Globe Paint Co.,
Limited
422-424 Adelaide St. W., Toronto.



"Island City Paint and Varnish Works.

We offer the Finest and Whitest **ENAMEL** in the market—Aluminum, Gold and Silver.

P. D. DODS & CO., Proprietors, Montreal, Toronto, Vancouver.



TAKEN FROM "LIFE"

This is the bored expression upon the face of every man who is importuned to buy paint and varnish said to be "just as good" as the **CANADA PAINT COMPANY'S**. Buyers, beware of substitutes. The **CANADA PAINT COMPANY'S** manufactures are the standard Canadian Paints and Varnishes.

Business Changes

ONTARIO.

THE assets of the estate of J. Harrison, lumber merchant, Burlington, are advertised for sale by tender by assignee.

Katz & Klein, hardware merchants, Tavistock, have sold out to Katz & Gingerich.

C. A. Vanettan, dealer in agricultural implements, Tilbury, has been succeeded by W. Coutts.

T. R. Pool, hardware merchant, Glencoe, has sold out to J. Wright & Sons, Strathroy; possession given January 15.

E. W. Rathbun, president and general manager of The Rathbun Co., manufacturers of lumber, pig iron, etc., Deseronto, is dead.

Thompson, Richardson & Dafoe, hardware merchants, Madoc, have dissolved partnership. Thompson & Dafoe continue in business.

QUEBEC.

The Wilson Engineering Co., Montreal, have registered.

T. Bouthillier & Co., plasterers, Montreal, have registered.

P. Daniels & Co., junk dealers, Montreal, have registered.

The Provincial Light & Power Co., Montreal, have registered.

Bennet & Moncel, electricians, Montreal, have dissolved partnership.

Beaudoin & Lapalme, manufacturers' agents, Montreal, have registered.

Williams & Wilson, dealers in machine supplies, Montreal, have registered.

L. Boiven, blacksmith, St. Sixte, has added a general store to his business.

The Montreal Plate Glass & Mirror Co., Limited, Montreal, have been incorporated.

C. E. Gagnon, Jr., manufacturer of labels, railway supplies, etc., Montreal, is dead.

The assets of M. Armaly, dealer in peddlers' supplies, Quebec, are advertised for sale.

The stock of G. Chouinard & Frere, tin-smiths, St. Aubert, has been sold at 38c. on the dollar.

Kent & Turcotte have been appointed curators to the Imperial Chemical Works, St. Johns.

A contestation of demand of assignment of J. & E. Schartz Mfg. Co., manufacturers of razor strops, etc., Montreal, has been filed.

MANITOBA AND N.W.T.

F. M. Miller, tinware dealer, Brandon, is dead.

G. R. Munroe, blacksmith, Medford, has sold out.

R. Pollock, blacksmith, Wolseley, has sold out to W. Elliott.

A. McKeller, lumber dealer, Pettapiece, has sold out to W. Shanks.

A. D. Young, blacksmith, Lauder, has been succeeded by W. McFadden.

Rankin & Affleck, general merchants, Wood Bay, have dissolved partnership.

A. Mack, dealer in agricultural implements, Carberry, is retiring from business.

The business of W. C. Kent, blacksmith, Rapid City, is advertised for sale.

R. G. Hadden, hardware merchant, Hartney, has sold out to D. W. Ferguson.

McSherry & Mitchell, hardware merchants, Weyburn, have dissolved partnership.

The stock of R. Cowen, general merchant, Langdon, has been damaged by fire.

Rutan & Fitzpatrick, hardware merchants, Melfort, have dissolved partnership.

C. F. Wood, general merchant and lumber dealer, Treesbank, has been burned out.

Bambridge & Co., hardware merchants, Souris, have sold out to G. S. Pettapiece.

A. J. Baker, harnessmaker, Brandon, has been succeeded in business by A. Ardies.

W. T. McKenzie, dealer in agricultural implements, Wapella, has sold out to L. Cardinal.

The Hamilton Hardware Co., Limited, Tantallon, have been succeeded by Hamilton, Bros. & Co.

Clarke & Thompson, dealers in hardware and implements, Grand View, have been succeeded by Clarke & Hume.

Ballim & Wilkinson, dealers in agricultural implements, Tantallon, have been succeeded by Wilkinson & Grouenthal.

The stock of the estate of S. Lebedinsky, general merchant, Carman, is advertised to be sold by auction on 27th inst.

Dayman & Chipperfield, dealers in agricultural implements, Chickney, have been succeeded by The Western Trading Co., Limited.

The hardware stock belonging to the estate of Sparling & Lauder, Crystal City, is advertised for sale by auction, December 2.

The Brandon Binder Twine Co., Limited, Brandon, have made application to have their name changed to The Consumers Co-Operative Co., Limited.

BRITISH COLUMBIA.

The Broderick Wood Co., Vancouver, have been succeeded by Gibson & Stenhouse.

The Boundary & Beaverton Mining Co., Limited, Victoria, have been granted a winding-up order.

The Phoenix Electric Lighting Co., Phoenix, have suffered by fire at Marshall Lake; loss partly covered by insurance.



THE LION BRAND.

Made under the latest English method.

Superior to all others in America.

Branch Agency:
W. LOUIS HALDIMAND, JR.,
36 St. Denis Street,
MONTREAL, QUE.

PHONE 288
P. O. BOX 368

Branch Agency:
CHAS. THOMPSON,
420 Cordova St.
VANCOUVER, B.C.

THE GUELPH WATERPROOF CLOTHING CO.

Guelph, Ont.

MANUFACTURERS OF THE CELEBRATED LION BRANDS OF

Horse, Wagon and Binder Covers, Dash Aprons, and Knee Wraps

Army Blankets, Long Coats, Suits, Hats, Wash Aprons, etc.

Ask for Quotations.

Office and Factory
HURKISSON and SURREY STREETS

ONTARIO SILVER CO.,

Limited,

NIAGARA FALLS, CANADA.

Manufacturers of **FLATWARE, CUTLERY and ELECTRO PLATE.**

Ask for our Catalogue and Quotations.



"Pullman"
Lawn Sprinkler

IS YOUR
ORDER IN ?

Send for Folder No. 14.

PULLMAN MFG. CO.
Rochester, N.Y., U.S.A.

SOLARINE METAL POLISH

Some reasons of its excellence:

Produces a dry, brilliant lustre.
Does not smut and smear (free from grease).
It is not hard on cloth or chamois.
Add to your profits by selling it.
It brings business to your store.

For good polish address

Solarine Depot, - 60 George St., Toronto

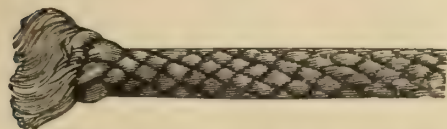


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& PUMP CO.,
Limited.

CALVANIZING.

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Park 922
Atlantic Ave., Toronto

Buy the Best.



HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

We desire to call your attention to some of our specialties which are handled extensively by the general hardware trade.

Horse Blankets (all kinds)

Rubber and Oiled Knee Rugs

Burlington-Stay-on Blankets

Plush and Woollen Knee Rugs

If you handle the above, it will be of interest to you to write us.

The Trees, Spriggs Co., Limited,

Winnipeg, Man.

Samuel Trees & Co., Toronto.

Importers and Manufacturers of Saddlery Goods.

Hardware Dealers Will Find the Most Call for

LEHMAN

Carriage and
Sleigh
Heaters



during October, November, December and January. They are recognized throughout the world as the Best Heater money and skilled labor can produce.

They burn **LEHMAN COAL** at a cost of $\frac{1}{4}$ cent per hour and from which there is no smoke, smell or danger. They are ready sellers and always give satisfaction. Therefore if you wish to make friends you should handle the **BEST**.

Lehman Heaters and Coal.

200,000 in use. It will pay you to keep a stock of our goods on hand as the demand this year will be larger than ever before. Circular and price list for the asking.

Lehman Bros., Mfrs.

10 Bond Street,
NEW YORK.

J. W. Erringer,

Gen. West., Sales Agent,
45 E. Congress St., CHICAGO, ILL.

(Mention HARDWARE AND METAL when writing.)

CHAS. P. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

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Capital and Surplus, \$1,500,000.

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Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale jobbing and manufacturing concerns, and by responsible and worthy financial fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

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LONDON, ONT.
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WINNIPEG, MAN.

MONTREAL, QUE.
TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

HEATING AND PLUMBING

TORONTO PLUMBERS ENJOY THEMSELVES.

THE great success that attended the inaugural social evenings of the Toronto Master Plumbers' Association on Monday last was certainly a very tangible evidence that the best of good feeling prevails among the membership. It is the intention to hold meetings of a social and educational nature once a month during the Winter months, the desire being twofold. First, to foster a feeling of confidence created during the Summer season in baseball and other social events; secondly, to educate the members along sanitary, heating and ventilation lines. By the reading of papers on those subjects especially prepared by experts, after which the subject under hand will be left open for the members to express their views or ask any question bearing on the paper. The programmes will be interspersed from time to time with a programme of songs and recitations.

The committee having these meetings in charge wisely decided that the first meeting should be more of a social character. A fine programme was provided, consisting of songs and short spirited addresses.

The chairman of the evening, Mr. Fred. Armstrong, in his opening remarks, showed that he is thoroughly alive to the benefits of a united association. Mr. Armstrong showed conclusively that since reorganization the Association was not only a benefit to the members, to the manufacturers and jobbers, but also to the general public. He went on to say that the Association courted the fullest investigation as to their aims and objects; he felt that the more these were known by the general public, by the architects, and by the manufacturers and jobbers, the more sympathy would be accorded the Association in its efforts.

The Association wished to elevate the professional ideals of the members; they wished to educate all who followed the art to a true conception of sanitary laws and conditions. Surely none could condemn this, neither would any deny the right to those who performed an honest job to make an honest percentage on the same. The better class of work being performed should command better pay.

Mr. Armstrong concluded an able speech by extending a hearty welcome to the large number present, especially the large representation from the manufacturers and jobbers present, amongst whom were noticed:

W. H. Garrick, of the Garney Foundry Co.
in charge.

Peter P. McMichael, of the Dominion Radiator Co., Limited.

J. H. Patterson, of the Toronto Hardware Co.

H. W. Anthes, of the Toronto Foundry Co.

A. A. McMichael, of the James Robertson Co., Limited.

Chas. Morrison, of the James Morrison Brass Mfg. Co.

W. B. Malcolm.

A. D. McArthur.

Mr. Mean, of Cullum & Johnson Co.

W. S. Jackson.

These gentlemen spoke words of encouragement and appreciation of the efforts of the Association in improving the standards of the trade. They thought too much praise could not be given for the good already accomplished.

City representatives of the various firms were also present in the persons of R. Cluff, E. Brewer, W. Helliwell, W. J. Spence, W. Cluff, E. Rogers, C. World and others.

The efforts of those who took part in the program of song and recitation was fully appreciated. Bert Harvey rendered a number of songs in his usual taking way as also did Messrs. Street, Fiddes, Fulton and Lowndes. "Joe" Murphy gave a recitation in capital style. A pleasing feature of the evening was the song and mouth organ solo by Peter McMichael.

Secretary Meredith, in his remarks, congratulated the manufacturers and jobbers on the formation of an association, which was the outcome of the organization of the Plumbers' Association. He felt sure that the relationship between the two associations would be of great benefit. He thought it was the duty of the members of his association to aid the manufacturers and jobbers in every possible way. The new association was a provincial one, and no doubt would extend the same courtesy to the master plumbers throughout the province as was accorded to the Toronto association, in which case provincial organization would be very materially helped. The next meeting is to be held on the fourth Monday in December, and will be in charge of George Clapperton, of The Bennett & Wright Co., Limited, who is determined to outdo the efforts put forth by Mr. Armstrong.

ROOFING MATERIAL IN SNOWY COUNTRY.

REFERRING to the use of roofing in districts where the snowfall is heavy, Geo. Huston, of Sandon, B.C., writing in The Lead and Zinc

News, says: My attention has been drawn to the fact that the use of wooden shingles is unsatisfactory, for the reason that the water from the melting snow is partly absorbed by the surface of the shingle. This freezes the snow above into a solid mass, which it is impossible to take off without serious damage to the roof. Such roofs require extra heavy bracing underneath to compensate for the increased weight borne. The roof must have an abnormal pitch to carry off the water. The constant pull on the shingle loosens the nails and allows oxidation below the nail head.

With sheet iron roofing (painted), although the pitch need not be so abrupt, the snow has the same tendency to stick. This is probably due in part to the roughness of the surface; also to the oil in the paint, which appears to hold the water in globules until it freezes. Any attempt to clear the roof of snow, especially with iron pointed shovels, scrapes the paint, leaving the iron surface subject to oxidation. Unless repainted, the life of the roof is very short. In the hot sun if the paint is of poor quality, it blisters, exposing the iron surface. This class of roof is ranked below the wooden shingle in snow countries.

With the galvanized sheet iron roofing, the snow does not appear to have any holding surface. It will stay on to a certain depth, and then the weight will overcome the hold on the surface, sliding it off. It never, with a reasonable pitch, has to be shoveled off. Its life is therefore greatly increased. It requires no painting to protect its surface. There is no pull on the nails. If put on with galvanized nails it makes an extremely durable covering. Even on roofs with very moderate pitch, requiring shoveling, it shovels easier, in fact the snow only requires pushing off with wooden scrapers. It makes a very durable roof covering for countries having a heavy fall of snow.

Close study and observation lead me to believe that the ideal roofing for such countries is one wholly of sheet zinc. It should be put on with zinc nails. Its higher first cost will be paid back many fold in decreased expense for repairs. It saves labor when used on pitch roofs in keeping itself clear. It is easier on the building, as the weight of snow is not there to strain the roof timbers. It solves the problem for a durable, economical covering in districts where the heavy snowfall is a most aggravating factor, as any one who has had experience can testify, in leaky, strained roofs.

INDUSTRIAL GOSSIP

HARDWARE AND METAL would be pleased to receive from any authoritative source industrial news of any sort—the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news, etc. All such correspondence will be treated as confidential when desired.

THE Montreal Box Co., Limited, Montreal, have been incorporated with a capital stock of \$100,000, to manufacture and sell cigar and tobacco boxes and take over the business carried on in Montreal by Adam Beck. The provisional directors are: Adam Beck, London, Ont.; F. E. Meredith, A. E. Woodworth, K. R. Macpherson, C. S. Campbell, all of Montreal.

The Montreal Plate Glass & Mirror Co., Ltd., Montreal, have been incorporated with a capital stock of \$25,000, to carry on the business of a plate glass and mirror company in all its branches. The provisional directors are: W. V. Eastmure, H. S. Lighthourne, A. Stewart, Montreal; and G. H. Henshaw, St. Hyacinthe.

The Canada Bean Co., Ltd., Ridgetown, Ont., have been incorporated with a share capital of \$50,000, to deal in beans, grain and all kinds of produce. The provisional directors are: J. A. Elliott and W. C. Newman, Ridgetown; J. B. Stringer, S. M. Glenn and H. J. Stephens, all of Chatham; P. Haggart, Blenheim, Ont.; and Chas. McLaren, Highgate, Ont.

The Leishman, Maundrell Lumber Co., and The Clarkson Bros. Co., lumber dealers, both of Woodstock, Ont., have amalgamated and will be known as The Woodstock Lumber Co., with a capital stock of between \$75,000 and \$100,000. A large three-storey factory, equipped with every modern facility for the manufacture of lumber and builders' supplies will be erected in Woodstock.

Steamship Senlac Co., Ltd., Rothesay, N.B., have been incorporated with a capital of \$80,000, to complete the construction of the steamer to be called the Senlac, and to carry on regular steam communication between New Brunswick and Nova Scotia. The directors are: R. Thompson, P. W. Thompson, A. Porter, J. R. Thompson, J. H. Thompson, J. R. Armstrong, R. S. Ewing and R. T. Leavitt, all of St. John, N.B.

The Duplessis Independent Shoe Machinery Co., Ltd., St. Hyacinthe, Que., have been incorporated with a capital stock of \$2,000,000, to carry on the trade and business of a foundry and general manufacture of machinery of all kinds, but especially that machinery used in the manufacture of shoes. The provisional directors of the company are: J. C. Desantels, P. A. Labadie, C. A. Beaudry, E. Cartier, J. E. Turcot, E. St. Jacques, all of St. Hyacinthe.

M. P. Davis, contractor, Ottawa, has been awarded the contract for the approaches to the Quebec Bridge. This includes nine miles of track and a new 800 ft. steel bridge across the Chaudiere, to cost \$210,000. Mr. Davis will construct the piers and masonry work on this bridge, while the steel portion will be constructed by The Dominion Bridge Co. The amount of the contract for the completion of the whole work, including the Quebec terminal, is not yet given out, but is not less than \$1,000,000.

NOTES.

Parishboro, N.B., is to have a wooden ware factory.

The Collingwood, Ont., Meat Co. intend enlarging their factory.

D. H. McLeod, Sherbrooke, is reopening a carriage and sign paint shop on Factory street.

The Truro Foundry & Machine Co., Westville, N.S., are about to erect a machine shop, 150 x 55 feet, on their foundry premises.

Mackenzie & Mann, of the Canadian Northern, have announced that the railway will be pushed beyond Regina, N.W.T., next Summer.

The Canada Paper Co., Windsor Mills, Que., ground their first wood in their new pulp mill this week, and will shortly be in full operation.

The International Harvester Co. will commence immediately to build a two storey structure 60x90 feet, at Ottawa, to cost \$12,000, to serve as a warehouse.

An expert electrician is expected to day to repair the municipal dynamo recently purchased by Galt, Ont. The incandescent lamps gave light on Saturday night.

The Coe Mission Co., incorporated in the United States, have been granted a license to carry on in Ontario the business of dealing in grain, produce, etc., not using a sum greater than \$50,000.

The Meaford, Ont., wheelbarrow factory of Cleland Bros., has developed from a small beginning to an industry of large proportions, and is now shipping goods to European markets, including Cape Colony.

The Singer Sewing Machine Co. have decided to erect a plant in Canada, but the reports in the daily press to the effect that a site has been chosen are premature, the choice not yet having been announced.

The Saskatchewan Land & Homestead Co., Ltd., incorporated under the laws of the Dominion Government have been granted a license by the Ontario Government to carry on their business in Ontario.

John Dewhurst & Sons, Ltd., incorporated under the laws of the Imperial Parliament, have been granted a license to dispose of in Ontario goods manufactured in Great Britain and used in Ontario in a sum larger than \$10,000.

The Smith & Baker Co., glove and mitt manufacturing company, Dundas, Ont., have amalgamated with the Double Use Glove & Mitt Co. of Chicago, with a capital stock of \$200,000. The business will be carried on in the present premises, which will be enlarged.

The Dominion Government have granted a subsidy for the construction of a floating drydock at Vancouver, B.C. The dock will be 500 feet long and will accommodate vessels of 11,000 tons. It is stated that the construction of the dock will be commenced at once.

The B & I Bras Filled Corset Co., Toronto, have been incorporated with a

The Grey and Bruce Portland Cement Company of Shallow Lake, Limited,

Manufacturers of

"Hercules" and "Lion" Brands

of

PORTLAND CEMENT

Unsurpassed for Sidewalks, Floors, and all work requiring the Highest Grade of Portland Cement.

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WE WILL SELL

and want to see The Ormsby Skylight through the local hardware dealer. This skylight is the best most saleable and most economical manufactured. It is absolutely fire and weather proof.

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can strengthen your connection with the building trade in your locality by getting an agent. Write us for particulars—no names and figures.

A. B. ORMSBY & CO.,

Cor. Queen and George Streets
TORONTO, ONT.

SMALL GAS ENGINES.

THE gas engine is being installed in a great many small shops which for work used steam as motive power, and this with very high priced gas—\$1.25 per thousand feet, says The Metal Worker. Either the boilers have given out, or the engines, sometimes coal is too dear. Whatever the particular reason may be, the gas engine is doing the work that steam did with entire satisfaction and marked economy. Its mechanism is simpler than that of the steam engine and is readily comprehended in its management by persons of ordinary intelligence. The economy of gas engines varies greatly, being governed wholly by the price of gas. With natural gas at 10c. per thousand feet, producer gas at 50c. and illuminating gas at whatever companies choose to sell it for, gas engines are still much cheaper to run than steam engines, and there is no question but that they are making great inroads on the small engine and boiler business. It is said to be possible to get 1 horse power from 1 pound of coal reduced to gas, but steam engines are doing well when they produce 1 horse power from three times that amount of coal. The gas engine of the future, however, will materially reduce the consumption of coal, or gas, which is the same thing, for there are material losses in it, due to phenomena not yet fully understood. Mr. Grover, an English gas engineer, made some experiments recently to measure the actual and theoretic efficiencies of gas engines and finds that there are great discrepancies between what is theoretically possible and the gauge pressures registered in the cylinders direct with different volumes of gas and air. In a ratio of gas to air of 15 to 1 it was found that the observed pressure was 31 pounds absolute—that is, above the atmospheric pressure, while the theoretical possible pressure is 73 pounds; with a ratio of 10 gas to 1 air, the observed pressure was 63 pounds absolute against 92 pounds calculated; at a ratio of 6 to 1, air to gas, the pressure upon explosion was 77 pounds absolute, while the calculated pressure should have been 119 pounds. This loss of efficiency has proven a puzzle to investigators, and they account for it by various speculations, such as thin film of water on the cylinder walls, absorption of the heat of explosion by the metallic portions exposed to the inflammation of the gas and losses directly attributable to the water jackets. If heat is a mode of motion, as an English scientist holds, then the gas engine is most wasteful; a gas engine of 35 horse power known to the writer discharges at each exhaust a tremendous volume of heat, quite sufficient to do a great deal of work elsewhere; that this work should be done in the cylinder goes

without saying. The report made by the exhaust is like that of a small cannon, showing that for some cause or another a large part of the energy of the explosion is dissipated on the air. This engine has the reputation of being a superior one of its class, but that there is room for further improvement is apparent.

"ECONOMY" STOCKS AND DIES.

The James Morrison Brass Mfg. Co., Limited, Toronto, are offering to the Canadian trade "Economy" dies, in which the highest grade of steel is used at the vital parts, where the thread is, and which are at the same time extremely light in weight and are so constructed that the shavings do not clog up in cutting. Both stocks and dies have places for putting the oil where it will do the most good, and also clearance for chips. The handles are made of steel pipe, and knurled to prevent the hands from slipping. Further information will be supplied on request.

BUILDING PERMITS ISSUED.

MONTREAL.

Wm. Demers, 1625 St. Hubert street, for alterations to 1623 and 1625 St. Hubert, to cost \$1,200 each.

Arthur Paquette, on 610 St. Catherine street, a house and store combined; dimensions 22x54, to cost \$1,200.

John Thompson, 439 Gain street, a building forming three dwellings, dimensions 25x46; to cost \$2,800.

Machael Taillow, 502 Drolet, two houses on Frontenac, each forming two dwellings; dimensions 20x40; to cost \$1,400 each.

Omer Renaud, 1565 St. Hubert street, to erect on Boyer street a house forming two dwellings; dimensions 21½x31; to cost \$1,000.

J. S. Prince, 33 St. Lawrence, to erect on Cadieux and Mt. Royal, three houses, each forming a dwelling house and store; dimensions 47x32; to cost \$1,500 each.

J. Ereleigh & Co., Vitre and Elizabeth streets, for alterations to house on corner Vitre and Elizabeth, to cost \$5,000.

TORONTO.

T. A. Russel, brick dwelling on Walmer Road, to cost \$5,200.

Ontario Wind Engine Co., brick shop on Pacific avenue, to cost \$4,000.

Arthur Mitchell, stone and brick dwelling on Rathnally avenue, to cost \$5,600.

Crawford Bros., alterations to store on corner Yonge and Shuter streets, to cost \$5,000.

Andrew Nelson, a pair of semi-detached brick dwellings on Manning avenue, to cost \$2,000.

Queen City Plate Glass Co., a two-storey brick addition to warehouse on Victoria street, to cost \$1,500.

Firstbrook Bros., one-storey brick boiler-house on Ontario street, to cost \$3,000.

Melville Bertram, brick residence on Walmer Road, to cost \$4,000.

Map & School Supply Co., a four-storey brick store building on 36 Adelaide street west, to cost \$8,000.

D. Worts Smart, a two storey and attic stone and brick detached dwelling on Chestnut Park Road, to cost \$7,000.

PLUMBING AND HEATING NOTES.

The contractor engaged in digging the Port Arthur, Ont., Waterworks drains has given up the job, and the town will continue the work.

The G.T.R. are installing electric lights in the station, freight offices and yards at Sherbrooke, Que.

Councillor Mills, Woodstock, Ont., is having a by-law prepared, which will come up at the next meeting of the council for the submission to ratepayers at the time of the municipal elections, asking for their approval of the purchase of the gas and electric light plant.

BUILDING NOTES.

A new storey is being added to the Leland Hotel, Glenboro, Manitoba.

The International Harvester Co., Chicago, have announced that they have had plans prepared by its construction department for a number of structures to serve as offices, salesrooms and warehouses in various cities throughout the Northwest. Among those on which immediate work is ordered is a two-storey structure, 60x90 feet, at Ottawa, Ont., to cost \$12,000.

Building operations in Winnipeg jumped from two and a half millions in 1902 to over six millions in 1903. But in the language of a Canadian statesman, at present out of a job, "just wait until you see us next year."

A \$30,000 post office is to be built at St. Louis, Que., near Montreal.

J. F. Brown, architect, Toronto, is getting out plans for a cottage at Lorne Park, a pair of houses in Rosedale, and a house at Scarborough.

The following have been awarded contracts by The Clark Lithographic Co. for their new building at the corner of Simcoe and Pearl streets: concrete footings, Harvard & Leech; masonry, Brown & Love; structural steel, Canada Foundry Co.; iron and galvanized work, and tinsmithing, A. B. Ormsby. G. W. Gowinlock, Toronto, drew the plans of the building.

A building boom is on at Elmira, Ont. Among the buildings erected are a factory for The Elmira Furniture Co., five houses for The Elmira Real Estate Co., and an addition to Heimbecker & Jung's factory.

"DOMINION BRAND" TARRED FELT

EXTRA HEAVY for
LUMBERMEN'S use

"SHIELD BRAND" Ready-Roofing, 2 and 3 ply.

ORDER NOW BEFORE THE RUSH!

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Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

Translucent Window Signs

For advertising hardware specialties.

None Better.

Write for samples and prices to

J. N. WARMINTON,

207 St. James St., MONTREAL

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and

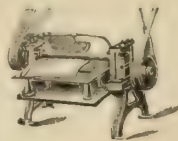
ELECTRO-PLATING.

Get your customers to commit to you for replating their shabby silverware. Then communicate with me to find out what it will cost to restore to original beauty these pieces. You will make some money; so will I, and your customer will pay the bill cheerfully

D. SUTHERLAND

112 Church Street, - - TORONTO

G. A. Crosby & Co. of Ontario, SARNIA, ONT. LIMITED



Manufacturers of

Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal

H. W. Petrie, 141-145 Front Street West, TORONTO - Selling Agent.

IRONSIDE FOR IRON

Our Specialties are **British and Foreign Iron and Steel, Metals, Bars, Plates, Sheets, Bolts and Nuts, Tin Plates, etc.**

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We Publish Monthly a "CANADIAN METAL PRICE LIST," giving quotations in Dollars and Cents, (C.I.F.) also "WEEKLY MARKET REPORT."

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IRONSIDE, SON & CO., 16 Water Lane, Great Tower St., E.C. London, England

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Gauge.
Steel and Twist Barrels

Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest
"Take Down"
Gun Made



HARRINGTON & RICHARDSON ARMS CO.

Also makers of H. & R. Revolvers.

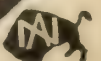
Catalog on request. Worcester, Mass., U.S.A.



STUDY THE PROFIT SIDE OF YOUR BOOKS

and you'll find that there is money in the Morrison line of brass and steam specialties, bathroom appliances, valves, etc. If you don't carry these lines you are letting profits get away from you. Wise hardware dealers also find our line of electric and gas lighting fixtures is one of the best trade-getting, profit-producing lines in Canada.

The James Morrison Brass Mfg. Co., Limited, Toronto, Ont.



GLASS GLASS GLASS

Send in your specification now. Large stocks are arriving, but orders are also continually breaking up assortments. Let us supply you with Star, Diamond and Double—good brands—nice quality. Also 26-oz., 32-oz., Enamelled, Rolled and Colored.

A. RAMSAY & SON
GLASS IMPORTERS
MONTREAL

We sell

Pig Iron.
Ingot Tin.
Ingot Copper.
Zinc Spelter.
Pig Lead.
Babbit Metals.
Solder.
Cotton Waste.

We buy

Scrap Rubber of all kinds.
—Rubber Boots and Shoes.
—Rubber Bicycle Tires.
—Rubber Carriage Tires.
—Rubber Hose.
—Rubber Springs.

We buy

Drosses of all kinds.

—Tin,
—Lead,
—Type Metal,
—Zinc

Brass Ashes.
Metal Residues.

We buy

Scrap Metal

—Iron,
—Copper,
—Brass,
—Zinc,
—Lead.

FRANKEL BROTHERS,

MONTREAL,
92-98 Wellington St.

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EMPIRE MFG. CO.

MANUFACTURERS OF

HIGH-CLASS, UP-TO-DATE

Plumbers' and Steamfitters' Supplies

Estimates on Special Castings and Work.

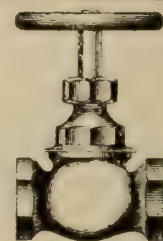
Sole manufacturers of the STEVENS EMPIRE LOW-DOWN COMBINATION CLOSET, the only up-to-date low-down Closet on the market.

We make the **Webber Pattern Gate Valve**, the best and most improved Gate Valve on the market; **Genuine Jenkins Disc Valves**, and **Standard Valves**.

We use nothing but the best selected steam metal. All our goods are made from new improved designed patterns. Send for samples and prices. Highest price paid for old Copper and Brass.

ORDERS SOLICITED.

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STEVENS' IMPROVED



CHILDREN'S SLEIGHS



Flat Sleds,

Coasters,

Post Knee Cutters,

Bent Knee Cutters,

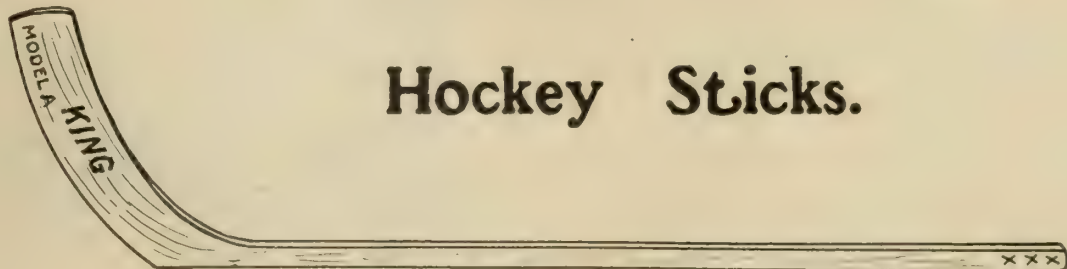
Oak Fender Sleighs,

Bow-Runner Sleighs,

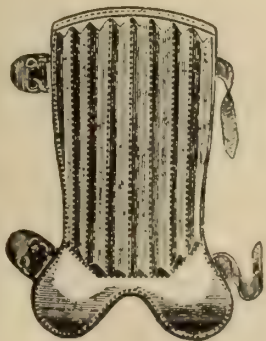
Bent Rails,

Baby Sleighs,

LARGEST VARIETY OF STYLES AND SIZES
FINEST DECORATIONS
COLORED ILLUSTRATIONS AND PRICE LIST ON APPLICATION



Hockey Sticks.



Hockey Sticks, Shin Pads, Pucks

The "King" and "Dundonald" models are the best Hockey Sticks that can be made at any price. They retail for 50c.

Our boy's stick to retail for 10c. is the biggest value we ever offered in a junior's stick.

WRITE FOR PRICES.

NERLICH & CO.,

146-148 Front Street West,
(OPPOSITE UNION STATION)
TORONTO, ONT.

Iron and Steel Bars

PROMPT SHIPMENT.

LONDON ROLLING MILL CO., Limited,
LONDON, CANADA.

PAGE-HERSEY IRON & TUBE CO.,

GUELPH, CANADA,

Limited

MANUFACTURERS OF

BLACK AND GALVANIZED

WROUGHT MERCHANT PIPE

OF SUPERIOR QUALITY AND FINISH.

OUR
TRADE MARK

AUER LIGHT MANTLES
LONGEST LIFE & BRIGHTEST

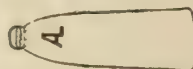
OUR
TRADE MARK

The Value of Annealing.

Annealing is the most costly step of mantle making—consequently a cheap mantle cannot be properly annealed—That is the reason a cheap mantle caves in like this if you lay it on its side, after burning off the coating—Try one—They injure your trade.



Mantles branded **A** are thoroughly annealed over pressure gas—They fit the burner—They don't shrink—They stand up this way—They are reliable—They help your trade.
—We are the sole manufacturers of **A** mantles.
—Write us if you are interested.



Lowest prices on Mantles, Shades, Chimneys, Globes and Sundries.

AUER LIGHT CO., MONTREAL.

THE MAN WHO HESITATES IS BOSSED.



Do not hesitate to pick up and carry a good line. If you do not know about Dunlop Horseshoe Pads we supply the information in handy shape. The booklet "Horseology" is plain, easy reading on the subject. It is bringing in many inquiries to our head office and we want you to handle this trade. We will be pleased to a big smile to turn our orders over to you if you are on the spot they came from.

DUNLOP "IDEAL" HORSESHOE PADS

are just as oats to a horse: Prolong his working life—make him serviceable into real old age—prevent cracking and splitting of the hoofs—prevent and cure lameness—prevent balling and slipping on winter footing.

"Horseology" will interest you. Write



THE DUNLOP TIRE CO., Limited,
TORONTO, CANADA.

Agencies: Montreal, St. John, Winnipeg, Vancouver.

share capital of \$100,000, to manufacture and deal in corsets and ladies' furnishings. The provisional directors are: J. D. Belcher, C. H. Bastow, H. G. Snider, and Chas. Millward, all of Toronto.

The Mikado Gold Mining Co., (1903), Ltd., incorporated under the laws of the Imperial Parliament, have been granted a license to carry on in all its branches the business of a mining, - milling, reduction and developing company, in Ontario, using a capital of not more than \$175,000.

The Clark, Wood Co., Ltd., London, Ont., have been incorporated with a share capital of \$50,000, to carry on a whole sale millinery, mantle and fancy dry goods business. The provisional directors are: A. W. Clark, Geo. Wood, Jas. English, Arthur Ash and A. McGowan, all of London.

The Imperial Construction Co., Ltd., Toronto, have been incorporated with a capital stock of \$199,000, to carry on the business of a contractor of public and private works. The provisional directors are: C. A. Masten, J. R. L. Starr, J. H. Spence, T. E. Wilson and E. P. Roden, all of Toronto.

The Masonic Hall Co., of Tilsonburg, Ont., Ltd., have been incorporated with a share capital of \$10,000, to erect and lease a public building in Tilsonburg. The provisional directors are: Wm. McDonald, John McDonald, J. Aspinall, H. McQueen, L. B. Livingstone, W. R. Hobbs and D. M. Colburn, all of Tilsonburg.

Westerners agree that the boom is on in Alberta. Railroad trains are taxed to their utmost capacity with passengers and freight. Towns are springing up in all sections. Edmonton is growing at great strides, and a number of fine ware houses are in course of erection. In Calgary the development is equally rapid.

The Edmonton Investments, Ltd., Toronto, have been incorporated with a share capital of \$500,000, to carry on the business of an investment company. The provisional directors are: R. Se cord, E. D. Grierson, O. W. Bishopric, J. A. Powell, C. S. Wallis, J. B. Mercer and W. D. Beck, all of the district of Alberta.

D. C. T. A. PRESIDENTIAL NOMINEE.

MR. JAMES S. N. DOUGALL, who has been nominated a candidate for the presidency of the Dominion Commercial Travellers' Association, is the senior partner of the firm of McCaskill, Dougall & Co., Montreal, manufacturer of varnishes, and is known as one of the city's "solid" business men.

Mr. Dougall is a native Canadian, having been born in Montreal 50 years ago. He was educated at the High School, and afterwards in Liverpool, Eng. At the age of 16 he began his commercial career, and has ever since been identified with the

varnish manufacturing industry of Canada.

He was for 21 years with McArthur, Cornille & Co., during which time he was ten years a partner of the company. In 1892 he joined the firm of which he is



James S. N. Dougall.

now at the head. Mr. Dougall is generally conceded to be a foremost authority in the Canadian varnish industry.

The nomination of Mr. Dougall for president of the Dominion Commercial Travellers' Association came as no surprise. He has long been a prominent member of that body. For 27 years he has been a member; for the past three

years he has been treasurer of the association, and he was previously a member of the board of directors. Apart from the travellers' association Mr. Dougall is connected with many of the leading Canadian commercial bodies. He is a member of the Canadian Manufacturers' Association, and has been on the Montreal and Toronto executive boards; he has been a member of the Montreal Board of Trade since 1887, and is also a worker in the Montreal Business Men's League.

Canadian sports have found a good friend and supporter in Mr. Dougall, and he is a member of the Royal St. Lawrence Yacht Club and a life member of the Montreal Amateur Athletic Association.

Few Canadian buyers of varnishes but are familiar with Mr. Dougall's genial countenance. For more than 16 years he has travelled all over the Dominion. The varnishes of his company have long held a high place in the esteem not only of Canadian but of American buyers and users as well. The aim of the makers has been to produce a varnish combining the durability of the English varnish with the workability of the American. That they have succeeded is shown by the fact that all the principal Canadian railways make large use of these varnishes, while the firm also export largely to the United States. In spite of the heavy tariff on the varnishes, many railways, carshops, train companies, etc., in the United States insist on using McCaskill, Dougall & Co.'s make. The company have a factory in Point St. Charles covering some 32,000 square feet. The factory and plant are of the most modern construction, perfected by both English and American experts. The head offices are in Montreal, but the company have also a branch office and warehouse in Boston.

NOT INFALLIBLE

So, if you please, return any sheet of Apollo in which you find the least fault.

It is human to make mistakes; we expect them; but we are responsible for them; don't cover them up.

Quick service.

Return a whole sheet for an inch of fault.

American Sheet Steel Company, New York
Representatives for Canada
B. & S. H. Thompson & Company
33 St. Sulpice Street
Montreal

IMPRESSIONS OF THE GREAT WEST

Gathered During a Transcontinental Tour with the Canadian Manufacturers' Association.

By W. L. E.

IN British Columbia nearly every one seems to be interested in mining. I don't mean altogether in a financial way, but interested enough to talk about it. In the purely mining districts it crops up in nearly every conversation, although possibly we easterners were sometimes responsible for its being drawn into the conversation. But even if we were, I do not think we need to apologize. The subject impressed itself upon us the moment we entered the province; indeed, even before we were within its boundary lines. When sailing over the sea one occasionally thinks of the teeming millions of fish which are swimming about underneath, but when

In the mining districts most people carry a miner's license, without which no man can stake out a claim. These licenses only cost \$5, and the possessor of it, when he discovers what he believes to be land rich in mineral properties, has merely to stake out his claim and register it in the nearest registration point. "It is a handy thing to have with you," remarked one Nelsonite. "Although I have never struck anything yet I always carry one." But like Micawber, he was expecting something to turn up some day; but from what I could gather the men who strike it rich are relatively few in number. On the steamer running from Nelson to Kootenay Landing was one of

As we approached Rossland there was a good deal of good natured bantering among some of our party in regard to the money which more than one of them



Main Street, Winnipeg

skirting mountains, or climbing them, as one is doing continuously for about 500 miles, when travelling through the Rockies westward, and remembering that the "sea of mountains" as Grant called them 30 years ago, are rich in minerals, one can scarcely avoid talking about mines and minerals. When travelling on train or boat, or resting in some hotel, any one who was in authority, or supposed to be in authority on mineralogy, soon had a group of eager listeners, and it was seldom we failed to get some interesting information on such occasions.

the few fortunate ones. He was a young man, a student. His home was in the United States, and during the last three years he had spent his holidays prospecting in British Columbia and had with his brother struck some rich claims in the Boundary District. He was well informed and was the most interesting conversationalist on mineralogy that I came across during our journey. He was now homeward bound for the purpose of applying himself closely to his studies in order to blossom out as a civil engineer



Landing our Party at Kootenay Landing.

had lost in mining speculations in that district. One man remarked that he was going to see the hole into which his money had gone. "There will be some satisfaction in that," he declared amid laughter. His remark was so apt that it became a by-word for a day or so. Our visit to Rossland was under rather unfavorable conditions. Snow had fallen the day before, and when we reached the town rain was falling and we had to plough our way through much slush. This, by the way, was our first actual contact with snow, although of course we saw much of it on the distant mountain peaks, from the time we caught our first glimpse of the Rockies. When we arrived at Rossland we found an enter-



On a Siding, in the Crow's Nest Pass.

...merchant with a box of rubbers on the platform. He had anticipated a demand for rubbers, and he was not mistaken. His box was soon empty and his pockets well filled with money, for although his prices were surprisingly



Cascade Mountain, Banff.

moderate under the circumstances, he had had many customers to supply. Notwithstanding the weather, our visit to Rossland was anything but unpleasant. The people were most hospitable and did everything in their power to entertain us. The mines were of course visited, but the centre of attraction was the Le Roy property. After entering the tunnel of this mine some of our party descended in the cage to the bottom of the main shaft, some 1,300 feet, while others ascended in a cage to the top of the mountain, some 370 feet. At the top were situated the hoisting machinery, the big grumbling crusher, which swallowed up the ore as fast as it was thrown into it, and the carriers which conveyed the crushed ore to the cars and dumping ground to be ultimately shipped to the smelter. Nearly all the work in the LeRoy mine is



The end of Car 7. Mayor J. S. Hamilton on Duty on Reception Day.

done by machinery and the various processes were watched with a great deal of interest, particularly by those who for the first time were visiting a modern equipped gold mine. Nearly all took

away specimens of ore, but when they found that the bright shining particles in the ore was iron pyrites and not gold few of them retained these specimens till they reached home. In spite of the inclemency of the weather I think we all felt well repaid for our visit to Rossland, and even those who had lost money in unwise speculations in the boom days, forgot to look for the holes into which their money had disappeared. The hopes and aspirations of the good people of Rossland were a little in the ascendancy when we were there. Labor difficulties were disappearing, but what was developing the spirit of optimism more than anything else was the results that were expected from improved methods in extracting the gold from the ore, thus enabling a profit to be obtained from a much lower grade of ore than has been possible in the past. The appearance of Rossland much surprised me. I had not expected to see its buildings, its sidewalks and indeed its general appearance so modern. The granolithic sidewalk has reached there, and in width it would put the sidewalks in some of our modern eastern cities to shame.

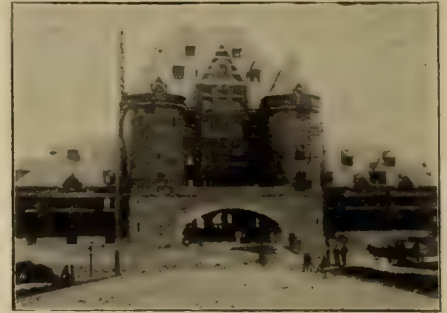
* * *

No part of our journey was scarcely more interesting than that to and from Rossland. This was because the railway was different from any other we had travelled over. The grades were steep and the curves sharp; but it was the switch backs that most excited our curiosity. These switchbacks are on a mountain side near Rossland. They have been conveniently placed at points where the locomotive is likely to get out of breath, and at which, after opening a switch, the locomotive follows and the end car takes the lead. Then we have vice-versa again and again until the "iron horse" finally takes its place permanently at the head of the train, and steams into Rossland with its head as high as if it never had to take the tail end of the procession.

NICKEL-PLATING.

In the early experiments with nickel-plating great difficulty was experienced on account of the tendency of layers of electro-deposited nickel to peel off. This difficulty has been more or less successfully overcome, and various secret "dopes" are used by practical platers to get a firm deposit. A patent has been granted to Thomas A. Edison for the following method by which a thin electrolytic deposit of nickel on iron or steel can be rendered firmly adherent. After completed electrolysis the nickel-plated pieces of iron or steel are brought into a non-oxidising atmosphere, for instance of hydrogen, and

heated to a temperature sufficient to weld the film of nickel to the iron or steel backing. A bright yellow heat is required for that purpose. The contact thus produced between the nickel and iron or steel is so perfect that sheets plated in this



C.P.R. Station at Vauclaver.

way can be formed into various articles by the drawing or stamping process without cracking or flaking the film.

HAMILTON TRAVELLERS.

The annual meeting of the Hamilton branch, Commercial Travellers' Association of Canada, was held in the New Royal on Saturday evening. It was decided to hold a conversazione during Christmas week. The membership in Canada has grown to 6,400, and the reserve fund now amounts to over \$400,000, which shows its affairs to be in a most flourishing condition. The amount paid out this year in death claims was \$40,000.

The nomination for officers to represent the Hamilton branch was as follows: First vice-president, Fred T. Smye, elected by acclamation; second vice-president, Capt. J. H. Herring, elected by acclamation; for directors, six to be elected—H. C. Wright, E. J. Fenwick, Jas. Hooper, G. A. Matheson, G. M. McGregor, W. G.



The Chalet at Lake Louise.

Reid, J. S. Reid, E. E. W. Moore, Ed. McCoy, R. Stewart.

The St. John Board of Trade are taking steps to induce the Dominion Government to carry out considerable harbor improvements at St. John.

Information Wanted

We want—or rather our Advertising Department wants—
answers to these questions :

1. *Are you influenced in your buying by trade newspaper advertising?*
2. *What instance or instances can you recall of purchases made or orders given that proved particularly advantageous to you through an advertisement in Hardware and Metal? Give particulars.*
3. *What line or lines of goods sold by you are not advertised in Hardware and Metal? Give names of firms from whom such goods can be bought.*

Every reader of HARDWARE AND METAL is requested to send in replies to these three questions. To the three persons sending in the three most satisfactory answers we shall give rewards as follows :

Five Dollars Cash for the best set of answers.

Three Dollars Cash for the next best set of answers.

Two Dollars Cash for the third best set of answers.

All replies to be sent in not later than December 10, 1903.

Replies to these questions will not be published in the columns of HARDWARE and METAL.

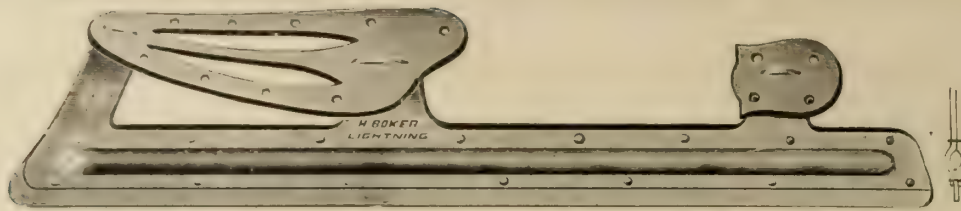
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Advertising Department

HARDWARE AND METAL

10 Front St. East, ☞ Toronto, Canada

Henry Boker's "Lightning" Hockey.



The Strongest and Speediest Hockey Skate Made.

ASK YOUR WHOLESALE FRIENDS FOR IT.

CURRENT MARKET QUOTATIONS.

Nov 27, 1903

BLACK SHEETS.

10 and 16 gauge.....	2 55
18 gauge.....	2 60
20 ".....	2 60
22 to 24 gauge.....	2 70
26 ".....	2 80
28 ".....	2 90

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

All dull, 52 sheets.....	2 75
Half-polished.....	2 85
All bright.....	3 60
Galvanized Canada Plates	
Ordinary.....	
Dom. Crown.....	

18x24x52.....	4 25	4 35
60.....	4 50	4 60
20x28x80.....	8 50	8 70
94.....	9 00	9 20

IRON PIPE.

Black pipe—	Per 100 feet.
1 inch.....	3 00
1 1/2 ".....	2 50
2 ".....	2 65
2 1/2 ".....	3 00
3 ".....	3 70
3 1/2 ".....	5 20
4 ".....	7 35
4 1/2 ".....	8 95
5 ".....	12 55
5 1/2 ".....	21 00
6 ".....	25 00
6 1/2 ".....	32 00
7 ".....	38 50
7 1/2 ".....	45 00
8 ".....	48 00
8 1/2 ".....	63 00

Galvanized pipe—	Per 100 feet.
1 inch.....	3 20
1 1/2 ".....	3 45
2 ".....	3 90
2 1/2 ".....	5 00
3 ".....	7 20
3 1/2 ".....	10 05
4 ".....	12 20
4 1/2 ".....	16 85

Malleable Fittings. Discount 15 p.c.
Cast Iron Fittings.
On unions, 55 per cent. ; on nipples, 60 per cent. ; on all others, 50 per cent.

GALVANIZED SHEETS.

Fleur-de-Lis Comet Bell. Head	Queen's
16 gauge.....	3 65
18 to 24 gauge.....	3 75
26 ".....	4 00
28 ".....	4 25
American brands, \$1.40 for 28 gauge.	4 50
Less than case lots 10 to 15¢ extra	

CHAIN

cof. coil, 3-16 in., per 100 lb	
3-16 ".....	7 85
3-8 ".....	8 10
1/2 ".....	5 25
3-4 ".....	4 50
1 ".....	4 75
1 1/2 ".....	4 25
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WADE & BUTCHER'S

"SPECIAL" Razors

Are unequalled for quality and finish.

JAMES HUTTON & CO., - MONTREAL

Sole Agents for Canada.

PUTTY.	
Bulk in bbls.	1 70
Bulk in less quantity	1 55
Bladders in bbls.	2 00
Bladders in kegs, boxes or loose.	2 25
25-lb. tins.	2 25
12½ lb. tins.	2 50
Bladders in bulk or tins less than 100lb.	2 50

VARNISHES.	
In 5-gal. lots.	Per gal. Net.
Carriage, No. 1	1 50
Pale durable body.	4 10
rubbing	2 85
Gold size, japan.	1 50
No. 1 brown japan.	0 85
Elastic oak	1 50
Furniture, extra.	1 10
No. 1.	0 90
Hard oil finish.	1 35
Light oil finish.	1 60
Damar.	1 75
Shellac, white.	2 40
orange	2 30
Turpentine, brown japan.	1 10
black japan.	1 10
No. 1.	0 85
Elastilite varnish, 1 gal. can, each.	2 00
Granitine floor finish, per gal.	2 75
Maple Leaf coach enamels; size 1, size 2, 70c.; size 3, 40c. each.	\$1.20
Sherwin-Williams' kopal varnish, assorted case, from 1 to 1 gal., \$2.50.	

CASTOR OIL.	
British, 1st. qual. in cases, per lb	0 08½
" " small lots	0 10
Cod oil, per gal	0 50
Pure olive.	1 40
" neatfoot	0 90

GLUE.	
Common	0 08
French medal.	0 10
White, extra.	0 18
Gelatine	0 22
Strip	0 18
Coopers	0 19
Huttner	0 20
Ground	0 12
Cologne, genuine	0 16

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 per cent.	
Rim Fire Pistol, discount 40 p.c., American.	
Rim Fire Cartridges, Dominion, 50 and 5 p.c.	
Central Fire Pistol and Rifle, 10 p.c., Amer.	
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.	
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent.	
Central Fire, Military and Sporting, American, add 5 per cent. to list.	
B. B. Caps, discount 40 per cent., American.	
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 per cent. advance on list.	
Brass Shot Shells, 55 per cent.	
Primers, Dom., 30 per cent.; American, \$1.60.	

Wads.	
	per lb.
Best thick white felt wadding, in ½-bags.	\$ 00
Best thick brown or grey felt wads, in ½-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge.	0 25
Best thick white card wads, in boxes of 500 each, 8 gauge.	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge.	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	...

Chemically prepared black edge grey cloth wads, in boxes of 250 each	
	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES.	
Discount 20 per cent.	
Wright's, 80-lb. and over.	0 10½
Hay Budden, 80-lb. and over.	0 09½
Brook's, 80-lb. and over	0 11½

ANVILS.	
Wright's, 80-lb. and over.	0 10½
Hay Budden, 80-lb. and over.	0 09½
Brook's, 80-lb. and over	0 11½

AUGERS.	
Gilmour's, discount 65 and 5 per cent. off list.	

AXES.	
Chopping Axes	
Single bit, per doz.	7 00
Double bit, "	10 00
Bench Axes, 40 per cent.	
Broad Axes, 25 per cent.	
Hunters' Axes	5 50
Boys' Axes	6 25
Splitting Axes	7 00
Handled Axes	7 50

AXLE GREASE	
Ordinary, per gross	5 75
Best quality	13 00

BATH TUBS.	
Zinc	6 00
Copper, discount 20 per cent. off revised list.	

BATHS.	
Standard Enameled.	
5½-ft. rolled rim, 1st quality	23 00
5½ " " 2nd	20 00

BATH METAL.	
"Tandem," A	0 27
" B	0 21
" C	0 11½
Frictionless Metal	0 23

Syracuse Smelting Works:	
Aluminum, genuine	0 45
Government,	0 44
Tough,	0 40
Hard,	0 40
Dynamo	0 30
Special	0 25
Harmony	0 22
Car Box	0 20
Extra	0 15

The Canada Metal Co.:	
Imperial, genuine	0 40
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 06
No. 4	0 05

BEELS.	
Hand.	
Cow.	
American make, discount 63½ per cent.	
Canadian, discount 45 and 50 per cent.	

Door.	
Gonga, Sargant's	5 50
Peterboro', discount 46 per cent.	8 00

Farm.	
American, each	1 25

House.	
American, per lb.	0 35

BELLINGS.	
Hand, per doz.	3 35
Moulders, per doz.	7 50
Blacksmiths, discount 10 per cent.	10 00

BELTING.	
Extra, 60 per cent.	
Standard, 60 and 10 per cent.	
No. 1, not wider than 6 in., 60, 10 and 10 per cent.	
Agricultural, not wider than 4 in., 75 per cent.	

BITS.	
Auger.	
Gilmour's, discount 60 and 5 per cent.	
Rockford, discount 50 and 10 per cent.	
Jennings' Gen., net list.	

Car.	
Gilmour's, 47½ to 50 per cent.	
Expansive.	
Clark's, 40 per cent.	

Gimlet.	
Clark's, per doz.	0 65
Diamond, Shell, per doz.	1 00
Nail and Spike, per gross.	2 25

BLIND AND RED STAPLES.	
All sizes, per lb.	0 07½

BOLTS AND NUTS	
	Per cent.
Carriage Bolts, common (\$1 list)	50 and 10
" " full sq (\$2 40 list)	55 and 10
" " Norway Iron (\$3 list)	55 and 10
Machine Bolts, all sizes	50, 5 and 10
Plough Bolts	50, 5 and 10
Blank Bolts	50, 5 and 10
Bolt Ends	50, 5 and 10
Sleigh Shoe Bolts	65, 5 and 10
Couch screws, cone point	65 and 10
Nuts, square, all sizes, 3½c. per lb. off.	
Nuts, hexagon, all sizes, 4c. per lb. off.	
Stove Rods, per lb., ½ to 6c.	

BOOT CALKS.	
Small and medium, ball	per M. 4 25
Small heel	4 50

BRIGHT WIRE GOODS.	
Discount 62½ per cent.	

BROILERS.	
Light, discount 65 to 67½ per cent.	
Reversible, discount 65 to 67½ per cent.	
Vegetable, per doz., discount 37½ per cent.	
Henis, No. 8	6 00
Henis, No. 9	7 00
Queen City	7 50

BUTCHERS' CLEAVERS.	
German	per doz. 6 00
American	12 00

BUTCHER KNIVES.	
Bailey's	per doz. 0 60

BUILDING PAPER, ETC.	
Tarred Felt, per 100 lb.	1 85
Ready roofing, 2-ply, not under 45 lb.	
per roll	0 90
Ready roofing, 3-ply, not under 65 lb.	
per roll	1 15

Carpet Felt	per ton 45 00
Heavy Straw Sheathing	per ton 35 00
Dry Sheathing	per roll, 400 sq. ft. 0 50
Tar	400 " 0 55
Dry Fibre	400 " 0 65
Tarred Fibre	400 " 0 70
O. K. & I. X. L.	400 " 0 45
Ream-sized	400 " 1 00
Oiled Sheathing	400 " 0 70
Oiled	400 " 0 17
Roof Coating, in barrels	small packages 0 25
Refined Tar	per barrel 5 00
Coal Tar	less than barrels, per gal. 0 15
Roofing Pitch	per 100 lb. 1 10

BULL RINGS.	
Copper, \$2.00 for 2½-inch, and \$1.90 for 2-inch.	

BUTTS.	
Wrought Brass, net revised list.	
Cast Iron.	
Loose Pin, discount 60 per cent	

Wrought Steel.	
Fast Joint, discount 65, 10 and 2½ per cent	
Loose Pin, discount 65, 10 and 2½ per cent	
Berlin Bronzed, discount 70, 70 and 5 per cent	
Gen. B. Bronzed	per pair 0 40

CARPET STRETCHERS.	
American	per doz. 1 00
Bullard's	6 50

CASTORS.	
Bed, new list, discount 55 to 57½ per cent.	
Plate, discount 52½ to 57½ per cent.	

CATTLE LEADERS.	
Nos. 31 and 32	per gross 8 50

CHALK.	
Carpenters' Colored, per gross	0 45
White lump	per cwt. 0 60
Red	0 05
Crayon	per gross 0 14

CHISELS.	
Socket, Framing and Firmer.	
Broad's, discount 60 and 10 per cent.	
Warnock's, discount 50 and 10 per cent.	
P. S. & W. Extra, discount 60 and 10 per cent.	

CHURN.	
Revolving Churns, metal frames - No. 0, \$3	
No. 1, \$3.50; No. 2, \$9.00; No. 3, \$10.00	
No. 4, \$12.00; No. 5, \$16.00 each. Into wood frames, 20c. each less than the above	
Discounts: Factories, 30 and 30 per cent. for Ottawa, Kingston and Montreal, 40 and 15 per cent. Terms 4 months or 3 per cent. cash in 30 days.	
Churn frames, including bearings, levers, etc. Nos. 0, 1, 2 and 3, wood, \$2.40; and 4 and 5, \$2.65. Metal frames, 25c. extra. Discount 15 per cent. net 30 days.	

CLIPS.	
Axle, discount 65 per cent.	

CLOSETS.	
Plain York or Ontario Syphon Jet	\$9 60
Emb.	10 20
Fittings	1 00
Plain Simplex Syphon Jet	9 00
Emb.	7 50
Fittings	1 25
Low Down Elgin or Teutonic, plain.	6 00
Low	6 50
Plain Richelieu	4 25
Emb.	4 50
Connections	1 25
Closet connection	0 63
Basins, P.O., 14-in.	1 50
Basins, oval, 17 x 14-in.	1 50
Basins, " 19 x 15-in.	2 00

COMPASSES, DIVIDERS, ETC.	
American, discount 62½ to 65 per cent.	

CONDUCTOR PIPE	
Plain or Corrugated.	
2-inch	per 100 feet 3 00
3 "	4 00
4 "	5 25
5 "	6 75
6 "	9 00

CRABLES, GRABS.	
Canadian, discount 20 to 25 per cent.	

CROSSCUT SAW HANDLES.	
S. & D. No. 3	per pair 0 17½
S. & D. " 5	0 22½
S. & D. " 6	0 15
Boynton pattern	0 20

DOOR SPRINGS.	
Torrey's Rod (15 per doz.)	2 00
Coil	0 88
English	2 00

DRAW KNIVES.	
Coach and Wagon, discount 50 and 10 per cent.	
Carpenters' discount 60 and 10 per cent.	

"Same Quality as Last"

These are the words used by our old customers when ordering more goods, and their meaning is easily understood.

Our Building Papers, Roofing Felts and Wire Edged Ready Roofing are made to give satisfaction to the **User**, and those are the kind of goods the Dealer wants.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

DRILLS.		Fork.		KETTLES.		NAIL PULLERS.	
Hand and Breast.		C. & B., discount 40 per cent., revised list.		Brass spun 7½ per cent. discount off new list.		German and American 1 75 50	
Miller's Falls, per doz., net list.		Hoe.		Copper..... per lb. 0 30 0 50		NAIL SETS.	
DRILL BITS.		C. & B., discount 40 per cent., revised list.		American, 60 and 10 to 65 and 5 per cent.		Square, round and octagon,	
Morse, discount 37½ to 40 per cent.		Saw.		KEYS.		per gross..... 3 38	
Standard, discount 50 and 5 to 55 per cent.		American..... per doz. 1 00 1 25		Lock, Canadian dis. 40 to 40 and 10 per cent.		Diamond..... 1 00 2 0	
FAUCETS.		Plane.		Cabinet, trunk and padlock.		POULTRY NETTING.	
Common, cork-lined, discount 35 per cent.		American..... per gross 3 15 3 75		American..... per gross 0 60		2-in. Mesh, 19 w.g., dis. 60 per cent.	
EAVETROUGHS.		Hammer and Hatchet.		KNOBBS.		2-in. Mesh, 16 w.g. and heavier, 50 p.c.	
10-inch..... per 100 ft. 10		Canadian, discount 40 per cent.		Door, japanned and N.P., per		OAKUM.	
ELBOWS (stovepipe.)		Cross-Cut Saws.		doz..... 1 50 2 50		U. S. Navy..... per 100 lb. 6 75	
and 6-inch, common..... per doz. 1 20		Canadian..... per pair 0 13½		Bronze, Berlin..... per doz. 2 75 3 25		Plumbers..... 3 00	
Polished, 15c. per dozen extra.		HANGERS. doz. pairs.		Bronze, Genuine..... 6 00 9 00		OILERS.	
ESCUTCHEONS.		Steel barn door..... 5 85 6 00		Shutter, porcelain, F. & L.		McClary's Model galvanized	
Discount 40 per cent.		Lane's covered—		screw..... per gross 1 30 4 00		oil can, with pump, 5 gallon,	
ESCUTCHEON PINS.		No. 11, 5-foot run..... 8 40		White door knobs..... per doz. 1 00		per dozen..... 10 00	
Iron, discount 40 per cent.		No. 11, 10-foot run..... 10 80		HAY KNIVES.		Zinc and tin, discount 50, 50 and 10 per cent.	
FACTORY MILK CANS.		No. 12, 10-foot run..... 12 60		Discount, 60 per cent.		Copper..... per doz. 1 25 3 50	
Discount off revised list, 40 per cent.		No. 14, 15-foot run..... 21 00		LAMP WICKS.		Brass..... 1 50 3 50	
FILES AND RASPS.		Lane's O.N.T. track, per foot		LANTERNS.		Malleable, discount 25 per cent.	
Great Western..... 70 and 10 per cent.		Harvest Tools.		Cold Blast..... per doz. 7 00		GALVANIZED PAILS.	
Arcade..... 70 " 10 "		Discount 60 per cent.		No. 3, "Wright's"..... 8 50		Dufferin pattern pails, discount 45 per cent.	
Kearney & Foot..... 70 " 10 "		HATCHETS.		Ordinary, with O burner..... 4 00		Flaring pattern, discount 45 per cent.	
Disston..... 70 " 10 "		Canadian, discount 40 to 42½ per cent.		Dashboard, cold blast..... 9 00		Galvanized washtubs, discount 45 per cent.	
American..... 70 " 10 "		HAT ENAMEL.		No. 0..... 5 75		PIECED WARE.	
J. Barton Smith..... 70 " 10 "		Hen derson & Potts' "Anchor Brand"		Japanning, 50c. per doz. extra.		Discount 40 per cent off list, June, 1899.	
McClellan..... 70 " 10 "		HINGES.		LEMON SQUEEZERS.		10-qt. flaring sap buckets, discount 40 per cent.	
Eagle..... 70 " 10 "		Blind, Parker's, discount 16½ per cent.		Porcelain lined..... per doz. 2 20 5 60		6, 10 and 14-qt. flaring pails, dis. 40 per cent.	
Nicholson, 60 and 10 to 60, 10 and 5		Heavy T and strap, 4-in., per lb. 0 06½		Galvanized..... 1 87 3 85		Creamer cans, discount 40 per cent.	
Royal..... 80		" " 5-in., " 0 06		King, wood..... 2 75 2 90		PICKS.	
Globe..... 70 to 75		" " 6-in., " 0 06		King, glass..... 4 00 4 00		Per dozen..... 6 00 9 00	
Black Diamond, 60 and 10 to 60, 10 and 5 per cent.		" " 10-in., " 0 05½		All glass..... 0 50 0 90		PICTURE NAILS.	
Jowitt's, English list, 25 to 27½ per cent.		Light T and strap, discount 65 and 5 per cent.		LINES.		Porcelain head..... per gross 1 35 1 50	
Nicholson File Co.'s "Simplicity" file handle,		Screw hook and hinge—		Fish..... per gross 1 05 2 50		Brass head..... 0 40 1 00	
per gross 85c. to \$1.50		6 to 10 in..... per 100 lb. 4 50		Chalk..... 1 90 7 40		PICTURE WIRE.	
GLASS.		12 in. up..... 3 25		LAWN MOWERS.		Tin and gilt, discount 75 per cent.	
Window. Box Price.		Spring..... per gro. pairs 10 50		Woodyatt, 12-in. wheel..... 7 50		PINE TAR.	
Star.		HORES.		Star..... 5 50		½ pint in tins..... per gross 7 80	
Size United		Garden, Mortar, etc., discount 60 per cent.		Daisy..... 4 90		1 pint in tins..... 9 60	
Inches.		Planter..... per doz. 4 00 4 50		Philadelphia, 12-in. wheel..... 6 50		PLANES.	
Under 26..... 2 0 3 80		HOLLOW WARE.		Ontario..... 14 25		Wood bench, Canadian discount 40 per cent.,	
26 to 40..... 2 10 4 00		Discount 45 and 5 per cent.		Discount, 50 per cent.		American discount 50 per cent.	
41 to 50..... 4 50 8 75		HOOBS.		10½-in. high wheel..... 7 50 10 00		Wood, fancy Canadian or American, 37½ to 40 per cent.	
51 to 60..... 4 75 10 00		Cast Iron.		9-in..... 5 30 6 25		PLANE IRONS.	
61 to 70..... 5 00 11 5		Bird cage..... per doz. 0 50 1 10		8-in..... 4 90 5 50		English..... per doz. 2 00 5 00	
71 to 80..... 5 30 12 50		Clothes line..... 0 27 0 63		Discount 50 per cent.		PLIERS AND NIPPERS.	
81 to 85..... 14 00		Harness..... 0 72 0 88		Canadian, 40 to 40 and 10 per cent.		Button's genuine, per doz. pairs, discount	
86 to 90..... 16 50		Hat and coat..... per gro. 1 00 3 00		Russell & Erwin..... per doz. 3 00 3 25		37½ to 40 per cent.	
91 to 95..... 18 00		Chandelier..... per doz. 0 50 1 00		Eagle, discount 30 per cent.		Button's imitation..... per doz. 5 00 9 00	
96 to 100..... 20 00		Wrought Iron.		English and Am..... per doz. 0 50 6 00		German..... 0 60 2 60	
A discount of 25 per cent. is offered on		Wrought hooks and staples Canadian discount 47½ per cent.		Eagle, discount 20 to 25 per cent.		PLUMBERS' BRASS GOODS.	
"Double Diamond."		Wire.		Flat head, discount 25 per cent.		Standard Compression work, dis. 60 per cent.	
GAUGES.		Hat and coat, discount 45 per cent.		Round head, discount 20 per cent.		"J.M.T." Cushion work, discount 50 per cent.	
Marking, Mortise, Etc.		Belt..... per 1,000 0 60		MALLETS.		Fuller work, discount 65 per cent.	
Stanley..... discount 50 to 55 per cent.		Screw, bright, discount 55 per cent.		Tin Smith's..... per doz. 1 25 1 50		6 dozen lots and over of the above, extra discount 10 per cent.	
Wire Gauges.		HORSE NAILS.		Carpenters', hickory, " 1 25 3 75		Lever handle Stops and Waste, discount 60	
Winn's, Nos. 26 to 33..... each 1 65 2 40		"C" brand, 40, 10 and 7½ per cent. off list } Oval		Lignum Vitae..... 3 85 5 00		per cent. With, in lots of 2 dozen and over	
HALTERS.		"M" brand, 55 per cent. { head		Caulking, each..... 0 60 2 00		an extra discount of 10 per cent.	
Rope, ½-inch..... per gross 3 00		Countersunk, 55 per cent.		MATTOCKS.		"J.M.T." Globe, Angle and Check Valves,	
Rope, ¾-inch..... 14 00		"Monarch," 50 and 7½ per cent.		Canadian..... per doz. 5 50 6 50		discount 55 per cent.	
Leather, 1-inch..... per doz. 3 87½ 4 00		"Peerless" 50 per cent. dis.		MEAT CUTTERS.		Standard Globe, Angle and Check Valves,	
Leather, 1½..... 5 15 5 20		HORSESHOES.		American, discount 33½ per cent.		discount 60 per cent.	
Web..... 1 87 2 45		F.O.B. Montreal		German, 15 per cent.		"J.M.T." Radiator Valves discount 55 per cent.	
HAMMERS.		No. 2 No. 1		Gem..... each 1 15		Standard Radiator Valves, discount 60 per cent.	
Nail.		Iron Shoes.		MILK CAN TRIMMINGS.		Patent Quick-Opening Valves, discount 65	
Maydole's, discount 5 to 10 per cent. Canadian		Light, medium and heavy.... 3 65 3 90		Discount 25 per cent.		per cent.	
discount 25 to 27½ per cent.		Snow shoes..... 3 90 4 15		NAILS. Cut. Wire.		No. 1 compression bath cock..... net 2 00	
Tack.		Steel Shoes.		2d and 3d..... 3 45 3 45		No. 4..... 2 00	
Magnetic..... per doz. 1 10 1 20		No. 1 sizes 1 to 5..... 5 35		3d..... 3 10 3 12		No. 7 Fuller's..... 2 20	
SI ge.		Light, No. 2 and larger..... 3 80		4 and 5d..... 2 85 2 95		No. 4½..... 2 35	
Canadian..... per lb. 0 07½ 0 08½		No. 1 and smaller..... 4 05		6 and 7d..... 2 75 2 80		Patent Compression Cushion, basin	
Ball Pean.		Featherweight, all sizes 0 to 4..... 5 35		8 and 9d..... 2 60 2 60		cock, hot and cold..... per doz. 15 00	
English and Canadian, per lb. 0 22 0 25		Toesweight, all sizes 1 to 4..... 6 60		10 and 12d..... 2 55 2 55		Patent Compression Cushion, bath	
HANDLES.		JAPANNED WARE.		16 and 20d..... 2 50 2 50		cock, No. 2208..... 2 25	
Axe, 2nd growth, per doz. net		Discount and 5 per cent. off list, June 1899		30, 40, 50 and 60d (base)..... 2 45 2 45		Square head brass cocks, discount 55 per cent	
tore door..... per doz. 1 00 1 50		ICE PICKS.		Cut nails in carlots 5c. less.		"iron" " 50 to 60 "	
		Star..... per doz. 00 3 25		Wire nails in carlots are \$2.40.		Competition Globe, Angle and Check Valve	
				Steel cut nails 10c. extra.		discount 70 per cent.	
				Miscellaneous wire nails, discount 75 per cent.		Thompson Smoke-test Machine \$25.00	
				Coopers' nails, discount 30 per cent.			

U. M. C. AMMUNITION

for big game shooting is half sold before it is offered by the retailer. This is due to the long standing reputation and the thorough advertising behind it.

U. M. C. IS EASY TO SELL.

NEW CATALOGUE.

The Union Metallic Cartridge Co.

AGENCY, 313 BROADWAY, N.Y.

FACTORY, BRIDGEPORT, CONN.

DEPOT, SAN FRANCISCO, CAL.

PRESSED SPIKES.

Discount 20 per cent.		
PULLEYS.		
Hothouse	per doz.	0 55 1 00
Axle	"	0 22 0 33
Screw	"	0 27 1 00
Awning	"	0 35 2 50

PUMPS.		
Canadian cistern		1 80 3 60
Canadian pitcher spout		1 40 2 10

PUNCHES.		
Saddler's	per doz.	1 00 1 85
Conductor's	"	9 00 15 00
Fingers, solid	per set	0 72
hollow	per inch	1 00

RANGE BOILERS.		
Dominion, 30 gallon	net	5 50
" 35 "	"	6 50
" 40 "	"	7 50
Ronald's Galvanized, 30 gallon	"	7 40
" 35 "	"	8 40
" 40 "	"	9 60
Copper, 30 gallon	"	22 00
" 35 "	"	24 00
" 40 "	"	28 00

Discount off copper boilers 15 per cent.

RAKES.		
Wood	per doz. net	1 20 20

RAZORS.		
Elliot's	per doz.	4 00 18 00
Geo. Butler's & Co.'s	"	4 00 18 00
Boker's	"	7 50 11 00
" King Cutter	"	12 50 15 00
Wade & Butcher's	"	3 60 10 00
Theile & Quack's	"	7 00 12 00
Bailey's	"	6 00 12 00
Bailey's Brantford	"	10 00 11 00
Carbo Magnetic	"	15 00
Griffon Barber's Favorite	"	10 75
Griffon No. 65	"	13 00
Griffon Safety Razors	"	13 50
Griffon Shaving Machines	"	13 50
Lewis Bros. "Klean Cutter"	"	8 50 10 50

REGISTERS.

Discount 40 per cent.

RIVETS AND BURS.

Iron Rivets, black and tinned, discount 60 and 10 per cent.		
Iron Burs, discount 55 per cent.		
Extras on Iron Rivets in 1-lb. cartons, 1c. per lb.		
Extras on Iron Rivets in 1-lb. cartons, 1c. per lb.		
Copper Rivets, with usual proportion burs, 45 per cent. discount. Cartons, 1c. per lb. extra, net.		
Copper Burs only, discount 30 and 10 per cent.		
Extras on Tinned or Coppered Rivets, 1-lb. cartons, 1c. per lb.		

RIVET SETS.

Canadian, discount 35 to 37 1/2 per cent.

ROPE, ETC.

Sisal		0 11 1/2
Pure Manila		0 14 1/2
"British" Manila		0 12 1/2
Cotton, 3-16 inch and larger		0 21
" 5-32 inch		0 22
" 1 inch		0 15
Russia Deep Sea		0 08
Jute		0 11
Lath Yarn, single		0 11 1/2
" double		0 11 1/2
Sisal bed cord, 48 feet	per doz.	0 65
" 60 feet	"	0 80
" 72 feet	"	0 95

RULES.

Boxwood, discount 55 per cent.		
Ivory, discount 37 1/2 to 40 per cent.		

SAD IRONS.

Mrs. Potts, No. 55, polished	per set	0 70
No. 50, nickleplated	"	0 80

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent.		
Emery, discount 40 per cent.		
Garnet (Rurton's), 5 to 10 per cent. advance on list		

SAP SPOUTS.

Bronzed iron with hooks	per 1,000	9 50
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SAWS.

Hand, Disston's, discount 12 1/2 per cent.		
S. & D., discount 40 per cent.		
Crosscut, Disston's	per foot	0 35 0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.		
Hack, complete	each	0 75 2 75
" frame only	"	0

SASH WEIGHTS.

Sectional	per 100 lb.	2 25
Solid	"	1 75

SASH CORD.

Per lb.		0 22 0 22
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SAW SETS.

Lincoln and Whiting	per doz.	4 75
Hand Sets, No. 1 Woodyatt (Morrill)	"	4 25
X-Cut Sets, No. 3 Woodyatt (Morrill)	"	9 50

SCALES.

Gurney Standard, 40 per cent.		
Gurney Champion, 50 per cent.		
Burrow, Stewart & Milne		
Imperial Standard, discount 40 per cent.		
Weight Beams, discount 35 per cent.		
Champion Scales, discount 50 per cent.		
Fairbanks standard, discount 35 per cent.		
" Dominion, discount 55 per cent.		
" Richelieu, discount 55 per cent.		
Warren's new Standard, discount 40 per cent.		
" Champion, discount 50 per cent.		
" Weighbeams, discount 35 per cent.		

SCREW DRIVERS.

Sargent's	per doz.	0 65 1 00
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SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style	per doz.	6 80
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style	per doz.	7 00
Common doors, 2 or 3 panel, in natural colors, oil finish	per doz.	8 15
3-in. style 20c. per dozen less.		

SCREWS.

Wood, F. H., bright and steel, discount 87 1/2 per cent.		
Wood, R. H., bright, dis. 82 1/2 per cent.		
" F. H., brass, dis. 80 per cent.		
" R. H., " dis. 75 per cent.		
" F. H., bronze, dis. 75 per cent.		
" K. H., " dis. 70 per cent.		
Drive Screws, dis. 87 1/2 per cent.		
Bench wood	per doz.	3 25 4 00
iron	"	4 25 5 00
Set, case hardened, dis. 60 per cent.		
Square Cap, dis. 50 and 5 per cent.		
Hexagon Cap, dis. 45 per cent.		

SCYTHES.

Per doz. net		6 00 9 00
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SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Bailey Cutlery Co., full nickeled, discon and 2 1/2 per cent.		
Bailey Cutlery, Japan Handles, discount 67 1/2 per cent.		
Seymour's, discount 50 and 10 per cent.		

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SINKS.

Cast iron, 16 x 24		0 85
" 18 x 30		1 00
" 18 x 36		1 40

SNAPS.

Harness, German, discount 25 per cent.		
Lock, Andrews		4 50 11 50

SOLDERING IRONS.

1, 1 1/2-lb.	per lb.	37
2-lb. or over	"	0 34

SQUARES.

Iron, No. 493	per doz.	2 40 2 55
" No. 494	"	3 25 3 40

STEEL, DISCOUNT 60 TO 60 AND 5 PER CENT.

Try and Bevel, discount 50 to 52 1/2 per cent.

STAMPED WARE.

Plain, discount 75 and 12 1/2 per cent. off revised list.

Retinned, discount 75 per cent. off revised list.

STAPLES.

Galvanized	3 25 3 50	
Plain	2 90 3 15	
Coppers, discount 45 per cent.		
Poultry netting staples, discount 40 per cent.		

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita	per lb.	0 28 0 60
Hindustan	"	0 06 0 07
" slip	"	0 09 0 09
Labrador	"	0 13
" Axe	"	0 15
Turkey	"	0 50
Arkansas	"	1 50
Water-of-Ayr	"	0 10
Seythe	per gross	3 50 5 00
Grind, 2-in., 40 to 200 lb., per ton		25 00
" under 40 lb.		28 00
" under 2 in. thick, "		29 00

STOVEPIPES.

5 and 6 inch, per 100 lengths		7 00
7 inch		7 50

ENAMELINE STOVE POLISH.

No. 4, 3 doz. in case	net cash	4 80
No. 6, 3 doz. in case	"	8 40

TACKS, BRADS, ETC.

Carpet tacks, blued		80 and 15
" (tinned)		80 and 20
" (in kegs)		40
Cut tacks, blued, in dozens only		80
" 1 weights		60
Swedes cut tacks, blued and tinned		80 and 10
In bulk		75
In dozens		121 and 12 1/2
Swedes, upholsterers, blued		85, 121 and 12 1/2
" brush, blued and tinned		70
Swedes, gimp, blued, tinned and japanned		75 and 12 1/2
Zinc tacks		35
Leather carpet tacks		55
Copper tacks		50
Copper nails		32 1/2
Trunk nails, black		45 and 5
Trunk nails, tinned		45 and 10
Clout nails, blued		45 and 5
Chair nails		35
Patent brads		40
Fine finishing		40
Lining tacks, in papers		10
" " in bulk		15
" " solid heads, in bulk		75
Saddle nails, in papers		10
" in bulk		15
Tine buttons, 22 line, in dozens only		60
Zuf glaziers points		5
Double pointed tacks, papers		90 and 10
" " bulk		40
Clinch and duck rivets		45

TAPE LINES.

English, ass skin	per doz.	2 75 5 00
English, Patent Leather	"	5 50 9 75
Chesterman's	each	0 90 2 85
" steel	each	0 80 8 00

TINNERS' SNIPS.

Bailey's, discount 25 per cent.

THERMOMETERS.

Tin case and dairy, discount 75 to 75 and 10 per cent.

TRAPS (steel).

Game, Newhouse, discount 25 per cent.		
Game, H. & N., P. S. & W., 65 per cent.		
Game, steel, 72 1/2, 75 per cent.		

TROWELS.

Disston's, discount 10 per cent.		
German	per doz.	4 75 6 00
S. & D., discount 35 per cent.		

TWINES.

Bag, Russian, discount 25 per cent.		
Wrapping, cotton, 3-ply	per lb.	0 27
" 4-ply	"	0 19
" 5-ply	"	0 23
Mattress	per lb.	0 33
Staging	"	0 27 0 35

VISES.

Wright's		0 13 1/2
Brooks		0 12 1/2
Pipe Vise, Hinge, No. 1		3 50
" No. 2		5 50
Saw Vise		4 50 9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White discount 50 per cent.
Diamond, Famous, Premier, discount 50 and 10 per cent.
Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.

WIRE.

Smooth Steel Wire		
No. 6-9 gauge		\$2 50 extra
10 "		12c "
11 "		20c "
12 "		30c "
13 "		40c "
14 "		50c "
15 "		70c "
16 "		70c "

Add 60c for coppering and \$2 for tinning.
Extra net per 100 lb. Oiled wire 10c, spring wire \$1 25, special bay baling wire 30c, best steel wire 75c, bright soft drawn 15c, charcoal extra quality \$1 25, packed in cases or cases 15c, bagging and papering 10c, 50 and 100 lb. bundles 10c, in 25 lb. bundles 15c, in 5 and 10 lb. bundles 25c, in 1-lb. hanks, 50c, in 1-lb. hanks 75c, in 1-lb. hanks \$1.

Fine Steel Wire, discount 25 per cent.
List of extras: In 100 lb. lots No. 17, \$5, No. 18, \$5.50, No. 19, \$6, No. 20, \$6.65, No. 21, \$7, No. 22, \$7.50, No. 23, \$8, No. 24, \$8.50, No. 25, \$9, No. 26, \$9.50, No. 27, \$10, No. 28, \$11, No. 29, \$12, No. 30, \$13, No. 31, \$14, No. 32, \$15, No. 33, \$16, No. 34, \$17. Extras net—tinned wire, Nos. 17, 25, \$2, Nos. 26, 31, \$4, Nos. 32, 34, \$6, Coppered, 5c, oiling 10c, in 25 lb. bundles, 15c, in 5 and 10 lb. bundles, 25c, in 1 lb. hanks, 25c, in 1-lb. hanks, 35c, in 1-lb. hanks, 50c, packed in cases or cases, 15c, bagging or papering, 10c.

Brass wire, discount 60 per cent. off the list.

Copper wire, discount 60 per cent. net cash 30 days, f.o.b. factory.

Galvanized wire, per 100 lb. Nos. 4 and 5, \$3.70 to \$3.90, Nos. 6, 7, 8, \$3.15 to \$3.35, No. 9, \$2.50, No. 10, \$3.20 to \$3.40, No. 11, \$3.25 to \$3.45, No. 12, \$2.67, No. 13, \$2.75, No. 14, \$3.75 to \$3.95, No. 15, \$4.30, No. 16, \$4.30, Base sizes, Nos. 17 to 9, \$2.25 f.o.b. Cleveland. In carlots 12c loss.

Clothes Line Wire, regular 7 strand, No. 17, \$4.65, No. 18 \$2.90, No. 19, \$2.60, Hollow 6 strand, No. 17, \$4.30; No. 18, \$2.70, No. 19, \$2.35; No. 20, \$2.30, f.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barbed		2 80
Galvanized plain twist		2 90
Galvanized barbed, f.o.b. Cleveland, \$2 50, in less than carlots, and \$2 45 in carlots.		

Axes, Hatchets, Scythes, etc.
Korn, Geo. W., Razor Mfg. Co., Little
Valley, N.Y.

Belting, Hose, etc.
Barnett, G. & H., Philadelphia, Pa.
Nicholson & Co., Port Hope
Bradstreet Co.

Brooms.
Union Factories, Toronto
Buffalo Robes.
Barnett, G. & H., Philadelphia, Pa.
Nicholson & Co., Port Hope
Bradstreet Co.

**Carriage and Waggon Ac-
cessories.**
Watson, James & Co., Galt, Ont.
**Carpenters' and Builders' Tools
and Supplies.**
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Barnett, G. & H., Philadelphia, Pa.
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Bradstreet Co.

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Howard, H. S., Sons & Co., Toronto
Nerlich & Co., Toronto
Churns.
Maxwell, David, & Sons, St. Marys.
Clippers - All Kinds.
American Shearer Mfg. Co., Nashua, N.H.
Cordage.
Canadian Cordage and Mfg. Co., Peter-
borough, Ont.
Consumers Cordage Co., Montreal
Edinburgh Ropery and Sailcloth Co.,
Montreal
Hamilton Cotton Co., Hamilton

Counter Seats.
Novelty Mfg. Co., Toronto.
Carriage Heaters.
Lehman Bros., New York.

Corundum.
Canada Corundum Co., Toronto.
Cutlery.
Bailey Cutlery Co., Brantford, Ont.
Birkett, Thos., & Son Co., Ottawa.
Boker, Henry, Montreal.
Hornish, R. Sons Co., Newark, N.J.
Howard, H. S., Sons & Co., Toronto.
Hutton, James, & Co., Montreal.
Lampough, F. W. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Smith & Hemenway Co., New York.

Electric-Plating.
Sutherland, D., Toronto.
Korn, Geo. W., Razor Mfg. Co., Little
Valley, N.Y.

Engravers.
Legg Bros., Toronto
Files and Rasps.
Barnett, G. & H., Philadelphia, Pa.
Nicholson & Co., Port Hope
Bradstreet Co.

Financial Institutions
Hamilton Rite Co., Plymouth, Mich.
Lewis Bros. & Co., Montreal
Union Metallic Cartridge Co., Bridge-
port, Conn.
Iver Johnson's Arms and Cycle Works,
Fitchburg, Mass.
Remington Arms Co., Ilion, N.Y.

Food Choppers
Russell & Erwin Mfg. Co., New Britain,
Conn.
Smith & Hemenway Co., New York.

Hardware Specialties.
Eric Specialty Co., Erie, Pa.
Mast, J. M., Mfg. Co., Little, Pa.

Hockey Sticks, Pucks, etc.
Howard, H. S., Sons & Co., Toronto.
Nerlich & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.

**Horse Blankets and Carriage
Rugs.**
Trees, Samuel, & Co., Toronto.
Guelph Waterproof Clothing Co., Guelph.

Horseshoe Pads.
Canadian Rubber Co., Montreal.
Dunlop Tire Co., Toronto.

Ice Cutting Tools.
Donaldson, Robt., & Sons, Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Iron Pipe.
Page-Hersey Iron and Tube Co., Guelph.
Iron Pumps.
McDougall, R., Co., Galt, Ont.

Knife Cleaning Machine.
Decatur, Bull & Co., Montreal.
Lanterns.
Wright, E. T., & Co., Hamilton.

Lawn Mowers.
Taylor-Forbes Co., Guelph, Ont.
Maxwell, David, & Sons, St. Marys, Ont.

Lumbermen's Supplies.
Birkett, Thos., & Son Co., Ottawa.
Machinery
Canada Foundry Co., Toronto.
Crosby, G. A., & Co., Sarnia, Ont.
Dodge Mfg. Co., Toronto.
Empire Machine and Metal Stamping
Co., Toronto.
Fairbanks Co., Montreal and Toronto.
Jardine, A. B., & Co., Hespeler, Ont.
Kay Electric Dynamo and Motor Co.,
Toronto.
Kerr Engine Co., Walkerville, Ont.
Morrow Machine Screw Co., Ingersoll, Ont.
Ontario Wind Engine and Pump Co.,
Toronto.

Mantels.
Batty Stove and Hardware Co., Toronto.

Manufacturers' Agent.
Gibb, Alexander, Montreal.

Metals.
American Sheet Steel Co., New York.
Canada Iron Furnace Co., Midland, Ont.
Deseronto Iron Co., Deseronto, Ont.
Frankel Bros., Toronto.
Ironside, Son & Co., London, Eng.
Leslie, A. C. & Co., Montreal.
Lewis Bros. & Co., Montreal.
London Rolling Mill Co., London, Ont.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New
Glasgow, N.S.
Samuel, M. & L., Benjamin & Co., To-
ronto, Ont.
Thompson, B. & S. H. & Co., Montreal.

Metal Polish, Emery Cloth, etc.
Falkner, H. F., Toronto.
Oakley, John, & Sons, London, Eng.

Milk Cans and Trimmings.
McClary Mfg. Co., London, Ont.
Kemp Mfg. Co., Toronto.
Davidson, Thos., Mfg. Co., Montreal.

Nickel-Plated Ware.
Coltart & Cameron, Winnipeg.

Paints, Oils and Glass.
Alabastine Co., Paris, Ont.
Canada Linsed Oil Mills, Montreal.
Canada Paint Co., Montreal.
Consolidated Plate Glass Co., Toronto.
Dods, P. D., & Co., Montreal.
Francis-Frost Co., Toronto.
Globe Paint Co., Toronto.
Henderson & Potts Co., Montreal.
Jamieson, R. C. & Co., Montreal.
Lewis Bros. & Co., Montreal.
McCaskill, Dougal & Co., Montreal.
Queen City Oil Co., Toronto.
Ramsay & Son, Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works,
Windsor, Ont.
Thorne, R. E., Montreal.

**Plumbers' and Steam-Fitters'
Supplies**
Empire Mfg. Co., London, Ont.
Morrison, Jas., Brass Mfg. Co., Toronto.
Thompson, B. & S. H., & Co., Montreal.

Portland Cement.
Bremner, Alex., Montreal.
Grey and Bruce Portland Cement Co.,
Owen Sound.
Hanover Portland Cement Co., Han-
over, Ont.
Hyde, F. & Co., Montreal.
Sun Portland Cement Co., Owen Sound.

**Radiators, Furnaces, Stoves,
Tinware, etc.**
Adams Co., Dubuque, Iowa.
Dominion Radiator Co., Toronto, Ont.
Gurney Foundry Co., Toronto.
Stern, G. F., Brantford, Ont.
United States Register Co., Battle Creek,
Mich.
Western Foundry Co., Wingham.

Roofing Supplies
Lockerby & McComb, Montreal.
Paterson Mfg. Co., Toronto & Montreal.
Metallic Roofing Co., Toronto.

Scales.
Fairbanks Co., Montreal and Toronto.

Screws, Bolts, Etc.
Canada Screw Co., Hamilton.

Shelf Boxes.
Bennett Mfg. Co., Pickering, Ont.

Sewer Pipes.
Canadian Sewer Pipe Co., Hamilton and
Toronto.
Hyde, F. & Co., Montreal.

Shelf Brackets.
Atlas Mfg. Co., New Haven, Conn.

Silver-Plated Ware.
Howland, H. S., Sons & Co., Toronto.
Lewis, Rice, & Sons, Toronto
Ontario Silver Co., Niagara Falls.

Skates.
Baker, Henry, Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.

Sleigh Bells.
Caverhill, Learmont & Co., Montreal.

Springs.
Wallace, Barnes Co., Bristol, Conn.

Steel Rails.
Sessenwein Bros., Montreal.

Stencils, Stamps, etc.
Hamilton Stamp and Stencil Works,
Hamilton, Ont.

Store and House Lighting.
Auer Light Co., Montreal.

Toasters
Fairgrieve Mfg. Co., Toronto.
Harkins & Willis, Ann Arbor, Mich.

**Warehousing and Warehouse
Trucks.**
Coltart & Cameron, Winnipeg.

Washing Machines, etc.
Connor, J. H., & Son, Ottawa, Can.
Dowsell Mfg. Co., Hamilton, Ont.

Waterproof Covers & Clothing.
Guelph Waterproof Clothing Co., Guelph.

Wholesale Hardware.
Birkett, Thos., & Son Co., Ottawa.
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.

Window Signs.
Warminton, J. N., Montreal, Que.

**Wire, Wire Rope, Cow Ties,
Fencing Tools, etc.**
American Steel and Wire Co., New
York, Montreal, Chicago.
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mfg. Co., Montreal and
Toronto.
Greening, B., Wire Co., Hamilton.
Ironside, Son & Co., London, Eng.
Meadows, Geo. B., Co., Toronto.
Onida Community, Niagara Falls.

Woodenware.
United Factories, Toronto.

Wrapping Papers.
Canada Paper Co., Toronto.

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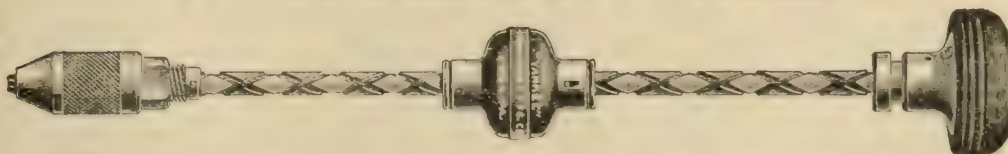
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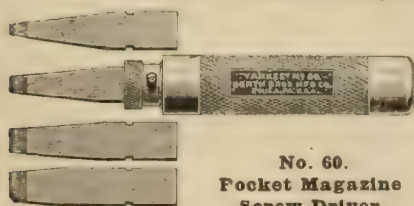
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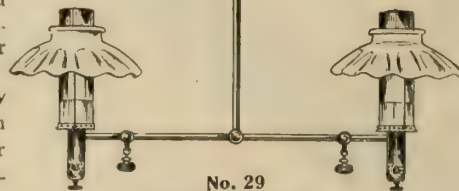
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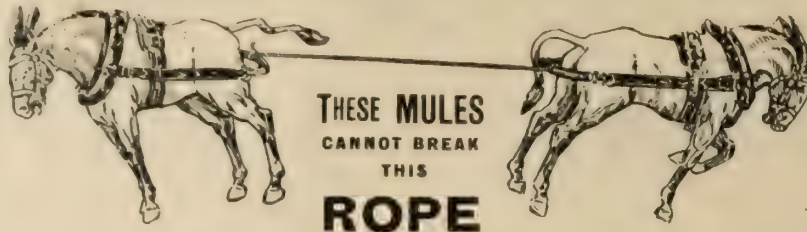
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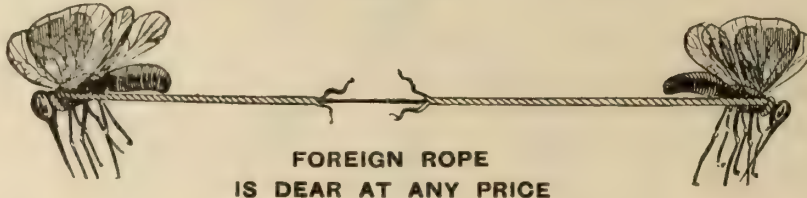
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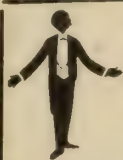
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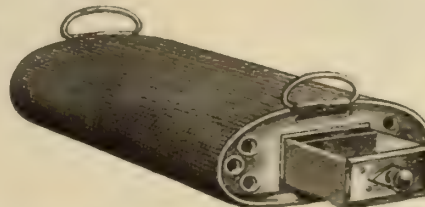
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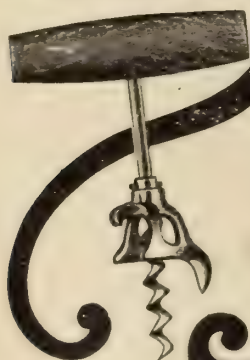
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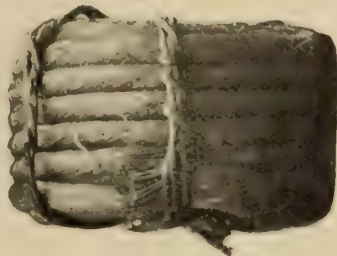
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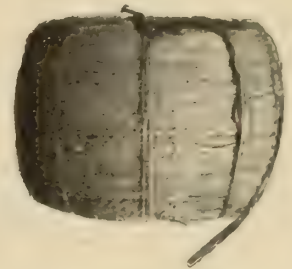
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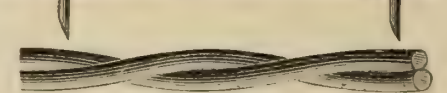
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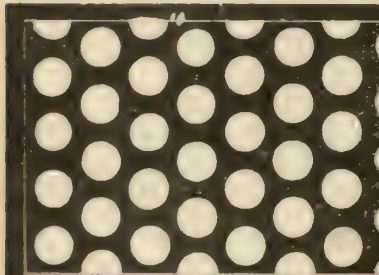
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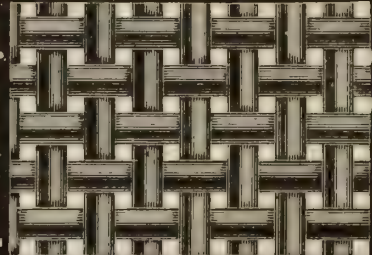
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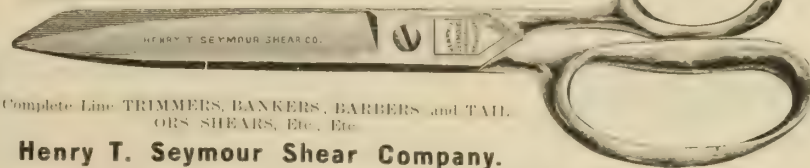
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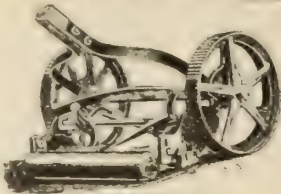
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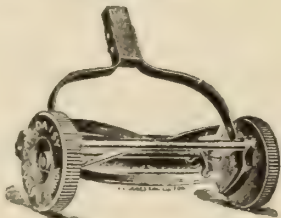
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The "**Woodyatt**" 10½-in. wheel, 4 knives. We have established a reputation for this and intend maintaining it during 1904, by making it from the best of material and with skilled labor only.

The "**Star**" 9-in. wheel, 3 knives. For a medium grade Mower, this is not equalled on the American Continent.

The "**Daisy**" 8-in. wheel, 3 knives. Although this is a low grade Mower, we cast our name on each one as a guarantee that it is perfect in every respect. If you want a machine to compete with the cheap U.S. makes being offered, you can effectually do it with the "Daisy."

Buy Mowers made in Canada and should you ever want repairs you can get them.

Sold only through the Wholesale Trade.

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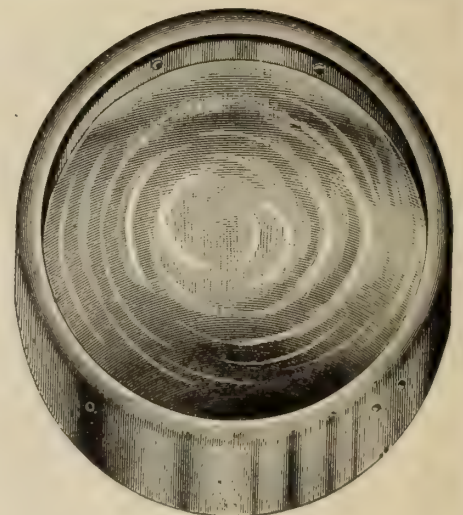
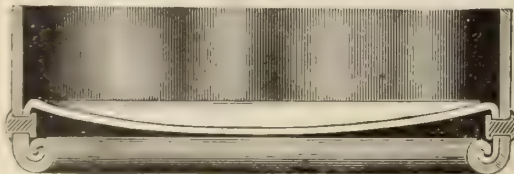
TAYLOR-FORBES COMPANY, Limited
GUELPH, ONT.

The largest and best equipped Hardware Factory in Canada.

THE BEST RESULTS

always follow the sale and use of

KEMP'S BROAD HOOP ROLL RIM BOTTOM MILK CAN TRIMMINGS



A criticising public have used them for the past five years and the increasing demand is proof of their superiority, also evidence of the satisfaction which they give.

The Roll Rim Bottom having no sharp turns does not break the grain of the metal or lessen its wearing qualities.

Narrow Top Hoops can be supplied in place of Broad Top Hoops if desired. For Strength, Durability and Finish, our Trimmings are unexcelled.

They cost no more than inferior qualities.

We also carry in stock a full line of **First Quality Tinned Iron**, cut suitable for the different sizes of Trimmings, which we will supply at the lowest current market quotations.

KEMP MANUFACTURING CO., TORONTO, CANADA.

UNITED STATES PIG IRON IN CANADA.

SEVERAL more valuable opinions from manufacturers as to the wisdom of increasing the Canadian tariff are supplied this week by the letters received in reply to the questions sent out last week by "Hardware and Metal."

1. What influence would a higher tariff in Canada on pig iron have on your business?
2. Would an increase in the protection on pig iron necessitate greater protection on articles made therefrom?
3. Would a higher protection on pig iron interfere with the export business in machinery, implements, etc.?
4. Do you believe that an increase in the protection on pig iron would be to the advantage of manufacturing in Canada—speaking generally?

A Foundryman's Objections.

Editor "Hardware and Metal":

Answering the questions submitted in your communication of recent date, I have no hesitation in stating:—

First. That a higher tariff in Canada on pig iron would simply mean an additional tax on our business.

Second. Unquestionably.

Third. I cannot help but think that a higher protection on pig iron would certainly interfere with the development of export business which our people are now endeavoring to work up.

Fourth. Decidedly not.

I have neither the time nor inclination to enter into a discussion on the tariff, but if there are going to be changes, it is very necessary that information should be obtained, as it was in 1897, on each individual item, and from all sources. An especially interested manufacturer is not the only one whose judgment should be taken. We would have to carefully take into consideration how a raise in duty on an article affects the user of it as a manufacturer just as much as the ordinary consumer. It is a truism to say that what is one man's raw material is another man's manufactured article. A raise in one case nearly always requires a raise in another, and even a lowering in one case may require or demand a lowering in another.

With an enormous revenue and surplus, a raising of duties can hardly be justified on any ground except pure protection. I am willing to confess personally that I am an unbeliever in the success of pure protection, and I would carefully examine any demand that is made for it.

Our present tariff has filled the bill in a marvellous way, and while I do not

pretend for a moment that there are no items where hardship to one or another never exists, I am inclined to think that there are as few such items in the Fielding Tariff as there has ever been under any tariff of customs duties. Most of the manufacturers that I come in touch with, do not deny that they are doing well now. Some of them claim that if hard times come they may not do so well. If hard times come my belief is that the manufacturers as a whole will not suffer more than anybody else. Our duty to the country is more to prevent hard times coming than it is to prepare for it, by insisting that some people shall have a chance to be made secure, even though there are hundreds who must necessarily suffer, and will suffer more by reason of the effort to make this one secure. We must not allow ourselves to be carried away by the extremists.

H. R. IVES & CO.

Montreal, November 30, 1903.

An Engineering Firm's Views.

Editor "Hardware and Metal":

Referring to your communication of the 24th inst., in regard to the question of protection to Canadian pig iron. This is a very wide question, and may be viewed from several different standpoints.

In reply to your first question, "What influence would a higher tariff in Canada on pig iron have on your business?" We would answer that this would depend upon whether or not the manufacturers of pig iron raised the price to correspond with the increased duties. For the past year or two we have been buying Canadian pig iron at a much lower price than American pig iron could be landed here, duty paid. If, however, the price were increased to correspond with the duty, it would, of course, increase the cost of our goods, but only to a small extent, because the cost of our product consists largely of labor. If our costs were increased, we would, of course have to increase the price to correspond, unless we were prevented from doing so by foreign competition, and in the latter case there would seem to be a direct loss to us. But, on the other hand, we manufacture engines and boilers, which are used by the producers of pig iron and other manufacturers, so that if the effect of the higher duty is to keep the business in Canada and employ Canadian labor, it would indirectly benefit our business. Another benefit would derive, and have already obtained from the stimulation of pig iron production, is that we have a greater variety and

better quality of iron to choose from in the home market, avoiding delays in transportation, and rendering it unnecessary to carry large stocks.

In reply to your second question, "Would an increase in the production on pig iron necessitate greater protection on articles made therefrom?" We think it would very decidedly. Otherwise, we might be placed at a disadvantage in competing with foreign producers, as explained above.

In reply to your third question, "Would a higher protection on pig iron interfere with the export business in machinery, implements, etc.?" We would say it would not, under the present arrangement, because manufacturers get a refund of 99 per cent. of duty paid on imported material used in goods which are exported.

In reply to your fourth question, "Do you believe that an increase in the protection on pig iron would be to the advantage of manufacturing in Canada, speaking generally?" We think it would have a very decided advantage, because anything which stimulates home production and employs labor, must increase the wealth of the country. On the same lines, we believe an increase of duty on all such articles as may be manufactured to advantage in Canada would be an advantage to the country. We think it is a mistake to suppose that this advantage would be in the interests of manufacturers alone, or even that it would be of any direct advantage to them permanently, because, in the course of time the increased duties would so stimulate manufacturing in all lines that the home competition would be as bad, if not worse, for the manufacturers than foreign competition. But all the same, it would be of great advantage to the country generally to have the labor and capital employed in the country rather than sending our raw materials, and the price of manufacturing them abroad. It would also place the country in a good position to manufacture for export, as the home competition would not only stimulate the production, but the competition would have a tendency to lower the cost. This country would then be in a similar position to the United States, having a surplus for export, which it could afford to market at low enough price to pay the transport charges, and, if necessary, to pay the duty imposed by the foreign country, as the United States are doing, and will continue to do, in regard to Canada, so long as Canada keeps its rate of duty low enough to permit it. In other words, Canada should be in a position to dump its surplus products

on some other country rather than to allow the United States to unload their surplus manufactures upon us, when they have a depression, which condition of things seems to be impending at present.

ROBB ENGINEERING CO., LIMITED.

D. W. Robb,

Managing Director.

Editor "Hardware and Metal":

Replying to yours of the 24th inst., I would say that in my opinion a higher tariff on Canadian pig iron is necessary, not only in the interests of the pig iron producer, but of the general trade in pig iron. To my mind, it is a deplorable thing that this great industry of producing pig iron from our own ore is being hazarded as it is by existing conditions in the United States. The price of pig iron at the mill in the United States has decreased during the last year from \$7 to \$10 per ton, and this industry in Canada is thereby placed in a very hazardous position. I should not be surprised to see these great industries closed within a few months by existing conditions, for want of necessary protection. The iron production of the United States has increased, so that within four or five years it has nearly doubled, the production at this time being in the neighborhood of 23,000,000 tons per annum, and the significance of this will be appreciated when it is understood that the product of Great Britain is about 7,000,000 tons. There has been a great shrinkage in the requirements of users of pig iron during the last few months in the United States, and in consequence foreign markets will be sought, and are being sought, especially where the tariffs are low, as is the case in Canada. I cannot conceive of a greater misfortune than that these iron mills in Canada should be closed.

In reply to your second question: I think, of course, that there should be a corresponding increase in tariff as a result of any additional protection given to pig iron.

In reply to your third question: I do not believe that an increase of \$2 per ton on the duty of pig iron would affect the

export business in machinery, implements, etc. As an illustration of what I mean: This increased duty of \$2 per ton would only be an additional charge in the cost of production, on say, a self-binder, of about 40c—certainly not more than 60c.

In reply to your fourth question: I think this is fully answered by my reply to your first inquiry, but I may say, that undoubtedly, if Canada is to be a manufacturing country, it is indispensable that our iron mills should be protected to whatever extent may be necessary. Close our iron mills, and you strike a blow at every manufacturing industry in the country, whether it be a user of iron or not.

EDWARD GURNEY,

The Gurney Foundry Co., Limited.

Toronto, November 26, 1903.

Senator L. Melvin-Jones' Answer.

Editor "Hardware and Metal":

It is not my wish meantime to enter into a discussion of the subject matter of your letter, or the consideration of Mr. Drummond's speech delivered before the Canadian Manufacturers' Association recently, with which in part I agree, but with which in some material respects I entirely disagree, and I cannot think that Mr. Drummond submitted what he had stated to be the Association's position, to the members of the Association. If so he would doubtless have found wide differences of opinion in some matters in which he dealt.

The first and second question in your letter to my mind answer themselves, as does the fourth. The third question which you ask is, "Would a higher protection on pig iron interfere with the export business in machinery, implements, etc.?"

Implements manufactured from imported material and exported from Canada are entitled to a drawback of 99 per cent. from the Government of Canada, and, therefore, in this regard you will see that a higher duty would mean a higher drawback, and if all the material in such implements or machinery were imported, the amount of tariff would not affect the situation, excepting as to the additional amount of money needed to carry on business, and the interest on this additional amount between the time that the material would be purchased and the drawback would be received. This, in my own experience, would be an average of about one year.

Further than answering this one question, I would prefer not to discuss for publication the matters referred to.

L. Melvin-Jones.

Massey-Harris Co., Limited, Toronto.

Toronto, November 30, 1903.

MANUFACTURERS IN THE WEST.

WITH this number is concluded the impressions of the Canadian manufacturers, gathered during their trip to the West, which for the last few weeks have been appearing in "The Grocer." The questions put to the manufacturers by this paper were, it will be remembered, as follows:

QUESTIONS SUBMITTED BY THE CANADIAN GROCER.

FIRST: What most impressed you from a business standpoint during your trip through the Great West to the Pacific Coast?

SECOND: What is your opinion in regard to the future of Manitoba and British Columbia as manufacturing centres?

THIRD: In what way can manufacturers of the east secure a larger share of the trade of the Great West, that now goes to the manufacturing firms in the United States?

FOURTH: How can business men in the east best assist the people of Manitoba, the Territories and British Columbia in developing the natural resources of their respective parts of the country?

The Wm. Gray & Sons Co., Limited, Chatham, Ont.

First. The easy circulation of money.

Second. It will be some years yet before those districts can profitably become manufacturing centres.

Third. Advertise largely, and have depots and agents for their goods.

Fourth. By sending them the very best of all they require in machinery and all classes of goods, at reasonable prices, and giving ample time for payments.

E. A. Wright, The Canadian Rubber Co., Montreal.

First. The westerner's unbounded confidence for the future prosperity of Western Canada, and the unfortunate feeling that seems to exist in that portion of the country, that Canada is divided into two sections, the "East" and the "West."

Second. I cannot conceive of Manitoba or the Northwest Territories being manufacturing centres, my impression was that the provinces from the Atlantic all along the waterways to Northern and Western Ontario and the Province of British Columbia would be the manufacturing provinces of Canada, and would supply the vast areas of Manitoba and the Northwest Territories.

Third. By a livelier interest of the manufacturers to supply the specific needs of that country, the revision of the customs tariff, and further transportation facilities, to reduce freight rates, and ensure quick deliveries, also an honest policy in all dealings, with the view of establishing thorough confidence in the goods manufactured in our own country.

Fourth. By hearty co-operation in all immigration schemes whereby that country may be settled by the best class of people landing on our shores.

**WIRE NAILS
TACKS
WIRE**

Prompt Shipment

**The ONTARIO TACK CO.
Limited
HAMILTON, ONT.**

CATALOGUES, BOOKLETS, ETC.

HARDWARE AND METAL would be pleased to review catalogues, booklets or other such publications issued by manufacturers or wholesale dealers selling to the hardware, plumbing, machinery or metal trades. Retailers desiring such publications may also have inserted a note to that effect. No charge will be made for these services.

A new book on "Erection and Repair of Wire Fences," shortly to appear, is being compiled and published by Ironside, Sons & Co., steel and wire merchants, London, Eng., whose advertisement is in this issue. Readers of HARDWARE AND METAL who would like to have particulars are advised to write the publishers, whose address in full is 16 Water lane, Great Tower street E.C.

PAINT MACHINERY.

Kaestner & Co., manufacturers of paint machinery, Chicago, offer for paint grinders an illustrated catalogue, giving comprehensive information regarding the mills, coolers, stones, mixers, dry grinding and bolting outfits, white lead and putty chasers, tanks, conveyors, etc. An examination of the book gives one an excellent impression of the part which machinery takes in paint manufacture under modern conditions. Paint makers are requested to mention HARDWARE AND METAL when writing for this catalogue.

POWER TRANSMISSION APPLIANCES.

The Fairbanks Co., Montreal, have issued a booklet entitled, "Power Transmission Appliances," their catalogue No. 368. This is a small but concise booklet giving considerable information about their department of transmission appliances, a comprehensive description of several of which is given. This catalogue is a handy price list, and would be a convenient book of references for all machinists and dealers in such appliances. Our readers may have a copy by writing for it.

HOUSEHOLD PLATED WARE.

Rice Lewis & Son, Toronto, have issued a neat booklet containing a comprehensive series of illustrations of plated ware, such as chafing dishes and spoons, table kettles and stands, crumb trays and scrapers, coffee extractors, candlesticks, alcohol flag-ons, brass table gongs, pin trays, inkstands, and sterling silver table ware. About half the booklet is devoted to recipes, of which a great variety of really useful ones are furnished. This should be a most valuable booklet for the hardwareman to have at his elbow at this Season. It will be sent on request.

A DAINTY MATCHBOX.

The Syracuse Smelting Works, Montreal, Can., have gotten up one of the daintiest souvenirs ever sent out to the trade. It is a nickel-plated, leather-covered matchbox, fitted with a cigar end cut-off, and with a



Any Merchant Anywhere

Can build up a good paying paint business—make most money out of paint with the agency for

THE SHERWIN-WILLIAMS PAINT.

S.-W. P. is the most widely sold paint in Canada; it is most effectively advertised for the benefit of the dealer; it gives a splendid margin of profit.

We make every S.-W. P. agent a partner with us. We work with him constantly to build up his paint trade—

And our many business helps increase his general business.

Write to-day, and we'll tell you about the S.-W. P. agency, our method of going after the paint business in your locality through the mail and of our poster, store, and newspaper advertising.



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strong spring top. Its shape is such that its weight is not noticeable in the vest pocket. Readers of HARDWARE AND METAL who write for this souvenir are requested to send for it on their own paper, as it is too good to be sent out to everybody.

HORSEOLOGY.

One of the cleverest booklets of the Season has just been issued by The Dunlop Tire Co., Toronto. It is written in most entertaining manner, and is illustrated with fancy cuts, and with cuts of various designs of "Ideal" horseshoe pads made by The Dunlop Tire Co. This catalogue will be appreciated by all readers of HARDWARE AND METAL.

INQUIRIES ABOUT CANADIAN TRADE.

The following were among the recent inquiries relating to Canadian trade received at the Canadian Government office in London, England :

1. A North of England firm desires to get into touch with one or two good Canadian houses

importing old iron and steel in the shape of rails, ship plates, etc.

2. A wholesale provision merchant in the North of England makes inquiry respecting regular supplies of split peas from Canada.

3. A firm in the Midlands are desirous of getting into touch with Canadian manufacturers of hay forks.

4. Inquiry is made for basswood glued-up panels, for piano key-boards.

5. An agent, established at Marseilles, offers his services to Canadian houses exporting canned meats and lobsters, fresh and dried apples, preserved fruits, etc.

6. A chartering agent in London is anxious to get the agency of firms who require steam tonnage for the conveyance of grain from Canada to the United Kingdom. Is also prepared to induce business in shipping by taking up agencies and selling goods for first-class houses

7. A firm of export merchants, with good connections, are desirous of opening up business relations with Canada, and are anxious to get into touch with Canadian houses requiring representation in England. Will undertake buying agencies, or give attention to sale of goods.

A London firm interested in the flax...
 names of exporters from Canada of this...
 or of parties who would be exporters, if
 opportunity offered

Some makers of patent fireproof goods are
 seeking supplies of plaster (gypsum) or any other
 cohesive material produced in Canada and obtain-
 able at a moderate figure in fair quantities

The following inquiries were received
 by the Canadian section of the Imperial
 Institute, London, S.W. :

12. Inquiry has been made for the addresses of
 Canadian manufacturers of vinegar.

11. A Glasgow house asks to be placed in com-
 munication with packers of Canadian gallon apples
 of the finest quality. They could take large quan-
 tities and would require cans to be labelled with
 their own brand.

12. A London import firm asks to be put into
 touch with Canadian shippers of graphite, good
 quality.

13. A company manufacturing insulated wires
 and cables asks to be placed in correspondence
 with Canadian firms buying these lines.

14. The manufacturers of an agricultural motor
 are desirous of establishing trade in Canada, and
 wish to hear from Canadian firms prepared to
 handle these motors.

15. A company which manufactures tools desires
 information as to the nature and extent of the
 market existing in Canada for edge tools.

[The names of those making inquiries
 may be obtained from the Editor of
 HARDWARE AND METAL.

AN ACCUSATION AGAINST CAN- ADIAN AGENTS.

IN the daily papers last week there ap-
 peared the following Canadian As-
 sociated Press despatch from Lon-
 don under date of Nov. 25 :

"At a meeting of the Dudley Cham-
 ber of Commerce, Mr. F. W. Cook, who
 recently toured Canada, said that if the
 Canadian market is to be won, the small
 details of manufacture should be closely
 studied. Either principals or trusted
 representatives should visit Canada, as
 the local agents are of little or no use,
 and sometimes betray the confidence of
 the firms they represent."

The sting of the despatch is, of course,
 in the last two clauses, and it has occa-
 sioned some comment among Montreal
 business men. Needless to say, it is the
 general opinion that Mr. Cook does not
 know what he is talking about when he
 makes this accusation. The charge is so
 sweeping as to be foolish, and it is per-
 haps not worth answering. It would
 receive little notice on this side of the
 water were it not that it is considered
 necessary to correct these false impres-
 sions which are current in England. A
 "Hardware and Metal" representa-
 tive interviewed a number of manufac-
 turers' agents in Montreal who repre-
 sent English firms, and the two inter-
 views given below may be considered as
 representative of the opinions expressed.

IVER JOHNSON SINGLE BARREL SHOT GUNS

ARE REPUTATION BUILDERS.

A Single Gun that for twenty years will do what is expected of it for thousands of users, will establish for itself
 a reputation that cannot be affected by attempted competition.
 It is a gun that the trade always prefer and the public demand.



SEMI-HAMMERLESS TRIGGER ACTION 12 AND 16 GAUGE
 SEND FOR CATALOGUE.

IVER JOHNSON'S ARMS & CYCLE WORKS,
 New York Office, No. 99 Chambers St. FITCHBURG, MASS.

A. E. LESLIE & CO.

Mr. W. S. Leslie, when shown the des-
 patch, said that it scarcely deserved
 much notice. "So far as we ourselves
 are concerned, I might say that we have
 represented English firms for two gen-
 erations, and if they have cause to com-
 plain of the amount of business we do
 for them, or of the betrayal of their con-
 fidence, it is strange that they should
 continue to keep us as their representa-
 tives. I could instance a number of
 local firms who have represented their
 English principles for a great number of
 years. This charge of betrayal of con-
 fidence is absurd.

"I might say, though, that there is one
 suggestion of Mr. Cook's which might
 well be acted upon. It would be a good
 thing for Canada and for English firms
 having representatives here if the heads
 of those firms would come out and get in
 touch with Canadian conditions, and the
 requirements of our market."

ALEXANDER GIBB.

Mr. Alexander Gibb, 13 St. John
 street, Montreal, when shown the Lon-
 don despatch, commented on it as
 follows :

"It is quite evident that Mr. Cook
 does not know what he is talking about
 for most local representatives of English

firms have acted as their agents for a
 number of years. If they do not give
 satisfaction it is strange that they are
 continued. Perhaps it is not quite
 clear what Mr. Cook means when he re-
 fers to local agents betraying confidence.
 I fail to see how they could gain any-
 thing by it, for unless they make sales
 they are paid nothing. So far as I am
 aware, all agents are paid by a small
 commission on their sales, and in most
 cases they do not even get an allowance
 for their travelling expenses.

"If English manufacturers or mer-
 chants do not find themselves suitably
 represented it is largely their own fault,
 and rises from the fact that insufficient
 care is taken in appointing agents, and
 seeing that they are acquainted with the
 goods they are to sell. Mr. Cook would
 dispense with the local agent, but in my
 opinion he is indispensable to the manu-
 facturer or merchant wishing to do busi-
 ness in Canada. The reason is that the
 local agent is acquainted with the re-
 quirements of the Canadian market, and
 is in a position to keep his principals
 posted.

"Mr. Cook is quite right in his asser-
 tion that the English makers should pay
 more attention to the small details of
 manufacture. He is also right in his sug-
 gestion that it would be beneficial for the
 the Canadian market."

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"STAR" SAFETY RAZORS.



"Star" Safety Razors.
Combination set.

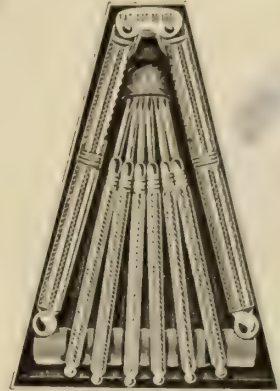


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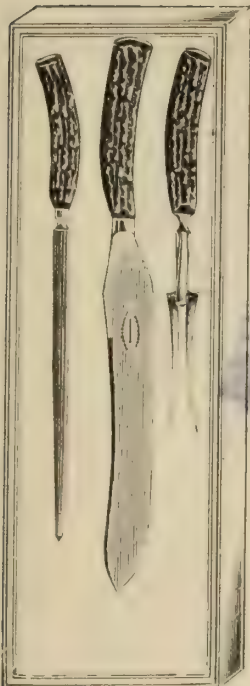
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NUT CRACKERS.

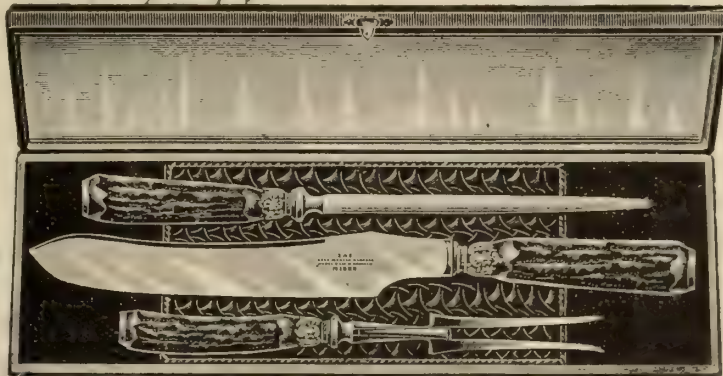


3
Nut Crackers in sets.

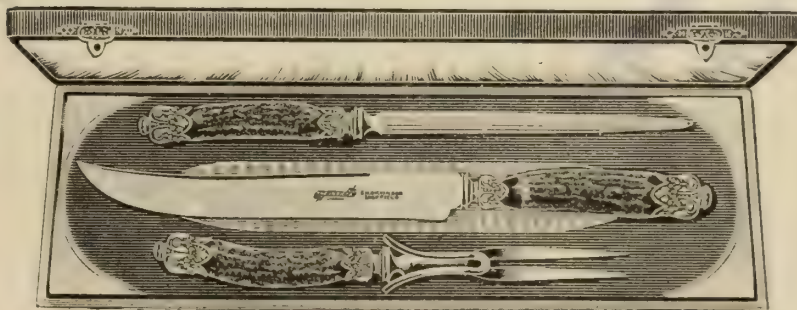
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No. 1025—3 pieces.
9-in. blade, Stag Handle.
Put up in a cardboard box.



No. 831—3 pieces, 9-in. blade, Stag Handle.
5 " 9-in. " " "



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5 " 9-in. " " "



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Put up in a cardboard box,
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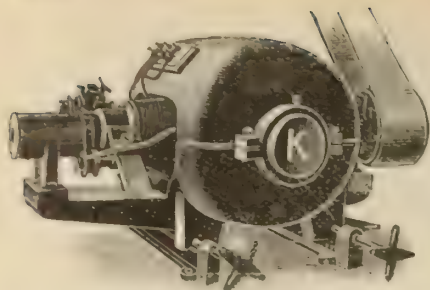
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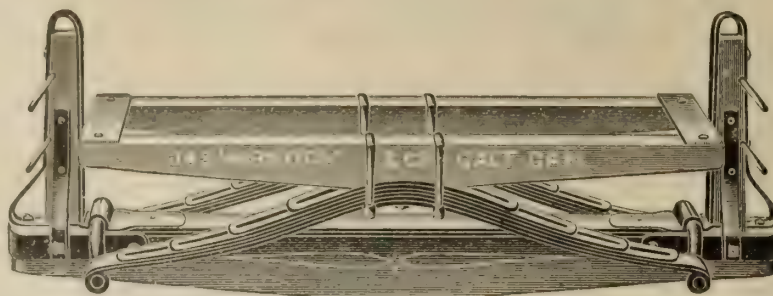
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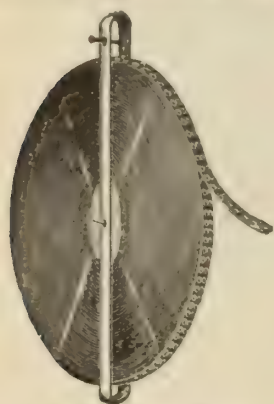
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is the best Bolster Spring ever produced. A fine one for the hardware trade. Write Us for Prices



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1/2 inch, 3/4 inch, 1 inch and 1 1/2 inch.
PATENTED IN ALL COUNTRIES.

WE STRAP THE WORLD! Cary's Universal Box Strap

A CONTINUOUS Metal Strap with a series of raised bosses along the edges, to strengthen same and protect nail heads. Put up in coils of 300 feet each, and packed 20 coils in a case. On each coil we put our patent metal reel frame, making it a complete reel.

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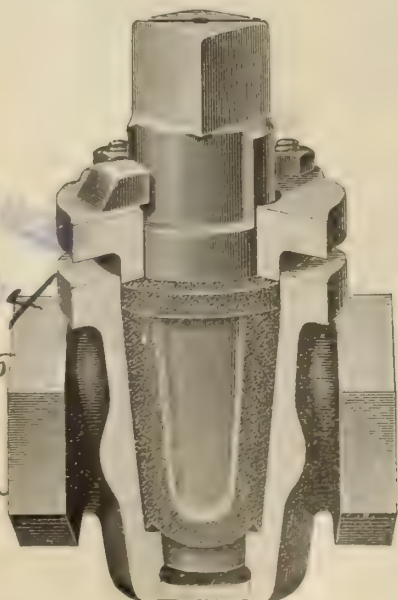
IN THE LINE OF VALVES AND COCKS.

Fairbanks' Asbestos Packed Cocks

are so far ahead of the ordinary Brass and Iron Cocks that they outclass them all, and for this reason we claim that competition in this line is not worthy of recognition.

Many valves and cocks are solid and tight when first put on, but the severe test of actual service soon makes them worthless. Where Fairbanks' Asbestos Packed Cocks are used the severe test of service proves their worth, and we guarantee them to give satisfaction in every case. If you have a common cheap Brass or Iron Cock that is giving you trouble, replace it by a Fairbanks and your trouble will be at an end.

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THE FAIRBANKS COMPANY

MONTREAL

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VANCOUVER

cut book 15
Page 39
and
return to
subs & paper
magazine

MACHINERY

POWER TRANSMISSION APPLIANCES

THE FAIRBANKS CO., Montreal and Toronto, are paying special attention at present to their stock of power transmission appliances of all kinds. In fact, they have made of it a special department.

Illustration No. 1 shows the Universal Giant, ring oiling, B. & S. hanger, for which application has been made for a patent. The words "Universal Giant" are a registered trade mark. In this Universal Giant hanger is found absolute universal adjustment, which, combined with symmetrical design and unusual strength, constitutes the requirements of a perfect hanger.

The construction is such that the hanger is practically self adjusting. This val-

The radius of ball on bearing is struck from centre of shaft, permitting it to assume any position necessary, freely to adjust itself to shaft and to retain its position without binding upon shaft. Adjustment of this kind reduces bearing friction to a minimum.

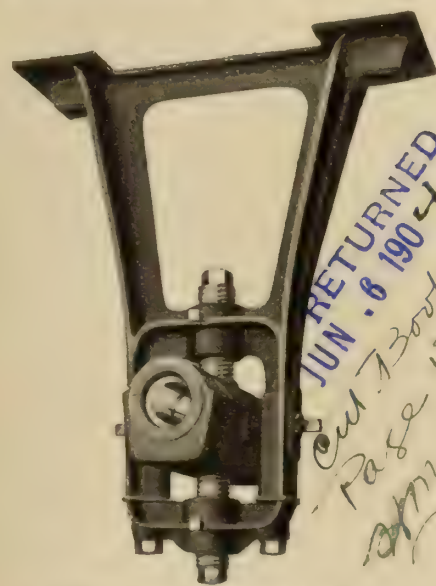
Illustration No. 2 shows Universal Giant, ring oiling, B. & S. post hanger. The length of bearing is equal to four diameters of shaft.

Illustration No. 3 shows Universal Giant, ring oiling, B. & S. pillow block, for which also application has been made for a patent. The length of bearing is equal to four diameters of shaft.

These appliances are made in various sizes. In another column will be found reference to a booklet issued by The Fairbanks Co., entitled "Power Transmission Appliances," in which full information is given as to the prices of the various sizes.

by some time in January or February if the weather keeps fine, and, in that case, work will be commenced on the boilers about the end of March or the beginning of April, the intervening time being occupied in the installing of the necessary machinery.

For some time the company have been expending considerable money in the in-



Universal Giant, Ring Oiling, B. & S. Hanger.

uable feature, which ensures perfect alignment with shaft, is only obtainable by the use of large cast iron plungers, and can not be secured where bearing is supported by four set screws.

The Universal Giant bearing is of the popular ring oiling type, and is deserving of the popularity which it is now gaining.

The rings are made of spring steel, tempered, and will retain perfect shape. Permanent devices are used to return surplus oil to reservoir. Bottom of bearing is made flat so that it will not upset when out of frame. The bearing can be put into frame or be removed without taking off yoke, a time-saving feature in erecting work.

ARE BUILDING LOCOMOTIVES

THE CANADA FOUNDRY CO. have just completed the repair of a locomotive for the C.P.R., built by the American Locomotive Works, and in repairing it the company may be said to almost have reconstructed the locomotive. This is the first work of the kind ever undertaken by the company, and for that reason those interested in the company are waiting with expectancy to see how the locomotive acts in actual service. She has made her trial run, and judging from the results of the tests put upon her in that run, everything is all right.

Evidently the Canadian Pacific Railway have considerable confidence in the ability of the Canada Foundry to make a success of this new venture in the construction of locomotives, for the company are now at work on ten locomotives for the railway company, and negotiations are now in progress for an addition to that order.

It is difficult to say when these locomotives will be completed, since the company are, as it were, "feeling their way" in the construction of the locomotives, and therefore cannot be certain of the different steps in the construction until they have been tried. Then, besides, they will not be able to start the construction of the boilers until the new boiler shop is completed. This shop may be completed

stallation of machinery suitable for the repair and construction of locomotives, and now that one locomotive has been successfully repaired, the directors will not feel so much compunction in investing capital in machinery for that class of work.

A number of first-class boilermakers have been added to the staff of the company, and also some machinists for special work on the locomotives, but for the most part, the work is being done by the regular employees of the company.



Universal Giant, Ring Oiling, B. & S. Pillow Block.

All who are interested in the development of Canadian industries, and, especially, in the line of mechanics, will be interested in this venture of The Canada Foundry Co. into the line of locomotive construction, and will wait with expectancy the outcome of it.

Some things about "C" Horse Nails.

There are some things every hardware dealer should know about "C" Horse Nails—if he sells them.

(1) That the average size of horse nails used in Canada is No. 8 which count about 100 nails to each pound; or 2,500 nails to each 25-lb. box.

(2) That it requires 32 nails for a full set of four horse shoes, or an average of about one-third of a pound of the average size No. 8.

(3) That twenty-five cents per box affects the price one cent per pound; therefore when you purchase a box of lower priced horse nails than the "C" brand, for every twenty-five cents less, you only reduce the cost of the third of the pound of nails used in shoeing a horse: **one-third of one cent.**

(4) Or look at it this way: A box of horse nails of the average size No. 8 will suffice to shoe 75 horses. The twenty-five cents have to be spread over about one hundred dollars worth of work.

Now for the application! Don't you as a business man think it is good sound common sense to buy the best horse nails, when by so doing you are assured as in the case of the "C" brand, that you are getting the best **"Made in Canada"** and more than the difference in cost in the quality, pattern and finish, therefore, the longer wear and economy of the work done.

The "C" brand horse nail have been made for 38 years in Canada by the **"hot-forged"** process. We use the best Swedish charcoal steel nail rods and our processes for pointing and finishing are not used by any other Maker in Canada.

Order "C" brand horse nails and note the results: You will find as all others do, that they are in a class by themselves, as they are in price.

Your kind preference for our "C" brand is solicited and will be appreciated by us.

**Canada Horse
Nail Company,
MONTREAL.**

MECHANICAL AND ELECTRICAL NOTES.

Thos. Gardner, Newmarket, Ont., is installing a five horsepower steam engine in his iron foundry.

The Maritime Electric Co., Halifax, are installing an electric plant at Liverpool, N.S., under the direction of W. M. Tait.

The new boiler and the engine have been installed in the United Factories' plant, Newmarket, Ont. Very little time was lost on account of the explosion.

The Mexican Light and Power Co., have taken possession of The Siemens & Halske Electric Light Co., of Mexico, and have completed arrangements for moving the head office of that company from Berlin, Germany, to Montreal. This company have the contract for lighting the entire city of Mexico, and will now be managed from Montreal. The purchasers have decided to retain the entire staff of the company. J. H. Berlinger, general manager of The Siemens & Halske Co., has accepted a position on the board of directors of the Mexican company.

The Philip Carey Mfg. Co., Toronto, manufacturers of roofing and asbestos materials, are busy with several roofing and pipe-covering contracts, some of the larger of which are: roofing on the building for The International Portland Cement Co., Hull, Que.; of The Belleville Portland Cement Co., Belleville, Ont.; and of The Imperial Steel & Wire Co., Collingwood, Ont.; the steam pipe covering in two steel steamboats and in the tug Empress, built by The Collingwood Shipbuilding Co., Collingwood, Ont. The covering for the pipes was \$5 per cent. magnesia.

MACHINERY MARKETS.

THE machinery market has been a little less bright than the foregoing weeks, but this is thought to be merely a temporary weakness, brought about perhaps, some dealers think, by the falling off in the American market. However, this falling off does not bring the market down even to its normal condition, since during the last three or four months the market has been unusually active. There are for this reason no complaints being heard either from the manufacturers or from the wholesale dealers, since most manufacturers have been fairly rushed with work lately, and have orders booked which will keep their plants running for months to come, and since a good many dealers have had some difficulty in filling orders at the specified time.

The A. R. Williams Machinery Co., Limited, report a slight falling off in orders, but do not think that such a condition of the market will continue. The condition of the American market at the present time has had a somewhat detrimental effect on the Canadian market, but as soon as the first scare is over A. R. Williams expects that the condition of the market will return to its normal condition of the last three or four months. There is the ordinary sale of machinery, machine tools, boilers, engines, and engine equipments.

The H. W. Petrie Co. report a good

business in all lines, with a special run on their Cincinnati machinery. Although there has been a slight falling off in orders, it is hardly to be noticed, and Mr. Petrie does not expect that it will continue for long.

The Levy, Weston and McLean Machinery Co. report trade very good indeed. Mr. Weston says that he has not noticed any depression in the machinery market on account of the falling off of trade in American markets; that so far it has not affected the company's business to any appreciable extent. Trade in wood-working machinery during the past two or three weeks has been very good indeed.

The Wm. Sutton Compound Engine Company, of Toronto, Limited, manufacturers and repairers of engines, especially compound, and engine supplies, report a very good business. The company have orders booked which will keep their plant running until March of the coming year. Recently they were forced to refuse a contract from the Gutta Percha and Rubber Co., of Toronto, on account of their inability to complete the contract at the time required by the Gutta Percha and Rubber Company.

The Canada Foundry Co. are quite busy at the present time. Some special work they are on at the present time is the construction of ten locomotives for the Canadian Pacific Railway. They have just finished the repair, which amounted almost to the reconstruction of one of American Locomotive Work's locomotives in use on the C.P.R.

The Canadian General Electric Co.'s works at Peterboro, Ont., are reported at the Toronto offices to be running to their full capacity. Mr. Edwards, advertising manager of the company, says that they have their hands full. The work being turned out at the present time is of the ordinary class of output; there are no special features of interest in the class of machinery now in process of construction.

R. Schofield, expert machinist, Court street, reports business good. He says that business in the special lines of machinery in which he is engaged has been somewhat dull during the last month or so, but that it has now picked up, and he is looking forward to busy winter months.

The Dominion Motor and Machine Co., King street, E., report business in the manufacture and repair of gas and gasoline motors, automobiles, and machinery, to be fair. They expect an increase of business in the weeks to come. They now have their plant almost completely refitted, and are in a position to cope with all orders. They contemplate going more deeply into the manufacture of automobiles in a short time, especially in the line of light machines.

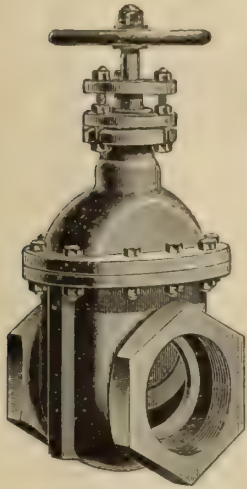
Bread, Milk and Trade Checks

Made of BRASS or ALUMINUM.

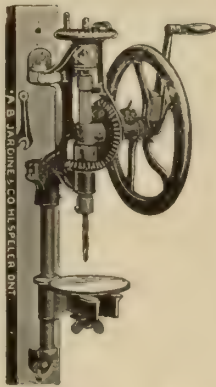
SEND FOR PRICES.

STENCILS, STEEL STAMPS,
RUBBER STAMPS, ETC.**Hamilton Stamp & Stencil Works,**

HAMILTON, ONT.

**BUY
KERR
VALVES.**They give
satisfaction
every time,
Catalogue
on application.**The Kerr Engine Co.**
LIMITED

Walkerville, Ont.

TRADE MARK
REGISTERED**Blacksmiths'
Hand
Drills.**The very
best.**A. B. JARDINE & CO.**
HESPELER, ONT.**“Say, Friend,”**

your aim should be to start up for yourself.

Why Workfrom morn till night for somebody else instead of
pushing a business for yourself and thus reap the full
profit of your labor?**We Will**start men of ability and good character in every
County in the Dominion.

WRITE FOR PARTICULARS TO

The Empire Machine and Metal Stamping Co.

Limited

1012 Yonge St.

- TORONTO,

Canadian Metal for Canadians.**IMPERIAL BABBITT.** — Perfect anti-friction, no matter what the speed or the
crushing weight. Satisfactory wherever and whenever used. Why experiment with new
and foreign-made metals, when a Canada-made, thoroughly tried and absolutely reliable
metal is at your command?**THE CANADA METAL CO.,** WILLIAM STREET, **TORONTO**

CAP SCREWS.

SET SCREWS.

Square and Hexagon

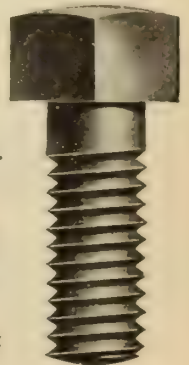
COLD PRESSED NUTS

FINISHED.

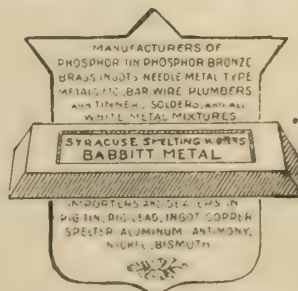
SEMI-FINISHED.

Canada Foundry Company,

LIMITED.

Head Office, **TORONTO, ONT.**District Offices — Montreal, Halifax, Ottawa, Winnipeg
Vancouver, Victoria, Rossland.**Use Syracuse Babbitt Metal**

IT IS THE BEST MADE.

Wire, Triangular and Bar Solder, Pig
Tin, Lead, Ingot Copper, Ingot Brass,
Antimony, Aluminum, Bismuth, Zinc
Spelter, Phosphor Bronze, Nickel, etc.,
always in stock.

FOR

Paper and Pulp Mills,
Saw and Wood-Working Machinery,
Cotton and Silk Mills,
Dynamos, Marine Engines,
and all kinds of
Machinery Bearings.Canadian Works, Montreal, P.Q.
American Works, Syracuse, N.Y.
Head Office American Works, 94 Gold St., New York.**SYRACUSE SMELTING WORKS**

Sausage Stuffer, Lard
and Fruit Press



8 Sizes and Styles

Rapid Grinding and
Pulverizing Mills

40 Sizes and Styles
for Hand and Power



No. 3, \$5.50.

Bone, Shell and Corn
Mill



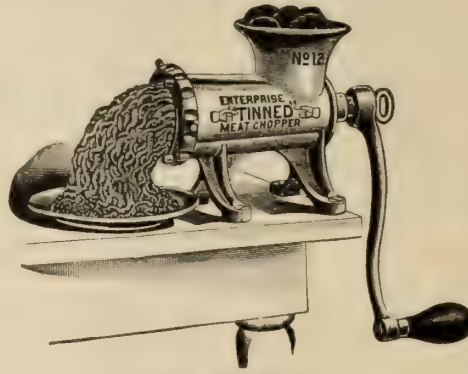
No. 750, \$8 50.

TRADE "ENTERPRISE" MARK

Meat and Food Choppers

TINNED

40 Sizes and Styles for Hand and Power
from \$1.00 to \$300.00



No. 12, \$2.75.

Sold by all the leading Jobbers of the Dominion
ILLUSTRATED CATALOGUE MAILED FREE

The Enterprise Mfg. Co. of Pa.
Philadelphia, Pa., U. S. A.

Meat Juice Extractor



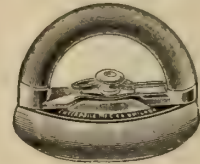
No. 21, \$2.50

Raisin Seeder



No. 36, \$1.00

Cold Handle Polishing
IRON



No. 82, \$7.50 per doz.



Steel Frame Churn.

DAVID MAXWELL & SONS

ST. MARYS, ONT., CANADA.

"Maxwell Favorite Churn" Lawn Mowers.

PATENTED FEATURES: Improved Steel Stand,
Roller Bearings, and Foot and Hand Lever
Drive, and Detachable Driving Link. Improved
for season of 1904. Steel or Wood Frame as
desired.

High and Low Wheels, from
12 in. to 20 in. widths. Cold
Rolled Steel Shafting, Cru-
cible Steel Knives and Cutting Plate.

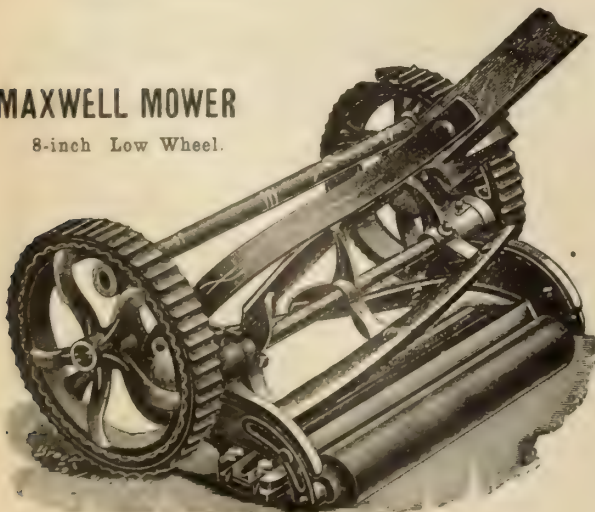
If your Wholesale House does not offer you these
articles

Wheelbarrows. In Four Different Sizes.

SEND DIRECT TO US.

MAXWELL MOWER

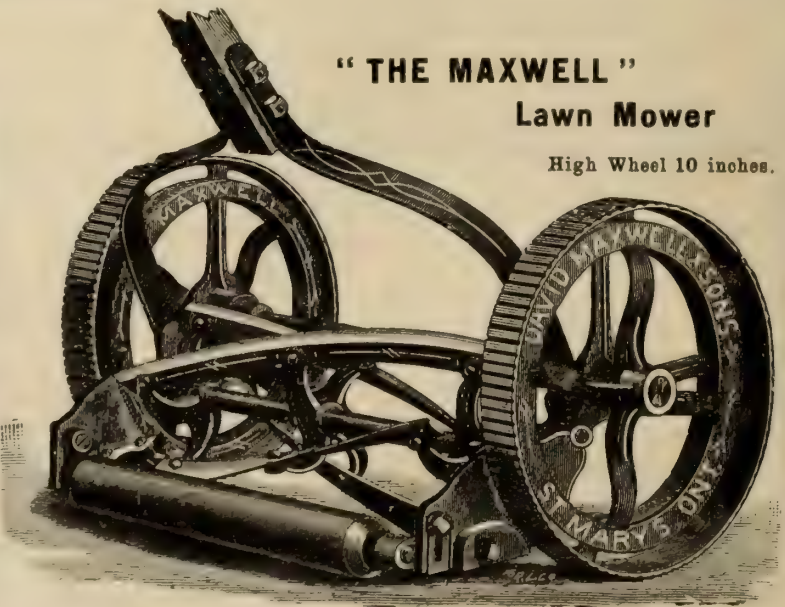
8-inch Low Wheel.



"THE MAXWELL"

Lawn Mower

High Wheel 10 inches.



MADE IN CANADA



Stitched Cotton Duck Belting

Superior to all others.

FOR

Agricultural Machines, Elevators,
Pulp and Paper Mills, Cotton, Woollen,
Cement and Saw Mills, Machine Shops
and Electric Powers.

MANUFACTURED BY

DOMINION BELTING COMPANY

Limited

HAMILTON, CANADA.

USE OUR

"MAPLE LEAF BELT DRESSING"

EMERY IS MOSTLY IRON ORE.

What the United States Government says :

"Emery is a mechanical admixture of corundum and magnetite or hematite. It is, of course, the presents of corundum in the emery that gives to it its abrasive qualities and makes it of commercial value, and the abrasive efficiency of emeries varies according to the percentage of corundum they contain."—*Bulletin of the United States Geological Survey, No. 180, page 9.*

The diamond is crystallized carbon ; corundum is crystallized alumina. Corundum is next in hardness to the diamond.

Craig Mine Crystal Corundum is the only pure corundum on the market. It has 95 per cent. to 98 per cent. pure corundum, as against the 30 per cent. contained by most emeries.

The Canada Corundum Company, Limited

TORONTO, CANADA.

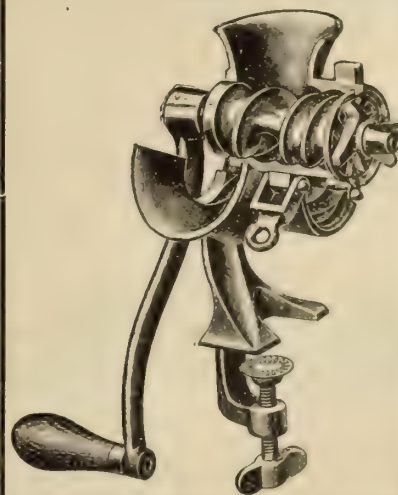
Note:—Craig Mine Crystal Corundum grains are numbered as follow :
12, 14, 16, 20, 24, 30, 36, 46, 54, 60, 70, 80, 90, 100, 120, 150, 180, 200.

Do You Carry Our Line of Bright Steel Shafting ?

If not, you are losing a rare opportunity for securing a valuable trade in your vicinity. Standard sizes and lengths carried in stock always command a staple demand while we are in a position to furnish prompt shipments on any special orders your customers may desire. Write for details of this line.

The Dodge Mfg. Co., of Toronto,
Limited,

TORONTO, ONT.



The Russwin Food Cutter.

CLEANLINESS.

There is no drip from the Russwin to soil clothing and floors. The gutter carries all juices to the dish—they are not deposited upon the floor. The machine itself is quickly cleaned with the least possible effort. Write for Booklets, Posters and Electrotypes to assist you.

Russell & Erwin Mfg. Co.
New Britain, Conn., U.S.A.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

W. Arthur
Lydiatt,

TORONTO.

NOTE.—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, **HARDWARE AND METAL**.

"Insure Your Business Against Dull Days—Advertise!"

IT'S like trying to tell the Chinaman how to iron your shirt—this telling retailers about the use of types, inasmuch as the average merchant does not know anything about types and doesn't seem to understand what you are talking about when you try to tell him about them.

Most of them seem to think it's enough bother to write the copy without worrying about the kind of type the ad. is to be set in.

What I have to say now is of interest to the man who is willing to "bother," if it is going to help make his advertising any better.

The appearance of an ad. has a whole lot to do with its selling power. Just as an attractive label or package helps to sell the goods it covers, so a well-displayed ad. draws and holds attention and makes the matter it contains more digestible.

The most apparent fault to be found with most of the retail ads. that appear in the different papers throughout Canada is that there are too many display lines and not enough body type in them. In most cases what the merchant writes for his ad. is far superior to the way in which it is displayed.

Nor is this always the fault of the printer or the man who sets the ads. The reason usually is that the merchant is apt to know his goods and to know why, in his opinion at least, it would be of advantage to the public to buy what he has to offer. The business man can often talk eloquently and convincingly about his particular business when he cannot talk at all upon any other subject. But never having given any thought to the artistic and effective display in type, he has no idea how his "talk" is going to look when it is set up. So he either underscores all the important thoughts in his ad. to be displayed, or leaves the matter entirely in the printer's hands.

The main trouble is that the merchant usually wants every new thought or im-

portant line to be brought out in big heavy type, as if he would label it "big thought." One meets this desire for big type quite frequently among advertisers both great and small. The result is generally a hodgepodge, with no very great impression of any one thing made on the reader.

If I were to make one motto or rule by which the readers of this department could most strengthen their advertising, it would be this: Depend on the vigorous expression of your thought and not on big type to make an impression on the public.

An ad. built with that rule as a basis would need no unsightly lines all over the ad. A well conceived catch-line would be displayed at the beginning, and possibly, in exceptional cases, elsewhere in the ad., and we would depend on this line, aided sometimes by an illustration, to catch the eye of the reader. Having once got him on the hook, so to speak, black type is no longer necessary. He starts to read, and if the talk is interesting, he will read the ad. clear through. If he is not interested, no overplus of big black type sprinkled

through the ad. is going to keep him from wandering off to something more pleasing and interesting.

Having then dispensed with the necessity of black type to emphasize our thoughts, we can put the black letters in occasionally where it is likely to add to the general attractiveness of the ad. We will, therefore, use them as sub-heads occasionally when the ad. is a large one, but the sub-heads will never be as large or otherwise as prominent as the headline.

The name of the advertiser should usually appear in type of the same size as the headline or the largest display line.

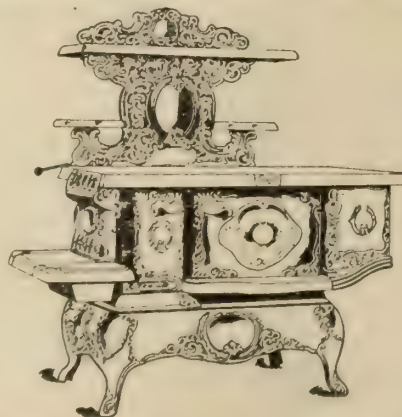
Don't always have your headline or catchline of the "hurrah" style.

Let it be timely—a self-contained thought—or a mere catch-phrase to excite curiosity.

Advertising Deeds.

I wonder if the man who caused the following ad. to be inserted—and paid the cost thereof—really thought he would get any results.

THE LEADING Hardware Store



Is the place to buy

**Furnaces,
Heaters,
Stoves,
Paints, Oils,
Glass, Putty, Nails,**

and all kinds of

SHELF HARDWARE

I wonder if he thought it would help in any way to increase his trade.

I doubt it. I am inclined to think that he didn't give much thought to it, and likely the only time he worries at all about it is when the bills have to be paid, and then I guess he sometimes stops and wonders if his advertising really pays him.

Good advertising doesn't always get credit for the good it does do, and ordinary advertising sometimes gets credit for doing things it doesn't do.

I remember a man who did some very poor advertising for a very good store, and because his business increased considerably during the year he credited his advertising with being the cause of the increase.

Well, the advertising he did might have helped some, but the increase was really natural, and was accounted for by the satisfactory way in which he did business and the general need for such a store as his in that locality.

Suppose you advertise to the extent of \$5 a week. Why don't you make that advertising "worth its salt"?

If you hire a clerk at \$5 a week and he doesn't earn it you fire him and get another. You don't do without a clerk simply because those you have had weren't any good, because you need a clerk to help you run your business. If you can't get a good enough clerk at \$5 a week, you pay \$6, or even \$10, if you think the better clerk will earn his wages.

So if your \$5 a week advertising is not good enough to make it worth the expense, why, get the kind of advertising that will. Don't do without advertising altogether, because the right kind of advertising can certainly make itself worth having. And if you can't get good enough advertising for \$5 a week, pay \$6 or \$10 if the increased amount will get the kind of advertising that will pay for itself.

Better spend \$10 a week for advertising that pays a profit than \$5 a week for advertising that doesn't.

If you haven't the time, inclination or ability to write your own ads., get someone who can, and even if he does make your advertising bills a little higher, he is likely to pay good interest on the investment, and that's better than continually charging advertising up to "Expense."

Don't spend money to merely tell people that you have a hardware store, when they already know it.

Rather show them how well equipped you are to supply their needs; and you can best do that by suggesting those needs and telling about the things that will fill them.

MONTREAL STEEL WORKS, LIMITED.

SUCCESSORS TO ———

The Canada Switch and Spring Co., Limited.

Manufacturers of ———

STEEL CASTINGS

(OPEN HEARTH SYSTEM).

SPRINGS, FROGS, SWITCHES, SIGNALS, for Steam and Electric Railways.

CANAL BANK, POINT ST. CHARLES, : : MONTREAL.

STANLEY RULE & LEVEL CO.,

NEW BRITAIN, CONN., U.S.A.

IMPROVED CARPENTERS' TOOLS ———

SOLD BY ALL HARDWARE DEALERS.

CELEBRATED HEINISCH SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinnern's Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 155 Chambers St.
NEWARK, N.J., U.S.A.

PHONE
MAIN
5003.

DESIGNING ILLUSTRATING

Legg Bros.

Engraving Co.

5 Jordan St. Toronto.

HALF TONE
ZINC ETCHING
WOOD ENGRAVING
ELECTROTYPING
COMMERCIAL
PHOTOGRAPHING

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING

12, 16 and 20 Gauge.
Steel and Twist Barrels
Superior in Design, Workmanship
and Finish, and the most popular
Gun on the Market.

Simplest
"Take Down"
Gun Made



HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers.
Catalog on request. Worcester, Mass., U.S.A.

Business Changes

ONTARIO.

A. E. Perkins, Ottawa, has retired from the foundry business.

J. C. Anderson, coal and wood dealer, Windsor, has dissolved business.

The assets of Price Bros., general merchants, Iberville, are to be sold.

Connor Bros., bicycle dealers, Woodstock, have removed to Exeter.

Anderson & Griffith, blacksmiths, Hogersville, have dissolved partnership.

T. K. Poole, hardware merchant, Glenoe, has sold out to J. Wright & Son.

W. J. Whitten, of W. J. Whitten & Co., hardware merchants, Toronto, is dead.

QUEBEC.

The Montreal Paper Box Mfg. Co., Montreal, have registered.

The International Flax Fibre Co., Montreal, have registered.

The American Asbestos Co., Ltd., Montreal, have been incorporated.

The Terry Gas Engine and Machine Works, Montreal, have registered.

The estate of J. B. Beauchamp, grocers and hardware merchants, Montreal, have compromised.

A meeting of the creditors of J. E. Lesard, general merchant, St. Remi de Tingwick, is announced for December 5.

G. A. Mace & Co., manufacturers of paper boxes, Montreal, have been damaged by fire and water; loss partly covered by insurance.

MANITOBA AND N.W.T.

The Breckenbridge-Lund Lumber & Coal Co., Ltd., Lacombe, have been incorporated.

NEW BRUNSWICK.

R. McLeod has been appointed provisional liquidator of The J. A. Whelphrey Co., Ltd., manufacturers of skates, Round Hill.

BRITISH COLUMBIA.

The estate of F. W. Foster, general merchants, Clinton, have been succeeded by McDonald & McGillivray.

FUEL COST PER UNIT OF POWER.

M. C. Huyatt, of Chicago, who has recently addressed the Indianapolis Manufacturers' Club on "Smoke Prevention," "Fuel Costs" and kindred subjects, says that statistics show that the cost of producing one unit of power is less in Indianapolis than in any other large city in the United States. The cost there is 8c., he says, as compared to 16c. in Chicago. In other cities it varies from slightly higher than Indianapolis up to 30c. He says there is not one chimney in a hundred that is

high enough, and as to coal—it is bought and sold more blindly than any other commodity, purchasers frequently thinking they are buying a fine quality of coal when it contains a large per cent. of iron and sulphur.

ROOFING MATERIAL.

A. C. Jenking, Coristine Building, Montreal, announces that he is the sole agent for Canada for the Arrow brand asphalt ready roofing. This is a new roofing made by a New York firm. This roofing, although cheap, is permanent and handsome in appearance. It can be laid rapidly by any ordinary workman, as experience is quite unnecessary.

STEEL FREIGHTS REDUCED.

A press despatch from Cleveland, under date of Dec. 1, says: "The rates on finished export steel were to-day reduced 33½ per cent. between Cleveland and the East; also between all the iron and steel-producing centres and the seaboard. The aim of this reduction is understood to be to enable steel makers to go into the foreign markets in opposition to foreign steel products."

CORDAGE WORKS ENLARGING.

The Canadian Cordage Manufacturing Co., Ltd., at Peterboro', are evidently having all they can get in the way of business, as we note they are now putting up quite an addition to their present large mill, which is one of the largest, if not the largest individual cordage mill in Canada. The goods that this Co. are manufacturing have received high eunomiums wherever used. Recently they obtained the contract for furnishing the light ship Lurcher for Canadian Government, which has lately been launched at Toronto. The addition to their buildings will consist of a new picker house, 30 x 75 x 14 ft., a new warehouse, 52 x 140 x 22 ft., and an addition to preparation room, 72 x 75 x 140 ft.

A LARGE ORDER FOR TOASTERS.

The Fairgrieve Mfg. Co., of Toronto, after vexatious delays in the procuring of a new die for manufacturing their gas toasters, are at last in a position to fill orders once more, and customers who have been waiting for many weeks on these toasters may look for shipments from now on. A gratifying order obtained from The Fairgrieve Mfg. Co.'s advertisement in HARDWARE AND METAL was that of an English firm, Heine, Solly & Co., of London, whose sales for this toaster have exceeded 20 gross, and the end is not yet.

TINWARE NOTES.

The assets of A. E. Eastman, tinsmith, Carp, Ont., are advertised to be sold on December 4.

St. Arnaud Freres, manufacturers of stove pipes and polish, Montreal, have dissolved partnership.

A FINE CALENDAR.

The Massey-Harris Co. have just issued a very handsome 1904 calendar. On a background of growing wheat is a medallion bearing the picture of a beautiful golden-haired girl in evening costume. Below appear cuts of Massey-Harris agricultural machinery.



Wire-Cone Incandescent Toaster

Only perfect Bread Toaster for Gas or Gasoline Stoves. No smoky taste to bread toasted on this toaster. Write for prices.

H. O. Edy, Montreal. E. T. Wright & Co., Hamilton.
HARKINS & WILLIS,
Manufacturers and Inventors, ANN HARBOR, Mich.

Apply all the tests to

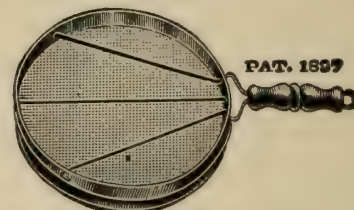
STERNE'S ASBESTOS CEMENT

and it will fill the bill every time.

Whether for durability or economy, satisfaction to the user, or saleability, it never fails to meet every requirement. Write for samples and prices.

Manufactured by G. F. STERNE, Brantford.

For Sale by: J. H. HANSON, Montreal
BATTY STOVE & HARDWARE CO., Toronto.



PAT. 1897

The FAIRGRIEVE GAS TOASTER

Retails at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.

THE FAIRGRIEVE MAN'FG. CO.,
295 COLLEGE ST., TORONTO.

U. S. Branch: 289 Jefferson Ave., DETROIT.



When placing your order for Lanterns, ask for **WRIGHT'S Cold Blast Lantern**, which is the only genuine Cold Blast Lantern made. They are the best, and we will guarantee prices against all other makers for this season and for next.

E. T. Wright & Co., Manufacturers, Hamilton and Montreal.

Are You Estimating on Heating Apparatus?

The merchants who are handling Oxford Hot Water Heaters tell us they are being asked for estimates. How do you find business?

From present indications our rush of orders is going to be even greater. If you are one of the prosperous merchants handling the

Oxford Hot Water Heater

we would like to talk to you about getting your orders in early. If you are one of the other kind of merchants we would like to talk to you about getting into line. Write us about it.

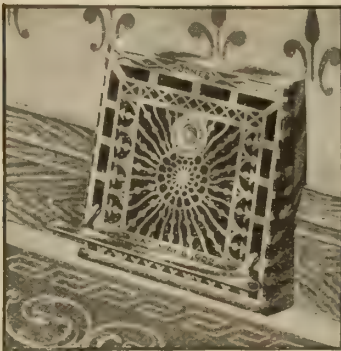
The Gurney Foundry Co., Limited

TORONTO

WINNIPEG

VANCOUVER

THE GURNEY-MASSEY CO., LIMITED, MONTREAL.



Showing a Jones Register placed.

A Man Named Smith

had a furnace installed, using the old-style floor register. He had much trouble with the basement pipes, and a good deal of expense; his carpets had to be cut shamefully. He had difficulty in heating the upstairs, and his coal bills were frequent and large. He had never heard of

The JONES

Side-Wall Register,

which cuts in two the number of basement pipes, elbows, angles, etc.; which does not damage carpets, which collects no dust, and which, through the method of its installation, feeds the heat to any room surely, powerfully, and economically. The coal bin does not sink so rapidly when a **Jones** Side-wall Register is used.

Furnacemen, learn more about the **Jones** Side-wall Register. Send for our complete catalogue.

The **United States Register Co., Limited**

66 East State St., Battle Creek, Mich.

Canadian Representative: CHARLES D. CHOWN, Kingston.



A No. 1 Jones Register.

Window and Interior Displays

Timely Hints
and Suggestions.

FROST ON THE GLASS.

THAT great foe to good window dressing, frost, will have to be considered by every window dresser for the next four months, and unless special preparations have been made or there is knowledge of preventives, many a display will be rendered useless. The fighting of frost is one of the principal duties of the window dresser, and the knowledge of how to do it is necessary.

Frost on the glass is the freezing of the moisture deposited by the hot air of the interior of the store striking the cold glass. In this way it can be seen that if the moisture can be kept from forming there will be no frost, and this can be done satisfactorily only by closing off the window from the interior by means of a tight background, and by bringing in the cold air from the outside, maintaining a temperature in the window very near to what is outside.

In a hardware store there is no objection to a cold window, as nothing in the stock worth showing will be effected by the temperature. The closing in of the window is not always sufficient, so that it is found necessary to have direct connection with the outside. This is accomplished by cutting a slit or opening in the framework of the window below the floor. This opens directly into a box which is connected by means of pipes with small holes eight or ten inches apart in the floor of the window. Above the glass more holes are bored directly to the outside, and the cold air, entering the bottom opening, passes through the box and pipes to the window and over the glass to the holes above, the draft keeping the temperature inside low, and drying all moisture that might accumulate.

It is necessary with this to have a means of excluding the dust, if it is blowing. This

is done by having a covering for the outside opening, which can be closed at pleasure. The background can be made so that it can be removed in the Summer if so desired.

Those who do not build a background must trust either to liquids, superheated atmosphere, artificial circulation of air or Providence. The enclosed window is the safest of all. Coils of hot water pipes around the base of the glass, or a gas pipe with many perforations for the flames will

This acid will not discolor or leave a greasy deposit as many of the others do. Glycerine, alcohol, aqua ammonia, aqua regia, benzine, hydrochloric acid, nitric acid, etc., are of service, but their value is only temporary, and as a rule they show on the glass. All of them leave a moisture, which, if not removed, soon freezes over again. The best way to dry it is to use an alcohol lamp, which gives a hot, dry flame.

THIS WEEK'S ILLUSTRATION.

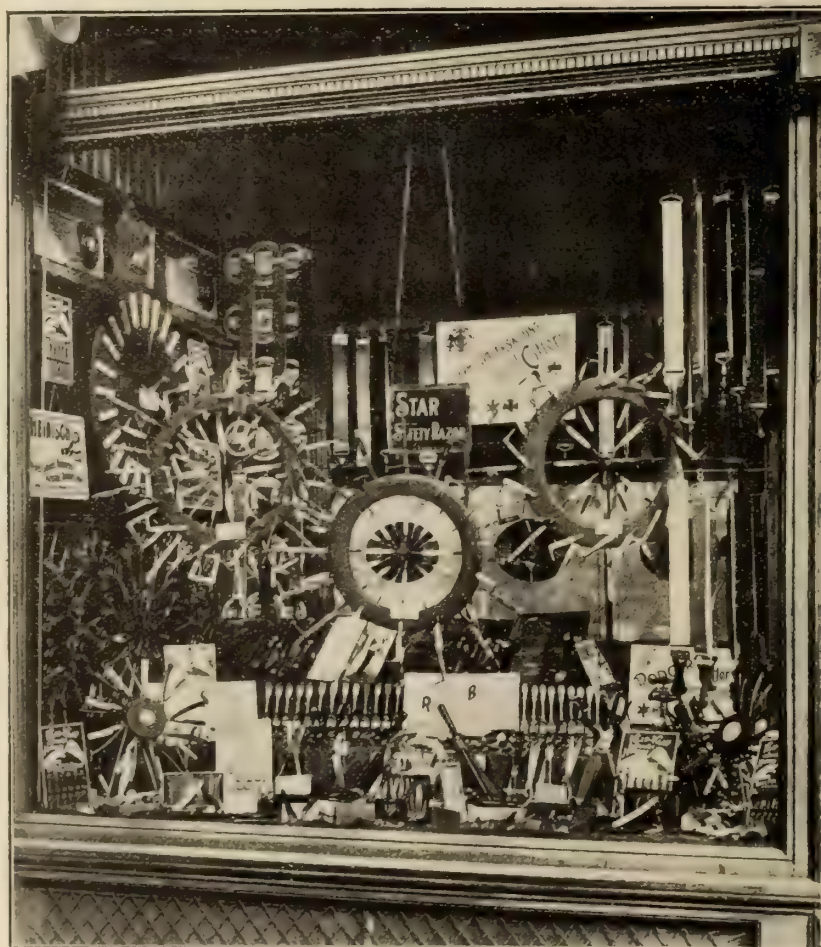
The cutlery window shown appeared in the hardware store of The Vokes' Hardware Co., Toronto. Knives, scissors, razors and shavers' needs and some silverware made up the entire display. Cork shapes were used in which to stick the pocket knives and razors, and the table cutlery was shown in satin-lined cases, which added much to the neatness of the window and prevented the jumble of overcrowding. The scissors were attached to covered boards, and razor straps were suspended on brass arms at the side of the window. The floor was arranged in steps and covered with a cheap dark material.

MAKE THE STORE BRIGHT.

The appearance of the store has much to do with the kind and quality of the patrons you will have, and should be first and foremost as a trade winner and trade keeper. Go into an old store-room that some new man

has taken hold of, cleaned up and rejuvenated, as compared to its condition under a former occupant. Note the pleased comments of customer and passerby—the promise to stay with it in its evidence of prosperity—for cleanliness and brightness is always an evidence of successful business methods and men. It is all well enough to have a littered floor at the end of a busy day, but that doesn't mean the litter shall remain.

There are many liquids which will not only remove the frost when it has formed, but will also keep it away for a short time. The best of these is sulphuric acid, which must be applied carefully with a cotton cloth on a stick, as it cannot be handled.



Shown by The Vokes' Hardware Co., Limited, Toronto.

Have you
tried it?
Tried what?
**SELLING
MANTELS.**



This is in your line of business, and it will
pay you.

The Batty Stove & Hardware Co
76 YORK ST., TORONTO.



**J. M. MAST MFG. CO.'S
RAT and MOUSE TRAPS**

Strongest Traps Made.

Prices Exactly Right.

CANADIAN AGENTS
Edwin H. Grenfell & Co., London, Ont.

ROME

means perfection in
the manufacture of

Nickled-Plated Copperware

A FULL LINE ALWAYS CARRIED IN STOCK IN WINNIPEG
WRITE FOR CATALOGUE, OR BETTER STILL, SEND US A SAMPLE ORDER

Coltart & Cameron

Special attention given to
warehousing and distributing
cans.

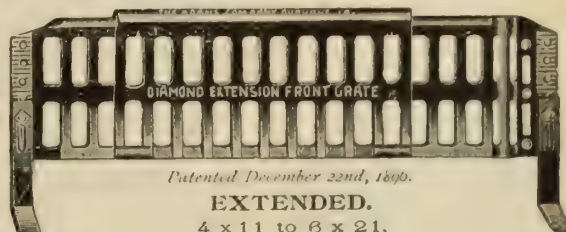
Manufacturers' Agents and Warehousemen,
141-143 Bannatyne Avenue, WINNIPEG.

DIAMOND EXTENSION FRONT GRATE.

Ends Slide in Dovetails similar to
Diamond Stove Back.

**Diamond
Adjustable Cook
Stove Damper**

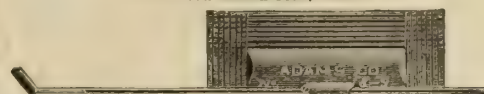
Patented March 14th, 1893.



Patented December 22nd, 1890.

EXTENDED.
4 x 11 to 6 x 21.

For Sale by Jobbers of Hardware.



Manufactured by **THE ADAMS COMPANY, Dubuque, Iowa, U.S.A**
" **TAYLOR-FORBES CO., Limited, Guelph, Ontario.**

ESTABLISHED 1860.

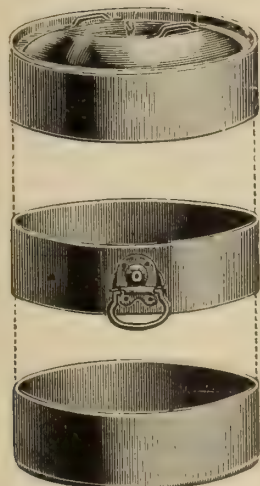
INCORPORATED 1895

DAVIDSON'S

MILK CAN TRIMMINGS FOR 1904.

This demonstrates the popularity of

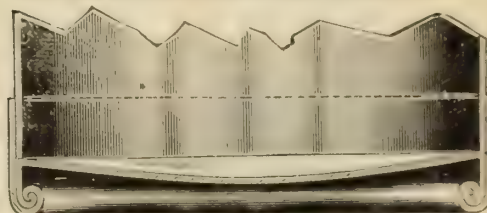
**Davidson's
Patent Milk Can Bottoms**



BROAD HOOP PATTERN.

You should buy our Milk Cans and Trimmings, because : our Broad Hoop Bottom has all the advantages of a seamless bottom without the strain that spinning entails. The rim is turned in with edge of bottom, giving double durability and heavy rolled edges that will not tear factory floors nor waggons. They have no air spaces (which make soldering difficult) but sufficient space is left between bottom proper and rim to allow body of can to be inserted $\frac{1}{4}$ of an inch, making permanent joint. Bottoms are thus sweated in with half the solder. Bottoms are concave, draining to the centre, therefore are easier to wash out. They will not corrode like those which drain to the side. They have flush side handles. Top bands are "SHOULDERED" and have cut out at joint, making neater and cleaner job in half time than with old style hoop. Bottoms are rivetted to bottom hoop, as well as being rolled together. All bands have retinned edges. For durability, finish and economy in making up, our Trimmings are unequalled.

(See how the Outer Rim and Inner are rolled in.)



SECTION OF BOTTOM.

The THOS. DAVIDSON MFG. CO., Limited, MONTREAL

The Kennedy Hardware Co.

LIMITED,
TORONTO.

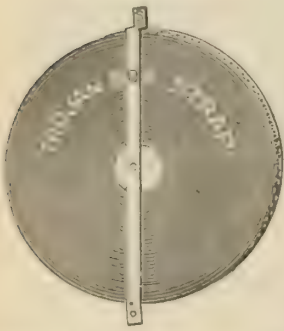
SOLE AGENTS FOR THE CELEBRATED

RUSSWIN FOOD CUTTER.

Letter and 'Phone Orders
Receive Special Attention.

Strictly Wholesale.

Made in 4 widths.
1/2, 3/4, 1, 1 1/2 in.



Packed in cases of 20 reels each.

IMPROVED TROJAN BOX

STRAP A continuous band, not riveted strips of sheet steel like others on the market. So far ahead of other lines that it is in a class by itself.

Also plain TROJAN HOOP IRON.
Made in different widths and gauges.
Put up on coils of about 2,000 ft. each.
Packed 500 lbs. to the barrel.

GET PRICES AND SAMPLES.

J. N. WARMINTON,

43 Scott St.,

TORONTO.

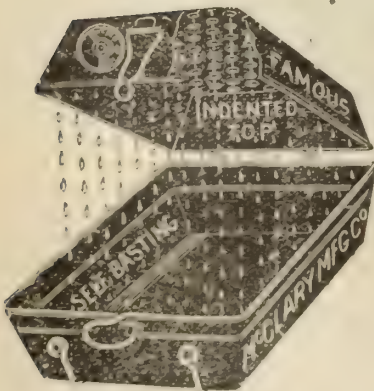
207 St. James St.,

MONTREAL.

NO WASTE. STRONG and HANDY.

"FAMOUS"

Self-Basting Roast Pan.



Indented top makes it self-basting—steam rises to the top of the pan, is condensed and drops back upon the roast.

Two coppered steel rods run along the bottom from end to end. These rods serve the double purpose of providing ventilation under the pan which distributes an even heat and prevents the burning of the contents; also a protection to the bottom of the pan.

No dealer should be without a good stock of these roasters for the Xmas trade.

Orders promptly filled.

The McClary Manufacturing Co.

London, Toronto, Montreal, Winnipeg, Vancouver, St. John. N.B.

"EVERYTHING FOR THE TINSHOP."

HARDWARE AND METAL

President:

JOHN BAYNE MACLEAN,

Montreal.

The MacLean Publishing Co. Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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TORONTO	- - -	10 Front Street East. Telephone Main 2701.
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WINNIPEG, MAN.	- - -	13 Olafson Block, James St. E. C. Hind.
VANCOUVER, B.C.	- - -	Geo. S. B. Perry.

Subscription, Canada and United States, \$2.00.
Great Britain and elsewhere - - - 12s

Published every Saturday.

Cable Address { Adscript, London.
Adscript, Canada.

BUSINESS MEN'S HOLIDAYS.

THE nervous strain of modern commercial life bears heavily upon the business man, especially he of the city, whose air is diluted with coal dust, whose view is cut off by brick and mortar and whose rest is continually harrassed by the nerve-wracking noises of a great city. "Back to nature" is a cry that is every day growing in volume. Every Summer sees an exodus from the crowded purloins of our cities to our lakes, our mountains and our sea shores. Unfortunately, the business man is often chained to his store or office during the Summer months and is unable to get away for perhaps even a couple of days. The Winter and Summer are for many business men the busy seasons.

It is this fact, perhaps, that explains the growing number of business men who take a week or fortnight off in the latter part of Autumn or the early Spring to prepare for the rush of work which is to follow. Indeed, there is much to commend these seasons as the business man's holiday. With him a holiday is a means of recuperation. He wants to build up wasted tissue and nerve fibre. The hot,

enervating months of Summer are ill adapted for this purpose. But a couple of weeks out of doors in the bracing Autumn atmosphere or the balmy breezes of early Spring will make a new man of one. Moreover, the hotels are not crowded, as in the Summer. Accommodation is better and rates approach more to reason.

The high pressure at which we are living makes these periods of rest an absolute necessity. A man returns to his work with a vim and energy wholly new. He thinks better, acts more effectually and is happier all around.

If the business men could live in the leisurely fashion of the farmer, who, except at harvest time, is never in a particular hurry; if he could sit on the fence in the sunshine watching the corn grow, feeling the Summer breeze in his face and breathing in rich draughts of exhilarating fresh air; if he could live out of doors most of the year with nothing to assail his ears but the song of the bob-o-link, he could afford to despise the luxury of a holiday. But we are not living that way. We are burning the candle at both ends. We are working this human machine of ours beyond its designed capacity. Once in a while we need a rest. Sometimes we have become so thoroughly mechanical that we are no longer conscious of that need. We have become ossified. There is a remedy, if tried soon enough. It is simply, Take to the woods, or any place out of the city,

"Where the trolleys cease from troubling
And a weary man can rest."

MR. CHARLTON SHOULD COME HOME.

SINCE the close of the session at Ottawa, Mr. John Charlton, M.P., has again crossed into the United States and resumed his self-imposed task of advocating commercial reciprocity between that country and Canada.

Mr. Charlton's persistency is to be admired. So is his courage. He believes that reciprocity in trade between Canada and the United States would be a good thing, and he is doing his best to bring it about.

But the services of Mr. Charlton seem to be scarcely wanted in the United States

just now. There was a time, a decade ago, when there was scarcely any native missionaries in the United States to preach the doctrine of reciprocity with Canada. That day is now passed. Reciprocity with Canada is becoming a popular cry. Senator Fairbanks appears to be making it a part of his life's work. President Roosevelt is being imbued with his spirit, and it is expected that after the presidential election, if returned to the White House, will openly lend his influence to the desired treaty.

But whatever may be said as to the attitude of the politicians, it is certain that a strong sentiment in favor of reciprocity with Canada predominates the minds of business men in the Eastern, Middle and Northwestern States of the American Union.

Had the sentiment been so strong in the years gone by, when Canada was a suppliant for reciprocity, it is altogether likely the desideratum would have been secured.

Now, however, the order is reversed. As far as our memory serves us there is not a single newspaper in Canada advocating it. And, outside of Mr. Charlton, not a single politician either. There are no politicians so poor as to do it reverence. As a subject for practical politics it is defunct. Time has swallowed it as effectually as the big fish did Jonah. And is likely to keep it down much longer than the fish did the disobedient prophet.

It is obvious, therefore, that Mr. Charlton's place is at home. And if he is really concerned about reciprocity he will come at once. There is no one but himself to cultivate the reciprocity field. In the United States the field appears to be white almost unto the harvest, but in Canada the soil has been so long neglected that if our memories were not pretty good, and we had not the files of newspapers to refresh them, we certainly would forget that the cause of reciprocity with the United States had ever been cultivated in Canada. There is not even a blade to be seen in the old field. And before even the seed can be sown a great deal of ploughing will have to be done. Really, if results are to be seen by the present generation

is imperative that Mr. Charlton should come home at once and get out his plough.

THE SMALL CUSTOMER.

IT is not a wise manufacturer or wholesaler who ignores the one-horse customer or firm. The one-horse concern may in time become a team or even a four-horse tally-ho.

In other words, the customer who is small and insignificant may become an extensive purchaser. Then heroic efforts will be made to secure his trade. And it follows as certain as day the night that such an one will not give his preference to the merchant or the manufacturer who in his early days ignored him and belittled the importance of his trade.

Attention to customers, whether small or great, like courtesy, pays.

HARMFUL BUSINESS METHODS.

SOME Canadian business concerns do themselves much harm by the careless way in which they attend to their correspondence. An English firm have during the last few days complained to **HARDWARE AND METAL** that they had been unable to secure from a Canadian manufacturer a reply to either letters or cables sent him. They had sent the Canadian firm a large order and were exceedingly anxious to know whether they could get the goods or not.

Surely such information was their right. They had gone to the expense of displaying the goods at various exhibitions in Great Britain, had created the demand and sent in a big order. No goods came on the order and no reply to the letters, so, as the need was pressing, cable messages were sent enquiring whether the goods could be supplied. Even to this no reply was forthcoming. The firm was, therefore, after going to much expense in creating the demand for the goods, unable to get the goods or any information concerning them. Naturally they were annoyed when referring the matter to **HARDWARE AND METAL**.

When a representative of this paper visited the Canadian firm in question

about the matter they explained that they had been unable to manufacture the goods, owing to an accident. This explanation was ample excuse for the non-delivery of the goods. But there can be no excuse for such negligence in answering correspondence as was shown in this instance, which, we are afraid, is not an isolated case of its kind in business circles. Such neglect does not affect the firm involved alone, but has its influence over British opinion of Canadian methods generally.

A LOOKOUT FOR BUSINESS.

HARDWARE merchants should be ever on the alert for new business, should keep a sharp lookout for opportunities to extend the scope as well as the volume of their trade.

It would be surprising to some retailers to learn how many chances to widen their connection they miss in a year by not being on the alert, chances that in other towns are gathered in by the local hardwaremen.

A few days ago an enquiry came in from a hardwareman in Alberta regarding fire extinguishers. A hook and ladder company has just been formed in his town, and his clerk is secretary of the organization.

Earlier in the week came a letter from an Ontario hardwareman evidencing a habit on his part of reading **HARDWARE AND METAL** each week and writing down suggestions in the reading or advertising columns of new lines. He has by this habit profited in many ways.

It is the desire of **HARDWARE AND METAL** to aid its constituency in this lookout for new lines which offer reasonable hope of profit. For this reason we would appreciate any information or suggestions likely to be of advantage to our readers.

TRADE PAPER ADVERTISING.

Reference is made in another page of this issue to the results of a comparatively small advertisement in **HARDWARE AND METAL** by which The Fairgrieve Mfg. Co., Toronto, sold to one English house over twenty gross of their gas toasters. This

illustration of the value of trade paper advertising and of the sphere of influence of **HARDWARE AND METAL** is worthy of the attention of business men who have not yet discovered the matter for themselves.

SELLING PRICES TO BLACKSMITHS.

Retailers Not Enterprising.

Editor **HARDWARE AND METAL**,—

I have followed the different letters regarding selling prices to blacksmiths. I note that several retailers are complaining about selling to the consumer.

I do not think, from what I have seen of the majority of retailers, that they deserve to be protected at all. In a good many cases when a traveller, representing some manufacturing concern calls on the retailer, he is received half-heartedly and oftentimes in a discourteous manner. The retailer, without going into the matter, cuts the traveller off with "Don't want anything to-day," or "Got all I need," or "Mr. So. and So down the street handles more in your line than I do."

The traveller, failing to interest the dealer, finds that he must pay his expenses in the town, and, consequently, there is nothing left for him to do but solicit from the consumer.

The next time he comes to the town the dealer won't handle his goods, because he sells the trade the dealer ought to get.

If the dealer was only awake and alive to the fact that instead of standing behind his counter and discussing politics with some man of the town, or doing a lot of clerical work his three dollar a week boy could do, he would get out and visit his trade and let the manufacturers of his town know what he had to sell, he would have less time to kick, and find his profits at the end of the year materially greater.

I happened to be in a town up north a few weeks ago, and called on a certain hardware dealer. He appeared to be pretty busy sweeping up his floor, and did not want anything, anyway, as business was very quiet, just then. I made up my mind that there was business in that town if it was only looked after. I spent two hours going around among the factories, and at the end of that time I had a bunch of orders, the net profit on which was about \$50. Now, why should the dealer not get that business and the profit, too? As soon as the dealer realizes that he has to get after his business the same as any one else, the better off he will be. He will also get an idea that getting out and trying to sell goods, is a vastly different proposition than having people come to him for them.

ANOTHER WANDERER.

Toronto, Nov. 28, 1903.

What are you doing about Christmas trade? Is your store as attractive as you can make it?

Suits Against Trade Unions in Canada.

MANY readers of *HARDWARE AND METAL* are vitally interested in the labor problem and have, consequently, been following with close attention recent judicial decisions affecting the question in Canada.

The action of The Metallic Roofing Co., Ltd., Toronto, against officers of the local Metal Workers' Union was the first case in Ontario, so far as known, in which the question has been raised as to the proper method of suing a trade union, and to establish the proper practice involves considerable expense, delay and trouble which has been greatly increased owing to the difference of opinion among the judges as to the proper stage of the proceedings to have the proper practice determined. Since the issue of the writ in this action other cases had been brought against trade unions, the proceedings in some of which are at a standstill pending the decision of the appeal taken in this case to the Court of Appeal.

This action was commenced by Thomson, Tilley & Johnston, Toronto, on behalf of The Metallic Roofing Co., of Canada, Ltd., August 22, 1902, the defendants named in the writ being Local Union No. 30, Amalgamated Sheet Metal Workers' International Association, William Jose, president; Daniel McCrae, trustee; Richard Russell, treasurer; S. Cox, financial secretary; W. C. Drake, recording secretary; and J. S. Chapman, corresponding secretary, the claim made by the plaintiffs being for an injunction to restrain the wrongful interference by the defendants with the plaintiffs' business, and for damages. It was found impossible to serve the writ on the defendants, McCrae, and his name was struck out of the proceedings.

In the *Taff Vale* case decided by the House of Lords in England, it was held that the union in that case could be sued under its collective name, and that if it could not be sued in that manner the proper course would have been to sue the principal members of the union as representing themselves and all other persons constituting the union. There being no reported case as to the proper practice in Ontario, the plaintiffs brought their action against the union in its collective name, and, in addition, they sued the officers or principal members of the union as representing themselves and all other persons constituting the union.

The plaintiffs at once applied for an interim injunction, restraining the defendants from interfering with their business, and an ex-parte order was made by Chief Justice Falconbridge on August 25, 1902, which was afterwards continued until the trial by Chief Justice Meredith, in so far as it restrained the defendants from boycotting the plaintiffs' goods. The defendants appealed from this order to the King's Bench

Divisional Court, but the appeal was dismissed on March 24, 1903.

The defendants moved before the Master in Chambers on September 5, 1902, to strike out the name of the local union as a party to the action, on the ground that it could not be sued under that name, but the Master, after reserving judgment, dismissed the application, because he considered the question should be decided at the trial rather than on an interlocutory application. On an appeal from that order Mr. Justice Street directed that the question should be determined on the interlocutory application, and he made an order binding the defendants by the result of the motion so that they would not be able to raise the question again at the trial, and he adjourned the motion so that the parties could put in further material. Afterwards the motion came on to be heard before Chief Justice Meredith on September 29, 1902, but he refused to hear the motion on the ground that it was not a proper matter to be determined on an interlocutory application, and should be disposed of by the Trial Judge, and he dismissed the appeal from the Master, but varied the Master's order so as to show that the question should be disposed of by the Trial Judge.

Statement of claim was then filed, and the defendants put in their defence, in which the Local Union raised the question as to their status and liability to be sued.

When the writ was issued it was understood by the plaintiffs that the International Association were not parties to the action taken against them by the Local Union, and, in fact, had not sanctioned the strike, but afterwards, upon learning that the International Association were supporting the Local Union and contributing funds to carry on the litigation, an application was made to the Master in Chambers, and, on December 24 an order was made by him adding the International Association, and J. H. Kennedy, first vice-president of the International, J. S. Annable, business agent of the Local Union, and James Gow, as defendants. The writ of summons was then amended and served on J. H. Kennedy for the International Association. The International Association then moved before the Master in Chambers to set aside this service on the ground that the Association was not a body corporate nor a partnership, nor was there any provision for serving it under the rules of practice. This, in effect, raised the same issue as to the International as had already been raised as to the Local Union, and which had been referred to the Trial Judge. The application was dismissed by the Master in Chambers and an appeal therefrom to Mr. Justice Meredith was also dismissed. An appeal was then taken to the Divisional Court and was argued on February 20, before Chief Justice Meredith and Mr. Justice

MacLaren, and judgment was reserved until March 3, when judgment was given setting aside the service, the Court at the same time pointing out that the proper course to pursue was to obtain an order directing that the individual defendants should represent themselves and all other members of the International Association. An order was then made by Chancellor Boyd directing that the individual defendants should represent all other persons constituting both the Local Union and the International Association, and that all such other members should be bound by the proceedings in the action, but as the defendants disputed that under the rules of practice in force in this Province the Court could bind absent parties in a representative action in such a case as this, the order contained a clause permitting the defendants to raise in the pleadings the question as to the jurisdiction of the Court to make such an order and to have the same determined by the trial judge. The pleadings in the action were then perfected, examinations for discovery were had and the evidence of the secretary of the International Association taken at Kansas City under commission to be used at the trial.

The case came on for trial at the Spring Assizes at Toronto, but was not reached, and stood over until the Fall, when it came on for trial on September 21, but Chief Justice Meredith, the Trial Judge, refused to try the action, because he thought the question as to the jurisdiction of the Court, which was reserved under the order of Chancellor Boyd to be determined at the trial, should be determined before the trial instead of at the trial, and he stated that the question as to service of the writ on the International Association which had been determined against the plaintiffs by the Divisional Court, and the question as to the power of the Court to proceed against absent parties in a representative action, should be taken to the Court of Appeal so that the law as to the proper method of suing a trade union in Ontario could be finally settled by that Court, and he accordingly struck the case off the list of cases for trial.

The plaintiffs then applied to Mr. Justice McMahon for an order directing representation without any such reservation as was contained in the Chancellor's order, and he directed representation as to the Local Union but refused to order it as to the International Association. The plaintiffs thereupon applied to Mr. Justice MacLennan of the Court of Appeal, and an order was made allowing them to appeal from the order of the Divisional Court of March 3, setting aside service on J. H. Kennedy for the International and to combine it with an appeal from the order of Mr. Justice McMahon refusing to order representation as to the members of the International Association. The plaintiffs thereupon paid into Court the amount required by the rules as security for the defendants' costs of the appeal to the Court of Appeal, and the reasons for and against the appeal have been delivered, and the appeal has been set down and is now standing to be argued in the Court of Appeal.

Since the proceedings have been pending in the Court of Appeal the defendants have applied to the Master in Chambers to set aside the service of the writ on the Local Union, but the Master adjourned the motion until judgment has been given on the pending appeal to the Court of Appeal.

MARKETS AND MARKET NOTES

QUEBEC MARKETS

Montreal, December 1, 1903

BUSINESS in staple lines is reported to have slackened considerably since the close of navigation, but some houses report the receipt of a sufficient number of sorting orders in these lines to keep them busily employed. But while business in staples has shown a decline, there has been a very satisfactory trade in seasonable goods of all kinds. Skates are now moving in large quantities, as are also such goods as sleds, sleds and sleds. For the holiday trade there is reported a very satisfactory demand for silverware. The output of hardware merchants now handling silverware of a high class is on the increase. Various other kinds of holiday goods suitable for the hardware store are moving in large quantities. Some new lists for 1904 have been issued during the week, and will be found in the market notes below. These lists are on P. & A. sandpaper and emery paper. In all these cases the discounts are unchanged. Prices on lanterns have been announced for 1904 same as 1903. Owing to the scarcity of cast-iron tinned hollowware, the discount is now 35 per cent. Some sizes are very hard to get. Axe handles and axes are going out fast. Business in cement is now practically over for the season. It is probable that a slight advance will be announced within a few days in prices for the winter. Trade in firebricks is now opening up, but is not yet very brisk.

WIRE NAILS. There has been a considerable decline in the amount of orders received since the close of navigation, but the mills are still very busy, as their stocks have not been heavy at any time this season. The close of navigation closed what is probably the busiest season on record. We quote as follows: \$2.10 per keg in carlots, and \$2.15 per keg in small lots f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

CUT NAILS. Trade is quiet and prices are unchanged. We quote: \$2.45 per keg, f.o.b. Montreal, carlots, \$2.10.

PRESSED SPIKES. The discount is 20 per cent.

FENCE STAPLES. For the season there is a fair demand. One or two houses report the booking of good orders for delivery in Manitoba and the North-west next Spring. We quote: \$3 per 100 lb. keg for galvanized, and \$2.80 for bright. 25 and 50 lb. packages, 25c. extra.

HORSE NAILS. A further increase in the volume of business is reported this week. The colder weather has had a very stimulating effect on the demand. We quote: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Counter sunk" heads, 55 per cent.; "C" brand, 40, 10 and 7½ per cent. off; "Monarch," 50 and 7½ per cent. and "Peerless," 50 per cent.

HORSESHOES.—The busy season is now at its height, and, if anything, business this week shows an increase over last week. Northwest orders are reported particularly good. Prices continue unchanged and are well maintained. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; X.L. steel shoes, new light pattern, sizes 1 to 5, \$5.35; light steel shoes, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05; featherweight, all sizes, 0 to 4, \$5.35; toe weight, all sizes, 1 to 4, \$6.60. Shoes more than one size in a keg, 10c. per keg extra f.o.b. Montreal only.

SLEIGH BELLS.—This is a very seasonable line, and as such is now in splendid request. As there is now good sleighing in many parts of the province, a number of good "rush" orders are reported from neighboring points. Northwest orders are also reported excellent. We quote the following unchanged prices: Back straps, 30c. to \$2 each; body straps, 70c. to \$2.50 each; shaft gongs, 2 bells, 20c.; 3 bells, 35 to 60c.; 4 bells, 55c. to \$3 each; brass team bells, No. 1, \$1.90 per dozen; No. 2, \$2.40 per dozen; No. 3, \$2.70 per dozen; No. 4, \$3.70 per dozen; No. 5, \$4.65 per dozen; York eye bells, No. 10, \$1.35 per dozen; No. 12, \$1.65; No. 14, \$1.90; saddle gongs, \$1.10 to \$3 each.

SKATES.—As mentioned above, this is another seasonable line of goods now in particularly good request. There were rumors a short time ago of an expected shortage, but it would now seem that in spite of the large orders now being received there will be plenty to satisfy the demands of the trade. We quote as follows this week: Halifax pattern, 37c. per pair; nickel-plated, 65c.; ladies' nickel-plated, 55c. to \$1.25; ladies' concave nickel-plated, \$1.45; plain hockey, 27c. to \$1.35; nickel-plated hockey, 60c. to \$2.50; double end hockey, \$1.65 to \$3. Skate straps, 70c. to \$1.35.

HOCKEY STICKS.—Also in splendid request at steady prices this week. We quote as follows: Best second growth goalkeeper's, \$3.80 per dozen; ash, \$2.70; elm, \$2.18; boys' elm, \$1.10. Regulation pucks, \$1.50 per dozen; boys', \$1.15 per dozen.

FIRE SHOVELS.—In seasonable demand. We quote the following unchanged prices: "Habitant," \$2.50 to \$2.75 per dozen; "Victor," 30 per cent. off; steel railroad shovels, 45 per cent. off.

SNOW SHOVELS.—Colder weather and snow falls throughout the country have had a stimulating effect on business. We quote: "Habitant," \$2.50 to \$2.75 per dozen; "Victor," 30 per cent. off; steel railroad shovels, 45 per cent. off.

SCREEN WIRE CLOTH.—Price for 1904 delivery is \$1.42½ per 100 square feet.

GALVANIZED WIRE.—Trade is fair at unchanged prices this week. We quote as follows: No. 5, \$3.70; Nos. 6, 7 and 8, \$3.15; No. 9, \$2.55; No. 10, \$3.20; No. 11, \$3.25; No. 12, \$2.65; No. 13,

\$2.75; No. 14, \$3.75. In carlots, f.o.b. Cleveland: No. 5, \$2.20; Nos. 6, 7, 8 and 9, \$2.15; No. 10, \$2.20; No. 11, \$2.25; No. 12, \$2.30; No. 13, \$2.40; No. 14, \$2.50. In less than carlots, 12½c. per 100 lb. extra charged.

BARB WIRE.—Trade continues fair. Some houses report some heavy orders for delivery in Spring, 1904. Prices remain firm and unchanged. We quote: \$2.80 per 100 lb. f. o. b. Montreal, and \$2.55 f.o.b. Cleveland. Carlots of 15 tons, \$2.45 f.o.b. Cleveland.

SMOOTH STEEL WIRE.—There is still some call for hay baling wire. Trade in general lines is quiet with nothing of special interest to note. We quote as follows: Bright and annealed, \$2.50 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c; tinned wire, \$2; oiling, 10c; spring wire, \$1.25; best steel wire, 75c; bright soft-drawn, 15c; hay-baling wire, 20 to 25c.

FINE STEEL WIRE.—Trade is quiet at present. The discount continues 25 per cent. with net extras as follows: 1 and 2 lb. hanks, 25c. per 100 lb.; ½ lb. hanks, 37½c., and ¼ lb. hanks, 50c.

BRASS WIRE.—Business is fair at unchanged discount, viz., 60 per cent.

COPPER WIRE.—Business fair; discount 60 per cent.

RIVETS AND BURRS.—There has been for months past an exceptionally good demand for rivets and burrs in nearly all sizes. This demand has now slackened somewhat, but the volume of business passing is still very satisfactory. The discounts are unchanged as follows: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swede rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS AND NUTS.—A satisfactory trade is reported in most sizes. We quote the following unchanged discounts: Common carriage bolts, 50 per cent.; full square carriage, 55; machine, 50 and 5; coach screws, 66 2-3; sleighshoe bolts, 65 and 5; blank bolts, 50 and 5; bolt ends, 50 and 5; plough bolts, 50 and 5; tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3½c. per lb. off list; hexagon nuts, 3½c. per lb. off list.

SCREWS.—Trade is now mostly of a sorting nature, but in the aggregate these small orders mount up to a good volume of business. We quote the following unchanged discounts: Round head bright, 82½ per cent.; flat head bright, 87½ per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

SHOT.—In this we quote the following unchanged prices this week: Ordinary drop shot, A. A. A. to dust, \$6.50 per 100 lb.; chilled, Nos. 1 to 10, \$7 per 100 lb.; buck and seal, \$7.50

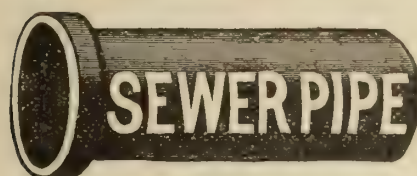
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per 100 lb.; ball, \$8 per 100 lb. Trade discount 17½ per cent. f.o.b. Montreal, Toronto, Hamilton, London, St. John, N.B., and Halifax.

LANTERNS Business is commencing to ease off a little, but there is still considerable activity. Prices are well maintained this week. We quote as follows: Lift, hinged or tilt, \$1 to \$1.25 per doz.; cold blast No. 2, \$7 to \$7.50; painted dashboard, \$6.50 to \$6.75; plain dashboard, \$6 to \$6.25; searchlight, \$20 to \$21 doz.; brass cold blast, small, \$9.75 to \$10.

CORDAGE Business is satisfactory for this season. Some sizes of rope are said to be selling well. We quote: Pure manila, 14½c; British pure manila, 12c; sisal, 11½c; double lath yarn, 11c; single lath yarn, 10½c; Russian tarred spun yarn 13½c; jute rope, ¾-in. in diam. and upwards, 9c; cotton rope, 16½c; cotton twine, 17 and 20c. for 3 and 4 ply. Cotton bedcord, 90c. to \$1.35, according to length. Sash cord 25c.

BUILDING PAPER In fair demand this week. We quote as follows: Tarred felt, \$1.85 per 100 lb.; 2-ply ready roofing, 90c. per roll; 3 ply, \$1.15 per roll; car pet felt, \$2.25 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O.K. and I.X.L., 70c. per roll; heavy straw and sheathing, \$35 per ton; slaters' felt, 65c. per roll.

FIREBRICKS.—Trade is now commencing to open up, but the demand is not yet remarkably active. Prices as quoted for some weeks back are still maintained. English are selling at \$16 to \$22 per 1,000, and Scotch at \$17 to \$22.

CEMENT.—The season is now practically over. Some slight advance in prices for the Winter will probably be announced before long. We quote: Canadian cement, \$1.90 to \$2.25; German, \$2.25 to \$2.40; English, \$2.15 to \$2.25; Belgian, \$1.70 to \$1.95 per bbl. ex-store, and American, \$2.20 to \$2.40 ex-cars.

PLUMBING GOODS.

Supply houses continue to report the receipt of large orders, showing that the plumbers throughout the city and country are having a busy and profitable season. All general lines are in good request. Iron pipe is being shipped in large quantities. For good round orders, we are informed by a leading supply man, that prices quoted below are shaded from 2½ to 7½ per cent. This is only done for large orders, and the higher discount mentioned is obtainable only for exceptionally good business.

LEAD PIPE. The demand continues steady. This is a line always in good request the year through. Composition and waste are selling at 5c., and ordinary at 7c. The discount is 35 per cent.

IRON PIPE.—As noted above, this is a line in particularly good request. We quote the following prices subject to remarks in introductory paragraph. Standard pipe, per 100 feet, in lengths under 19 feet — black, ½ in., \$2.30; ¾ in., \$2.30; 1 in., \$2.55; 1½ in., \$2.85; 2 in., \$3.65; 1 in., \$5.20; 1½ in., \$7.35; 2 in., \$8.95; 2 in., \$12.55. Galvanized — ½ in., \$3.20; ¾ in., \$3.45; 1 in., \$3.90; 1½ in., \$5; 2 in., \$7.20; 1½ in., \$10.05; 2 in., \$12.20; 2 in., \$16.85. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, ½ in., \$4.20;

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"CANADA CROWN" — Charcoal
"LYDBROOK" } Best Coke.
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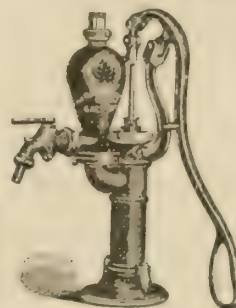
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OPEN HEARTH STEEL

1 in., \$5.25; 1 in., \$7.55; 1 1/2 in., \$10.55; 2 in., \$12.75; 2 in., \$17.60. Galvanized—1 1/2 in., \$5.20; 2 in., \$6.65; 1 in., \$9.55; 1 1/2 in., \$13.25; 1 1/2 in., \$16; 2 in., \$21.

SOIL PIPE AND FITTINGS. The demand continues steady at unchanged prices. We quote following discounts: Light soil pipe, 3 to 6 in., 50 and 10 per cent.; medium and extra heavy soil pipe, 2 to 6 in., 60 per cent.; extra heavy soil pipe, 8 in., 45 per cent. Light fittings, 2 to 6 in., 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6 in., 60 and 5 per cent.; extra heavy fittings, 8 in., 45 per cent.

SOLDER. Since last issue there has been a further decline in solder, which is now quoted as follows: Wire solder, 17 1/2; bar, 17c. Trade is active.

METALS.

The close of navigation has caused a marked falling off in the demand from country points for heavy goods. A large house reports a very satisfactory increase in city business. Prices throughout are steady and unchanged.

PIG IRON. There is not much activity at present, as most buyers are now well supplied. We quote as follows: Summerlee, \$19.50 to \$20; Carron, No. 1, \$21; do. No. 3, \$18.50 to \$19; Mid dlesboro', No. 3, \$17 to \$17.50; Ayer-some, No. 1, \$20; do. No. 3, \$19.40.

BAR IRON.—The remarks in our last issue on the condition of the bar iron market were made in good faith, but we have since found that the information supplied us was not applicable to this market. Stocks are considerable, yet, while the market does not exhibit any firmness, it is evident that no such concession as that mentioned is obtainable. We quote: Merchants' bar, \$1.85 to \$1.90; horseshoe iron, \$2.15; forged iron, \$2.10.

BLACK SHEETS.—Trade is still fairly active at the following unchanged prices: 28 gauge, \$2.45; 26 gauge, \$2.49; 22 to 24 gauge, \$2.35; 18 to 20 gauge, \$2.30, and 8 to 10 gauge, \$2.40.

GALVANIZED IRON.—A brisk trade is reported at the following prices: Garbal's Best, \$4.30; 28 Queen's Head, \$4.30; Apollo, 10 1/2 oz., \$4.30; Fleur-de-Lis, \$4; Comet, \$4; Bell brand, \$4. In less than case lots 25c. extra.

TIN PLATES. Prices are steady at figures quoted last week. The market continues quiet. Cokes are quoted at \$3.75 and charcoals at \$4.

INGOT TIN.—The figures quoted last week are still maintained. We quote at 20c. to 20c. for very large quantities the former price might be shaded a trifle.

TERNE PLATES.—Local prices are unchanged. We quote at \$6.75 to \$7.

COIL CHAINS. Prices are steady at reductions noted last week. We quote: No. 6, 10c.; No. 5, 9c.; No. 4, 8c.; No. 3, 7c.; 1/2 in., \$6.10; 1 1/2 in., \$4.70; 3 in., \$4; 7 1/2 in., \$3.50; 1 in., \$3.70; 9 1/2 in., \$2.55; 3 in., \$2.35; 1/2 in., \$2.30; 7 in., \$2.25; and 1 in., \$2.20, with 10c. allowance on carlots.

CANADA PLATES.—Trade continues satisfactory at the following prices, which are being well maintained: 52s., \$2.40; 60s., \$2.45 to \$2.50; 75s., \$2.55; full polished, \$3.60, and galvanized, \$4 to \$4.10; galvanized, 60s., \$1.25 to \$1.35.

STEEL. A satisfactory trade is reported at the following unchanged prices: Sleighshoe, \$2.05; tire, \$2.15

to \$2.20; spring, \$2.75 to \$3; reeled machinery, \$2.75 to \$3; toe calk, \$2.60; machinery (iron finish) \$2.50; square harrow, \$2.50.

TOOL STEEL.—A very fair business is being transacted at the following prices: Black Diamond, 8 to 9c.; Sanderson's, 8 to 9c., according to the grade; Jessop's 13c.; Jonas & Colver's, 10 to 20c.; "Air Hardening," 50 to 65c. per lb.; Conqueror, 7 1/2c.

INGOT COPPER.—There has been a further reduction of 25c. per 100 pounds. It is now quoted at \$13.50 to \$13.75.

PIG LEAD. Quoted at \$3.20 to \$3.30.

SHEET ZINC.—Prices are unchanged. We quote: \$6.15 to \$6.25 for cask lots; smaller quantities, \$6.50.

ZINC SPELTER.—Still quoted at 6c., but for large orders this price is subject to some concessions.

SCRAP METALS.

No. 1 wrought now appears to be steady at the reduction noted in our last issue. Machinery scrap is still scarce and very difficult to obtain. Other prices are unchanged. We quote as follows: Heavy copper and wire, 10 1/2c. per lb.; light copper, 10 1/2c.; heavy red brass, 10c.; heavy yellow, 8 1/2c.; light brass, 5 1/2c.; lead, 2 1/2 to 2 1/2c.; zinc, 2 1/2 to 3c.; iron, No. 1 wrought, \$11 to \$12; machinery scrap, \$13 to \$15; stove plate, \$12; malleable and steel, \$6; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6 to 6 1/2c. per lb.

ASHES.

Prices are unchanged. Very few pearls are offering. We quote: First pots, per cwt., \$5.95 to \$6; seconds, \$5.55; pearls, per 100 pounds, \$7 to \$7.25.

HIDES.

After weeks of strong competition and sharp activity, the market for hides is now very quiet. There are no actual changes to report, and we again quote: No. 1 beef hides, 9 1/2c.; No. 2, 8 1/2c.; No. 3, 7 1/2c.; No. 1 buff sheepskins, 77 to 79c.; lambskins, 70 to 75c.; No. 1 calfskins, 10c.; No. 2, 8c.

NOTES.

Solder is 1/2c. cheaper.

Ingot copper has declined 25c. per 100 pounds.

Prices of lanterns for 1904 are announced to be the same as for 1903.

The new list on emery cloth has also been issued, and is as follows: List price, per ream, No. 2 0, \$24; 1 0, \$24; 1 1/2, \$27; 2, \$28; 2 1/2, \$30; 3, \$32.

The price of B. & A. sand paper has been fixed for 1904. A new list has been issued, but the discounts are as before. The new list shows an increase in price, due to labor troubles. We quote as follows: List price, in reams, No. 0, \$5.50; 1, \$5.50; 1 1/2, \$6.50; 2, \$7; 2 1/2, \$7.50; 3, \$8.50. In rolls, 24 in., No. 0, \$6; 1 1/2, \$6; 1, \$6.50; 1 1/2, \$7; 2, \$7.50; 2 1/2, \$8; 3, \$9.

ONTARIO MARKETS.

HARDWARE.

Toronto, December 4, 1903.

A MOST optimistic feeling prevails. Wholesale dealers agree that November has proved an exceptionally busy month, one firm reporting an increase in orders of over 10 per cent.

over any previous November. And the orders have been fully as large and as well assorted as usual. There is this week a steady call for general lines and a particularly good demand for such lines as ammunition, skates, children's sleighs, sleighbells, horse blankets, cutlery, such as carving sets, pocket knives, razors, etc.; silverware, hockey supplies, carriage heaters, stoves, etc. Manufacturers of nearly all lines are finding the demand keeping up better than they expected, and, while they are, in many cases, stock taking, they are, as a rule, running at full capacity. The result of this happy combination of circumstances is to give a more buoyant tone to the hardware market than has been the case for some time.

WIRE.—A few orders are still coming in for hay baling wire.

WIRE AND CUT NAILS.—There is still a fair demand for wire nails, but there is little doing in cut nails. Prices are steady. We quote the base price for nails at \$2.45 per keg f.o.b. Toronto.

HORSE NAILS.—A steady demand is reported with prices firm. Our quotations are as follows: "C" brand, oval head, 40 and 10 and 7 1/2 per cent.; on "Monarch," 60 per cent.; "M," "Oval" and "Countersunk" head, 55 per cent.; on "Peerless," 45 and 7 1/2 per cent.

HORSESHOES.—Business continues well up to the mark. Prices are steady. Quotations are f.o.b. Toronto as follows: Iron shoes, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05. Steel, new light shoes, No. 2 and larger, \$3.95; No. 1 and smaller, \$4.20. Snow shoes, No. 2 and larger, \$4.05; No. 1 and lighter, \$4.30. If shipped from factory, 15c. less. If assorted, more than one size in a keg, 10c. per keg extra.

SCREWS.—There is a good trade, and manufacturers are kept busy meeting the demand. We quote: Flat head bright, 87 1/2 per cent. discount; round head bright, 82 1/2 per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze 75 per cent.

RIVETS AND BURRS.—Business keeps up nicely, particularly in copper rivets. Our quotations are: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.

BOLTS AND NUTS.—While manufacturers are not having as much trouble as they have had lately in filling their orders, they are still behind the market with the goods. Our quotations are: Carriage bolts, common (\$1 list), 50 and 10 per cent.; carriage bolts, full square (2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron (83 list), 55 and 10 per cent.; machine bolts, all sizes, 50, 5 and 10 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.

CORDAGE.—A fair trade is doing. Prices are expected to continue firm. Our quotations are as follows: Pure manila, 14 1/2c.; British pure manila, 12c.; sisal, 11 1/2c.; double lath yarn, 11 1/2c.; single lath yarn, 11c.; double shingle yarn, 11 1/2c.; single shingle yarn, 11c.; sash cord, 25 to 30c.

CUTLERY.—An excellent demand for carving sets, pocket knives, razors and other cutlery is reported.

WOODENWARE.—There is still a moderate trade, and deliveries are fairly prompt. Quotations are as follows: Washboards—Victor, \$1.25; Crown, \$1.30;

Improved Globe, \$1.45; Standard Globe, \$1.55; Original Solid Globe, \$1.70; Superior solid back, \$1.85; Jubilee, \$1.85; Pony, \$1.05. Tubs—No. 0, \$10.75; No. 1, \$8.50; No. 2, \$7.50; No. 3, \$6.50. Pails—No. 1, 2 hoops, \$1.70; No. 1, 3 hoops, \$1.90.

BUILDING PAPER. There is a brisk market in building paper this week. Our quotations are as follows: Tarred felt, \$1.85 per 100 lb.; 2-ply ready roofing, 90c. per roll; 3-ply, \$1.15 per roll; carpet felt, \$2.25 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O.K. and I.X.L., 70c. per roll; heavy straw and sheathing, \$35 per ton; slaters' felt, 60c. per roll.

CEMENT. The market has been quieter since the Winter set in. Quotations are: Canadian Portland at \$2.05 to \$2.65 Toronto, and \$1.65 to \$1.90 at the works; American Portland, \$2 Toronto.

FIREBRICKS. The season in firebricks is just beginning, and promises to be brisk. We quote as follows: 28c. to 33c. for English, and 30c. to 35c. for Scotch.

PLUMBING GOODS.

Business continues even more active than has been anticipated by wholesale dealers. The demand for iron pipe and fittings and for all brass goods has been particularly good. Prices are well maintained, except in large sizes of iron pipe, in which severe competition has led to some cutting.

LEAD PIPE.—A fairly steady business continues. Our quotations are as follows: Lead, 7c.; lead waste pipe, 8c.; discount, 15 per cent.

SOIL PIPE AND FITTINGS.—Business is even better than last week, and prices are firm throughout. Quotations are as follows: Light soil pipe, 45 and 5 per cent.; light soil pipe fittings, 50 and 5 per cent.; medium and extra heavy pipe and fittings, 55 and 5 per cent.; 7 and 8-in. pipe, 40 and 5 per cent.

IRON PIPE FITTINGS. There has been excellent demand for all lines. We quote discounts as follows: Malleable fittings 15 per cent.; cast iron (not standard), 57½ per cent.; headers, 52½ per cent.; flanged unions, 52½ per cent.; bushings and plugs, 57½ per cent.; unions, 55 per cent.; nipples, 2-in., 65 per cent.; nipples, 2½ to 6-in. inclusive, 60 per cent.

RANGE BOILERS. A nice trade is still doing. Last week a typographical error made the discount quoted 25 per cent., whereas it should have been 15 per cent.

BRASS GOODS.—A good trade is doing at steady prices.

IRON PIPE.—A good trade is doing. Prices for small sizes are steady, but some cutting is noted in larger sizes. We quote f.o.b. Toronto as follows: ½-in., \$3.25; ¾-in., \$2.40; 1-in., \$2.65; 1½-in., \$2.85; 2-in., \$3.65; 2½-in., \$5.20; 3-in., \$7.35; 3½-in., \$8.95; 4-in., \$12.55; 4½-in., \$20; 5-in., \$23; 5½-in., \$30; 6-in., \$36.

ENAMELLED WARE.—A steady trade keeps up. We quote: Baths, standard rolled rim, 1st quality, 5½ ft., \$21.60; 5 ft., \$18.70; and 4 ft., \$16.75; 2nd quality, 5½ ft., \$19; 5 ft., \$17.25; 4½ ft., and 4 ft., \$15.50. Sinks, roll rim, back and brackets, 18x30, 1st quality, \$8.40; 2nd quality, \$6.65; flat rim, 1st quality, \$2.50; 2nd quality, \$2.

METALS

About this season of the year many manufacturers start stock taking, and, in consequence, purchases for quick delivery are not as large as customary. The amount of business coming to hand for later delivery, however, shows a greater confidence in the future, despite the fact that the movement of prices has been downward this week. Bar iron has dropped 5c. in the week, owing to severe competition. Copper has declined ¼c. in both ingot and sheet. These reductions have encouraged buying. Despatches from New York state that American tinplate is now sold in Canada in direct competition with Welch tinplates, but the amount of business obtained by the United States producers is not yet large. Pig iron quotations are easy, as Canadian smelters are making quotations to keep out foreign competition.

PIG IRON.—There is a fair business doing. Prices are being made according to the pressure of competition, as the Canadian smelters are anxious to preserve the market for themselves. Prices of Midland and Hamilton iron are nominally \$18.50 for No. 1, and \$18 for No. 2 at the mills.

BAR IRON. The keenness of competition has had the inevitable effect of a reduction of 5c. for small lots. For large business lower prices are heard of. For ordinary business, however, prices are steady at \$1.90 f.o.b. Toronto for extras cut to length while rolling; 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft., by special agreement according to length and size.

BLACK SHEETS.—The demand continues active for spot business, while more is doing for forward delivery. We quote: 10 to 16 gauge, \$2.50; 18 to 20 gauge, \$2.70; 22 to 24 gauge, \$2.90; 30 gauge, \$3.

CANADA PLATES.—A considerable number of small orders are reported. Prices are unchanged and steady. We quote as follows: All dull, \$2.60; half polished, \$2.70; and all-bright, \$3.50.

GALVANIZED SHEETS.—There is a steady demand at unchanged prices. We quote: Queen's Head, \$4.25 to \$4.50 for 28 gauge; American, \$4.40 for 24 gauge; Bell brand, \$1.25 for 28 gauge; Gordon Crown, \$4.25 for 28 gauge.

TIN. A good business is doing in this line. Outside markets are firmer, so a steadier tone is manifested on this market. Prices are \$29 to \$30.

TINPLATES.—There is a steady movement from stock at unchanged prices. We quote as follows: Coke plates, bright, 14x20, \$3.75; charcoal plates, \$4.25.

COPPER. A small trade is doing in ingot at a reduction of ¼c. Sheet is moving fairly well also at ¼c. lower quotations. We quote as follows: Ingot copper, \$14 and sheet copper, \$20 per 100 pounds.

BRASS.—There is not much doing. The discount keeps steady at 15 per cent.

LEAD. An improvement is noted in the demand. We quote: \$3.30 per 100 lb. lead, and \$3.65 for bar lead.

ZINC SPELTER.—Prices are easier, a fair business doing at 6½ to 6¼c. per lb.

ZINC SHEETS.—Prices are still firm. Business continues active. We quote: Cask lots, \$6.75 to \$7, and part casks, \$7 to \$7.25.

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine preparation for Cleaning Cutlery 6d. and 1s. Canisters.

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL



COVERT MFG. CO.

West Troy, N.Y.

Auto Screw Jack

Harness Snaps Chain, Rope and Web Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICE

PRIEST'S CLIPPERS

Largest Variety. Toilet, Hand, Electric Power ARE THE BEST. Highest Quality Grooming and Sheep-Shearing Machines WE MAKE THEM. SEND FOR CATALOGUE TO American Shearer Mfg. Co., Nashua, N.H., U.S.A.

NEWMAN'S PATENT INVINCIBLE FLOOR SPRINGS

Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies. MADE SOLELY BY

W. NEWMAN & SONS, Birmingham.

Oneida Community Goods

HALTERS, COW TIES, SNAPS, etc., etc.,

In all sizes and styles. May be had of all jobbers throughout Canada.

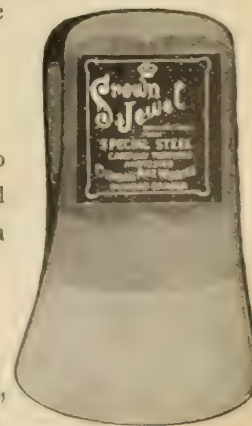
Factory—NIAGARA FALLS, ONT

We have made further improvements in our "Crown Jewel" Axe. There is no axe that will sell more readily at a good profit.

Dundas Axe

Works,

DUNDAS, ONT.



NICHOLSON FILE CO., PROVIDENCE, R. I., U.S.A.

MANUFACTURERS and EXPORTERS

HIGH-GRADE

FILES



AND

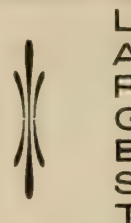
RASPS

Celebrated Increment-Cut Files possess all the merits of the Best Hand-Cut Files.

Our goods are stocked by all prominent Hardware and Mill Supply Houses throughout the Dominion of Canada—and are sold at reasonable prices.

Dominion Works: Port Hope, Ont.

WALTER GROSE, Selling Agent, Montreal.



Works
Production
Variety
Stock
Demand
Consumption
Territory

SOLDER.—Demand is improving; prices are steady. Guaranteed half-and-half is quoted at 17½c., and wiping, 16½c.

PETROLEUM.

The demand continues brisk at last week's prices. We quote as follows: Canadian prime white, 19½c.; Canadian water white, 21½c.; American prime white, 20½c.; American water white, 22c. ex-warehouse.

OLD MATERIAL.

Business continues dull, but dealers are expecting it to sharpen up at the beginning of January. Declines are noted in heavy copper and wire, light copper, light brass, heavy yellow brass, scrap zinc and No. 1 wrought iron. Dealers quote: Heavy copper and wire, 10c. per lb.; light copper, 9c. per lb.; heavy red brass, 9½c. per lb.; heavy yellow brass, 8c. per lb.; light brass, 5c. per lb.; lead, 2½c. per lb.; scrap zinc, 3c. per lb.; iron, No. 1 wrought, \$11.50; No. 2 wrought, \$11; machinery cast scrap, \$14; stove-plate, \$10; malleable and steel, \$6; old rubbers, 6½c. per lb.; country mixed rags, 50c. per 100 lb.

HIDES, SKINS AND WOOL.

These lines have been meeting with a very moderate demand for the past few weeks and are still having a rather hard sale. The only change in this week's market is in lamb and sheepskins, which have risen 5c. We quote:

HIDES.—No. 1 green, per lb., 7½c.; No. 2 green, 6½c.; No. 1 steers, 8c.; No. 2 steers, 7c., cured, 8½c.

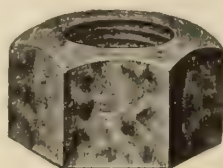
CALFSKINS.—Veal skins, No. 1, 6 to 14-lb. inclusive, 9c. per lb.; No. 2, ditto., 7c.; No. 1, 15 to 20-lb. inclusive, 8c. per lb.; No. 2, ditto., 6c.; deacons (dairies), each 60 to 70c.; lamb and sheep skins, 8c.

WOOL.—Unwashed wool, per lb., 9 to 10c.; fleece wool, 16 to 17½c.; pulled wools, super, per lb., 17 to 19c.; ditto, extra, 20 to 21c.

MANITOBA MARKETS.

WINNIPEG, Nov. 30, 1903.

Hardware men report business steady and the volume good. Every house seems to be as busy as possible. No change of any kind in the price list is reported for the week. Prices are exceptionally steady. There is a good demand for cutlery, plated-ware, fancy copper and brass kettles and other accessories of the hardware business.



**THE JOHN MORROW MACHINE
SCREW COMPANY, Limited**

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs,
Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

**NEW
RAILS**

Sessenwein Bros.,

103 Shannon St.

.. MONTREAL.

12, 14, 16, 18, 20, 24, 30, 35 and 56 lbs. to

the Yard—carried in STOCK for prompt ship-

ment. **TRACK REQUISITES.**

for the Christmas trade. Skates are selling well, and there is much enthusiasm over that Winter pastime, several new rinks having been added to the list this year.

Barbed wire, 100 lb.	\$3 15
Plain galvanized.....6 to 8	3 39
".....9	2 50
Plain galvanized.....10	3 50
".....12	3 10
".....13	3 20
".....14	3 90
".....15	4 45
".....16	4 60
Barbed wire, 100 lb.	3 25
Plain twist.....	3 25
Staples.....	3 65
Oiled annealed wire.....10	3 42
".....11	3 48
".....12	3 56
".....13	3 66
".....14	3 76
".....15	3 91

Annealed wires (uncoiled) 10c. less.

Horsenails, 40 per cent. discount.

Horseshoes, iron, No. 0 to No. 1.....	\$4 75
No. 2 and larger.....	4 45
Snow shoes, No. 0 to No. 1.....	4 60
No. 2 and larger.....	4 45
Steel, No. 0 to No. 1.....	4 45
No. 2 and larger.....	4 20

Cut Nails—

2d 1 in.....	\$4 10
3d Fin. 1½ in..	4 10
3d 1½ in.....	3 75
4d 1½ in.....	3 50
5d 1½ in.....	3 50
6d 2 in.....	3 40
8d 2½ in.....	3 25
10d 3 in.....	3 20
20d 4 in.....	3 15
30d 4½ in.....	3 10
40d 5 in.....	3 10
50d 5½ in.....	3 10
60d 6 in.....	3 10

Wire Nails—

1 in.....	4 25
1½ in.....	4 20
1½ ".....	3 80
1½ ".....	3 60
1½ ".....	3 60
2 ".....	3 50
2½ ".....	3 35
3 ".....	3 30
3½ ".....	3 25
4 ".....	3 20
4½ ".....	3 20
5 ".....	3 20
5½ ".....	3 20
6 ".....	3 20

Bar iron, \$2.60 basis.

Swedish iron, \$4.75 basis.

Sleigh shoe steel..... 2 85

Spring steel.....	3 25
Machinery steel.....	3 50
Tool steel, Black Diamond, 100 lb.....	8 50
Jessop.....	13 00
Sheet iron, black, 10 to 16 gauge, 100 lb.	3 50
18 to 22 gauge.....	3 75
24 gauge.....	3 90
26 gauge.....	4 00
28 gauge.....	4 10
Galvanized iron, Apollo, 16 gauge.....	4 00
18 and 20 gauge.....	4 00
22 and 24 gauge.....	4 25
26 gauge.....	4 25
28 gauge.....	4 50
30 gauge or 10½ oz.....	4 75
Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.	
Queen's Head, 24 gauge.....	4 25
26 gauge.....	4 50
28.....	4 75
Extra sheets, 36-in. wide, an advance of 25 p.c. per 100 lb.	
Genuine Russian, per lb.....	11
Imitation ".....	07 to 08
Tinned, 24 gauge, 100 lb.....	8 00
26 gauge.....	8 50
Tinplate, IC charcoal, 20 x 28, box.....	10 00
" IX.....	12 00
" IXX.....	14 00
Ingot tin.....	35
Canada plate, 18 x 21, 18 x 24 and 20 x 28.	3 25
Canada plate, full polished.....	4 00
Sheet zinc, cast lots, 100 lb.....	7 50
Broken lots.....	8 00
Pig lead, 100 lb.....	5 50
Black iron pipe, ¼ inch.....	3 30
" ¾ ".....	3 30
" 1 ".....	3 40
" 1½ ".....	3 70
Black iron pipe, ¾ inch.....	4 35
" 1 ".....	6 25
" 1½ ".....	8 70
" 2 ".....	10 50
" 2½ ".....	14 50
Rope, sisal, 7-16 and larger, basis.....	11 75
Manila, 7-16 and larger, basis.....	15 25
Lathyrum.....	11 25
Solder.....	20
Axes, chopping.....	\$ 6 75 to 12 00
" double bits.....	12 00 to 18 00

Bluestone.....	5 70
Screws, flat head, iron, bright.....	85 and 10 p.c.
Round ".....	80 p.c.
Flat " brass.....	75 and 10 p.c.
Round ".....	70 and 10 p.c.
Coach.....	65 p.c.
Bolts, carriage.....	50 p.c.
Machine.....	50 and 5 p.c.
Tire.....	60 and 5 p.c.
Bolts, Sleigh shoe.....	65 p.c.
Plough.....	50 p.c.
Flat head stove.....	60 and 5 p.c.
Round head.....	60 and 5 p.c.
Elevator.....	60 p.c.
Rivets, iron.....	50 and 10 p.c.
Copper, No. 8.....	32
No. 12.....	36
Coil chain, 3-16 inch.....	10 3/4
" 1/2 inch.....	8 1/4
" 5-16 inch.....	5 1/4
" 3/4 inch.....	5 1/4
" 7-16 inch.....	5
" 1/2 to 3/4 inch.....	4 1/4
Spades and shovels.....	40 and 5 p.c.
Harvest tools.....	60 p.c.
Axe handles, turned, s.g. hickory, doz..	\$3 15
No. 1.....	1 50
No. 2.....	1 60
Octagon extra.....	2 30
No. 1.....	1 60
Files common.....	70 and 10 p.c.
Diamond.....	60 p.c.
Building paper:	
Anchor, plain.....	65c.
" tarred.....	70c.
Pure fibre, plain.....	65c.
" tarred.....	80c.
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol.....	30 p.c.
" military.....	15 p.c.
American R.F.....	30 p.c.
C.F. pistol.....	5 p.c.
C.F. military.....	10 p.c. advance.
Loaded shells:	
Eley's soft, 12 gauge black.....	15 50
chilled, 12 gauge.....	16 50
soft, 10 gauge.....	19 50
chilled, 10 gauge.....	21 50
Shot, Ordinary, per 100 lb.....	6 20
Chilled.....	6 60
Powder, E.F., keg.....	4 75
F.F.G.....	5 00
Tinware, pressed, retinned.....	70 and 10 p.c.
" plain.....	75 and 2 1/2 p.c.
" pieced.....	
Japanned ware.....	37 1/2 p.c.
Enamelled ware, white.....	45 p.c.
Famous.....	50 and 10 p.c.
Imperial.....	50 and 10 p.c.
Green Wire Cloth.....	1 50

PETROLEUM.

Water white American.....	27 1/4 c.
Prime white American.....	25 1/4 c.
Water white Canadian.....	25 1/4 c.
Prime white Canadian.....	24 1/4 c.

SCRAP.

No. 1 cast iron.....	\$14 to 15
No. 2 ".....	7
Wrought iron scrap.....	5
Copper (heavy).....	8 1/2 c. per lb.
Yellow brass (heavy).....	7 1/2 c.
Light brass.....	5c. to 6c.
Lead pipe, or tea lead.....	2c. to 2 1/2 c.
Zinc scrap.....	1c.

PAINTS, OILS AND GLASS.

Turpentine, pure in barrels.....	\$ 0 91
Less than barrel lots.....	0 96
Linseed oil, raw.....	0 57
Boiled.....	0 60
Lubricating oils, Eldorado castor.....	0 28 1/4
Eldorado engine.....	0 27 1/4
Atlantic red.....	0 33 1/2
Renown engine.....	0 42
Black oil.....	19 1/4 to 21 1/4
Cylinder oil (according to grade).....	55 to 74
Harness oil.....	0 56
Neatsfoot oil.....	1 00
Steam refined oil.....	0 85
Sperm oil.....	2 00
Pure castor oil, first pressure.....	0 10
Lubricating oil.....	0 10

NOTES.

Among the visitors in the city this week was A. Chamberlain, jr., nephew of "Fight-

Trustworthy Goods.

Experienced builders know that it is an injustice to themselves not to use the most reliable

Sheet Metal Building Materials

We make complete lines of . . .

Shingles, Ceilings, Sidings, Cornices

and every other building requisite.

Lines that give unfailing, enduring satisfaction wherever used. Lines in such popular demand, it is to your own best interest to handle them.

The Metallic Roofing Co., Limited

TORONTO

MONTREAL

WINNIPEG

ing Joe," and incidentally travelling representative for Kynoch, Limited, Birmingham, manufacturers of ammunition. Mr. Chamberlain has been making a trip round the world and looking into trade conditions for the firm he represents.

NOVA SCOTIA MARKETS.

Halifax, Dec. 1, 1903.

NOVEMBER has been a fairly active month, and while the time has arrived when wholesale business may be expected to ease off somewhat, there is at the present time a good demand for seasonable goods, and there is a prospect of another three weeks of good business before matters settle down to winter dullness. The skate orders are coming in freely, as are also orders for cutlery, household hardware, horse goods, axes, and some other lines of lumbermen's supplies. An extensive trade is done here in hockey sticks of Indian manufacture, and some local houses are filling fair sized orders for these for points in Ontario and west of Winnipeg. They are made by the Indians from selected curved roots, and have a wide reputation. This is the home of the "Acme" skate, and the Starr Mfg. Co., who do a large business in this article, state that in addition to Canadian orders their make is meeting with considerable sale in Europe and the United States.

While the local market is as firm as ever, so far as manufactured articles are concerned, the weakness in semi-manufactured goods, close to the raw material, has begun to be apparent. Bar iron is distinctly easier, and wholesalers have revised their quotations at a decline of

about 15c on base prices. Ingot tin has also declined, and as the London market is still moving downward, even lower prices are anticipated. Cement, which some weeks ago could not be had here, is now in good supply. The demand for builders' materials has fallen off somewhat. Some sizes of screws are still difficult to obtain.

The Londonderry Iron Works are extremely busy at present, and have a good market for all their products. The Rolling Mills at Dartmouth are also well supplied with orders. Conditions at Sydney seem to have reached a crisis. The Provincial Working Men's Association and the management of The Dominion Iron and Steel Co., Limited, have had trouble in reaching an agreement as to wages with their laborers, but the matter has been settled at the last moment, thus obviating a strike, which would have compelled the closing of the entire works.

The Raing Mfg. Company's plant at Sydney Mines was destroyed by fire last night. The property destroyed was valued at \$25,000. This company had the contract for building the blast furnaces for the Nova Scotia Iron and Steel Company.

Fishermen's supplies continue strong, especially lines into the manufacture of which cotton enters to any extent. Pig lead is lower, the present Halifax prices ranging from \$3.75 to \$4.

The double track of the Grand Trunk Railway from Toronto to Montreal has been completed.

Features of the British Columbia Timber Situation.

ONE of the oddities of trade has been well illustrated the past week in some lumber operations. The announcement was made a few days ago that the big Chemainus saw mills on Vancouver Island, not far from Nanaimo, had been purchasing logs in Everett, Wash. A contract has been entered into for the purchase of 4,000,000 feet of fir, and the price at which they are to be delivered at the mills is said to approximate \$4.10 per thousand feet. The first raft of the Washington logs has been towed from Everett to Chemainus. There is no duty on imported logs, but still it is a long time since any logs were brought into the country. In fact there never was much trade of that sort. This is one of the largest purchases outside the province, by local mills, ever reported. What makes it rather strange is that B.C. loggers operating on the coast have been complaining lately that they were losing money because they had no market for logs, and their booms were deteriorating from having to be stored in the harbor here. The reason the Chemainus mills have purchased outside of the province is said to be that their own camps have not turned out sufficient on account of unfavorable weather.

The remarkable obverse of this incident, which is peculiar enough in itself, is found in an item from Nanaimo, that R. F. Dorfman, representing a lumber syndicate from the United States has been purchasing limits and small parcels of timber on Vancouver Island, in the very district from which Chemainus draws its supplies. Mr. Dorfman has recently installed a camp of thirty men at French Creek getting out logs. The timber cut on these properties will be shipped to Fairhaven, Wash. The first boom of 600,000 feet will be ready about December 1 for despatch. The company has secured, according to Mr. Dorfman, holdings which will cut out over 300,000,000 feet. Some of these limits are claimed to be particularly fine, going as high as 250,000 feet to the acre, an enormous amount, when it is considered that 40,000 feet is a fair average acreage return of timber, even in the heavily-timbered coast area. It is the ultimate object of this new syndicate to erect a saw-mill in the immediate neighborhood of Nanaimo, but meanwhile logs from the limits they own are being towed to Fairhaven, and in all likelihood will meet some of the booms being towed to Chemainus for the Chemainus mills from the Puget Sound district.

The state of the shingle industry in Washington has caused the shingle men of that State to make an effort to form

an association which will prevent price-cutting and other demoralizing conditions arising. The over-production has gone on until the industry is threatened seriously, and naturally it has had a bad effect on the red cedar shingle manufacture of this province. The State Lumber Association of Washington recently held a meeting to endeavor to put matters in shape for the formation of what might be called a Shinglemen's Trust. Meantime the shinglemen of Whatcom county have held a meeting of their own to discuss the matter, and have about concluded to form a selling association of their own, on the lines of that recently formed by the shingle manufacturers of British Columbia. Mr. J. L. Collins, one of the leading shingle manufacturers of Whatcom, was in Vancouver this week, and while he had no brief from the Association in Whatcom he met some of the local manufacturers and discussed the situation.

The only market in which the Washington shingle men and those of British Columbia clash is in Manitoba and the Canadian Northwest, unless on that market there is not likely to be an agreement between the two associations. The outcome of the move to establish an association in Whatcom, based on the British Columbia shinglemen's recently organized association, to control manufacture and regulate the apportioning of orders and the range of prices, is looked to with interest here, as the Whatcom county mills cut more than half the shingles used in the United States.

The Hastings Shingle Manufacturing Company are considering the construction of a new mill to replace the one destroyed by fire two months ago.

A new saw mill of large proportions is to be erected at Trout Lake, in the Canadian Timber & Sawmills Co., Ltd., an English company, who have purchased valuable limits along Trout Lake and streams flowing into it. A contract has been let to D. McArthur & Co. for the erection of the mill, which will have a capacity of 60,000 feet per day. The machinery for the mills is already being assembled, and before long the new plant will be in operation. A contract has been let to E. L. Kinman for the delivery of 100,000,000 feet of logs, and several camps are being put in at once to get the timber out. The new company will instal its own electric light plant, and will light, not only its own works, but the town of Trout Lake as well. J. B. Henderson, formerly of Grand Forks, is manager of the new company.

Development of the timber industry in British Columbia, through increasing

demand in the province, and the growing demand from other portions of the Dominion, has brought into prominence and very greatly enhanced in value the timber on the immense holdings of lands owned by the C.P.R. in the Kootenays. These lands, which the C.P.R. holds under grants to the C. & W.R., B.C. Southern, and Crow's Nest Pass Ry., subsidiary companies, owned by the big corporation, are nearly all covered with timber of inestimable value, and the company has been jealously guarding this resource from depredation.

Even settlers purchasing lands from the C.P.R. do not get the timber unless by payment of royalty, and on terms not yet fixed. All deeds given to agricultural settlers contain a clause reserving the timber until 1912. Even with this reservation the company will not sell lands at all which are estimated as having more than 5,000 feet B. M. standing. Under that amount the land is sold subject to royalty on all timber except for fuel and building. Recently, when millmen finding desirable limits becoming scarce, approached the C.P.R. officials in the Kootenay district, they were informed that timber lands would not be sold under any circumstances, but that leases will be given on terms to be announced shortly. The lumber industry in the interior is gravely interested in these conditions.

D. C. Cameron, president of the Rat Portage Lumber Co., Limited, of Rat Portage, Ont., and Vancouver, B.C., was in Vancouver this week in connection with the company's interests in this province. In addition to the large saw mill on False Creek in this city, purchased from W. L. Tait some months ago, and which the company has extended, improved and continues to operate, they have purchased the holdings of the Harrison River Lumber Co., which has large limits on Harrison River, lake and Lillooet River some 60 miles from Vancouver. The Harrison mill was burned last summer, and it is with respect to the intention of the new owners regarding rebuilding that Mr. Cameron is making his present visit. He stated since his arrival that it was likely that the mill would be rebuilt at present, owing to the unsatisfactory condition of the lumber trade in the Canadian Northwest at present. The importations of lumber into the Northwest from United States manufacturers had seriously disturbed conditions, and while there was no great price-cutting yet, a marked decline in present quotations might come at any time. The limits of the Harrison River Company are very valuable.

Vancouver, Nov. 28, 1903.

Did you ever consider

Breakage

when buying

WINDOW —GLASS?

Our Glass is packed in

Special Strong Cases.

Quality is selected, insuring

Contents of Cases Sound.

It costs no more than the old style of packing with broken glass.

Write for special prices.

- We manufacture and import everything in glass required for building purposes.

THE HOBBS MANUFACTURING CO.

LONDON, ONT.

LIMITED,

PAINT, OIL AND BRUSH TRADES

THE PAINT TRADE SITUATION

WHILE other branches of business are rejoicing in optimistic terms over the fact that whereas trade depression was anticipated during the past fall, expansion has been their experience, the paint trade has become demoralized to a degree that is little short of ridiculous.

Cutting is the order of the day. First white lead received attention: a merry war was inaugurated for the white lead trade of Ontario and Quebec, with results that prices have been placed at a basis which leaves practically nothing for either grinder or retailer. Then attention was turned to glass, and soon the crash of glass prices were heard on all sides. Now before the quotations on either white lead or glass have reached a normal basis cutting has started in linseed oil, quotations 2c below the general range having been made in Toronto.

Some houses have decided to withdraw from the market on the three articles referred to above unless they can get their business at a price which offers at least a small proportion of profit. Retailers will understand the position, and will appreciate the wisdom of these houses, and when a more satisfactory condition of affairs is reached the firms which are "determined to keep their brands on the market" will have won nothing, not even the confidence nor the respect of the buyers who took advantage (as they were just and wise in doing) of the low prices offered them.

PAINT REMOVERS.

A GOOD paint remover in paste form can be made by mixing a solution of 1 pound caustic soda, and 1 pound pearl ash in 1 gallon of hot water with starch and china clay, in equal proportions to the consistency of stiff paste, says an exchange. The starch causes the remover to set to a jelly on cooling. Work treated with these alkaline paint removers must always be carefully washed down before painting. Sometimes it is necessary to wash down with vinegar and water to "kill" the alkali which, if left, is sure to eat through and injure the paint. Paint and varnish removers of a spirituous nature are usually composed essentially of

amyl alcohol or of fusel oil which contains a proportion of this alcohol. Amyl alcohol possesses the property of readily dissolving oils and gum resins, and hence, instead of removing these materials by a process of saponification as is the case with the alkaline removers, the spirit removers actually dissolve or at least render soft and pulpy the hardened oil and gum. Other ingredients of the spirituous removers are coal-tar benzine, acetone nitro-benzine and light hydrocarbon oils. Many of these preparations, however, are protected by patent rights.

ANALYSIS OF ZINC WHITE.

THE analysis of zinc paints is now rendered considerably more complete owing to the widespread use of sulphide zinc white, says an exchange. For this reason it is never safe to assume that if barium sulphate is detected it is present as adulterant, because barium sulphate is a necessary constituent of the modern sulphide zinc whites. Although some operators are in the habit of performing the essential tests in presence of the oil confined in the paint, it is far better to remove it first by treating the paint with ether or light petroleum spirit, washing repeatedly with the solvent and finally heating somewhat strongly to dry the pigment completely. This separation of oil should be performed quantitatively so that the percentage of oil in the paint may be determined. The next step is to determine whether sulphide is present. This is best accomplished by placing a small quantity of the dry powder in a watch glass, pouring over it a few drops of dilute sulphuric acid and immediately covering the glass with a filter paper moistened with a solution of acetate of lead. The smallest trace of sulphuretted hydrogen gas, which will be given off if sulphide be present, will cause discoloration of the paper.

Pure zinc oxide is wholly soluble in any of the strong mineral acids, while sulphide zinc white (which includes lithopone) yields after similar treatment an insoluble residue of barium sulphate. The correct analysis, or perhaps one should rather say the correct interpretation of results from the analysis, of zinc paints is not quite a simple matter, and it is best left in the hands of a competent chemist, who must, however, in order to furnish

an intelligible report, be familiar with the subject of paint.

PERSONAL MENTION.

Mr. J. S. Cole, of Detroit, has been appointed representative in Ontario and Quebec for The Union Metallic Cartridge Co., who have found it advisable to extend their connection in Canadian territory.

Mr. T. K. Pool has disposed of his hardware business in Glencoe, Ont., to James Wright & Son, of Strathroy, Ont., who will take possession on January 15. The business in Glencoe will be managed by Arthur Wright, and the present staff will be retained. Mr. Pool will go west in the Spring.

Mr. Wm. Smail, managing director of The Canada Horse Nail Co., Montreal, returned to his desk on Tuesday for the first time since his illness. The trade will no doubt be glad to hear that he has recovered from his attack of pleurisy.

MR. W. McNALLY INJURED.

On Friday, of last week, Mr. William McNally, senior partner of the firm of W. McNally & Co., Montreal, met with a serious accident while jumping from a moving car on St. Catherine street. On landing on the pavement Mr. McNally slipped and was thrown so heavily that severe injuries to the side of his head and his right arm resulted. He was taken to the Royal Victoria Hospital, but early the next morning returned to his home. His injuries were not so serious as was thought at first, and he expects to return to business the latter part of next week.

PAINT AND OIL MARKETS.

MONTREAL.

THE dull season seems to have arrived for the paint and oil trade.

The mills seem busy, but it is understood that orders are now by no means heavy. Varnishes and painting materials for the carriage trade are receiving a fair amount of attention, but there are no striking features to record this week. Grinders report their trade easily handled. White lead continues upon its unsatisfactory basis, and some makers are quite indifferent whether or not any sales are made at the present low figures. These makers are only meeting the quotations where it is absolutely

LINSEED OIL

Raw and Boiled

"GUARANTEED PURE"

MANUFACTURED BY

Canada Linseed Oil Mills,
MONTREAL. LIMITED.



BARRELS WANTED!!

We are open to buy good sound, oak
Linseed Oil, Turpentine, Varnish, and
Machine Oil Barrels.

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES.

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors,
Prepared Paints, Window
Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

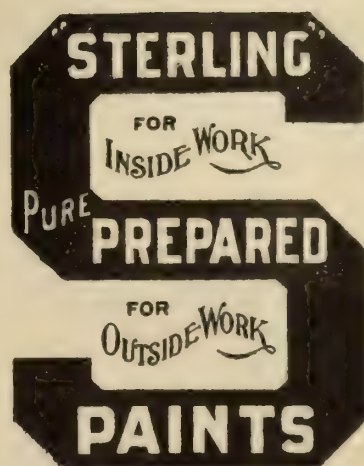
For the GENUINE
Imperial French Green

of JOHN LUCAS & CO.,
PHILADELPHIA.

And CELEBRATED
English Varnishes

of CHAS. TURNER & SON,
LONDON.

Please mention **HARDWARE AND METAL** when writing.



The Reason Why

any sensible hardware man should prefer to
sell the different varieties of **Sterling** ready-
mixed Paints is found in the results that come
from selling them—results to you and to your
customers.

Sterling Paints are the only paints we
know of that give unqualified satisfaction to
the user.

The satisfaction of your customer is your
best profit—worth more than the money.
Sterling Paints are one of the few things you
can promise it on—therefore the most profitable
paint, because the most satisfying.

See about the agency for your locality
quick.

The Sterling Paint People

Grant-Hamilton Oil Co., Limited.

TORONTO

MONTREAL

WINNIPEG

... to protect their regular customers. There are not wanting indications that the makers of white lead are doing the profitable price cutting which has prevailed so long. English prices report an increased strength in demand, which may have some effect on conditions here. We quote:

GROUND WHITE LEAD.—Best brands, Government standard, \$4.60 to \$4.75; No. 1, \$4.25 to \$4.40; No. 2, \$4.10 to \$4.25; No. 3, \$3.75 to \$3.90; No. 4, \$3.30 to \$3.40, all f.o.b. Montreal. Terms, four months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—\$1.25 in casks, and in kegs \$1.50.

DRY WHITE ZINC.—Pure dry, in casks, 6½c; in 100 lb. kegs, 6½c; No. 1, zinc, in casks, 5½c; in 100 lb. kegs, 5½c.

WHITE ZINC (ground in oil).—Pure, 25-lb. irons, 8c; No. 1, 7c; No. 2, 6c.

PUTTY.—We quote: Bulk, in barrels, \$1.50; in 25-lb. tins and irons, \$1.85; bladder putty in barrels, \$1.75.

ORANGE MINERAL.—Casks, 7c; 100-lb. kegs, 7½c; smaller quantities, 8½c.

RED LEADS.—Genuine red lead, in casks, \$4.25; in 100 lb. kegs, \$4.50; in less quantities, \$5.50 per 100 lb. No. 1 red lead, casks, \$4; kegs, \$4.25, and smaller quantities, \$5.25.

LITHARGE.—Ground, casks, 5c; in less quantities, 5½c; flake litharge, casks, \$5; smalls, \$5.50 per 100 lb.

LINSEED OIL.—Raw, 1 to 4 barrels, 46c; 5 to 9 barrels, 45c; boiled, 1 to 4 barrels, 49c; 5 to 9 barrels, 48c. Terms, net cash 30 days. Delivered in Ontario between Montreal and Oshawa at 2c. per gallon advance.

TURPENTINE.—Single barrels, 83½c; 2 to 4 barrels, 82½c. Standard gallon of 8.6 pounds. Terms, net cash in 30 days.

BENZINE.—25 to 26c.

SHELLAC VARNISH.—Pure white, \$2.60 to \$2.80; pure orange, \$2.60 to \$2.80; No. 1 orange shellac, \$2.10 to \$2.60.

MIXED PAINTS.—\$1.20 to \$1.40 per gallon.

CASTOR OIL.—8½ to 9½c in wholesale lots, and ½c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

BERGER'S PARIS GREEN. The price has been fixed for 1901. From information supplied us this week we are able to quote the following prices for next year: 50 and 100 lb. drums, 15c. per pound; 25 lb. drums, 15c.; 1 lb. paper boxes, 16c.; 1 lb. tin boxes, 17c. Terms, 2 per cent. 30 days, 30 day net.

TORONTO.

Business is active for December. Some dealers are still cutting 15 to 25c. below the general quotations in white lead. Some cutting in linseed oil is also reported. Quotations are, however, unchanged:

WHITE LEAD.—Ex-Toronto, pure white lead, \$4.75; No. 1, \$4.30; No. 2, \$4; No. 3, \$3.60; No. 4, \$3.35 in packages of 25 lb. and upwards; ½c. per lb. extra will be charged for 12½-lb. packages; genuine dry white lead, in casks, \$1.87½.

RED LEAD.—Genuine, in casks of 560

lb., \$1.75 to \$5; ditto, in kegs of 100 lb., \$5.25 to \$5.50; No. 1, in casks of 560 lb., \$1 to \$1.25; ditto, in kegs of 100 lb., \$1.25 to \$4.50.

LITHARGE.—Genuine, 6 to 6½c.

WHITE ZINC.—Genuine, French V.M., in casks, \$6 to \$6.25; Lehigh, in casks, \$6 to \$6.25.

SHINGLE STAIN.—In 5-gallon lots, 60 to 85c. per gallon.

PARIS WHITE.—90c. to \$1 per 100 lb.

WHITING.—60 to 65. per 100 lb.; Gilders' whitening, 75 to 80c.

SHELLAC.—Pure orange, in barrels, \$2.45; white, \$2.60 per gallon; No. 1, 15c. less; in less quantities 30c. extra, including price of can.

PUMICE STONE.—Powdered, \$2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots and 3c. in bbls.

LINSEED OIL.—Raw, 1 to 2 bbls., 50c; boiled, 53c.; 3 to 5 bbls., raw, 49c.; boiled, 52c.; 6 to 9 bbls., raw, 48c.; boiled, 51c., delivered. To Toronto, Hamilton and London, 2c. less.

TURPENTINE.—Single bbls., 86c.; 2 to 4 bbls., 85c., delivered; 5 bbls. and over, open. Toronto, Hamilton and London, 2c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

GLUES.—Broken sheet, in 200-lb. bbls., 8 to 8½c. per lb.; cabinet glue, in bbls., 11 to 12c.; emery glue, in bbls., 17c.; bookbinders', ground, 10½c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

PUTTY.—Common, \$1.65; pure, bladders, in barrels, \$2.25; bladders, in 100-lb. kegs, \$2.40; bulk, in barrels, \$2.05; bulk, less than barrels and up to 100

PLASTER PARIS.—New Brunswick, \$2 per bbl.

LIQUID PAINTS.—Pure, \$1.20 to \$1.40 per gallon; No. 1, \$1.10 per gallon.

BARN PAINTS.—65 to 70c. per gallon.

CASTOR OIL.—English, in cases, 7½ to 8c. per pound, and 8½ to 9c. for single tins.

HALIFAX.

Retailers throughout Nova Scotia and Prince Edward Island were fortunate in having bought their burning oil previous to the advance in price, thereby saving at least \$1 a barrel. Fully 90 per cent. of these merchants bought their season's supply early, and are therefore reaping a benefit from the advance in prices. Importing companies are still busy filling these advance orders in full, notwithstanding the fact that they cannot replace the oil at the prices at which the sales were made.

ST. JOHN.

The firm market continues in burning oil. Present price is high, but a further advance is expected. While future orders were booked at the lower prices, dealers will not book ahead at present figures. In linseeds sales are light and prices low. While it is early to talk of Spring business, the outlook is for low figures. Lubricating oils are firm. Fish oils are scarce and high. We quote:

COAL OIL.—American water white, 23c.; best Canadian, 22½c.; prime, 22c.

LINSEED OIL.—Raw, 54c.; boiled, 57c.

TURPENTINE.—88 to 89c.

COD OIL.—34 to 37c.

WINDOW GLASS

MONTREAL.

There is still considerable competition among sellers of window glass. The prices given in last two issues are still

THINK IT OVER!

If BRANDRAM'S B. B. GENUINE WHITE LEAD is the best in the world, does it not stand to reason that a paint which contains it would also be the best?

If the price of the best is no dearer than others, and if our advertising is up to date,

WHY NOT

secure the agency for your town?

We manufacture our own

Dry Colors, Varnishes, Japans, etc.



TRADE MARK

We've been Established
Since 1874.

Send us a post card
and let us tell you all
about it.



HENDERSON & POTTS CO., Limited, MONTREAL.

HENDERSON & POTTS, Limited, HALIFAX.

CHURCH'S COLD WATER

ALABASTINE

Suppose you do not stock ALABASTINE for 1904—what then? You CAN get along without it—we admit that—but what position do you put yourself in? You will certainly be asked for ALABASTINE and will have to do a lot of talking for some sad-to-be equivalent with distrust in your mind and in your customer's. You make sales sometimes, but more times miss them, and it all means lost time and money for you.

ALABASTINE is staple, profitable. It is your good friend, because advertised and customers call for it. Have you given your order for 1904? Jobbers sell it. Also

THE ALABASTINE CO., Limited, PARIS, ONT.

unchanged. We quote as follows: First break, 50 feet, \$1.70; second break, \$1.80 for 50 feet. First break, 100 feet, \$3.25; second break, \$3.45; third break, \$3.95; fourth break, \$4.20.

TORONTO.

There is no change, but as cutting is rampant the prices quoted are merely nominal. We quote: Star, under 26 in., \$3.80; 26 to 40 in., \$4; 41 to 50 in., \$4.50; 51 to 60 in., \$4.75; 61 to 70 in., \$5; 71 to 80 in., \$5.50, Toronto, Hamilton and London. Discount 10 per cent.

R. E. THORNE, 768 Craig St.,
MONTREAL

Wholesale Agent and Importer

Dry Colors, Ochres, Bronze Powders,
Aluminum Powder, Schlag Metal,
Bronze Liquids and Varnishes.

Toronto Office—29 Melinda St.

Standard Paint & Varnish Works
Limited

Makers of High-Grade Varnishes, Japans,
Paints, Colors and Enamels.

WINDSOR, ONT.

HARDWARE AND METAL is the only journal in Canada concerning itself with the paint, oil and glass interests. Its markets are trustworthy and full.

GRADE



MARK

Nobles & Hoare.

CORNWALL ROAD STAMFORD STREET.

LONDON, ENG.

Manufacturers of

HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works
or from the principal Color Dealers in Canada.

Paints and Paints

Some are good, some poor. If **GLOBE PAINTS** were poor they wouldn't be 9 years on the market. It takes a good article to live as long as that. We are not only living, but growing. That means a good deal.

—When our salesman calls on you, pay good heed to what he has to say.

The Globe Paint Co.,

Limited
422-424 Adelaide St. W., Toronto.



“Island City
Paint and
Varnish Works.

We offer the Finest and Whitest **ENAMEL** in the market—Aluminum, Gold and Silver.

P. D. DODS & CO., Proprietors, Montreal, Toronto, Vancouver.

ALL READY FOR 1904!

[illegible]

**THE
CANADA
PAINT
COMPANY
LTD**

[illegible]

ALL READY FOR 1904!

WALL PAPER

MAKING SUGGESTIONS.

THERE is more for the wall paper merchant to do than to simply show the papers he has in stock in a mechanical way.

His experience should render him invaluable to the buyer, and he should not be backward in proffering it. What would a patient think of a physician who, after diagnosing the case, asked what medicine the patient preferred to use?

The dealer should first find out for what room the paper is sought, and after inquiring about light and the other points which must be considered in choosing color and pattern, he should offer his advice, whether solicited or not. Wall paper is different from anything else, in that it is chosen in such a different position and light from the conditions when hung that the buyer is very often apt to be favorably impressed with a style that would be very unsatisfactory when hung. Handling so much of it, the merchant knows of this, and can prevent the spoiling of many a room by a few timely suggestions.

A customer, when selecting wall paper, is seldom decided upon what he wants, and welcomes the assistance of the merchant. Of course, the customer has tastes which will make him refuse certain papers, however suitable they may be, and these preferences should be considered, but in almost every case the preference can be satisfied and at the same time a really suitable paper be sold. The dealer cannot say that a certain paper chosen by the customer would be very bad taste, but he could show that there are a few qualities of that paper which might injure its value for the particular room, and at the same time draw attention to another paper as similar as possible to the one chosen, but possessing more fully the qualifications required in that room. The imperfections of a paper can be pointed out without offending the customer.

A further point that makes it important that the merchant should help the customer is the fact that a badly chosen paper on a wall makes those who see it feel that

the one who sold such a paper does not know his business. A paper which suits in every way the room in which it appears is the best advertisement the merchant can have, so it behooves him to do his best to see that the paper is the best that could be had.

A NEW WALL PAPER FACTORY.

Mr. R. E. Menzie, formerly well known



No 1493. An attractive Wall Paper for Dining Room, Hall or Library. Made in Canada by Staunton's Limited, Toronto.

As a manufacturer of window shades, art furniture, etc., is opening a wall paper factory in New Toronto. For a number of months he has been purchasing first-class machinery in the United States.

His factory is now almost in running order, but Mr. Menzie does not intend to push actively into the market until next Spring, although a full range of samples has been set up in the Toronto office on King street west.

STAUNTON'S LIMITED
FORMERLY M. STAUNTON & CO.
TORONTO
944 YONGE ST. CANADA

LOOK OUT

**DON'T
GET STUCK ON
SPURIOUS GREENS**

**“LUCAS” IMPERIAL
FRENCH**

*has this label
in colors.*

DEALERS and PAINTERS, BEWARE!
Insist on the genuine.

John Lucas & Co.
PAINT MAKERS,
NEW YORK, PHILADELPHIA, CHICAGO

Boeckh's Flexible Bridled Brushes

win the admiration of every practical painter because of their genuine merit, and are therefore the most profitable for the dealer to handle.

BECAUSE

The bridle can easily be removed and replaced.
The bridle is not affected by water, oil or paint.
The bridle works on a pivot and thus keeps the bristles elastic.

Your name and address on a post card will bring you our interesting little brochures "Broomology" and "Washboard Information" (free).

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

UNITED FACTORIES.

Head Office: TORONTO, ONT.

LIMITED.

MONTREAL BRANCH: 1 and 3 DeBresoles St.

LONDON BRANCH: 71 Dundas St.

HEATING AND PLUMBING

COMPUTING RADIATION.

THE query is put by "W. B. G.," Ottawa: A classroom, 26 x 32 x 14 feet, to seat 40 pupils, is to be heated by low pressure steam, using direct radiation for the heat losses through walls and windows, and indirect radiation for ventilation. The temperature sometimes goes as low as 15 degs. below zero. What are the steps to be taken in figuring out the radiation required, providing for a change of air every eight minutes? What should be the size of the ventilating shaft, and how much radiating surface should be placed in it to create a draft?

The answer given by The Metal Worker was: To compute the direct radiating surface necessary to offset the loss of heat through walls and glass in the room stated, let us assume the glass to be 20 per cent. of the exposure equals 162 square feet. This gives about 1 square foot of glass to each 5 square feet of floor space, which is considered a good allowance. Reduce the exposure to equivalent glass surface (E.G.S.):

Exposure.....	$(26 + 32) \times 14 = 812$ sq. ft.
Glass.....	162 "
Net wall.....	4)650 "
E. G. S. of net wall.....	163 "
Actual glass surface.....	162 "
Total E. G. S.....	325 "

The heat loss per hour = E. G. S. \times 85 \times 1.25, for a northwesterly exposure (85 being the heat units lost through 1 square foot of glass per hour with 70 deg. difference in temperature and 1.25 the exposure factor), $325 \times 85 \times 1.25 = 34,600$ heat units approximately. With 15 deg. below zero this heat loss would have to be multiplied by 85 increasing 70

the heat loss per hour to 42,000 heat units per hour. With 250 heat units emitted per sq. ft. of direct radiating surface per hour for ordinary loop radiators, $42,000 \div 250 = 168$ sq. ft. of direct radiating surface would be required. With, say, 325 heat units emitted by wall radiators or coils, the total would be 129 sq. ft. If we were not to allow for change of air by ventilation separately, the computed surface should be increased to allow for air leakage.

Forty pupils should have about 30 cubic ft. of air per minute each equals 1200. The contents of the class room is about 11,650 cubic feet; hence 1,200 cubic feet per minute would give a 9.7 minute air change. An eight-minute change, as stated in the inquiry, would require about 1,500 cubic feet per minute. This air must be heated to at least 70 degrees to avoid chilling the room. As 1 cubic foot of air at 70 degrees weighs 0.0747 pounds, 1,500 cubic feet would weigh about 112 pounds. The heat required to raise the temperature of this weight of air from -15 to 70 degrees would be $112 \times 85 \times 0.238 = 2,270$ heat units (0.238 is the specific heat of air; that is, about one-quarter as much heat is required to raise the temperature of 1 lb. of air 1 deg. as to raise the temperature of 1 lb. of water the same amount). The heat per hour would be $60 \times 2,270 = 136,200$ heat units. One sq. ft. of indirect fire radiation, with a free air supply and properly spaced sections will give off at least 500 heat units per sq. ft. of extended surface per hour. Hence $136,200 \div 500 = 272$ sq. ft. of indirect surface would be required, based on the above assumption.

With the air passing to the indirect radiators at -15 deg. and 90,000 cubic ft. per hour passing through each stack or bench or indirect radiators, we could probably count on at least 600 heat units per sq. ft. of indirect radiating surface per hour. This higher rating would reduce the computed surface to about 230 sq. ft., or say, an indirect radiator 15 sections each, exposing 15 sq. ft. of surface and leaving about $\frac{1}{2}$ sq. ft. free area between each two sections, or $7\frac{1}{2}$ sq. ft. free area.

Care must be taken to have this area ample. Seven and a half sq. ft. is not any too great, corresponding to 200 ft. velocity between the sections. The supply flue should have an area that will give the required volume of air when the flue temperature is not more than 40 degrees above that of the room in mild weather conditions.

Consulting a table of flue velocities, like that, for example, in Furnace Heating, published by The David Williams Co., we find that with 40 degs. difference, a flue to the first floor, say, 15 ft. high, would have a velocity of 275 ft. per minute, and one to the second floor, say, 30 ft. high, would have a velocity of 390 ft. per min-

ute. The flue area would be volume supplied per minute divided by the velocity = $1,500 \div 275$ for first floor equals approximately $5\frac{1}{2}$ square ft., $1,500 \div 390$ for second floor equals approximately 4 square feet. The exhaust vent flue should be somewhat larger, say, 50 per cent., if possible. Too much air will escape through it in cold weather unless it be throttled down by a damper to prevent this action. It should be made large to be of service in mild weather, and should have an aspirating coil for use when the natural difference in temperature between the air in the flue and that out of doors is sufficient to produce the required air movement.

The amount of surface depends on the height of the flue and its size for a given duty. Space forbids going into a detailed description of the method of computing its size, which is done in a manner similar to that explained for determining the size of the air supply heaters. Suffice it to say that in standard size school rooms, $28 \times 32 \times 12$ feet—that is, in rooms approximately the size of the one in "W.B.G.'s" inquiry—20 square feet to 30 square feet placed in the flue just above the vent register gives the desired results. The further below the top of the flue the aspirating coil is placed the more effective will it be.

OFFICE BUILDING TO COST \$500,000.

The plans have been prepared by Beaumont Jarvis, architect, Toronto, for the erection of a ten storey office building in Toronto of the most modern type, and will be entirely fireproof. There will be no wood work whatever in this structure, the whole building, interior and exterior, walls, partitions, floors and ceilings, will be of concrete. The whole of the exterior will be decorated most elaborately in ornament, which will be formed of a very fine concrete, made of crushed white quartz and Portland cement pressed into metal moulds. The whole of the interior finish will also be of the same material. The floors will be of a marble Mosaic concrete. The whole of the construction, such as beams, columns and girders, which are usually made of steel, will in this case be made of concrete, reinforced with steel, the steel being simply used for increasing the tensile strength of the concrete. By this method of construction fully 25 per cent. of the cost of the building will be saved, and in addition to

GLASS GLASS GLASS

Send in your specification now. Large stocks are arriving, but orders are also continually breaking up assortments. Let us supply you with Star, Diamond and Double—good brands—nice quality. Also 26-oz., 32-oz., Enamelled, Rolled and Colored.

A. RAMSAY & SON
GLASS IMPORTERS
MONTREAL

HARDWARE NOVELTY.



THE
Ingersoll
American Watches.

RETAIL
PRICES, \$1.25 to \$2.50

ARGUMENT.

We now offer a practical time piece for the Hardware Trade of Canada, and base our statement upon the following:

First—It is absolutely guaranteed to keep accurate time.

Second—It stands rough usage and does not get out of order easily, making it the only watch for dealers outside of the jewelry trade to handle, and also making it a practical one for sportsmen, boys and all men who give a watch hard usage.

Third—Its low price and high quality insure a tremendous sale, which we further augment by furnishing many handsome advertising devices for your store.

Fourth—Last but not least, these watches offer a handsome profit. Price cutters are not supplied.

Sold by several leading Hardware Jobbers of Canada. We will tell you who they are upon request.

Trial Offer—To any Hardware Dealer who will write to us upon his business letter head and inclose 75c. we will send a sample watch (duty not paid) and our catalogue, so that he can test its accuracy and durability.

INFORMATION ON REQUEST.

ROBT. H. INGERSOLL & BRO.

51-53 Maiden Lane, NEW YORK, U.S.A.

LIGHT, LIGHT,

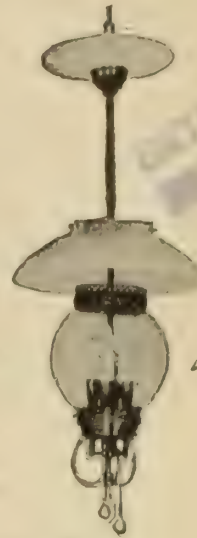
for home, or store, or factory.
Powerful, beautiful. Always ready.

Inside Arc Four Burner And a Beauty!

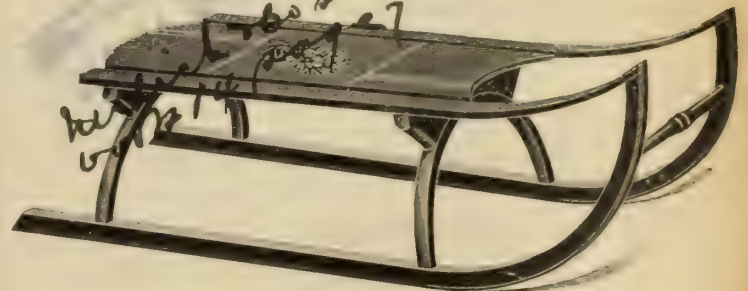
See us when you get the light fever. We want you to have the fever, and then we want to cure it. We can, and at no robbery prices.

Send for Booklet and Price List.

The Rochester Lamp Co.,
24 Front St. West, **TORONTO.**



Children's Sleighs.



Flat Sleds Cutters Baby Sleighs

WRITE FOR CATALOGUE AND PRICES.

Nerlich & Co.,
146-148 Front St. W., TORONTO.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first section, 1c. a word each subsequent insertion. Each line counts as one word, but five figures (as \$1,000) are allowed as one word. Each advertisement to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged. Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

SITUATIONS WANTED.

A YOUNG HARDWARE CLERK, 7 years' experience with leading hardware firms; good buyer, salesman and stockkeeper, is open for position. Apply Box 80, **HARDWARE AND METAL**, Toronto. (50)

SITUATIONS VACANT.

WANTED—Good general machinist; capable of taking charge of machine shop if necessary; also a good patternmaker. Apply, stating wages and experience, to Box 156, **HARDWARE AND METAL**, Toronto. f

MOULDERS—First-class bench and plate moulders; steady work year around at best wages. Box 157, **HARDWARE AND METAL**, Toronto. f

MACHINISTS—Ten good lathe hands, for night work. Box 158, **HARDWARE AND METAL**, Toronto. f

TINSMITH—Must be first-class at stock and furnace work; steady work guaranteed; state wages. Box 159, **HARDWARE AND METAL**, Toronto. f

WANTED—Planer hand; first-class; steady position. Box 160, **HARDWARE AND METAL**, Toronto. f

FOR SALE.

FOR SALE—At a bargain 19 boxes No. 9 Monarch horse nails, 17 kegs 2½ inch cut nails. Box 85, **HARDWARE AND METAL**, Toronto. (49)

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing British and American Manufacturers. Correspondence invited from firms wishing to be represented in Canada.

To Manufacturers' Agents

HARDWARE AND METAL has inquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of inquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

HARDWARE AND METAL
Montreal and Toronto

that, the building will be so absolutely fire proof that it will not be necessary to place any insurance upon it, and it will only take about one-half the time to construct as the usual method of building with brick and stone.

IMPORTANCE OF CAPABLE PLUMBING.

EDITOR **HARDWARE AND METAL**—

The master plumber and the journeyman plumber are frequently the objects of those gifted with sarcasm, who aim it with a desire to humiliate and terrorize over the minds of their subjects. The former is pictured as having the heaviest lien on the property he improves and the latter likewise to have the heaviest lien on time without inquiring into the singular conditions, which differ on every job. Appearances are satisfactory to him. At heart he does not scorn the plumber; his usefulness is recognized, but not his difficulties. He will trifle, patronize and be generous, but will never allow for the energetic tests, hydraulic, steam and atmospheric, that his work is continually under. Briefly expressed, he is only regarded as a pipe layer by sarcastic thinkers.

It is wholesome that the plumbers are properly recognized on occasions, though somewhat rare, befitting their pride and profession. The English Government recently appointed a committee of inquiry re the alleged physical deterioration of certain classes of the population, brings into view the adverse effect of insanitary conditions on the health and well-being of the poorer classes, especially in the towns, and the pressing need of sanitary reform. In this connection the following remarks of Sir James Crichton Browne, at a meeting in Dumfries in 1893 in support of the national registration of plumbers, are very significant: "In promoting the education and registration of plumbers medical men are really doing their best to cut off the grist from their own mill. For among the sources of diseases in recent years the most prolific and the most copious, I am sure, have been negligence and ignorance on the part of that great class of craftsmen known as plumbers. Typhoid fever has undoubtedly trickled into many homes owing to faulty joints constructed by them; palsy has fallen upon many dexterous hands owing to their stupidity; diphtheria, sore throat, diarrhoea, nervous diseases have prostrated thousands because of defective ventilation and leakages, due to carelessness on their part."

At the International Congress of Hygiene, held at Rome in 1894, Prof. W. R. Smith, President of the Royal Institute of Public Health, said: "Medical men and sanitary inspectors are powerless to protect the public against the manifold evils and dangers to health arising from sewer emanations unless plumbers are duly qualified

to carry out their work with satisfactory efficiency. In fact, I regard the qualification of plumbers as a necessary link in the chain of sanitary security."

The point, re capacity, is agreeable. Beyond that altogether is the requirement of intelligent sanitary work.

H. A. KNOX,

Sec'y. National Master Plumbers' Ass'n.
Ottawa, Nov. 28, 1903.

BUILDING PERMITS ISSUED.

TORONTO.

D. C. McArdle, a brick dwelling on Close avenue, to cost \$5,000.

C. E. Clarke, a dwelling on Bedford road, to cost \$7,000.

S. Lanskill, five pair of dwellings on Gladstone avenue, to cost \$12,000.

Henry Graham, a brick dwelling on Hepbourne street, to cost \$4,000.

C. K. Dinnick, a brick dwelling on Bernard avenue, to cost \$2,200.

James Hill, five detached brick dwellings on Margueretta street, to cost \$8,000.

Harry Jarman, a brick dwelling on Lansdowne avenue, to cost \$1,500.

T. G. Blackstock, additions to dwelling on Homewood avenue, to cost \$4,000.

Mrs. A. A. Clark, a two-storey and attic brick dwelling on Bernard avenue, to cost \$3,500.

Canadian Pacific Railway, a frame coal-ing plant at No. 9 Lake street, to cost \$6,000.

Thos. Robinson, a brick and roughcast dwelling on Delaware avenue, to cost \$1,200.

A. Sims, a two-storey and attic brick dwelling on Simpson avenue, to cost \$2,100.

Harold Hagnier, a two and one-half-storey brick dwelling on Chestnut road, to cost \$7,000.

R. E. McCall, a two-storey and attic stone and brick dwelling on Rusholme road, to cost \$3,000.

Gco. Brintnell, a three-storey brick and stone dwelling and carriage factory on Queen street west, to cost \$9,000.

MONTREAL.

E. Gauthier, 392 Cevillier street, to erect on Cevillier street a third-class house, forming two dwellings, to cost \$2,000.

D. Snider, 219 Moreau street, to erect on Aylwin street a two-storey third-class house, dimensions 26x44, to cost \$1,800.

E. L. Bough, 107 St. James street, to erect on Huntly street a one-storey third-class house, dimensions 25x50, to cost \$1,000.

H. Bourgre & Co., 628 St. Catherine street, to erect on Frontenac street a two-storey third-class house, dimensions 46x30, to cost \$1,000.

J. Robertson, 144 William street, to erect on Dalhousie street a one-storey warehouse, dimensions 32x102, to cost \$1,900; R. E. Edwards, contractor.

"DOMINION BRAND" TARRED FELT

EXTRA HEAVY for
LUMBERMEN'S use

"SHIELD BRAND" Ready-Roofing, 2 and 3 ply.

ORDER NOW BEFORE THE RUSH!

MANUFACTURED ONLY BY

Lockerby & McComb, 65 Shannon St., Montreal

Bell Telephone Main 1989.

The Right Kind

of wrapping paper is the kind that you can depend on always. Our brown and manilla wrapping papers have all the qualities that go to make a reliable paper.

FULL COUNT. FULL WEIGHT.

CANADA PAPER CO., Limited

Toronto, Montreal and Windsor Mills, Que.

ENGLISH PORTLAND CEMENT.

The 9,000 barrels of English Portland cement, supplied by the Associated Portland Cement Manufacturers (1900), Ltd., London, England, and about which some fault was found by the purchasers, the Montreal Light, Heat, & Power Co., have been accepted by them after complete and exhaustive tests by Stanger & Blount, expert cement testers. The tests made show that this cement is fully equal to the best German brands, and fulfils exacting specifications in every particular. It is pleasing to note that the English manufacturers have improved their quality by modern methods of manufacture and grinding, and they are now producing cement of the highest quality and fineness.

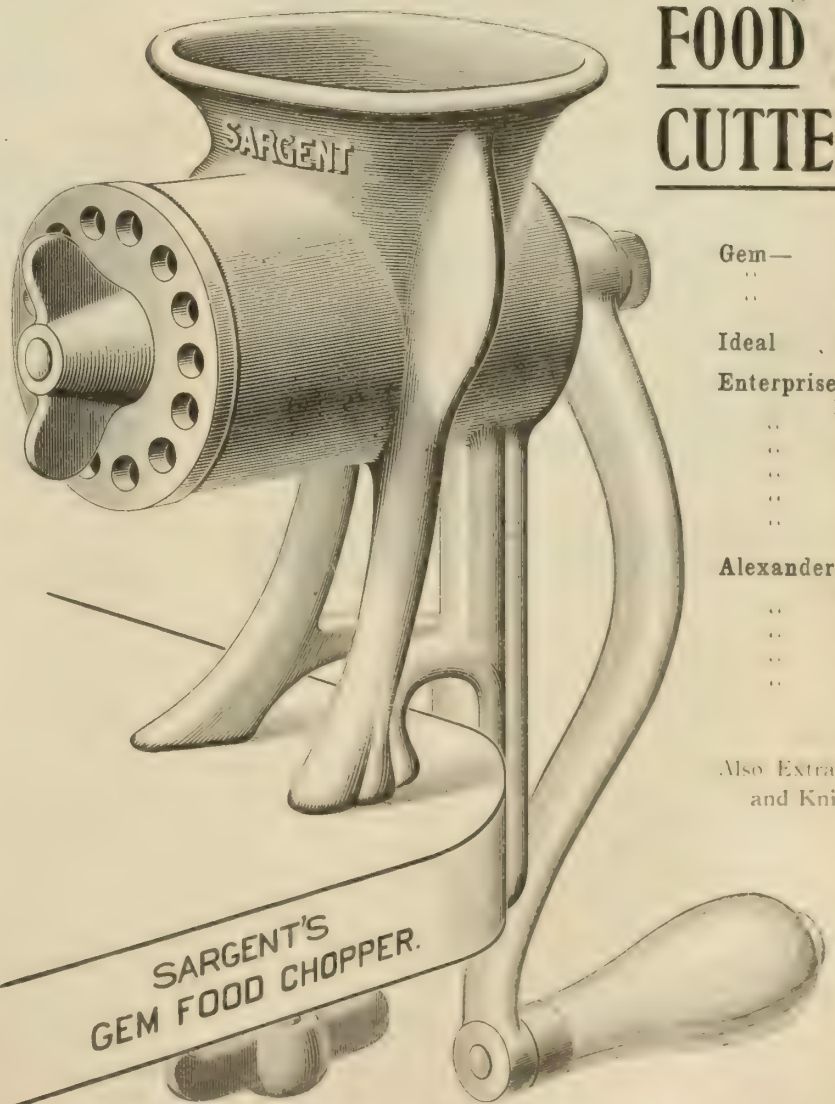
CRUSHES STONE.

Hardwaremen all over the country are devoting more and more attention to builders' supplies and building material. One retail concern in Stonewall, Man., E. Williams & Co., have put in a stone crushing plant, so as to be in a position to supply the building trade for that material, they find a good demand for it, too. They state that they are in a position to supply the building trade with practically everything but lumber.

The John Bowman Hardware and Coal Co.,

LONDON, = = ONT.

FOOD CUTTERS



Gem— No. 20.
" " 22.
" " 24.

Ideal No. 25.

Enterprise
" No. 5.
" " 10.
" " 12.
" " 22.
" " 32.
" " 100.

Alexander
" No. 5.
" " 10.
" " 12.
" " 22.
" " 32.

Also Extra Plates and Knives.

**SARGENT'S
GEM FOOD CHOPPER.**

SEND US YOUR ORDERS.

WELL-EQUIPPED HARDWARE STORES.

*Both
320
Ingram & Davey*

Both hardware firms can boast of the progress that has marked the short history of Ingram & Davey, hardware dealers, St. Thomas, Ont. This firm was organized in 1898 by Geo. A. Ingram and Geo. W. Davey, who bought out the St. Thomas Hardware Co., Talbot street. Later in the year they opened a second store, 10x70 feet, in the east end of St. Thomas. Then in 1901 they added the premises adjacent to their Talbot street store, making the premises 10x75 feet. Both of these stores have been built up in modern style.

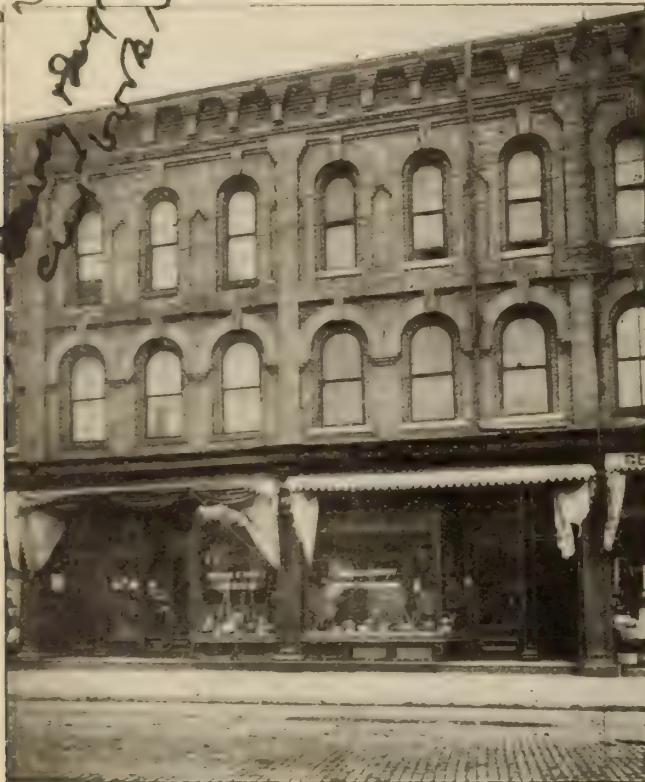
THE WEST END STORE.

In the west end store each department is by itself, and the store is so well sys-

temized that people can be served and waited upon without any delay. To the left on entering are the cases of mechanics' tools, ready mixed paints, etc., and to the right is what is called a reserve stock. On the floor is found a full and complete line of stoves. To the right are seen the cases of cutlery, which contain barbers' supplies, razors, pocket knives, scissors, knives and forks and kitchen utensils, and to the front is a large case of silverware. An archway between the stores is devoted to sporting goods. To the rear is again found a range of stoves. A large display of farmers' tools fills the east side of this department. To the rear of the store is the tinshop and an

oil house, 20x40 feet. The arrangement of the office is so complete and systematic that the bookkeeper can reach any book from the safe or cabinet without walking many steps. In the basement everything is systemized, the glass is all kept on the floor and is in single boxes, arranged in sizes, which the firm find to be convenient, saving three quarters of the expense of breakages. A large stock of nails, horseshoes, and an immense stock of rope of all sizes is carried. On the east side of the basement has been added an addition, same as up stairs, and it is here that all the double diamond glass is kept, dry paint colors, and building paper, oils, etc. A storeroom is built

side. Elegant cases of cutlery and silverware greet the eye as it passes over the big variety of hardware. On the east side is the graniteware, Shranskyware, gas fixtures, nickelware, sporting goods, etc. To the rear is the stove department. The office is in the rear of the store. The basement contains the glass department. All arranged separately on the ground floor are nails, dry color paints, rope, etc. The second flat is used for a store-room for second-hand stoves, etc., the third flat being the woodenware show-room. To the rear of this big hardware store is the tinshop and plumbers' department. Ingram & Davey do a big business in tinsmithing and plumbing, and employ a large staff in this department.



Ingram & Davey's East End Store.



Ingram & Davey's West End Store.

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THE EAST END STORE

In the east end store the same system prevails. To the left, on entering, is a great display of mechanics' tools; in fact the whole of the west side is taken up with mechanics' tools and builders' supplies. To the rear is a reserve stock, and farmers' tools. A goodly number of Summer goods, such as refrigerators and bath room supplies, are shown on this

INGRAM & DAVEY'S METHODS.

In a communication to "Hardware and Metal" regarding their business methods, Ingram & Davey write:

"The first and most important point in conducting a hardware business is to endeavor to gain and hold the confidence of the public. One should never attempt to deceive a customer, as like every other bad habit, it will grow on you. There is nothing like being open and above board, it pays in the end. Mark your goods in plain figures and as far as possible endeavor to treat everyone alike.

"Keep your store bright and clean, change your windows often, have your goods displayed well, show them up in

front attractively with price tickets on if you can. Let the public see the price of your goods without compelling them to come inside to enquire. Be courteous, but do not gush over to-day and be an iceberg tomorrow. Your other good qualities if you possess any will avail you little if you fail in this important respect.

"It will do you no harm if you are a close, hard-fisted buyer, providing you are an honest one. There is an old saying and a true one, that "goods well bought are half sold." Watch the markets closely. Nails, wire and glass should be bought in carlots to enable you to meet your competitors on equal footing. The hardware business has no room for drones. There is always plenty to do, and one should be at it, everlastingly at it. It is highly important also that your books are not neglected. Too many run this branch of their business in a slipshod way. A strict watch should be kept on all accounts. An indexed blotter with every account rendered written in and marked off as they are paid has been invaluable to us. You can run through in a few minutes what would take hours in going through your ledger.

"Last, but by no means least, advertise in the newspapers. Keep your name before the public all the time. Don't let them forget you and you should look upon the expense of it the same as you do your rent, fuel and light."

BOX STRAPPING.

ONE morning last week a "Hardware and Metal" representative had the pleasure of an interview with Mr. J. N. Warminton, 207 St. James street, Montreal. Mr. Warminton handles many kinds of shipping specialties, such as box strapping, box board fasteners, barrel hoops, etc. In looking over the line which he displays, "Hardware and Metal" could not help being impressed with the merits of his box strapping. His improved Trojan box strap is worthy of the wide popularity which it undoubtedly enjoys. In describing this strapping, Mr. Warminton directed special attention to the fact that it is made up of one continuous band 300 feet in length without rivet or joint. Each case contains 20 of these 300 foot reels, and the strapping is put up in 4 widths, 1-2 inch, 5-8 inch, 3-4 inch, 1 inch. This Trojan variety is a soft steel strap which will allow a nail to be driven anywhere, as its surface is bestudded with raises or bosses, which not only protect the head of the nail, but stiffen and strengthen the strap. This method of embossing is of peculiar advantage, for when a nail is driven on a slant to tighten the strap it is not apt to slip. The reason is that the point of the nail invariably strikes the raised section, as

these sections are placed in such a position that the nails will not only cease to slip, but being sunk well into the wood, will have a tendency to draw the strap close to the wood.

Another variety handled by Mr. Warminton is known as the "Self-Drawing" wire strap. It is put up in a continuous reel of 5,000 feet, and like the Trojan strapping, is without rivet or joint. The special feature of this strap is that it is not weakened by stamping out the nail holes. The holes are made by splitting the strip and then spreading it. This method causing no loss of strength. When the nail is driven it spreads open the walls of these holes, thus contracting the length of the strap and making it tighter.

Plain Trojan hoop iron sold by Mr. Warminton is used extensively by the box manufacturers. It is made in four different widths—1-2, 5-8, 3-4, and 1 inch—and in gauges 29, 27, and 25. Like the other varieties sold by Mr. Warminton, it is put up in continuous rolls. These vary in length from 2,000 to 3,000 feet, and the iron is packed in barrels of about 500 lbs. each. Being put up in long reels it is easy to handle, and as there are no short ends to waste there is a considerable saving. The iron is softened so that a nail may be driven without punching a hole, and as it is specially tempered, the purchaser has the strength of, say, 24-gauge ordinary iron in a 27-gauge Trojan.

The line of box board fasteners sold by Mr. Warminton enables a box manufacturer or packer to utilize many an odd piece of scrap. They take the place of the old tongue in groove arrangement, and are much stronger and much more convenient.

The clutch nails or corner irons shown by Mr. Warminton are a specialty to be substituted for a nail or strap for the purpose of protecting the corners of cases, and sealing them. These corner irons will hold a case when it springs in the centre by heavy packing. They may also be used as a substitute for a strap iron on the sides of a box, at the ends where it has split by constant nailing. The clutch nails are of three varieties.

In a recent article in this paper, reference was made to the troubles of wholesale houses and shippers generally with regard to claims for shortage. Shortages are very often due to the breaking open of packages in transmission, and cases of hardware are very apt to suffer because of their weight. It would be to the advantage of shippers to look into the merits of these goods. In addition to his office at 207 St. James street, Montreal, Mr. Warminton has an office at 43 Scott street, Toronto, and inquiries sent to either office will be attended to promptly.



Come Out OF THE DARK!

Bring your "ads"
with you.

ILLUSTRATE!!

By doing so you illumine and release from obscurity many a cheerless "type ad" that is suffering for the want of a little pictorial light.

We furnish the kind of pictures that give to your "ads" a bright and smiling countenance. A cheerful face gains favor every time.

Estimates on all and every style of design cordially furnished.

ART DEPARTMENT
MacLEAN PUBLISHING CO.
MONTREAL
Montreal. Toronto. Winnipeg.

INDUSTRIAL GOSSIP

HARDWARE AND METAL would be pleased to receive from any authoritative source industrial news of any sort, the description of incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news, etc. All such correspondence will be treated as confidential when desired.

THE Hamilton Sanitarium Co., Limited, Hamilton, Ont., have been incorporated with a capital stock of \$50,000, to establish and carry on a hospital and sanatorium. The directors are : J. Kelly, C. I. Kelly, Geo. Watson, Wm. Stewart, and Alex. Thompson, all of Hamilton.

The American Asbestos Co., Limited, Montreal, have been incorporated with a share capital of \$1,000,000, to carry on the business of mining and manufacturing asbestos or any mineral. The directors are : H. M. Whitney, F. Tudor, and W. H. Cameron, all of Boston ; G. W. Apsey, Somerville, Mass. ; B. F. Pearson, Halifax, N.S.

The Hamilton Bros. Co., Limited, Glen Huron, Ont., have been incorporated with a capital stock of \$25,000, to carry on the business of general merchants, millers, and lumber merchants. The directors are : W. H. Hamilton, Jas. Hamilton, and M. Gadway, all of Glen Huron ; A. J. Sprott, and Hector Hay, both of Singhampton, Ont.

The Pacific Coal and Oil Co., Limited, Toronto, have been incorporated with a share capital of \$17,500,000 to carry on the business of a milling, mining, reduction, and developing company, and of a producer and refiner of petroleum oil. The directors are : J. S. Lovell, Wm. Bain, R. Gowans, E. W. McNeill, and Richard Richardson, all of Toronto.

The Credit Forks Vitriified Stone-ware Sewer Pipe Company, Limited, Toronto, have been incorporated with a share capital of \$200,000, to manufacture and deal in tiles, sewer, and drain pipes. The directors are : R. Carroll, and John McNight, Toronto ; A. H. Chitty, W. J. Thompson, and S. G. Stone, all of Saint Ste. Marie, Ont.

The McRobie Fire Extinguisher Manufacturing Company, Limited, have been incorporated in British Columbia with a share capital of \$40,000, to acquire the exclusive right in the province of British Columbia to the patented fire extinguishing apparatus of W. O. and J. G. McRobie, and to manufacture and deal in machines, generators, and motors.

NOTES.

The Dominion Suspender Co., Niagara Falls, Ont., propose to enlarge their works.

The Neustadt Manufacturing Co., Neustadt, Ont., have built a large addition to their factory.

It is reported that the American Toy

Factory, of Chicago, will spend \$100,000 at Sarnia, Ont., in the erection of a plant, and will employ 200 men.

Robertson & Mackenzie, Limited, have been incorporated in British Columbia with a share capital of \$25,000, to carry on a general agency business.

The Britannia Power Co., Limited, have been incorporated in British Columbia with a share capital of \$250,000, to construct and maintain electric works, power houses, and generating plant.

The Perry Creek Gold Mining Co., Ltd., Victoria, B.C., have been incorporated with a share capital of \$500,000, to carry on the business of a mining, smelting, milling, and refining company.

The Great Northern Mines, Limited, have been incorporated in British Columbia with a share capital of \$1,500,000, to carry on the business of a mining, milling, smelting, and refining company.

The Hutchinson Timber Co., Limited, have been incorporated in British Columbia with a share capital of \$20,000, to acquire the saw-mill business now carried on by J. G. Hutchinson at Eburne, B.C.

The M. S. Dollar Co., Limited, have been incorporated in British Columbia with a capital of \$180,000, to acquire the steamship M. S. Dollar, and to carry on the business of a ship owner in all its branches.

The Keystone Press Co., Limited, have been incorporated in British Columbia with a share capital of \$50,000, to acquire the printing business being carried on by J. W. Payne and A. F. Arnold, in Vancouver.

Riverdale Club, Limited, Toronto, have been incorporated with a capital stock of \$25,000, to carry on in all its branches an athletic club. The directors are : A. E. Walton, D. Smith, G. E. Barnes, R. Fleming, and John Maxwell, all of Toronto.

A. H. Brown & Co., Limited, Montreal, have been incorporated with a share capital of \$20,000, to acquire the liquor business of A. H. Brown, of Montreal. The directors are : A. H. Brown, A. Tardiff, S. R. Gauthier, and J. A. Mann, all of Montreal.

The Westmount Advertiser Co., Limited, Westmount, Que., have been incorporated with a share capital of \$10,000, to print, publish, and bind books. The directors are : Wm. Smith, Montreal ; F. Gilbert, Chas. Stevens, D. Cameron, D. Ross, all of Westmount.

Arbuthnot & Macmillan, Limited, Toronto, have been incorporated with a capital stock of \$40,000, to engage in a general printing business. The directors are : Wm. Henderson, Thos. Arbuthnot, J. A. Macmillan, R. C. Tibb, and H. E. Stevenson, all of Toronto.

The Valley Seating Company, of Dundas, Ont., Limited, have been incorporated with a capital stock of \$75,000 to manufacture and sell chairs of all kinds. The directors are : J. D. Pennington, D. E. Turner, Geo. Anderson, E. D. Pennington, and Mary Pennington, all of Dundas.

The Shearer Brown & Mills, Limited, Montreal, have been incorporated with a share capital of \$500,000, to acquire the constructing business of The Shearer & Brown Co., Limited, Montreal. The directors are : Jas. Shearer, J. Brown, J. T. Shearer, A. Shearer, and B. H. Wells, all of Montreal.

The Toronto Coral and Mycenia Marble Co., Limited, Toronto, have been incorporated with a capital stock of \$100,000, to manufacture and sell all kinds of marble, slate, stone, agate, etc. The directors are : J. W. Moyles, W. P. Page, Wm. Maguire, E. H. Hilborn, and Wm. Dynes, all of Toronto.

The Redpath Motor Vehicle Co., of Berlin, Limited, Berlin, Ont., have been incorporated with a share capital of \$50,000, to manufacture motor-driven vehicles and gasoline engines. The directors are : A. H. Reid, W. Redpath, both of Toronto ; Geo. Seiler, D. Bowman, W. Seiler, all of Berlin.

Les Transports Canadiens, Limited, Toronto, have been incorporated with a share capital of \$1,000,000, to carry on in general the business of ship-owners. The directors are : E. L. Sawyer, W. T. McMahon, F. M. Holland, Wm. Bain, Robert Gowans, E. W. McNeill, and Richard Richardson, all of Toronto.

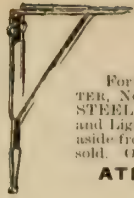


ACT WITH US

in getting **THE ORMSBY SKYLIGHT** specified in some of the 1904 building operations in your vicinity. The skylight is ideal for lighting—overhead light casts no shadows ; and skylights are less expensive than windows. The Ormsby Skylight is absolutely dust and weather proof, and has been specified for its economy and excellence in some of the largest contracts issued in Canada. Must be good and right if thus specified.

Send for a list of users ; also for a proposal for you to represent us in your section.

A. B. ORMSBY & CO.,
Cor. Queen and George Streets,
TORONTO, ONT.

**Will Hold Up a Shelf!**

That's what a shelf bracket is for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well-Japaned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO.,
New Haven, Conn., U.S.A.

THE "SUN" BRAND PORTLAND CEMENT.

We make only one quality and that the best.
Ask us for quotations

The Sun Portland Cement Co., Limited
OWEN SOUND

JAS. A. CLINE, Managing Director.

The Hanover Portland Cement Co., Limited

HANOVER, ONTARIO.

Manufacturers of the Celebrated **"Saugeen Brand"**

OF PORTLAND CEMENT.

Prices on application.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export. With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables—**Emlyn Engineering Works.**
Machinery, Newport. **NEWPORT, MON., ENGLAND.**

MADE IN ENGLAND.
HACK SAW BLADES
MADE BY
CHAS. BAYNES
KNUZDEN BROOK
BLACKBURN

\$\$\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$

CONTRACTS

mean dollars for the pockets of
contractors. The weekly re-
ports in the

CANADIAN
CONTRACT
RECORD

tell where contracts may be had.
\$2 per year buys them. Address

THE CONTRACT RECORD
Toronto and Montreal



Write for free samples
Agents being placed in every district

Arrow Brand Asphalt Ready Roofing

Easy to lay—lasts long—needs no painting, as it comes in rolls already surfaced with gravel

A. C. JENKING, Sole Selling Agents,
Room 215 Coristine Building, - - **MONTREAL.**

**Combines
Six Tools
in One.**

Forged from the best tool steel, and warranted free from defects.
Can be used as reamer, flat nose, gas pipe, side cutting and Buttons' plyer, screw driver etc.
Send for our "Green Book" of Hardware Specialties for description and price.

UTICA DROP FORGE & TOOL CO., **SMITH & HEMENWAY CO. CORP., Ltd.,**
Mfrs. of Nippers and Pliers, Mfrs. of Cutlery and Hardware Specialties,
206 Broadway, NEW YORK, NEW YORK.

**STEEL
Shelf Brackets**

TRY A SAMPLE LOT. THEY WILL TELL YOU THE
TALE BETTER THAN WE CAN.

ASK YOUR JOBBER

Grand River Metal Works

GALT, - ONT. LIMITED

SPRINGS

FLAT.—SPIRAL OR VOLUTE

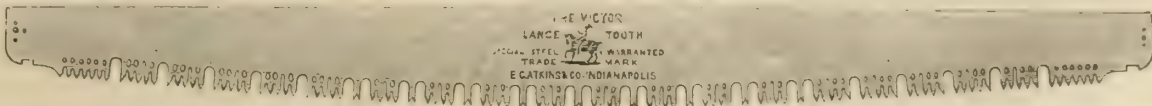
INTERESTING CATALOG MAILED ON APPLICATION

THE WALLACE BARNES CO.
BRISTOL CONN.

ATKINS HIGH-GRADE, CROSS-CUT SAWS

ARE SUPERIOR TO ALL OTHERS IN MATERIAL, TEM-
PER, WORKMANSHIP, FINISH AND CUTTING QUALITIES.

OUR VICTOR, TUTTLE TOOTH AND SEGMENT GROUND SAWS ARE THE FAVORITES IN THE CAMPS



E. C. ATKINS & CO.,
INCORPORATED.

Factories and Home Office: INDIANAPOLIS, IND., U.S.A.

H. P. HUBBARD, Sales Agent for Canada. Toronto Office: 30 Front St. East. Tel. Main 1896

LEADING MANUFACTURERS OF HIGH-GRADE, CROSS-CUT, HAND, BAND,
CIRCULAR, HACK, BACK, WOOD AND SMALL SAWS OF ALL KINDS.

Write for Catalogue and Prices

IRON ^{AND} STEEL

Round Edge Tire, Flats,
Rounds and Squares,
Half Rounds, Ovals, Half Ovals,
Band Iron,
Wrought Washers.

LONDON ROLLING MILL CO., Limited,
LONDON, CANADA.

PAGE-HERSEY IRON & TUBE CO.,

GUELPH, CANADA,

Limited

MANUFACTURERS OF

BLACK AND GALVANIZED

WROUGHT MERCHANT PIPE

OF SUPERIOR QUALITY AND FINISH.

The New Century Ball-Bearing Washing Machine.



Not the cheapest but decidedly the best Washing
Machine made.

Five to seven minutes only required for a tubful.
The operator need not stand when using it, and there is practically
no wear on garments.

Full information given on application.

THE DOWSWELL MANUFACTURING CO.,
Hamilton, Ont. Limited.

W. L. HALDIMAND & SON, Montreal, Eastern Agents.

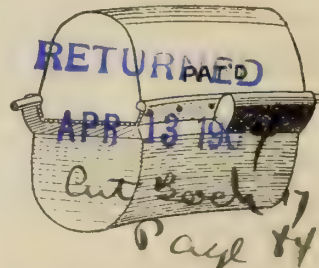
Done on Purpose

The Dunlop Side Wire Tire is made on purpose to
stay on and it will not come off the wheel until it is
taken off on purpose. The retaining wire does not

wear against the rubber
of the tire, but upon
cross bars vulcanized
into it at regular inter-
vals. The wire cannot
cut into the rubber and
the tire cannot wear
away from the rim of
the wheel—it is held so
firmly and with such

equal force. The side wire is an improvement that
improves.

Get this good thing for your customers.
Prices and catalogues on application.



THE DUNLOP TIRE CO., Limited,
TORONTO, CANADA.

Agencies: Montreal, St. John, Winnipeg, Vancouver.

A NEW BUILDING MATERIAL.

BRICKS are being made in England of clean sand and ground quicklime. They are said to be as substantial as granite, and to cost only \$2.50 per 1,000. The inventor of the process for making them, Mr. L. P. Ford, Gresford Eng., states that the ingredients are mixed in proper proportions mechanically and forced by a screw into a mold formed of a very strong steel cylinder. After the mold is filled it is placed in a box and the air it contains is sucked out by an air pump. Hot water is then admitted. The water rushes into every minute space and sets the particles of lime to slacking. The lime swells and causes a great pressure in the mold, while at the same time an intense heat is produced. Unless the influence of the heat and pressure the sand and lime are molded into a rock which has 660 per cent. as much strength as the hardest granite. It is ready for use in eight hours. The secret of Mr. Ford's success is said to lie in his use of a cylinder mold. Others who tried to make silicate of lime building stone used square molds. They did not get an even distribution of the internal and external strains, and the stone produced was full of cracks.

FROM HARDWARE STORE TO DUCAL PALACE.

THERE has, perhaps, never been a greater social sensation in the United States than the marriage of young Miss Goelet to the Duke of Roxburghe. The Duke is the young man who accompanied the Prince of Wales on his tour through Canada. Readers of "Hardware and Metal" who saw the royal party will remember him, because in the processions he always rode on the right side, and was the only one who wore a steel breastplate.

He has a large estate on the east coast of Scotland, near Edinburgh, and is very well spoken of, but it is said Miss Goelet will bring \$25,000,000 to him. This immense fortune is now invested largely in real estate, but the first of the wealth was made in the later part of the eighteenth century by Peter Goelet, who embarked in the hardware business in New York with Peter T. Curtenins, under the name of Goelet & Curtenins, at the sign of "The Golden Key."

Peter Goelet was the son of Jan Goelet, the grandson of Jacobus Goelet, the great grandson of Francis Goelet, an Huguenot refugee, who came to this country in 1676.

The Goelet & Curtenins firm was dissolved in 1763, but Peter Goelet remained in the hardware business shrewdly investing his savings in real estate. He died wealthy, as men were ac-

counted in those days. He left his money and wealth to his son, Peter P. Goelet. And this son managed well, investing and reinvesting in real estate and securities. The increased wealth was inherited by Peter Goelet, Jean B. Hannah, who married Thomas Gerry, and Robert.

Peter left his part of the estate to Robert and Mrs. Gerry. This Robert Goelet was the father of the late Goelet brothers, Robert and Ogden, of whom Ogden was the father of the new Duchess of Roxburghe.

The enormous increase in realty values made the late Ogden and Robert Goelet multi-millionaires at birth. The new Duchess of Roxburghe is, therefore, the great-great-grandchild of the founder of the Goelet fortune, the man who kept the hardware shop at the sign of "The Golden Key," the great grandson of the refugee head of the family.

SUCCESS IN A HARDWARE STORE.

EB. PIKE, president of the Pike Mfg. Co., says, in an exchange, that the way to conduct the hardware business is to sell goods to the consumer at the consumer's price, to the retailer at the retailer's price, and to the jobber at the jobber's price; and between the consumer's and retailer's price there will be a good margin, while between the retailer's and the jobber's price there will be also a liberal margin. Said Mr. Pike: "Now this is the kind of policy that I think the manufacturer should adopt in distributing his product. The manufacturer must create a demand for his goods before he can ex-

pect the jobber to buy them. In this work, however, the manufacturer should never fail to make prices to the retail trade that will enable the jobber to supply the demand, when created, at the same prices with a fair margin of profit. On the other hand, if the jobber were more quick to recognize the difficulty which the manufacturer meets when endeavoring to introduce new goods or establish a reputation for his better grades, when confining his efforts to the wholesale trade exclusively, it might be possible that a greater part of the necessity of going direct to the retail trade would be removed; at any rate, the work would be carried on with greater harmony and better results secured.

"I think it should be the policy of every manufacturer, in the first place, to make the very best quality of goods in his line that can possibly be produced.

"Second, I believe it is fully as important for him to make the trade understand that he is absolutely reliable and trustworthy.

"Third, I think he should be very careful in the selection of salesmen to represent him; that he should send out only good, clean, straight, reliable men who know the line thoroughly, and who will gain the confidence and respect of the buyers."

E. Allworth, general merchant, Kingsville, advertises her stock for sale.

J. A. Aubin, general merchant, McGre gor, has sold out to E. L. Adams & Co.

J. T. Barrett, general merchant, Ottawa East, advertises his business for sale.

APOLLO CUSHION

The bundles are clamped with a washer. Saves injuring sheets.

A small thing.

There are a good many small things to be thought of in making such galvanized iron or anything else.

Quick service.

Return a whole sheet for an inch of fault.

American Sheet Steel Company, New York

Representatives for Canada

B & S. H. Thompson & Company

55 St. Sulpice Street

Montreal

ASSETS \$21,600,000.00.

CANADA PERMANENT MORTGAGE CORPORATION

First and General Mortgage and Western General Mortgage Corporation

Head Office, Toronto St., Toronto

President: **GEORGE GOODERHAM**
1st Vice President and Managing Director: **J. HERBERT MASON**
2nd Vice President: **W. H. BEATTY**

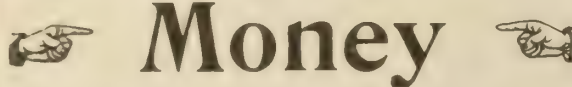
DEPOSITS
received in sums of
One Dollar
and upwards
Interest paid on all deposits at 3 1/2 Per Cent.

You can quite conveniently deposit with this Institution by mail
Send your address for our Booklet
"Saving Money by Mail."

Your Bank Account
Will receive every care if kept at
The Bank of Toronto.

Head Office: - TORONTO.

Paid-up Capital \$2,950,000.00	BUSINESS ACCOUNTS Invited.
Reserve Fund \$3,050,000.00	SAVINGS ACCOUNTS receive interest every six months.
Total Assets (over) \$24,000,000.00 Incorporated 1855.	

 **Money**

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the
New Accumulation Endowment Policy
sent on application.

Confederation Life ASSOCIATION.

W. H. BEATTY, PRESIDENT.
W. C. MACDONALD, ACTUARY.
J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

THE CANADIAN BANK OF COMMERCE.

Paid-up Capital, - - - \$8,700,000
Rest, - - - - - \$3,000,000
HON. GEO. A. COX, President. B. E. WALKER, General Manager.
HEAD OFFICE: TORONTO, CANADA.

This Bank, with 105 branches, covering all the principal cities of Canada and the Pacific coast of the United States, and its own offices in London, Eng., and New York, is able to offer to those engaged in mercantile business of any kind unexcelled facilities for any legitimate banking business.

LIST OF BRANCHES:
BRITISH COLUMBIA:
Atlin, Cranbrook, Fernie, Greenwood, Kamloops, Ladysmith, Nanaimo, Nelson, New Westminster, Vancouver, East End, Victoria

MANITOBA AND NORTHWEST TERRITORIES:
Calgary, Carman, Dauphin, Dawson, Edmonton, Elgin, Elkhorn, Gilbert Plains, Grandview, Innisfail, Medicine Hat, Moosomin, Neepawa, Ponoka, Portage la Prairie, Red Deer, Regina, Swan River, Treherne, White Horse, Winnipeg, North

ONTARIO AND QUEBEC:
Ayr, Barrie, Belleville, Berlin, Blenheim, Brantford, Cayuga, Chatham, Collingwood, Dresden, Dundas, Dunnville, Fort Frances, Galt, Goderich, Guelph, Hamilton, London, Montreal, Orangeville, Ottawa, Paris, Parkhill, Peterboro, Port Perry, St. Catharines, Sarnia, Sault Ste Marie, Seaforth, Simcoe, Stratford, Strathroy, Toronto, 8 offices, Toronto Junction, Walkerton, Walkerville, Waterloo, Wiarton, Windsor, Woodstock

MARITIME PROVINCES:
Amherst, Antigonish, Barrington, Bridgewater, Canning, Halifax, Lunenburg, Middleton, New Glasgow, Pictou, Sackville, St. John, Shelburne, Springhill, Sydney, Truro, Windsor

IN THE UNITED STATES:
New York, Seattle, Wash., Portland, Ore., Skagway, Alaska, San Francisco.

LONDON, ENGLAND, OFFICE: 60 LOMBARD ST., E.C.
A general banking business transacted Foreign exchange bought and sold

ADVANTAGES
of using a Corporate Trust in preference to an individual

1. Continuity of Service.
2. Absolute Security.
3. Experienced Management.
4. Reasonable Charges.
5. In Administration, Bond not required by Court.

THE TORONTO GENERAL TRUSTS CORPORATION
was established expressly to furnish the public with a thoroughly equipped organization to undertake Trusts of every description.

J. M. LANGMUIR, Managing Director.
Booklet on Application.

The Metropolitan Bank

CAPITAL PAID UP, - - - \$1,000,000.
RESERVE FUND, - - - 1,000,000.

DIRECTORS:
Rev. R. H. WARDEN, D.D., President S. J. MOORE, Vice-President
C. D. MASSEY, T. BRADSHAW, F.I.A., D. E. THOMSON, K.C.

HEAD OFFICE, - - - TORONTO.
W. D. ROSS, GENERAL MANAGER.

SAVINGS BANK DEPARTMENT
at all Branches.
Interest allowed on all deposits of \$1.00 and upwards at highest current rates.

FINANCE AND INSURANCE

ONE of the largest items in modern financing is that of life insurance, says The National Monthly. In Canada the total amount of policies at present is \$508,812,305, an increase of 500 per cent. in 25 years. A quarter of a century ago people were more or less suspicious of insurance companies, and some failures aggravated their ill favor in certain districts. But improvement in methods has kept pace with the increase of business, and the present insurance laws of Canada are safe.

A pleasing feature of the insurance business as it now stands, is that more than three-fifths of the total amount in force is held by Canadian companies. Of the balance about \$160,000,000 is in American companies and \$10,000,000 in British. Twenty-five years ago Canadian companies carried only \$28,650,000. Thus, while the annual figures show a steady increase in the aggregate business, they also testify distinctly to the enterprise of our home companies. A number of excellent British and American companies are doing business in this country, and are no doubt serving a good purpose by affording healthy competition and the example of progressive methods, but it will be a matter of satisfaction to patriotic Canadians that an increasing amount of the people's insurance is "Made in Canada."

The Financial Times, London, Eng., says regarding the incorporation of fresh banks in Canada that when Canadian banking has been developed along such conservative lines, the formation of no less than eight new banks speaks volumes for the financial activity prevailing in the country.

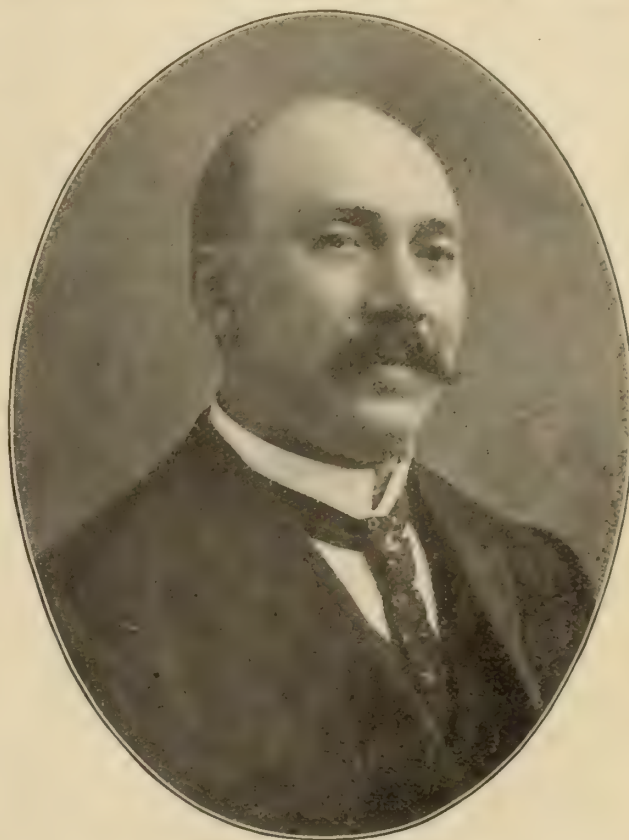
Mr. David Dexter, president and general manager of The Federal Life Insurance Co., Hamilton, has been again elected president of the Insurance Officers of Canada. Born near St. Thomas, Ont., in 1848, and educated in that city, he became identified with a manufacturing concern at an early age, and on the formation of the Federal Life in 1881, became its managing director. The marvellous success of this company is a standing tribute to Mr. Dexter's great ability and popularity. Very highly esteemed in private life, he devotes considerable of his attention to educational matters, at one time being chairman of the School Board, of which he is still a member.

The value of life assurance as a means of providing substantial cash capital in event of death is generally recognized. The attractions of endowment insurance which guarantees the payment of the sum assured on the attainment of a certain age, or, at death, if previous, are also clearly realized; but many people are unaware that a well-selected life policy may be taken that will yield as large an income as can be obtained from investment in stocks and shares, and which provides a degree of security and other advantages which few if any stocks or shares present. Such policies as these are intended to be permanent investments, and offer no very sensational opportunities for loss or gain, as occur in connection with some classes of stocks and shares. The absence of any possibility of rapid increase in capital value may be a drawback

to this class of insurance policy in the minds of some, but the impossibility of any decrease in value is an advantage of no little importance, while the complete security offered under the policy is unapproached by any ordinary investment.

That life insurance is coming to be generally regarded as a profession is shown by the several correspondence schools recently established in the United States. No less than three or four American universities have already included in their curricula a course in life insurance, while others provide frequent lectures on the subject.

Bradstreet's says the demand for money from the west and south continues, but begins to show a diminished



David Dexter,

President and Managing Director of the Federal Life, Hamilton

volume, and it is thought that a return flow of funds to New York is not far off. During the past month or so it has assumed unexpectedly large proportions, nearly \$50,000,000 being shipped during the five weeks ending November 21, against \$20,000,000 during the same period last year. This increased demand was largely on account of troubles among financial institutions at Baltimore and St. Louis, which necessitated the forwarding of large sums to these cities. New York has also furnished more money than usual to other cities for moving crops and other purposes. It is almost certain that the latter amounts will be returned in part or altogether now that the financial difficulties are straightened out, and that with cotton

and grain moving rapidly the return of funds to the east will be accelerated.

A French company which insures against frost is shortly to establish branches in London, Eng., and the colonies. The London branch will be interested only in the insurance of agricultural produce from Canada.

Canadian merchants are receiving the circulars of a San Francisco get-rich-quick concern, presenting a time-worn proposition. The concern proposes to give away \$2 for \$1. You pay in \$1 a week for 50 weeks and at the end of the period draw out \$160. A very sophisticated argument is presented to the effect that this is a legitimate investment of the same nature as insurance, and that the profits are made out of lapses. Canadian merchants need scarcely be warned that the scheme is fraudulent.

Insurance against appendicitis has been undertaken by The Royal Exchange Assurance Co., of England, which will issue policies at the rate of \$1.25 a year for every \$500. The holder is guaranteed all medical, surgical and nursing expenses up to the amount insured.

The mortgage market in New York is characterized by pronounced dullness. As a result there has been a marked curtailment in building operations in that city. The general demoralized condition of the stock market is to some extent responsible for this. As a rule these life and fire insurance companies invest their money in mortgages. At present, however, instead of investing their money to the same extent to this kind of a collateral, they are investing it in the low-priced securities of the stock market. This, according to some of the New York papers, is causing some adverse comment.

OBJECTS OF THE INSURANCE INSTITUTE OF TORONTO

THE following is the last paragraph in the address before the Insurance Institute of Toronto, of Mr. P. H. Sims, the president, and briefly sets forth the objects of that organization:

"It will be noticed that though the aims and objects of the institute are mainly educational, it does not propose to teach. It has neither the means nor the ability to do such work successfully. It gives directions by outlining the course of study and assumes the responsibilities of the examinations to guarantee proficiency. It therefore follows that those who undertake the educational course must provide the teaching. This, however, in the elementary is not expensive, inasmuch as the books required are plentiful and cheap. In the advanced subjects correspondence schools will be found of great assistance, and which present the advantage of enabling energetic students to qualify for examinations while continuing their daily occupations. The important requirements are first, resolution, and second, determination, which will surely bring success. If the institute, in pointing the way,

awakens and stimulates these qualities, its existence will be amply justified, and its reward will be in having assisted our young men to qualify themselves for the responsibilities of the business of insurance in coming years."

BANK DIVIDENDS.

The following banks have declared dividends at the rates and payable on the dates given below:

Montreal,	5	per cent.	half yearly,	payable Dec. 1, 1903
Toronto,	5	"	"	"
Hamilton,	5	"	"	"
Standard,	5	"	"	"
Imperial,	5	"	"	"
Ottawa,	4½	"	"	"
Merchants,	3½	"	"	"
Commerce,	3½	"	"	"
Union,	3½	"	"	"
Hochelaga,	3½	"	"	"
Ontario,	3	"	"	"
Quebec,	3	"	"	"
Traders,	3	"	"	"
St. Jean,	3	"	"	"

LIFE INSURANCE OFFICERS.

At the annual meeting of the Life Insurance Officers' Association of Canada, held in Toronto on November 20, the following officers were elected:

President, David Dexter (re-elected); 1st Vice-President, T. Hilliard; 2nd Vice-President, D. Burke; Secretary-Treasurer, T. Bradshaw; Auditors, E. W. Cox and J. F. Junkin; Executive Committee, F. Sanderson and George Wegenast in conjunction with the officers above mentioned.

CURRENT BANK NOTES.

The Bank of Toronto has opened a branch at Maisonneuve, Que.

Heymann & Duncan, brokers, Bonanza, B.C., have dissolved partnership.

The Merchants Bank of Canada have opened a branch at West Lorne, Ont.

The Bank of Ottawa are opening a branch at Maniwaki, Que.

UP-TO-DATE

Financial and Commercial Corporations ask applicants for positions to furnish a Guarantee Bond instead of letters of recommendation. For particulars apply

DOMINION OF CANADA GUARANTEE & ACCIDENT INSURANCE CO.

Cor. King and Yonge Sts., TORONTO.

J. E. ROBERTS, - General Manager,

WESTERN ASSURANCE COMPANY.

Incorporated
1851

FIRE AND MARINE

Head Office	Capital	-	\$2,000,000.00
Toronto,	Assets, over	-	3,333,000.00
Ont.	Annual Income	-	3,536,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.

C. C. FOSTER, Secretary.

BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, \$1,000,000.00.

TOTAL ASSETS, \$1,864,730.13.

LOSSES PAID SINCE ORGANIZATION, \$22,527,817.57.

HEAD OFFICE, - BRITISH AMERICA BUILDING,
Cor. Front and Scott Sts., Toronto.

GEO. A. COX, President.

J. J. KENNY, Vice-President.

P. H. SIMS, Secretary.

RETURNED
ALL 20 1804

Cut Book 16
Pages 24
CUT



"Silverware That Sells"

WE TALK BEAUTY

quality and workmanship
when we sell Standard Silverware.

Our plant is the best we know how to equip. The base metal in our silverware is the best we know. Our plate is sterling. Beyond this our artists and designers are chosen and retained because of their talent. Their designs please everybody and so our silverware sells quickly.

There is a point here:—Goods that sell fast multiply profits. Nothing sluggish about Standard Silverware. Furthermore, every process of manufacture is thoroughly performed by craftsmen who love their work. These are reasons why we urge you to **STOCK STANDARD SILVERWARE**, whose trade mark is

TRADE MARK FOR



HOLLOW WARE

Our pledge and guarantee are in that mark. Retailers will find an immense satisfaction in selling a make of guaranteed silverware—"Silverware That Sells Itself."

THE STANDARD SILVER COMPANY

LIMITED

31-43 Hayter St.,

— TORONTO.



Henry Boker's "Tubular"

RACING and HOCKEY SKATES.

FOR SALE BY LEADING WHOLESALE HARDWARE HOUSES.

CURRENT MARKET QUOTATIONS.

Dec. 4, 1902

BLACK SHEETS.

	Montreal	Toronto
10 and 16 gauge	2 25	2 55
18 gauge	2 30	2 60
20 "	2 30	2 60
22 to 24 gauge	2 35	2 70
26 "	2 40	2 80
28 "	2 40	2 90

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

	Ordinary.	Dom.
Ordinary	2 65	
All bright	3 50	
Galvanized Canada Plates		
18x24x52	4 25	4 35
60 "	4 50	4 60
20x28x80	8 50	8 70
94 "	9 00	9 20

IRON PIPE

Black pipe	Per 100 feet.
1 inch	3 00
1 1/2 "	2 30
2 "	2 55
2 1/2 "	2 55
3 "	2 85
3 1/2 "	3 00
4 "	3 65
4 1/2 "	3 70
5 "	4 05
5 1/2 "	7 35
6 "	8 95
6 1/2 "	12 55
7 "	21 00
7 1/2 "	25 00
8 "	32 00
9 "	38 50
10 "	45 00
12 "	48 00
14 "	63 00
16 "	3 20
18 "	3 45
20 "	3 90
22 "	5 00
24 "	7 20
26 "	10 05
28 "	12 20
30 "	16 85

Malleable Fittings—Discount 15 p.c.

Cast Iron Fittings
On unions, 55 per cent.; on nipples, 60 per cent.; headers and flanged unions, 52 per cent.; bushings, plugs and other than standard 57 1/2 per cent.

GALVANIZED SHEETS.

	Queen's
Fleur-de-Lis	
16 gauge	3 65
18 to 24 gauge	3 75
25 "	3 75
26 "	4 00
28 "	4 25
30 "	4 50

American brands, \$4.40 for 28 gauge.

Less than case lots 10 to 15c extra.

CHAIN

	Per 100 lb.
Half, knotted and pest chains, 40 to 40 and 5 per cent.	
Twisted chains	40 p.c.
Twisted chains	45 p.c.
Stall chains	35 p.c.
Trace chain	45 p.c.
Jack chain, iron, single and double, discount 35 p.c.	
Jack chain, brass, single and double, discount 40 p.c.	

COPPER.

	Ingot.	Per 100 lb.
Casting	13 50	14 00
Bars		
Cut lengths, round, 1/2 to 1 in.	23 00	25 00
" round and square, 1 to 2 inches	23 00	25 00
Sheet		
Plain, 16 oz., 14x48 and 14x60	20 00	
Plain, 14 oz.	21 00	
Tinned copper sheet	24 00	
Planished	32 00	

Braziers' (in sheets).

4x6 ft., 25 to 30 lb., each, per lb.	0 22
" 35 to 45 "	0 21
" 50-lb. and above "	0 20

BOILER AND T.K. FITTINGS.

Plain tinned, per lb.	0 28
Spun, per lb.	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent.	
Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb.	0 23 1/2

ZINC SPLICER.

Foreign, per 100 lb.	6 00
Domestic	6 25

ZINC SHEET.

5-cwt. casks	6 15
Part casks	6 50

LEAD.

Imported Pig, per 100 lb.	3 20
Bar, per lb.	0 05
Sheets, 2 1/2 lb. sq. ft., by roll	0 08 1/2
Sheets, 3 to 6 lb.	0 08

NOTE.—Cut sheets 1c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 35 p.c. list. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

SHOT.

Common, \$6.50 per 100 lb.; chilled, \$7.00 per 100 lb.; buck, seal and ball, \$7.50. Discount, 17 1/2 p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS.

Light soil pipe, discount, 50 and 10 per cent. fittings, discount 50 and 10 p.c. Med. and Extra heavy pipe and fittings, dis. 55 and 5 per cent.
7 and 8 in. pipe, discount 40 and 5 per cent.

SOLDER.

	Per lb.
Bar, half-and-half, guaranteed	0 19
Bar, half-and-half, commercial	0 18
Refined	0 18
Wiping	0 17

ANTIMONY.

Cookson's	per lb. 7 50
	8 00

WHITE LEAD.

	Per 100 lb.
Pure	5 00
No. 1	4 62 1/2
No. 2	4 25
No. 3	3 87 1/2
No. 4	3 50
Mum's Select Flake White	5 25
Elephant and Decorators Pure	4 90
Brandsman's Genuine	6 25
" Decorative	6 00
" No. 1	5 50
" Monarch brand	6 12 1/2
Decorators Pure	4 90

Essex Genuine	5 25
Ramsay's Pure Lead	4 75
Ramsay's Exterior	4 50

RED LEAD.

Genuine, 560 lb. casks, per cwt	\$4 75
Genuine, 100 lb. kegs.	5 25
No. 1, 560 lb. casks, per cwt	4 00
No. 1, 100 lb. kegs, per cwt	4 25

WHITE ZINC.

Extra Red Seal	0 06
No. 1	0 05 1/2
No. 2	0 05

DRY WHITE LEAD.

Pure, casks	5 25
Pure, kegs	5 75
No. 1, casks	5 00
No. 1, kegs	5 25

PREPARED PAINTS.

In 1, 1/2 and 1-gallon tins.

Pure, per gallon	1 20
Second qualities, per gallon	1 00
Barn (in bbls.)	0 90
The Sherwin-Williams paints	1 40
Canada Paint Co.'s pure	1 25
Toronto Lead & Color Co.'s pure	1 25
Sanderson Peary's pure	1 20
Standard Co.'s "New Era"	1 30
"Globe" barn	60
Francis-Frost Co.'s "Ark" Bd	1 25
British Navy deck	1 50
Henderson & Potts's "Anchor"	1 35
Globe Paint Co.'s mixed	1 30
" barn and bridge	0 75
Ramsay's paints, Pure, per gal.	1 20
" Thistle, "	1 00
" Outside, bbls	0 55

BLUESTONE.

Casks, for spraying	5 50
100-lb. lots do per lb.	0 08

COLORS IN OIL.

25-lb. tins, Standard Quality.

Venetian red, per lb.	0 03 1/2
Chrome yellow	0 12
Golden ochre	0 07
French "	0 06
Marine black	0 04
Chrome green	0 10
French Imperial green	0 14
Signwriters' black	0 16
Sienna	0 04

COLORS, DRY.

Common ochre, bbls.	1 15
Yellow ochre (J. F. L. S.) bbls.	2 00
Brussels ochre	2 00
Venetian red, bbl.	1 50
English oxides, per cwt	3 00
American oxides, bbls.	1 25
Canadian oxides, bbls.	1 25
Super magnetic oxide, 93 p.c.	2 00
Burnt sienna, pure, per lb.	0 10
" umber, "	0 08
Raw umber	0 08
Drop black, pure	0 10
Chrome yellow, pure	0 18
Chrome greens, pure per lb.	0 09
Golden ochre	0 03
Ultramarine blue, in 28-lb. boxes, per lb.	0 06
Fire proof mineral, per 100 lb.	1 00
Genuine Eng. Litharge, per lb.	0 07
Mortar color, per 100 lb.	1 25
Moortan red, No. 45, lb.	0 08
Whiting (common), bbl	0 55
English vermilion in 30-lb. bgs.	0 85

JOSEPH RODGERS & SONS

SHEFFIELD, ENGLAND.

Limited

Each blade of our Goods bears the exact mark here represented.

JAMES HUTTON & CO., MONTREAL

SOLE AGENTS
IN CANADA.

PUTTY.	
Bulk in bbls.	1 70
Bulk in less quantity	1 95
Bladders in bbls.	2 00
Bladders in kegs, boxes or loose.	2 25
25-lb. tins.	2 25
12 1/2 lb. tins.	2 30
Bladders in bulk or tins less than 100 lb.	2 50

VARNISHES.		
In 5-gal. lots.	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
rubbing	2 85	3 20
Gold size, japan.	1 50	1 60
No. 1 brown japan.	0 85	0 90
Elastic oak	1 50	1 50
Furniture, extra.	1 10	1 25
No. 1.	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish.	1 60	1 70
Damar	1 75	2 00
shellac, white.	2 40	2 50
orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
black japan	1 10	1 20
No. 1.	0 85	0 90
Elastilite varnish, 1 gal. can, each.	2 00	2 00
Granite floor finish, per gal.	2 75	2 75
Maple Leaf coach enamels: size 1, \$1.20; size 2, 70c.; size 3, 40c. each.		
Sherwin-Williams' kopal varnish, assorted case, from to 1 gal., \$2.50.		

CASTOR OIL.	
British, 1st qual. in cases, per lb.	0 08 1/2
" small lots	0 10

COD OIL, ETC.	
Cod oil, per gal.	0 50
Pure olive.	1 40
" neatsfoot	0 90

GLUE.	
Common	0 08
French medal.	0 10
White, extra.	0 18
Gelatine	0 18
Strip	0 18
Coopers	0 19
Huttner	0 12
Ground.	0 12
Cologne, genuine	0 16

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 per cent.	
Rim Fire Pistol, discount 40 p.c., American	
Rim Fire Cartridges, Dominion, 50 and 5 p.c.	
Central Fire Pistol and Rifle, 10 p.c., Amer.	
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.	
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent.	
Central Fire, Military and Sporting, American, add 5 per cent. to list.	
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 per cent. advance on list.	
Brass Shot Shells, 55 per cent.	
Primers, Dom., 30 per cent.; American, \$1.00.	

Wads.	
Best thick white felt wadding, in 1/2 bags	\$ 00
Best thick brown or grey felt wads, in 1/2 lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 23
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	...

Chemically prepared black edge grey cloth wads, in boxes of 250 each	
11 and smaller gauge	Per M. 0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES.	
Discount 20 per cent.	
ANVILS.	
Wright's, 80-lb. and over.	0 10 1/2
Hay Budden, 80-lb. and over.	0 09 1/2
Brook's, 80-lb. and over	0 11 1/2

AUGERS.	
Gilmour's, discount 65 and 5 per cent. off list.	

AXES.	
Chopping Axes	
Single bit, per doz.	7 00 10 00
Double bit, " "	10 00 18 00
Bench Axes, 40 per cent.	
Broad Axes, 25 per cent.	
Hunters' Axes	5 50 6 00
Boys' Axes	6 25 7 00
Splitting Axes	7 00 12 00
Handled Axes	7 50 10 00

AXLE GREASE.	
Ordinary, per gross	5 75 6 00
Best quality	13 00 15 00

BATH TUBS.	
Zinc	6 00
Copper, discount 20 per cent. off revised list	

BATHS.	
Standard Enameled.	
5 1/2-ft. rolled rim, 1st quality	23 00
5 1/2 " 2nd "	20 00

RABBIT METAL.	
"Tandem," A	per lb. 0 27
" B	0 21
" C	0 11 1/2
Frictionless Metal	0 23

Syracuse Smelting Works:	
Aluminum, genuine	0 45
Government, " "	0 44
Tough, " "	0 40
Hard, " "	0 40
Dynamo, " "	0 30
Special, " "	0 25
Harmony, " "	0 22
Car Box, " "	0 20
Extra, " "	0 15

The Canada Metal Co.:	
Imperial, genuine,	0 40
Metallie	0 30
Herules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 06
No. 4	0 05

Geo. Langwell & Son	
No. 1	0 08
No. 2	0 07
No. 3	0 05 1/2
Extra	0 09

BELLS.	
Hand	
Brass, 60 per cent	
Nickel, 55 per cent	

Cow.	
American make, discount 63 1/2 per cent.	
Canadian, discount 45 and 50 per cent.	

Door.	
Gongs, Sargent's	5 50 8 00
Peterboro, discount 46 per cent	
Farm.	

House.	
American, each	1 25 3 00
American, per lb.	0 35 0 40

BELLERS.	
Hand, per doz	3 35 4 75
Moulders, per doz	7 50 10 00
Blacksmiths, discount 10 per cent.	

BELTING.	
Extra, 60 per cent	
Standard, 60 and 10 per cent.	
No. 1, not wider than 6 in., 60, 10 and 10 per cent.	
Agricultural, not wider than 4 in., 75 per cent	

BITS.	
Auger	
Gilmour's, discount 60 and 5 per cent.	
Rockford, discount 50 and 10 per cent.	
Jennings' Gen., net list	

Car.	
Gilmour's, 47 1/2 to 50 per cent.	
Expansive.	
Clark's, 40 per cent	

Gimlet.	
Clark's, per doz	0 65 0 90
Diamond, Shell, per doz	1 00 1 50
Nail and Spike, per gross	2 25 5 20

BLIND AND RED STAPLES.	
All sizes, per lb.	0 07 1/2 0 12

BOLTS AND NUTS.	
Carriage Bolts, common (\$1 list)	50 and 10
" full sq. (\$2.40 list)	55 and 10
" Norway Iron (\$3 list)	55 and 10

Machine Bolts, all sizes	
Plough Bolts	30, 5 and 10
Blank Bolts	50, 5 and 10
Bolt Ends	50, 5 and 10
Sleigh Shoe Bolts	65, 5 and 10
Coach Screws, cone point	60 1/2 and 10
Nuts, square, all sizes, 3/4c. per lb. off.	
Nuts, hexagon, all sizes, 4c. per lb. off.	
Stove Rods, per lb., 5 1/2 to 6c.	

ROOT CALKS.	
Small and medium, ball	per M. 4 25
Small heel	4 50

BRIGHT WIRE GOODS.	
Discount 62 1/2 per cent.	

BROTTERS.	
Light, discount 65 to 67 1/2 per cent.	
Reversible, discount 65 to 67 1/2 per cent.	
Venetian, per doz., discount 37 1/2 per cent.	
Henis, No. 8	per doz. 6 00
Henis, No. 9	7 00
Queen City	7 50

BUTCHERS' CLEAVERS.	
German	per doz. 6 00 11 00
American	12 00 20 00

BUTCHER KNIVES.	
Bailey's	per doz. 0 60 6 30

BUILDING PAPER, ETC.	
Tarred Felt, per 100 lb.	1 85
Ready roofing, 2-ply, not under 45 lb. per roll	0 90
Ready roofing, 3-ply, not under 65 lb. per roll	1 15

Carpet Felt	
per ton	45 00
Heavy Straw Sheathing, per ton	35 00
Dry Sheathing, per roll, 400 sq. ft.	0 40
Tar	100 " 0 50
Dry Fibre	400 " 0 35
Tarred Fibre	400 " 0 65
O. K. & I. N. L.	400 " 0 70
Resinized	400 " 0 45
Oiled Sheathing	600 " 1 00
Oiled	600 " 0 70

Roof Coating, in barrels	
per gal.	0 17
Roof small packages	0 25
Refined Tar	per barrel 5 00
Coal Tar	4 00
Coal Tar, less than barrels	per gal. 0 15
Painting Pitch	per 100 lb. 1 10

BELL RINGS.	
Copper, \$2.00 for 2 1/2-inch, and \$1.90 for 2-inch.	

BUTTS.	
Wrought Brass, net revised list.	
Cast Iron.	

Loose Pin, discount 60 per cent	
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Wrought Steel	
Fast Joint, discount 65, 10 and 25 per cent	
Loose Pin, discount 65, 10 and 25 per cent	
Berlin Bronzed, discount 70, 79 and 5 per cent	
Gen. Bronzed	per pair 0 40 0 65

CARPET STRETCHERS.	
American	per doz. 1 00
Bullard's	6 50

CASTORS.	
Bed, new list, discount 55 to 57 1/2 per cent.	
Plate, discount 52 1/2 to 57 1/2 per cent	

CATTLE LEADERS.	
Nos. 31 and 32	per gross 8 50 9 50

CHALK.	
Carpenters' Colored, per gross	0 45 0 75
White lump	per gross 0 60 0 65
Red	0 05 0 06
Crayon	per gross 0 14 0 18

CHISELS.	
Socket, Framing and Firmer.	
Broad's, discount 60 and 10 per cent	
Warnock's, discount 50 and 10 per cent	
P. S. & W. Extra, discount 60 and 10 per cent	

CHURN.	
Revolving Churns, metal frames	No. 0, \$8
No. 1, \$8.50; No. 2, \$9.00; No. 3, \$10.00	
No. 4, \$12.00; No. 5, \$16.00 each.	
Ditto wood frames, 20c. each less than the above	
Discounts: Factories, 30 and 30 per cent	
for Ottawa, Kingston and Montreal, 40 and 15 per cent.	
Terms 4 months or 3 per cent. cash in 30 days.	
Churn frames, including bearings, levers, etc.	
Nos. 0, 1, 2 and 3, wood, \$2.40; and 4 and 5, \$2.65.	
Metal frames, 25c. extra	
Discount 15 per cent., net 30 days	

CLIPS.	
Axle, discount 65 per cent.	

CLOSETS.	
Plain York or Ontario Synphon Jet	\$9 60
Emb.	10 20
Fittings	1 00
Plain Simplex Syphon Jet	9 00
Emb.	7 50
Fittings	1 25
Low Down Elgin or Teutonic, plain	6 00
Low	4 50
Plain Richelieu	6 50
Emb.	4 50
Connections	1 25
Closet connection	1 25
Basins, P. O., 14-in.	0 63
Basins, oval, 17 x 14-in.	1 50
Basins, " 19 x 15-in.	2 00

COMPASSES, DIVIDERS, ETC.	
American, discount 62 1/2 to 65 per cent.	

CONDUCTOR PIPE.	
Plain or Corrugated	
2-inch	per 100 feet 3 00
3 " "	4 00
4 " "	5 25
5 " "	6 75
6 " "	9 00

CRADLES, GRAIN.	
Canadian, discount 20 to 25 per cent.	

CROSS CUT SAW HANDLES.	
S. & D., No. 3	per pair 0 17 1/2
S. & D., " 5	0 22 1/2
S. & D., " 6	0 15
Boytan pattern	0 20

DOOR SPRINGS.	
Torrey's Rod (15 p.c.) per doz.	2 00
Coil	0 88 1 60
English	2 00 4 00

DRAW KNIVES.	
Coach and Wagon, discount 50 and 10 per cent.	
Carpenters discount 60 and 10 per cent.	

"Same Quality as Last"

These are the words used by our old customers when ordering more goods, and their meaning is easily understood.

Our Building Papers, Roofing Felts and Wire Edged Ready Roofing are made to give satisfaction to the **User**, and those are the kind of goods the Dealer wants.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

DRILLS		Fork.		KETTLES.		NAIL PULLERS.	
Hand and Breast		C. & B. discount 40 per cent., revised list.		Brass spun 7½ per cent. discount off new list.		German and American 1 75 50	
Miller's Falls, per doz., net list.		Hoe.		Copper..... per lb. 0 30 0 50		NAIL SETS.	
DRILL BITS.		C. & B., discount 40 per cent., revised list.		American, 60 and 10 to 65 and 5 per cent.		Square, round and octagon,	
Morse, discount 37½ to 40 per cent.		Saw.		KEYS.		per gross..... 3 38	
Standard, discount 50 and 5 to 55 per cent.		Plane		Lock, Canadian dis. 40 to 40 and 10 per cent.		Diamond..... 1 00 2 0	
FAUCETS.		American..... per doz. 1 00 1 25		Cabinet, trunk and padlock,		POULTRY NETTING.	
Common, cork lined, discount 35 per cent.		per gross 3 15 3 75		American..... per gross..... 0 60		2-in. Mesh, 19 w.g., dia. 60 per cent.	
EAVETROUGHES.		Hammer and Hatchet.		KNOBES.		2-in. Mesh, 16 w.g. and heavier, 50 p.c.	
10-inch..... per 100 ft. 10		Canadian, discount 40 per cent.		Door, japanned and N.P., per		OAKUM.	
ELBOWS (stovepipe)		Cross-Cut Saws.		doz..... 1 50 2 50		U. S. Navy..... per 100 lb. 6 75	
and 6-inch, common..... per doz. 1 20		Canadian..... per pair..... 0 13½		Bronze, Berlin..... per doz. 2 75 3 25		Plumbers..... "..... 3 00	
7-inch..... "..... 1 35		HANGERS.		Bronze, Genuine..... "..... 6 00 9 00		OILERS.	
ESCUTCHEONS		Steel barn door..... 5 85 6 00		Shutter, porcelain, F. & L.		McClary's Model galvanized	
Discount 40 per cent.		5-inch..... 5 00		screw..... per gross 1 30 4 00		oil can, with pump, 5 gallon,	
ESCUTCHEON PINS		Lane's covered		White door knobs..... per doz. 1 00		per dozen..... 10 00	
Iron, discount 40 per cent.		No. 11, 5-foot run..... 8 40		HAY KNIVES.		Zinc and tin, discount 50, 50 and 10 per cent.	
FACTORY MILK CANS.		No. 11½, 10-foot run..... 10 80		Discount, 60 per cent.		Copper..... per doz. 1 25 3 50	
Discount off revised list, 40 per cent.		No. 12, 10-foot run..... 12 60		LAMP WICKS.		Brass..... "..... 1 50 3 50	
FILES AND RASPS.		No. 14, 15-foot run..... 21 00		LANTEANS.		Malleable, discount 25 per cent.	
Great Western..... 70 and 10 per cent.		Lane's O.N.T. track, per foot..... 0 04½		Cold Blast..... per doz. 7 00		GALVANIZED PAIRS.	
Arcade..... 70 " 10 "		HARVEST TOOLS		No. 3, "Wright's"..... 8 50		Dufferin pattern pails, discount 45 per cent.	
Kearney & Foot..... 70 " 10 "		HATCHETS.		Ordinary, with O burner..... 4 00		Flaring pattern, discount 45 per cent.	
Disston's..... 70 " 10 "		Canadian, discount 40 to 42½ per cent.		Dashboard, cold blast..... 9 00		Galvanized washtubs, discount 45 per cent.	
American..... 70 " 10 "		HAT ENAMEL		No. 0..... "..... 5 75		PIECED WARE.	
J. Barton Smith..... 70 " 10 "		Hen delson & Potts "Anchor Brand		Japanning, 50c. per doz. extra.		Discount 40 per cent. off list, June, 1899.	
McClellan..... 70 " 10 "		HINGES.		LEMON SQUEEZERS.		10-qt. flaring sap buckets, discount 40 per cent.	
Eagle..... 70 " 10 "		Blind, Parkers, discount 16½ per cent.		Porcelain lined..... per doz. 2 20 5 60		6, 10 and 14-qt. flaring pails, dia. 40 per cent.	
Nicholson, 60 and 10 to 60, 10 and 5		Heavy T and strap, 4-in., per lb..... 0 06½		Galvanized..... "..... 1 87 3 85		Creamer cans, discount 40 per cent.	
Royal..... 80		" " 5-in., "..... 0 06½		King, wood..... "..... 2 75 2 90		PICKS.	
Globe..... 70 to 75 "		" " 8-in., "..... 0 05½		King, glass..... "..... 4 00 4 50		Per dozen..... 6 00 9 00	
Black Diamond, 60 and 10 to 60, 10 and 5 per cent.		" " 10-in., "..... 0 05½		All glass..... "..... 0 50 0 90		PICTURE NAILS.	
Jowett's, English list, 25 to 27½ per cent.		Light T and strap, discount 65 and 5 per cent.		LINES.		Porcelain head..... per gross 1 35 1 50	
Nicholson File Co.'s "Simplicity" file handle, per gross 50c. to \$1 50		Screw hook and hinge..... 4 50		Fish..... per gross 1 05 2 50		Brass head..... 0 40 1 00	
GLASS		12 in. up..... 3 25		Chalk..... 1 90 7 40		PICTURE WIRE.	
Window..... Box Price		Spring..... per gro. pairs 12 00		LAWN MOWERS.		Tin and gilt, discount 75 per cent.	
Size United..... Per..... D. Diamond..... Per.....		HOES.		Woodyatt, 12 in. wheel..... 7 50		PINE TAR.	
Inches..... 50 ft. 100 ft. 50 ft. 100 ft.		Garden, Mortar, etc., discount 60 per cent.		Star..... 5 50		½ pint in tins..... per gross..... 7 80	
Under 25..... 2 0 3 80..... 6 75		Planter..... per doz. 4 00 4 50		Daisy..... (net) 2 45		1..... 9 60	
26 to 40..... 2 10 4 00..... 7 25		HOLLOW WARE.		Philadelphia, 12-in. wheel..... 6 50		PLANES.	
41 to 50..... 4 50..... 8 75		Discount 45 and 5 per cent.		Ontario..... 14 25		Wood bench, Canadian discount 40 per cent.,	
51 to 60..... 5 50..... 11 50		HOOKS.		Discount, 50 per cent.		American discount 50 per cent.	
61 to 70..... 6 50..... 12 50		Cast Iron.		LOCKS.		Wood, fancy Canadian or American, 37½ to 40 per cent.	
71 to 80..... 7 50..... 14 00		Bird cage..... per doz. 0 50 1 10		Canadian, 40 to 40 and 10 per cent.		PLANE IRONS.	
81 to 90..... 8 50..... 15 50		Clothes line..... 0 27 0 63		Russell & Erwin..... per doz. 3 00 3 25		English..... per doz. 2 00 5 00	
91 to 95..... 9 50..... 16 00		Harness..... 0 72 0 88		Cabinet.		PLIERS AND NIPPERS.	
96 to 100..... 10 00..... 16 00		Hat and coat..... per gro. 1 00 3 00		Eagle, discount 30 per cent.		Botton's genuine, per doz. pairs, discount	
A discount of 20 per cent. is offered on		Chandelier..... per doz. 0 50 1 00		English and Am..... per doz. 0 50 6 00		37½ to 40 per cent.	
"Double Diamond		Wrought Iron		Eagle, discount 20 to 25 per cent.		Botton's imitation..... per doz. 5 00 9 00	
Gauges		Wrought hooks and staples Canadian discount 47½ per cent.		MACHINE SCREWS.		German..... "..... 0 60 2 60	
Marking, Mortise, Etc.		Wire		Iron and Brass		PLUMBERS' BRASS GOODS.	
Stanley's discount 50 to 55 per cent.		Hat and coat, discount 45 per cent.		Flat head, discount 25 per cent.		Standard Compression work, dia. 60 per cent.	
Wires		Belt..... per 1,000..... 0 60		Round head, discount 20 per cent.		"J.M.T." Cushion work, discount 50 per cent.	
Wires, Nos. 26 to 33..... each. 1 50 2 40		Screw, bright, discount 55 per cent.		MALLETS.		Fuller work, discount 65 per cent.	
HALTERS.		HOSE SALES.		Tin Smiths..... per doz. 1 25 1 50		6 dozen lots and over of the above, extra discount 10 per cent.	
Rope, 1-inch..... per gross..... 9 00		"C" brand, 40, 10 and 7½ per cent. off list		Carpenters, hickory..... 1 25 3 75		Lever handle Stops and Waste, discount 60	
Rope, 1½-inch..... "..... 14 00		"M" brand, 55 per cent.		Lignum Vitae..... 3 85 5 00		per cent. With, in lots of 2 dozen and over	
Rope, 1 to 1½-inch..... per doz. 3 85 4 00		"Monarch," 50 and 7½ per cent.		Caulking, each..... 0 60 2 00		an extra discount of 10 per cent.	
Leather, 1-inch..... "..... 5 15 5 20		"Peerless," 50 per cent. dis.		MATTOCKS.		"J.M.T." Globe, Angle and Check Valves,	
Web..... "..... 1 85 2 40		HORSESHOES.		Canadian..... per doz. 5 50 6 50		discount 55 per cent.	
HAMMERS.		F.O.B. Montreal		American, discount 33½ per cent.		Standard Globe, Angle and Check Valves,	
Nail		No. 2 No. 1		German, 15 per cent.		discount 60 per cent.	
Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.		Iron Shoes		Gem..... each..... 1 15		"J.M.T." Radiator Valves discount 55 per cent.	
Tack.		Light, medium and heavy		MILK CAN TRIMMINGS.		Standard Radiator Valves, discount 60 per cent.	
Magnetic..... per doz. 1 10 1 20		snow-shoes..... 3 90 4 15		Discount 25 per cent.		Patent Quick-Opening Valves, discount 65	
Canadian..... per lb. 0 07½ 0 08½		Steel Shoes.		NAILS.		per cent.	
Ball Pen		No. 1 size 1 to 5..... 5 75		Cut..... Wire.....		No. 1 compression bath cork..... net 2 00	
English and Canadian, per lb. 0 22 0 25		No. 2 and larger..... 3 80		2d and 3d..... 3 45 3 45		No. 4..... "..... 2 00	
HANDLEES.		No. 1 and smaller..... 4 05		4 and 5d..... 2 85 2 95		No. 7 Fuller's..... "..... 2 20	
Axe, 2nd growth, per doz. net		Featherweight, all sizes 0 to 4..... 5 35		6 and 7d..... 2 75 2 80		No. 4½..... "..... 2 35	
core door..... per doz. 1 00 1 50		Toomweight all sizes tool..... 6 60		8 and 9d..... 2 60 2 60		Patent Compression Cushion, basin	
		JAPANNED WARE.		10 and 12d..... 2 55 2 55		cock, hot and cold..... per doz. 15 06	
		Discount..... and 5 per cent. off list, June 1899		16 and 20d..... 2 50 2 50		Patent Compression Cushion, bath	
		ICE PICKS.		24, 40, 50 and 60d (base)..... 2 45 2 45		cock, No. 2208..... 2 25	
		Star..... per doz. 00 3 25		Cut nails in carlots 5c. less		Square head brass cocks, discount 55 per cent.	
				Wire nails in carlots are \$2 40.		iron..... " 50 to 60	
				Steel cut nails 10c. extra.		Competition Globe, Angle and Check Valve	
				Miscellaneous wire nails, discount 75 per cent.		discount 70 per cent.	
				Coopers' nails, discount 30 per cent.		Thompson Smoke-test Machine \$25.00	

Remington Hammerless Shot Gun

GUARANTEED FOR NITRO POWDERS

Grade K. Made with
Remington blued
steel barrels.



Send for Catalogue containing
complete description of Guns.
\$25.00 to \$250.00, mailed free.

Grade K E D. Made
with Damascus
barrels and Auto-
matic Ejector.

REMINGTON ARMS CO., ILION, N.Y., 313-317 Broadway, New York.
SOLD BY LEADING CANADIAN DEALERS. NOT RETAILED BY THE MANUFACTURERS. 86-88 First St., San Francisco, Cal.

PRESSED SPIKES.

Discount 20 per cent.

PULLEYS.

Hothouse	per doz.	0 55	1 00
Axle	"	0 22	0 33
Screw	"	0 27	1 00
Awning	"	0 35	2 50

PUMPS.

Canadian cistern	1 80	3 60
Canadian pitcher spout	1 40	2 10

PUNCHES.

Saddler's	per doz.	1 00	1 85
Conductor's	"	9 00	15 00
Tinners, solid	perset	0 72	
" hollow	per inch	1 00	

RANGE BOILERS.

Dominion, 30 gallon	net	5 50
" 35 "	"	6 50
" 40 "	"	7 50
Ronald's Galvanized, 30 gallon	"	7 40
" 35 "	"	8 40
" 40 "	"	9 60
Copper, 30 gallon	"	22 00
" 35 "	"	24 00
" 40 "	"	28 00

Discount off copper boilers 15 per cent.

RAKES.

Wood	per doz. net	1 20	up.
------------	--------------	------	-----

RAZORS.

Elliot's	per doz.	4 00	18 00
Geo. Butler's & Co.'s	"	4 00	18 00
Boker's	"	7 50	11 00
" King Cutter	"	12 50	15 00
Wade & Butcher's	"	3 60	10 00
Thiele & Quack's	"	7 00	12 00
Bailey's	"	6 00	12 00
Bailey's Brantford	"	10 00	11 00
Carbo Magnetic	"	15 00	
Griffon Barbers Favorite	"	10 75	
Griffon No. 65	"	13 00	
Griffon Safety Razors	"	13 50	
Griffon Shaving Machines	"	13 50	
Lewis Bros. " Klean Cutter	"	8 50	10 50

REGISTER.

Discount 40 per cent.

RIVETS AND BURS.

Iron Rivets, black and tinned, discount 50 and 10 per cent.	
Iron Burrs, discount 55 per cent.	
Extras on Iron Rivets in 1-lb. cartons, 1c. per lb.	
Extras on Iron Rivets in 1/2-lb cartons, 1c. per lb.	
Copper Rivets, with usual proportion burrs, 45 per cent. discount. Cartons, 1c. per lb. extra, net.	
Copper Burrs only, discount 30 and 10 per cent. Extras on Tinned or Coppered Rivets, 1/2-lb. cartons, 1c. per lb.	

RIVET SETS.

Canadian, discount 35 to 37 1/2 per cent.

ROPE, ETC.

Sisal	0 11
Pure Manila	0 14
" British " Manila	0 12
Cotton, 3-16 inch and larger	0 16
" 5-32 inch	0 21
" 1/4 inch	0 22
Russia Deep Sea	0 15
Jute	0 08
Lath Yarn, single	0 11
" double	0 11 1/2
Sisal bed cord, 48 feet	per doz. 0 65
" 66 feet	0 80
" 72 feet	0 95

RULES.

Boxwood, discount 55 per cent.	
Ivory, discount 37 1/2 to 40 per cent.	

SAD IRONS.

Mrs. Potts, No. 55, polished	per set 0 70
" No. 50, nickel-plated	0 80

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent	
Emery, discount 40 per cent.	
Garnet (Rurton's), 5 to 10 per cent. advance on list	

SAP SPOUTS.

Bronzed iron with hooks	per 1,000	9 50
-------------------------------	-----------	------

SAWS.

Hand, Disston's, discount 12½ per cent.		
S. & D., discount 40 per cent.		
Crosscut, Disston's . . . per foot	0 35	0 55
S. & D., discount 35 per cent. on Nos. 2 and 3		
Hack, complete each	0 75	2 75
" frame only		0

SASH WEIGHTS.

Sectional	per 100 lb.	2 25
Solid	"	1 75

SASH CORD.

Per lb.	0 22	0 25
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SAW SETS.

Lincoln and Whiting	per doz.	4 75
Hand Sets, No. 1 Woodyatt (Morrill)	"	4 25
X-Cut Sets, No. 3 Woodyatt (Morrill)	"	9 50

SCALES.

Gurney Standard, 40 per cent.	
Gurney Champion, 50 per cent.	
Burrow, Stewart & Milne	
Imperial Standard, discount 40 per cent.	
Wright Bennis, discount 35 per cent.	
Champion Scales, discount 50 per cent.	
Fairbanks standard, discount 35 per cent.	
" Dominion, discount 55 per cent.	
" Richelieu, discount 55 per cent.	
Warren's new Standard, discount 40 per cent.	
" Champion, discount 50 per cent.	
" Weighbeams, discount 35 per cent.	

SCREW DRIVERS.

Sargent's	per doz.	0 65	1 00
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SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style	per doz.	6 80
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style	"	7 00
Common doors, 2 or 3 panel, in natural colors, oil finish	per doz.	8 15
3-in. style 20c. per dozen less.		

SCREWS.

Wood, F. H., bright and steel, discount 87 1/2 per cent.			
Wood, R. H., bright, dis. 82 1/2 per cent.			
" F. H., brass, dis. 80 per cent.			
" R. H., " dis. 75 per cent.			
" F. H., bronze, dis. 75 per cent.			
" R. H., " dis. 70 per cent.			
Drive Screws, dis. 87 1/2 per cent.			
Bench, wood	per doz.	3 25	4 00
" iron	"	4 25	5 00
Set, case hardened, dis. 60 per cent.			
Square Cap, dis. 50 and 5 per cent.			
Hexagon Cap, dis. 45 per cent.			

SCYTHES.

Per doz. net	6 00	9 00
--------------------	------	------

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Bailey Cutlery Co., full nickeled, discount 40 per cent.	
Bailey Cutlery, Japan Handles, discount 67 1/2 per cent.	
Seymour's, discount 50 and 10 per cent.	

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SINKS.

Cast iron, 16 x 24	0 85
" 18 x 30	1 00
" 18 x 36	1 40

SNAPS.

SNAPS.	
Harness, German, discount 25 per cent.	
Lock, Andrews'	4 50 11 50

SOLDERING IRONS.

1, 1 1/2-lb.	per lb.	37
2-lb. or over	"	0 34

SQUARES.

Iron, No. 493	per doz.	2 40	2 55
" No. 494	"	3 25	3 40

Steel, discount 60 to 60 and 5 per cent.

Try and Bevel, discount 50 to 52 1/2 per cent.

STAMPED WARE.

Plain, discount 75 and 12 1/2 per cent. off revised list.	
Retinned, discount 75 per cent. off revised list.	

STAPLES.

Galvanized	3 00
Plain	2 80
Coopers, discount 45 per cent.	
Poultry netting staples, discount 40 per cent.	
American discount 25 per cent.	

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita	per lb.	0 28	0 60
Hindostan	"	0 06	0 07
Labrador	"	0 09	0 09
" Axe	"	0 13	
"	"	0 15	
Turkey	"	0 50	
Arkansas	"	1 50	
Water-of-Ayr	"	0 10	
Seythe	per gross	3 50	5 00
Grind, 2-in., 40 to 200 lb., per ton		25 00	
" under 40 lb., "		28 00	
" under 2 in. thick, "		29 00	

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch	7 50

ENAMELINE STOVE POLISH.

No. 4, 3 doz. in case, net cash	4 80
No. 6, 3 doz. in case	8 40

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 15
" " tinned	80 and 20
" " (in kegs)	40
Cut tacks, blued, in dozens only	60
" weights	60
Swedes cut tacks, blued and tinned—	
In bulk	80 and 10
In dozens	75
Swedes, upholsterers', bulk	85, 12 1/2 and 12 1/2
brush, blued and tinned	70
bulk	70
Swedes, gimp, blued, tinned and japanned	75 and 12 1/2
Zinc tacks	35
Leather carpet tacks	55
Copper tacks	50
Copper nails	52 1/2
Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Chair nails, blued	65 and 5
Patent brads	40
Fine finishing	40
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk	75
Saddle nails, in papers	10
" in bulk	15
Tufting buttons, 22 line, in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers	90 and 10
" bulk	40
Clinch and duck rivets	45

TAPE LINES.

ens only	60
Zinc glaziers' points	5
Double pointed tacks, papers..	90 and 10
" "	

TINNERS' SNIPS.

Bailey's, discount 25 per cent.

THERMOMETERS.

Tin case and dairy, discount 75 to 75 and 10 per cent.

TRAPS (steel).

Game, Newhouse, discount 25 per cent.	
Game, H. & N., P. S. & W., 65 per cent.	
Game, steel, 72 1/2, 75 per cent.	

TROWELS.

Game, Newhouse, discount 25 per cent.					
Game, H. & N., discount 25 per cent.					

TWINES.

Bag, Russian	per lb.	0 27
Wrapping, cotton, 3-ply	"	0 10
" 4-ply	"	0 23

Mattress	per lb.	0 33	0 45
Staging	"	0 27	0 35

VICES.

Wrapping, cotton, 3-ply	0 19
4-ply	0 23
Mattress	per lb. 0 33
	0 45

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White discount 50 per cent.
Diamond, Famous, Premier, discount 50 and 10 per cent.
Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.

WIRE.

Smooth Steel Wire	
No. 0-9 gauge	\$2 50
10 "	6c extra.
11 "	12c "
12 "	20c "
13 "	30c "
14 "	40c "
15 "	55c "
16 "	70c "

Add 60c for coppering and \$2 for tinning.
Extra net per 100 lb.—Oiled wire 10c, spring wire \$1 25, special hay baling wire 30c, best steel wire 70c, bright soft drawn 15c, charcoal extra quality \$1 25, packed in casks or cases 15c, bagging and papering 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles 25c, in 1-lb. hanks, 50c, in 1/2-lb. hanks 75c, in 1/4-lb. hanks \$1.

Fine Steel Wire, discount 25 per cent.
List of extras: In 100-lb. lots: No. 17, \$5; No. 18, \$5 50; No. 19, \$6; No. 20, \$6 65; No. 21, \$7; No. 22, \$7 30; No. 23, \$7 65; No. 24, \$8; No. 25, \$8 50; No. 26, \$9; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extras net—tinned wire, Nos. 17-25, \$2; Nos. 26-31, \$4; Nos. 32-34, \$6; Coppered, 5c; oiled, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in 1/2-lb. hanks, 75c; in 1/4-lb. hanks, \$1; packed in casks or cases, 15c; bagging or papering, 10c.

Brass wire, discount 60 per cent. off the list.
Copper wire, discount 60 per cent. net cash: 30 days, f.o.b. factory.
Galvanized wire, per 100 lb.—Nos. 4 and 5, \$3.70 to \$3.70; Nos. 6, 7, 8, \$3.15 to \$3.15; No. 9, \$2.55; No. 10, \$3.20 to \$3.20; No. 11, \$3.25 to \$3.25; No. 12, \$2.65; No. 13, \$2.75; No. 14, \$3.75 to \$3.75; No. 15, \$4.30; No. 16, \$4.30; Base sizes, Nos. 6 to 9, \$2 2/3 f.o.b. Cleveland. In carlots 12 1/2c less.
Clothes Line Wire, regular 7 strand, No. 17, \$4.65; No. 18 \$2.90; No. 19, \$2.60; Hollow 6 strand, No. 17, \$4.30; No. 18, \$2.70; No. 19, \$2.35; No. 20, \$2.30, f.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb	2 80
Galvanized plain twist	2 90
Galvanized barb, f.o.b. Cleveland, \$2 55, in less than carlots, and \$2 45 in carlots.	

COILED SPRING WIRE.

High Carbon, No. 9	\$2 75
" No. 11	3 40
" No. 12	2 95

WIRE CLOTH.

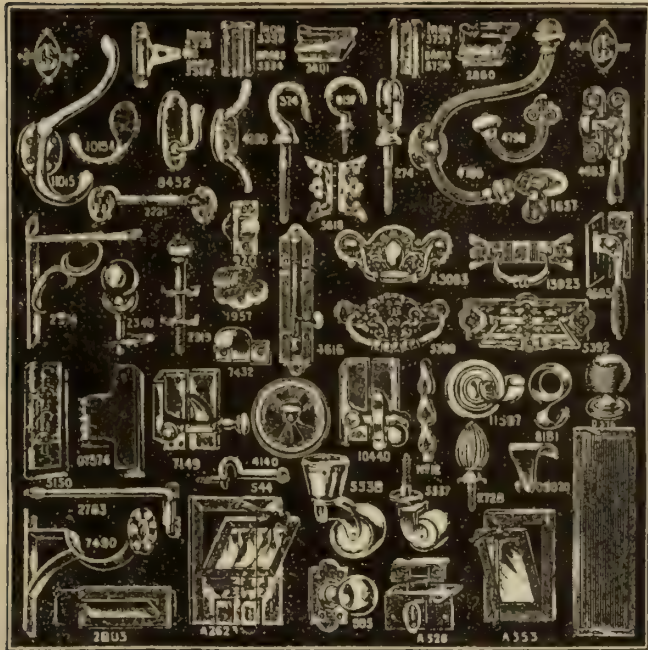
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Terms, 3 per cent. off 30 days.	

WASTE COTTON.

Colored	per lb. 0
White	0 08

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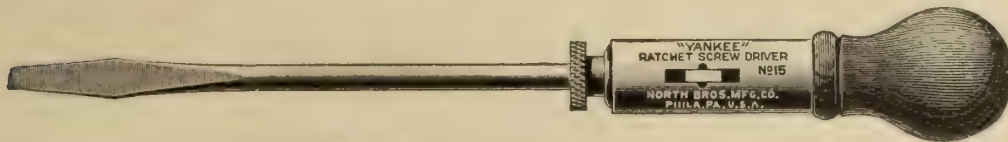
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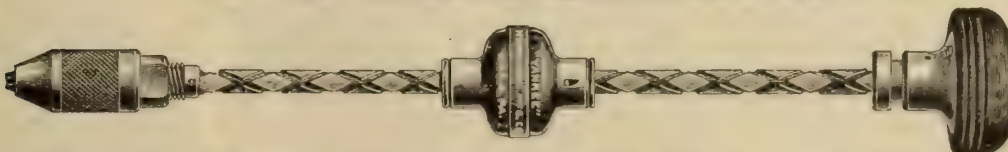
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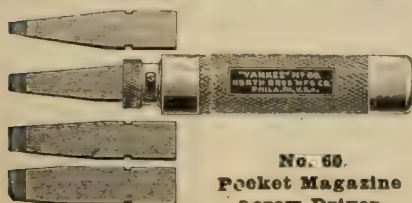
No. 30. “Yankee” Spiral-Ratchet Screw Driver, Right and Left Hand.



No. 41. “Yankee” Automatic Drill, Eight Drill Points in Handle.



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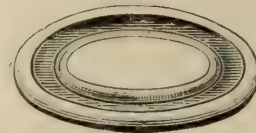
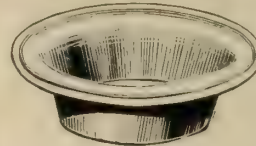
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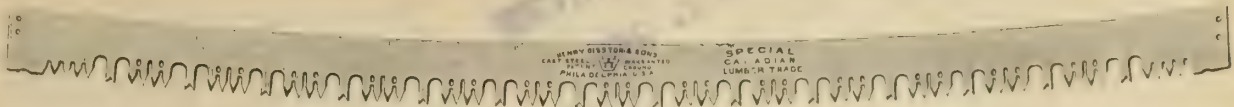
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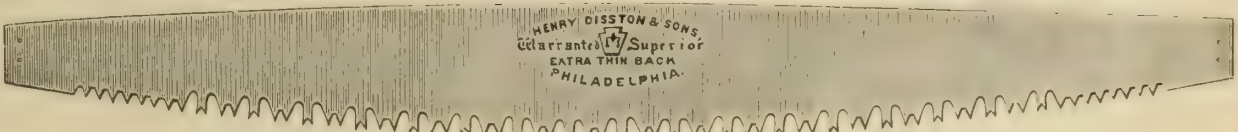
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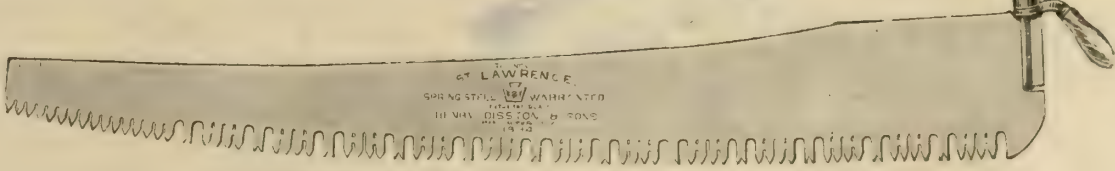
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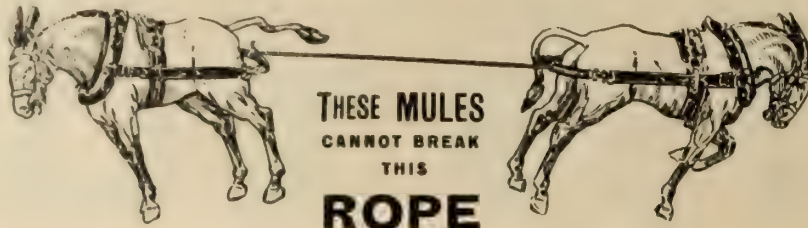
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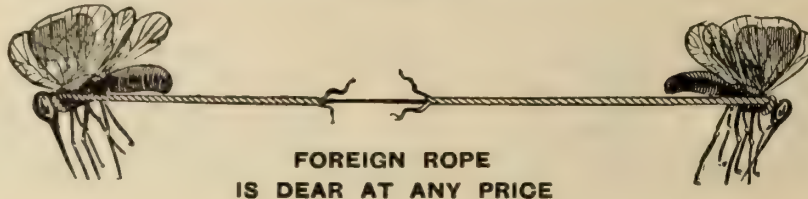
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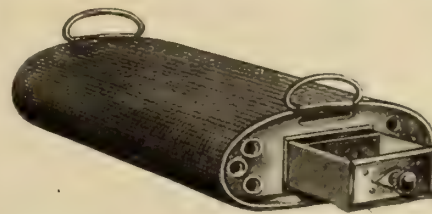
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They burn **LEHMAN COAL** at a cost of $\frac{1}{4}$ cent per hour and from which there is no
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are sensible, durable, attractive, profitable. They are easily sold, for they
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Made of rich, dark brown fur, lined with red or dark green Astrachan cloth, interlined with rubber;
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Berlin, Ontario.

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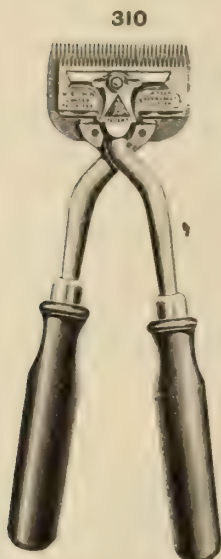
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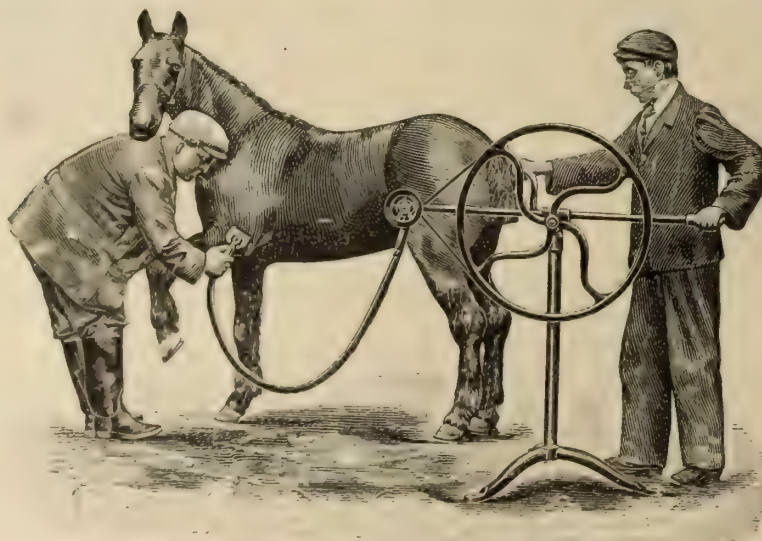
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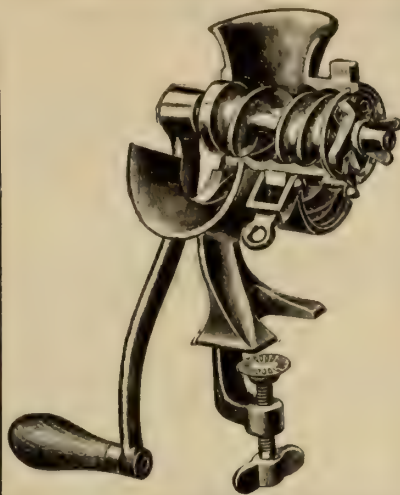
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There is no drip from the Russwin to soil clothing and floors. The gutter carries all juices to the dish—they are not deposited upon the floor. The machine itself is quickly cleaned with the least possible effort. Write for Booklets, Posters and Electrotypes to assist you.

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of every description.

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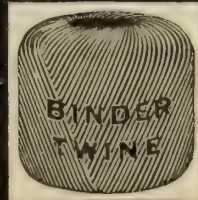
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"NEW GEM" SAFETY RAZOR

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Dominion Wire Manufacturing Co.
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MONTREAL AND TORONTO.

4-barb 6-in.



352 lbs. per mile

4-barb 4-in.

284 lbs. per mile

2-barb 5-in.



352 lbs. per mile

2-barb 2½ in.

384 lbs. per mile

Plain Twist
2 Wires



288 lbs. per mile

Coiled SPRING Galvanized Fence.

BRIGHT and GALVANIZED FENCE STAPLES,
1¼ to 2 INCHES.

ANNEALED WIRE

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HAY — PULP — PAPER — RAGS — SHINGLES — ETC.

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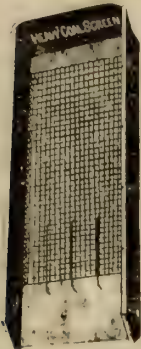
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Telegraph and Telephone Wire; Mattress, Broom, Weaving Wires of every description; Rail Bonds, Bale Ties, Special Wires for all purposes, Springs, Horse Shoes, Wire Rope, Cold-drawn Steel Shafting.

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Toronto Wire, Iron and Brass Works Company, Limited.
Manufacturers of Wire Window Guards, Wire Cloth
Moulders' Riddles, Children's Cots, Bank and Office
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**Coal Screens
Sand Screens
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**Dennis Wire &
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LONDON, Ont.

New Catalogue ready Feb.
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Special outfits for Dairymen, Butchers, Ice Dealers, Etc

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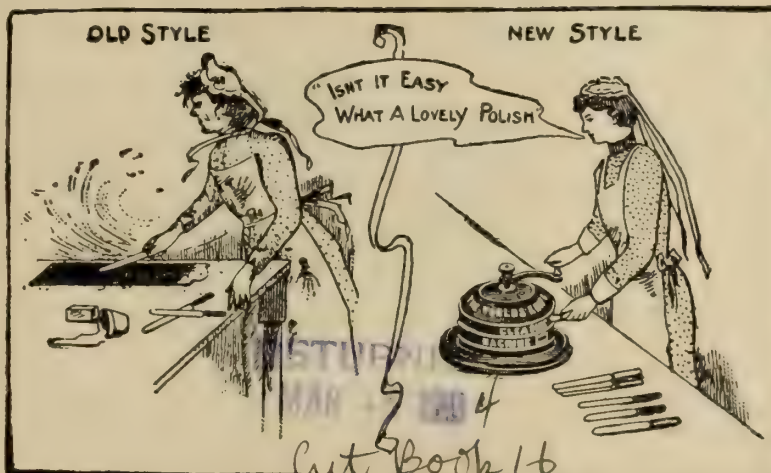
We distinctly claim to offer in our Hamilton 22 "Take-down" Rifle, No. 19, an article that alike for "looks" and "doings" of necessity "flocks" quite alone. We know of nothing in metal with so much of absolute excellence for \$2.50 as this beautiful and effective little rifle. Wherever it is shown it sells itself, and no merchant, bent on keeping "up with the times," can better spend any five minutes than the five required to digest our highly enlightening little folder.

Shall we mail it to you?

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C.H. HENKELS PHILA.

Wives pleased, Housemaids delighted with the World's Knife Cleaner.



Cut Book 16

Page 54.

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**Sole Canadian
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Article for Hotels, Restaurants and private families.

It does not injure the knives or break the handles.

It gives a brilliant polish.

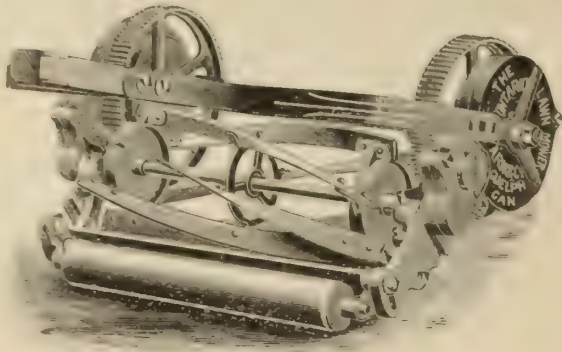
It makes no dust.

It cleans knives of every size and length.

It satisfies the ambition of every housewife who wishes perfect Cutlery on her table.

Its price places it within the reach of all. To be had from all jobbers.

High-Grade Lawn Mowers.



The "Ontario" Lawn Mower is made from the best material. Knives of crucible steel, special temper, six-knife cylinder, $7\frac{1}{2}$ -in. drive wheel, grass box attachment. High-grade in every respect—workmanship, material and finish.

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Taylor = Forbes Co., Limited,
GUELPH, CANADA.

The largest and best equipped Hardware Factory in Canada.

Christmas Leaders.



Climax Hot Water Kettles

All Copper Nickel-plated
With Plain or Embossed Bodies.

TWO SIZES—NO'S. 5 and 6.



Storey Cake Tins.

Round or Square.
With false or solid bottoms.

3 SIZES IN SET.

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Nickel-Plated Copper Tea Kettles

ROYAL and ONTARIO

All Kettles supplied
with Bent Spouts.

No's. 7, 8, 9 and 10.

KEMP MANUFACTURING CO., TORONTO, CANADA.

IMPRESSIONS OF THE GREAT WEST

Gathered During a Transcontinental Tour with the Canadian Manufacturers' Association.

By W. L. E.

WHEN we took the steamer at Nelson for our trip down the Kootenay lakes a day had elapsed since we landed at Robson at the foot of the Arrowhead lakes. The morning was dull, but the rain had



A Young Banker Leading Horse at McLeod.

ceased. The Kootenay lakes, as their name implies, was a widening out of the Kootenay river, and, as on the Arrowhead lakes, are walled in on either side by towering mountains, most of which are snow-capped. At their widest part they are about four or five miles wide, and one would think that it would be impossible for heavy seas to arise upon them, but the crew in our steamer, the *Moyie*, informed us that there were occasions on which the waves became quite tempestuous and of dangerous force. Indeed, we had one slight experience of the suddenness with which storms come, and some idea of their force. In one of the illustrations in this issue is a snapshot I took of a storm as it was approaching us, and was taken a few moments after the other, showing the lake in sunshine. When the storm was upon us one could not see either shore, and the choppy sea soon drove us all into the interior of the boat; but it was soon over and soon forgotten. When it is remembered that the Kootenay lakes stretch for about 100 miles between a wall of mountains on either side, one has not to search far in order to find an explanation for the suddenness and the fierceness of the storms which are some times encountered upon them.

• • •

The four blue-grey walls of the sky line are the fences one commonly sees in mid-prairie. A fence of the orthodox eastern type is a rare thing indeed. It is nothing to travel all day and fail to

see one. Those that we saw were marked by the scanty supply of wood that went to construct them. Here and there a substantial post was supporting the strings of wire, while between these at equal distances, were sticks about the size of broom handles driven into the ground to aid in strengthening the fence. Nature has been liberal in her bestowal of everything else but the material from which timber can be made. There is land to grow wheat and meat upon it enough to supply Europe; coal lands by the thousands of square miles; ozone to fill and expand the lungs of many millions of people, and water enough to quench their thirst and water their cattle and their crops, but scarcely a stick to burn, much less with which to build fences. I am speaking, of course, of the prairie land



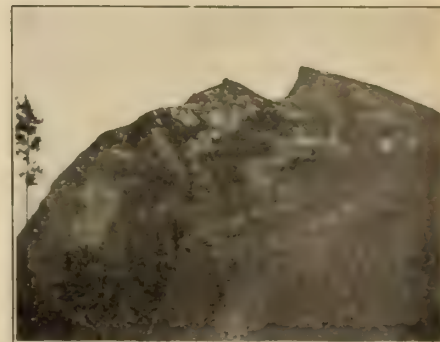
A Typical Scene in Stanley Park, Vancouver.

which comes within our range of vision as we speed along in the train. Away to the north, beyond the present fringe of civilization, Nature has not withheld her hand in this respect, and from the foothills westward to the Pacific, trees are relatively almost as thick as grass is on the prairies, while meeting our astonished eyes as we emerge from the 500 mile journey through the Rockies are the cedars and pine trees, many of which penetrate into the "blue" one and two hundred feet, with a girth at the base, in some instances, large enough to enclose a moderate-sized room. But while the Rockies can boast of their trees, the great plains beyond them to the east have their No. 1 hard, their herds of rugged, healthy cattle; their bunches of sturdy horses.

The one is thus able to supply what the other requires but does not produce, at any rate only to a limited extent. Nature was not without foresight when she rolled out by the thousand square miles the rich prairie land between Winnipeg and the foothills of the Rockies, and built up to the West as far as the shores of the Pacific towering mountains, on whose slopes she planted wealth of timber and in whose interior she hid untold mineral wealth.

• • •

Twilight lingers long in the Great West. A lengthy twilight is pleasant under all circumstances; but it is particularly so when one is travelling in a strange land and desires as much time as possible for sight-seeing. To a Canadian whose home is in Ontario or Quebec, the experience of an evening on the prairie is delightfully surprising. "My, how long it takes to get dark!" was an ejaculation that one often heard from a fellow-passenger. The length of the twilight was particularly impressed upon me on the evening we stopped at Lethbridge for a couple of hours to witness a cattle rounding up contest, horse races with Indians mounted bareback, and exhibitions of bucking bronchos. Evening was well upon us when we stepped from the train and hurried nearly two miles across the prairie to the scene of the sports. We watched for nearly an hour the various events which were provided for our entertainment, but darkness was not really upon us till our train was reached. That return walk across the prairie there is one



Saddle Back Mountain, Banff.

at least in the party who will not forget. The light was too faint to allow objects to be clearly discerned upon the prairie, but there was a great deal of grey light still left in the sky, and it was a picture

THE C I. F. ACTION.

The Canada Hardware Company vs. Suren Hartmann & Co.

quite and amusing sight to see the heads of the scores of "broncho busters" and convicts hobbling into view above the sky line as they rode along on their cantering ponies unmindful of the gopher holes that abounded. But bronchos have the faculty of evading gopher holes in darkness as well as in daylight; and even when a layer of snow covers the prairie.

Speaking of twilights reminds me of sunsets on the prairies. I do not know that they are any more beautiful than the sunsets of Eastern Canada, but they are different, particularly when the Rocky Mountains present themselves as a background. The sunsets, like the twilights, linger longer. The sun dances down behind clouds and mountain peaks just as quickly as he does behind clouds and commonplace hills in the east; but the light he leaves in his wake does not go out as quickly. It just stays there as if magnanimously bent on giving us tender looks from the east our money's worth of beauty. And as if the mountain peaks were not high enough and glorious enough for the setting of the picture, fleecy clouds are piled up one upon another, until one has to look twice before being satisfied where the snow-capped peaks of the mountains end and the fleecy clouds begin. And even then one would hesitate to take an affidavit as to the exact line of demarcation. The majesty and beauty of the scene is too awe-inspiring to run the risk of even an unintentional equivocation. Late in the afternoon of the day we emerged from the Rocky Mountains at the Crow's Nest Pass the sun was getting low behind what is indicated in the guide books as Cathedral Peak. No one needed to be told it was Cathedral Peak. It was possibly a hundred or more miles from us, but the outline of a massive cathedral was so well defined that some of our fellow travellers who had never ever heard the mountain's name, remarked how closely it resembled a cathedral. There was no sunset in all our journey of 7,000 miles that so impressed itself upon my memory. It was magnificent, and seemed more super-natural than real.

WIRE NAILS TACKS WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

THE long delayed action for damages by The Canada Hardware Company against Suren Hartmann & Co., came to trial on Friday, December 4. As our readers are aware, this is a very important case, turning upon the correct interpretation of the phrase c.i.f. It will be remembered that the Canada Hardware Company after receiving written prices, c.i.f., Montreal, from Gerald Lomer, agents for Suren Hartmann & Co., of London, England, signed a contract for goods. The goods arrived in a rusty and unsaleable condition. The Canada Hardware Company claim that as the goods were not insured to cover such loss the shippers are responsible and they are suing for damages to the amount of \$1,339.97. On the other hand, Mr. Lomer claims that the term c.i.f. (cost, insurance, freight) calls for only ordinary insurance or f.p.a. insurance (free from particular average). The case thus turns upon the definition of the term c.i.f.

The action came to trial in the Superior Court at Montreal before Justice Trenholme. J. L. Chaliboux and P. B. Mignaul appeared as counsel for plaintiff and E. La Fleur as counsel for defence.

Gerald Lomer, agent for Suren Hartmann & Co., was the first witness called. His evidence was mainly concerned with proving the contract and establishing that it had been made c.i.f., Montreal. The contract was made on January 9, 1902. Mr. Lomer states that in February he wrote to The Canada Hardware Company stating that the goods were being insured under an f.p.a. policy. They replied that this policy was not satisfactory and that they would hold Suren Hartmann & Co. responsible for any loss which might occur. Mr. Lomer wrote in reply that if The Canada Hardware Company wanted any additional insurance they would have to secure it themselves.

This correspondence was put on file subject to objections on the part of counsel for plaintiffs who held that it was irrelevant as it was written after the contract was made. Judgment on this point was reserved. The court then adjourned until Monday, December 7.

When the court met on Monday, Mr. Lomer's examination was continued. He stated that the letters referred to on Friday were sent to The Canada Hard-

ware Company during his absence in Europe. He had copies in his letter book.

A. M. St. Arnaud, manager of The Canada Hardware Company, was then called and sworn. He stated that he had had business dealings with plaintiff for about six months previous to the signing of the contract in question. He had signed five or six similar contracts c.i.f., Montreal, but for the delivery of different goods, i.e., for goods not so likely to be damaged by salt water. As these goods were not so subject to damage by salt water and as they all arrived in good order he had in no case referred to the particular kind of insurance policy furnished and had not cared whether the policy was f.p.a. or whether it secured against all risk. The goods in question in this particular case were unvarnished hay-baling wire, particularly susceptible to damage by rust. It was not until they arrived in an unsaleable condition and the insurance company refused to pay an indemnity that his attention was drawn seriously to the fact that the policy furnished by Suren Hartmann & Co., according to contract c.i.f., did not cover particular average but read f.p.a.

Mr. St. Arnaud stated that The Canada Hardware Company had asked Mr. Lomer on several occasions to give a detailed statement showing how much of the lump sum which they were charged was for each of the separate items, cost, insurance, freight. Mr. Lomer always refused, saying that he would have to write to England for the figures and would furnish them later on. When signing the contract he (Mr. St. Arnaud) did not know how much the premium was costing.

Mr. Raymond, an employee of The Canada Hardware Company, was the next witness. He certified to certain correspondence produced. He had valued the wire but was not prepared until Wednesday to furnish the particulars of the damage.

The prosecution then undertook to show what was the custom of the trade in regard to such policies.

H. Thompson, agent for the company with which the goods were insured, was the next witness. Asked whether The Canada Hardware Company had made any claim for indemnity, he replied that they had shown him the policy and he had told them that as it was f.p.a. there

could be no claim unless the damage was caused by burning, sinking, stranding, or collision. As an all risk policy was not secured, there could be no claim for damages. The ordinary policy is an all risk policy and had it not been for the addition of the f.p.a. clause the damage in question would have been included. Such a policy is designated w.p.a.—with particular average. Mr. Thompson could not state from his own experience whether the business custom in Montreal would require a man to ask specially for an all risk policy. Some classes of goods are never insured otherwise than f.p.a. unless some special agreement is made.

J. MacLaren, agent in metals and similar goods, was called and sworn. His business experience extended over 13 or 14 years. He had no hesitation in stating that annealed hay wire unvarnished is peculiarly liable to damage by rust. In crossing the ocean, contact with steam or sea water would be a special risk.

Mr. MacLaren was shown several previous contracts between The Canada Hardware Company and Suren Hartmann & Co. These were for different goods. Contact with water would not damage steel billets to any material extent. Varnished wire would not be in serious danger. Galvanized barb and steel wire would be liable to rust, but the danger was not so great as in the case of annealed unvarnished hay-baling wire. In reply to a question by his Honor the witness stated that the damage to the hay-baling wire would be at least double that to galvanized wire if both were exposed to the same action by sea water. Witness stated that he often acts as a valuator and in almost every instance during the last two years he had found that perishable goods like galvanized wire have been insured with average. He could not state whether this was under c.i.f. contracts.

Alexander Gibb, manufacturers' agent in metal goods, was the next witness. He stated that he has had experience with goods sold under c.i.f. contract, but has never had any trouble as he always specifies the insurance. In the absence of any stipulation to the contrary he would consider that the purchaser of annealed hay-baling wire would expect a policy covering all risks as this class of goods is very liable to damage by rust.

When shown the previous contracts Mr. Gibb stated that the hay-baling wire in question was much more susceptible



A Business Argument.

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There is no better proposition in any line of business to-day than the agency for

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It stands for more than success in paint. It means more than the profit that comes from selling good paint. It means the widening of your business sphere. It means paints and methods and advertising that will bring increased trade to every branch of your business. It stands for progress—for greater sales and greater profit each year.

We cannot describe here the full benefits of **THE S.W.P. AGENCY**. The purpose of this advertisement is to get you to write us for information. Do that—do it to-day—and we shall lay before you facts that will prove the merit of our proposition



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PAINT AND VARNISH MAKERS.

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147 Banatyne St., East.

to damage by sea water than galvanized barb or steel wire. In reply to a question by his Honor, witness stated that the finer wire would be damaged more by rust than a coarse wire.

Cross-examined by Mr. La Fleur, witness swore that to the best of his knowledge it is the custom among Montreal merchants to insure all such perishable goods against all risk. But outside his own experience, witness could not cite an instance to prove this.

G. S. Pelton, commission merchant in hardware and metal goods, was next called and sworn. From a business experience extending over 25 years he was positive that a Montreal business man would expect a policy against all risk on a consignment of hay-baling wire owing to the fact that it is peculiarly liable to damage by rust. An all risk policy would be expected on such goods

as galvanized barb and steel wire, but not on pig iron, pig lead, etc. "It is my constant practice," said the witness, "to insure perishable goods of that nature against all risk. My training has taught me to do so, but I can not make a general statement as to the practice of all other business men."

W. L. Haldimand, manufacturers' agent in hardware, was next called. Witness stated that his experience extended over a period of 28 years. He had had experience with perhaps half a dozen c.i.f. contracts during the last year.

"What insurance would be expected according to the custom of the trade upon annealed hay-baling wire unvarnished, under contract c.i.f. Montreal?" inquired counsel for plaintiff.

"I cannot answer for everybody. I don't sell wire myself, but I sell goods

which I consider to be equally perishable. I always insure them against all risks. I would not consider any other insurance adequate."

Witness stated that the goods to which he referred were cast iron tinued hollow ware. He quoted c.i.f. and his principals attend to the insurance.

A McFarlan was the next witness. He is a manufacturers' agent with a business experience of 15 years. Had sold goods on a c.i.f. basis. Asked what insurance a buyer would expect under a c.i.f. contract Montreal, he replied that on goods which would be damaged in any way by water the buyer would expect a policy against all risks. His own experience was that full insurance would be expected in all such cases.

Cross-examined by counsel for defence witness stated that in selling goods he does not specify the kind of insurance, but goods likely to be damaged by water are insured by his English principals against all risk.

The court then adjourned until Wednesday, December 9.

When the court resumed on Wednesday, December 9, G. S. Pelton was recalled. He produced certain contracts to which he referred in his evidence on Monday. Questioned by counsel, he stated that when no special instructions are given, his principals take out full insurance against all risks on perishable goods of the nature of the annealed hay wire in question. This is the understanding on which he does business for them, but witness could not recall any special agreement to that effect.

The following question was asked by his Honor:

Q.—"When you sell annealed hay wire unvarnished c.i.f. Montreal, do you expect your principals to insure with particular average?"

A.—"Certainly; against all risk."

Q.—"Are you able to say that that is the usual course of business in Montreal?"

A.—"It is so far as my own business is concerned."

Charles Ross, marine insurance agent, was the next witness called by the prosecution. Witness stated that he had had 12 years' experience in Montreal and frequently has occasion to underwrite policies on imports from England.

Q.—"Do you know the kind of insurance which, according to the custom of trade in Montreal, would be effected in the case of a consignment of annealed hay wire unvarnished c.i.f. Montreal?"

A.—"A particular average policy

would be procured. It would be insured in England."

Q.—"Against all risk?"

A.—"Against all risk."

Q.—"If done in Montreal?"

A.—"Against all risk, if done in Montreal."

Q.—"What would be the proper form to cover a c.i.f. contract for annealed hay wire unvarnished in case no special instructions were given?"

A.—"If Mr. Lomer had applied to us in this case without specifying the kind of insurance wanted, we should have given him an all risk policy."

Cross-examined by counsel for defence, witness stated that it is not the case that an f.p.a. policy is issued on such goods unless special instructions to the contrary are given. When there is no special agreement, it is the custom to cover goods from Canada to England with an f.p.a. policy. But goods from England to Canada are covered by a particular average policy in all such cases. Witness was quite certain that the English custom is followed here with regard to shipments from England to Canada. A man may have his choice of policies but custom was as stated when no particular specifications were made.

Witness stated that the difference in the cost of the two kinds of policies is about 20 per cent. There are different rates for different lines of steamers, but 20 per cent. is about the average difference.

James G. Bell, manufacturers' agent in iron, steel, metals, and tinplates was the next witness for the prosecution. Witness stated that his business experience in Montreal extended over 15 years. He sells goods nearly every day on a c.i.f. basis Montreal or west.

Q.—"Do you know the custom of the trade as to the kind of insurance expected under a c.i.f. contract?"

A.—"Yes; for wire or tin plates liable to damage by salt water the policy is all risk."

Q.—"What kind of policy on annealed hay wire unvarnished?"

A.—"The policy would be against all risk."

Witness stated that this would be the case whether the insurance was effected here or in England.

Cross-examined by counsel for defence, witness stated that the last sale which he made c.i.f. was in October. He was ordered by the court to bring several contracts mentioned (one of which

(Continued on page 22).



Send for both Fire
Arms and
Bicycle Catalogues



A Trade Mark that
constitutes a
Guarantee of Value

Whether Gun, Revolver or Bicycle, no matter when made, so long as it bears the name of Iver Johnson, the fact constitutes a guarantee of value, as dating from the year established, 1871, it has been our irrevocable, unchangeable and fixed policy never to let anything pass our inspection and shipping departments that is not commercially branded—

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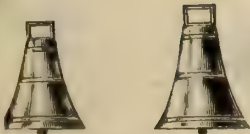
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37-39 West Front Street, **Toronto.**

SLEIGH BELLS, Etc.



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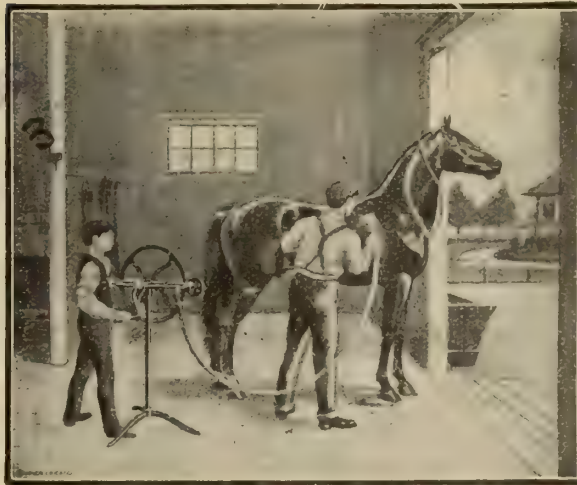


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Team Bells.
Stamped Steel
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The "New Chicago" Horse Clipping Machine—1902.
No belts to slip. Positive power. It has a rigid base, tubular up-
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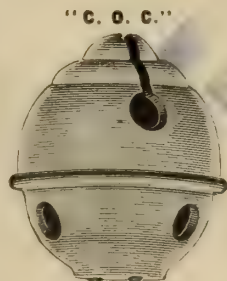
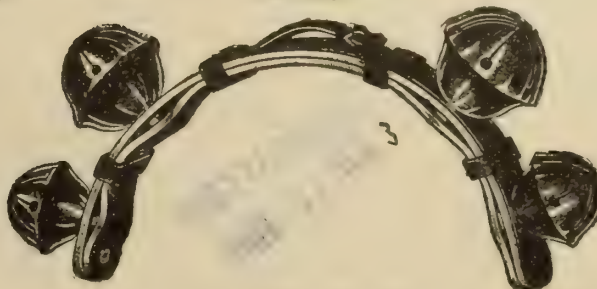


All gearing cut from solid metal (not cast).



Top Band Sleigh Bells.
3 and 1 Bells.

Swedish Sleigh Bells.
With Straps.



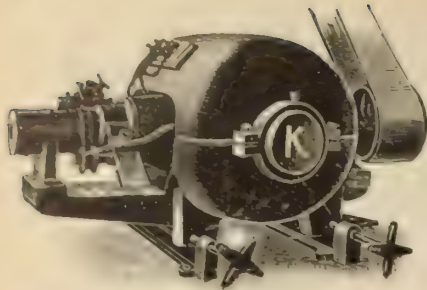
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WE ship promptly

GRAHAM NAILS ARE THE BEST.
Factory: Dufferin Street, Toronto

OUR prices are right



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Manufacturers of Dynamos and Motors for all purposes, both direct and alternating currents. Special attention given to repairs.

Office and Works, 219-221 Queen St. East, Toronto.
Phone Main 1251. Estimates cheerfully given.

"THE PEERLESS"

is the best Bolster Spring ever produced. A fine line for the hardware trade. Write Us for Prices



JAMES WARNOCK & CO., - GALT, ONT.

The Canada Screw Company

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ASK FOR OUR . . .



RETURNED

MAR 12 1904

Cut Book 16

Page 72

Ans.

Wood Screws,
Machine Screws,
Tire Bolts,
Stove Bolts,
Rivets,

Wire Nails,
Screw Eyes,
Screw Hooks,
Gate Hooks
and Eyes.

**SPECIALS
OF
ALL
KINDS.**

The Satisfaction of Knowing

when buying any article, that you have the best, certainly counts for something

When Buying a Scale.

To experience this satisfaction you must buy a Fairbanks. Then you know

That you have the Best.

THE NAME "FAIRBANKS" ON A SCALE
STANDS FOR ACCURACY,—DURABILITY AND SENSITIVENESS.

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AUG .4 1904



A cheap scale which is
A LITTLE OUT
will soon eat away profits and make
you financially
A LOT OUT.

SEND FOR OUR SCALE CATALOGUE.

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Cut Book 22

Page 15

Ans.



THE FAIRBANKS COMPANY,

MONTREAL

TORONTO

VANCOUVER

WINNIPEG

MACHINERY

ACCIDENTS TO ELECTRICAL MACHINERY.

THE recent report of M. Longridge, chief engineer of the Engine, Boiler and Employers' Liability Insurance Co., England, has some account of various accidents to electrical machinery, and a number of these are of quite general interest to owners of a rapidly increasing type of factory equipment. An open type, two-pole, underhung dynamo was run at 430 revolutions per minute. While the machine was at work a wood screw, one inch long, got between the magnet pole and the armature, cutting the insulation and short circuiting several of the wires. The manner in which the screw got to the machine was not known with certainty and there were no screws of the kind used near the dynamo. It may have been pulled out of a workman's pocket with a handful of waste, have fallen unnoticed on the floor and rolled or been kicked under the machine. A piece of wire gauze was later fitted across the gap between the lower horns of the pole pieces. Another case was that of a two-pole dynamo of similar type and run at a speed of 700 revolutions per minute. A small wrench carried carelessly near the machine was drawn against the armature and short circuited some of the conductors.

An instance is given of the failure of a dynamo which was used alternately for lighting and charging a storage battery. The armature was short circuited by reason of the breaking down of the insulation and several of the wires were completely burnt through. The dynamo stood close to a door leading into the battery room and the acid fumes from the battery had destroyed the cotton covering of the conductors. The corrosion would not have been so certain if automatic doors had been placed between the two rooms or some such method applied of preventing the fumes from entering the dynamo room.

Some of the electrical troubles were due to faulty erection or construction of the machine and on this account were

not to be charged to those in control later. An instance of the former was in the case of a motor having the main cables and brush leads connected to brass terminals. The terminals were screwed into wood plugs driven into the magnet yoke. The yoke became short-circuited to one of the terminal screws and an examination showed that the threaded end was burt badly and the wooden plug charred. The point of the screw had been so near the iron of the yoke that the increased pressure had forced the current across the or the plug had been gradually carbonized by sparking and had become a sufficiently good conductor to carry the current under the severe pressure from terminal to yoke. The current in this case was supplied by a three-wire system which had a grounded middle wire and the frame of the motor was also earthed. A similar case developed with a 3-horse-power portable motor in a shipyard. A terminal screw put in to carry a fuse, projected through the slate base and touched the motor frame.

These are characteristic of the troubles from faulty erection, but there are others which come nearer to the designer. An armature was found rubbing against the pole pieces, an investigation following the blowing of a 48-ampere fuse, the motor being rated to take 35 amperes at 400 volts. Examination revealed a fracture of the Armature shaft at one of the grooves cut to prevent the passage of oil along the surface. The groove, though less than 1-16 inch deep, was sufficient to start a fracture which gradually extended across the shaft and practically at right angles to the axis. "This is a typical case," says Mr. Longridge, "and is mentioned in the hope that it may induce manufacturers to refrain from introducing such an obvious source of danger into their designs. What would be thought of an engineer who deliberately cut such a notch in each rail laid down to carry traffic on a railway?"

The breaking of the commutator ends

of the armature coils on a 4-horse-power crane motor was in the same class. The armature, on being taken down for repairs, showed that the spider was carried on a gun metal sleeve threaded on the shaft, and both sleeve and spider were held against a collar by a nut, the friction of nut and collar being relied upon to prevent the armature turning on its shaft. The slackening of the nut had freed the armature and thrown the strain upon the connections at the commutator.

The report tells of instances of the wear of steel by a softer metal, which come under the notice of the company during the year. One of these is in the case of a two-pole motor. This was a 2-horse-power machine at 1,800 revolutions per minute and was 31-2 years old. The motor on being started up one morning surprised the attendant by a rotating armature at the same time that the pulley on the end of the shaft remained stationary. The shaft had broken in the bearing at the pulley end, a groove had worn in the shaft deep enough to cause the break. The fracture took place where the ring oiler was located and had apparently been caused by the brass ring. The ring was found to be in good condition and free from wear. A sample of the oil was obtained and analyzed to ascertain whether it contained an acid which might have an injurious effect upon steel but none was found.

A number of cases where improper connections have been made from dynamos to motors are described. One of these had the rheostat short circuited across the lead wires and the motor and resistance switch were installed by the workman in charge of them afterwards. He acknowledged to the inspector that he could not see the use of the rheostat but "it had to go somewhere." Pendants touching gas pipes, connections to wrong ends of rheostats, thin brushes on commutators, loose and broken wires, imperfect contacts in switches, etc., contributed to the inspector's anxieties according to the report—Iron Trade Review.

Economic Lubricants.

IT is a strange and unaccountable fact that a great number of mill owners and machinery men seem to be utterly indifferent as to the quality of the lubricants which they use. Costly machinery is often utterly ruined and never gives absolute satisfaction because the owners are content to use anything that appears to be grease. The necessity of using some kind of lubricant is regarded as a necessary evil and they buy the cheapest oils and greases offered, without paying any attention to quality. Such policy results every year in the destruction of much costly machinery. Cheap lubricants are the most expensive in the end.

Recognizing a growing demand for first-class lubricants the Economic Lubricant Co., of Montreal, was formed in February, 1902, to manufacture and sell a new line of oils and greases. Their lubricants has now been on the market over two years and the increasing demand for it is an eloquent and convincing tribute to its worth. In that comparatively short time it has secured an extensive use among the mills in the Ottawa Valley. The engine oil, valve oil and hard grease have also been used on the Grand Trunk locomotives and in a little booklet issued by the Economic Lubricant Company are no less than seven very appreciative testimonials from Grand Trunk engineers. Engineer Gee, Johnson states that he ran engine 983 on the International Limited, 1,800 miles with one cupful of Hard Grease. He examined it at each trip and could have run more miles, but thought this a satisfactory test. A number of other very appreciative letters are printed, among them one from the Laurie Engine Company.

In describing their lubricants to "Hardware and Metal," the company stated that they attribute their excellence to the fact that they use "Lanoline" as a basis. Mineral oils contain very little lubricating qualities and hence it has been the custom to use either tallow or degreas in compounding goods. The objection to this practise is that tallow and degreas contain more or less acid, which is injurious to machinery.

"Lanoline," which the Economic Lubricant Company use as the basis of their lubricants is manufactured from animal fat and makes a splendid lubricant on account of its viscosity. An analysis of it made by Professor Hersey, analytical chemist and assayer,

shows that it contains practically speaking, no acid.

The lubricants stand a high fire test and, what is equally important in Canada, a zero cold test.

Probably the best guarantee of excellence which the public can have is the fact that the company employ the best chemical and mechanical experts that can be secured. Their goods are therefore compounded with an accuracy to requirements of practical men and experts.

Not only do the Economic Lubricant Company offer a new line of goods; they also give their customers an entirely new method of applying lubricants. Every machinist knows that only a small percentage of oil or grease is actually used on a bearing. A great part is wasted on the floors and walls of the mill. To reduce this waste the Economic Lubricant Company offer a new method of application which reduces the waste to a minimum, keeps the plant clean and enables users to secure lower rates of insurance.

The selling department of the Economic Lubricant Company consist of practical mechanics who will make practical tests in any mill. They have had practical experience in various mills throughout the country, and they should be able to give mill employes many valuable hints. No charge is made for such demonstrations.

In addition to their oils and greases, the Economic Lubricant Company manufacture a babbit metal known as "Jaeana." It has been found that bearings which are mechanically wrong use large quantities of lubricant, and are a constant worry, besides being very dangerous. This is caused, to a very great extent, by the use of poor babbit metal. The "Jaeana" babbit is warranted by the company to give satisfaction.

Readers of "Hardware and Metal" may readily obtain further information as to these new lubricants by writing The Economic Lubricant Company, 29 Wellington Street, Montreal.

Their Toronto Office Ready.

The Fairbanks Co., Montreal and Toronto, have now their Toronto offices stocked up with a full line of scales, trucks, machine tools, gas and gasoline engines, transmission goods, engineers' brass goods, Fairbanks' ashstos disc valves and blow-off cocks, pipe and fittings, machine-shop and mill supplies.

Any machinist, foundryman, mill owner

or hardware merchant who is interested in the lines carried by The Fairbanks Co., are invited by Mr. C. J. Brittain, manager of the Toronto branch, to call in and examine the display made.

Modern Workshop Methods.

THE Sampson Low, Marston & Co., Limited, London, Eng., have issued "Modern Workshop Methods," by Robert Grimshaw, author of "Steam Engine Catechism," "Shop Kinks," and other technical works. This new work is a compilation from the modern shop practices, both in Europe and America. The practical hints must be of much service to mechanical engineers and practical mechanics. For instance, a chapter on "Lathe Work" gives a comprehensive idea of recent improvements in the machine and the work it can do. In addition many new and useful appliances and tools for use with the lathe are described and illustrated.

A chapter is devoted to improved milling apparatus which has met the approval of experts, and appliances constructed to meet the demands of scientific planing respectively. Devices for boring and drilling machines, tapping, chapers, etc., besides a number of entirely new tools are described and illustrated. There are timely hints on punching and stamping, and a thousand and one suggestions to the mechanic on how to do a difficult task with a minimum amount of difficulty. A valuable feature of the book is the numerous cuts and descriptions of mechanisms and devices for lubrication and hardening, pumps and hydraulic presses. The author's motto has evidently been to "prove all things: and hold fast that which is good," and he has culled a veritable mine of interesting and useful information from what must have been an uncommonly thorough study of the workshop.

Will Develop Power.

The town of Calgary proposes to develop electrical power at the Mananski Falls, on the C.P.R., 54 miles west of the town, and to transmit it to the town for municipal lighting purposes and for the operation of the water-works plant. It is estimated by R. J. Parker, Toronto, consulting engineer of the town, that there is 25,000 horsepower available at the Falls, and of this Calgary proposes to use ultimately 10,000 horsepower, although at first only 5,000 horsepower will be transmitted to the town. It is estimated that a plant necessary for the development, generation and transmission of 10,000 horsepower will cost \$500,000, while for half that power the cost will be \$250,000.

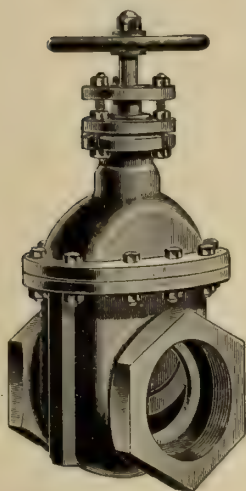
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Made of BRASS or ALUMINUM.

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STENCILS, STEEL STAMPS,
RUBBER STAMPS, ETC.**Hamilton Stamp & Stencil Works,**

HAMILTON, ONT.

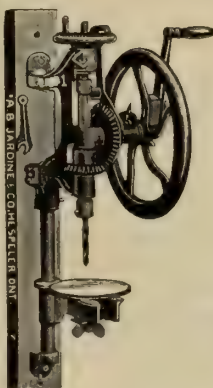


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Good**VALVES**Write for Catalogue
It tells all about
them.**The Kerr Engine Co.**

LIMITED

Walkerville, Ont.

TRADE MARK
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REGISTERED**Blacksmiths'
Hand
Drills.**The very
best.**A. B. JARDINE & CO.
HESPELER, ONT.****“Say, Friend,”**

your aim should be to start up for yourself.

Why Workfrom morn till night for somebody else instead of
pushing a business for yourself and thus reap the full
profit of your labor?**We Will**start men of ability and good character in every
County in the Dominion.

WRITE FOR PARTICULARS TO

The Empire Machine and Metal Stamping Co.

Limited

1012 Yonge St. - TORONTO,

Canadian Metal for Canadians.**IMPERIAL BABBITT.** — Perfect anti-friction, no matter what the speed or the
crushing weight. Satisfactory wherever and whenever used. Why experiment with new
and foreign-made metals, when a Canada-made, thoroughly tried and absolutely reliable
metal is at your command?**THE CANADA METAL CO.,** WILLIAM STREET, **TORONTO**

CAP SCREWS.

SET SCREWS.

Square and Hexagon

COLD PRESSED NUTS

FINISHED.

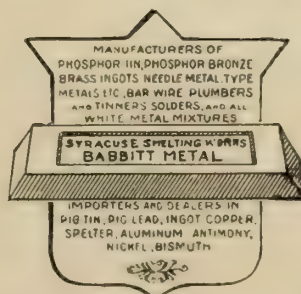
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Canada Foundry Company,

LIMITED.

Head Office, **TORONTO, ONT.**District Offices — Montreal, Halifax, Ottawa, Winnipeg
Vancouver, Victoria, Rossland.**Use Syracuse Babbitt Metal**

IT IS THE BEST MADE.

Wire, Triangular and Bar Solder, Pig
Tin, Lead, Ingot Copper, Ingot Brass,
Antimony, Aluminum, Bismuth, Zinc
Spelter, Phosphor Bronze, Nickel, etc.,
always in stock.

FOR

Paper and Pulp Mills,
Saw and Wood-Working Machinery,
Cotton and Silk Mills,
Dynamos, Marine Engines,
and all kinds of
Machinery Bearings.Canadian Works, Montreal, P.Q.
American Works, Syracuse, N.Y.
Head Office American Works, 94 Gold St., New York.**SYRACUSE SMELTING WORKS**

MACHINERY AND ELECTRICAL NOTES.

The new dynamo for the civic electric plant at Strathroy, Ont., has been delivered.

The Imperial Varnish and Color Co., Toronto, are installing a ball pulverizing mill.

The town of Brockville, Ont., is going to expend \$25,000 on the improvement of the electric light plant.

A company is installing a plant at Coleman, B.C., to secure an output of 2,000 tons of coal daily.

The Walkerton Hosiery Co., Walkerton, Ont., are making improvements and will put in new machinery.

The Canada Corundum Co., Hamilton, have decided to start manufacturing all kinds of grinding machinery.

The Sutherland Fence Manufacturing Co., Sarnia, Ont., are installing machinery in their new works.

The Dominion Cotton Company at Mageog, Ont., are installing an auxiliary steam plant to cost about \$15,000.

The New Hamburg Manufacturing Co., Waterloo, Ont., are preparing to build threshers and traction engines.

The Lakefield Milling Co., Lakefield, Ont., have installed a dynamo and now make their own light for their large mill.

Extensive repairs are being made to and new machinery is being installed in the plant of The Collins Bay Mining Co., Collins Bay, near Kingston.

The A. R. Williams Machinery Co., Toronto, have just received a car load of machinery from the MacGregor, Gourlay Co., Limited, Galt, Ont.

It is expected that the new machinery at the Woodstock, Ont., power house will be installed in a few days, and the complete plant will be in operation within two weeks.

W. H. Banfield & Son, machinists and die makers, Toronto, are busy at the present time on a contract with The T. Eaton Co., on the brass framework for a large number of order books.

The electrical firm of Bennett & Moncel, St. Peter Street, Montreal, have dissolved partnership. Mr. Moncel continuing the business. Mr. Bennett has started up business on St. James Street.

The W. J. Bradley Machine Co., Toronto, have obtained permission from the city to establish a foundry at 785 King Street west, where they intend to commence the manufacture of small castings.

Herbert L. Dunn, and other Toronto capitalists propose to construct and

operate a 28-mile electric railway through the fruit lands between St. Catharines and Niagara-on-the-Lake. Local assistance is asked.

The Manitoba Iron Works, Limited, have recently turned out of their shops the two largest boilers they have yet built. The boilers were for the new brewery being erected by the Milwaukee Brewing and Malting Company at Fort Rouge, Man.

The Grey and Bruce Cement Works at Brooke, near Owen Sound, Ont., have closed down for five or six weeks for the purpose of overhauling the machinery and installing new. It is the intention of the company to double the present capacity of the plant.

The H. W. Petrie Machinery Company, Toronto, have just received a car load of machinery from the London Machine Tool Company, London, Ont., for whom they are agents. Petrie is handling more of the machinery manufactured by this company than formerly.

The Lake Erie and Detroit Railway propose erecting repair shops, etc., at St. Thomas, Ont., at a cost of \$125,000, of which \$50,000 will be for machinery. St. Thomas citizens will vote on a by-law to grant a \$20,000 bonus and 10 years' exemption, which by-law is expected to carry handily.

The Mayor of St. Catharines, Ont., has concluded a contract with the Catar-

act Power Company at Niagara Falls for the delivery of electric power to that city 10 per cent. cheaper than it is delivered at Hamilton by the same company. The reason for this is that St. Catharines is nearer to the source of power. The amount of power delivered at that rate will be 1,000 horse-power.

It is said that the Electric Development Company, which was incorporated to develop electric energy at Niagara for the Toronto and Niagara Power Company, will erect one of the largest power-houses on the continent. The building will be 425 feet long by 200 feet wide and will be constructed of solid granite. The estimated cost is \$400,000. The plans and specifications are being prepared by E. J. Lennox, Toronto.

A dispatch from Peterboro', Ont., says that R. J. Chown and Wm. Hartley both connected with the Auburn Woollen Mills in that town, have just been granted United States patents of an improvement on warping reels which it is claimed by the inventors will revolutionize the weaving of woollen goods. Arrangements are being completed with the Davis Furber Company of North Andover, Mass., for the manufacture of the machines in the United States.

There is a proposition being considered to develop water power at Mississippi Falls and transmit the power to Kingston, a distance of 50 miles by means of the electric current. It is thought possible to generate 10,000 horse-power.

UNDER THE WINDING-UP ACT IMPORTANT SALE BY TENDER of Buildings, Plant, Mining, Tunnelling, Quarrying, Hoisting, Machinery and Supplies OF THE JAMES COOPER MANUFACTURING CO. (IN LIQUIDATION) Limited, AT ROCKFIELD, NEAR MONTREAL.

Under authority granted by the Court, the liquidator of above estate asks for tenders at a rate on the dollar of the inventory value of the following properties:

- MACHINE SHOP** 100 x 400 feet, containing 20 ton electric crane, boring mills, lathes, planers, milling machines, turret lathes, radial drills, etc., etc.
- FOUNDRY** 100 x 200 feet, containing 20 ton electric crane with 5 ton auxiliary, also pneumatic elevator, blower, generators, etc., etc. Everything in the above shops operated by electricity.
- PATTERN SHOP** 80 x 160 feet, equipped with modern wood-working machinery.
- FORGES** 100 x 100 feet, containing two steam hammers of 800 and 2,500 lbs. respectively, and 5 forges.
- POWER HOUSE** 80 x 160 feet containing air compressor and a direct-connected generator. buildings all new and up-to-date.
- PLANT** All plant, tools and machinery of the newest and most approved designs.
- STOCK** A large assortment of air compressors, air and steam drills, coal cutters, crushers, hoisting engines, boilers, air receivers, ore cars, ore buckets, etc., etc. (complete and in course of construction.) Duplicate parts and general supplies.

The above properties comprise a superficial area of about 600,000 square feet, having a frontage of about 1,000 feet on the Lachine Canal. There is a complete system of standard gauge tracks on the property, connecting with main lines of Grand Trunk and Canadian Pacific Railways. Also a 24-inch gauge track serving the various departments.

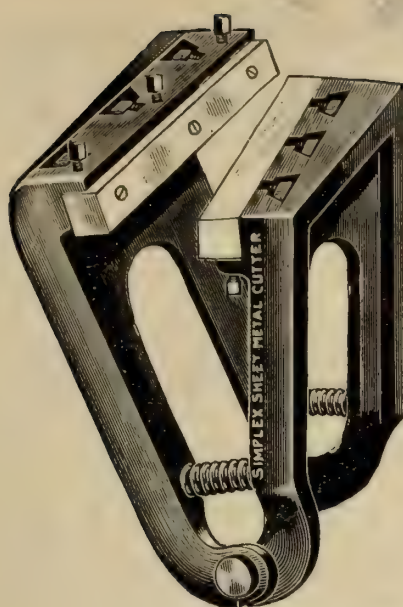
Plans of the property, together with inventories, and all other information required can be seen at the office of the Company, or of the liquidator.

Tenders will be received up to Monday, December 28th, 1903, addressed to the liquidator, and marked "Tenders James Cooper Manufacturing Co., Limited."

The highest or any tender not necessarily accepted.
Office of

G. A. SAVAGE, Liquidator.

SAVAGE & FISK, Chartered Accountants, Christine Building, Montreal.



3 20
F. W. Lamplough & Co.
Machinery

Simplex

Sheet

Metal

Cutter

FITS ANY VICE
CUTS LIKE A DIE

F. W. Lamplough & Co.

Montreal.

MADE IN CANADA



Stitched Cotton

Duck Belting

Superior to all others.

FOR

**Agricultural Machines, Elevators,
Pulp and Paper Mills, Cotton, Woollen,
Cement and Saw Mills, Machine Shops
and Electric Powers.**

MANUFACTURED BY

DOMINION BELTING COMPANY

Limited

HAMILTON, CANADA.

USE OUR

"MAPLE LEAF BELT DRESSING"

Craig Mine



Crystal Corundum.

NOT ADULTERATED WITH EMERY.

Has an effective hardness of 9, as compared with 10, of the diamond. Wheels made from it do from two to five times the work of emery wheels. Why? CRAIG MINE CRYSTAL CORUNDUM has 95 per cent. to 98 per cent. compared with emery's 30 per cent. to 40 per cent. of crystalline alumina—the only part of emery that cuts.

Emery rubs and burns.

Craig Mine Crystal Corundum cuts fast and cold.

Our booklet will explain.

The Canada Corundum Company, Limited
TORONTO, CANADA.

In manufacturing our brown and manilla

Wrapping Paper

we keep in mind the use to which it is put when made. Therefore we give it the durability, weight and strength that makes it very reliable and satisfactory.

Canada Paper Co., Limited

Toronto, Montreal and Windsor Mills, Que.

To Manufacturers' Agents

Hardware and Metal has inquiries from time to time from manufacturers and others wanting representation in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of inquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

HARDWARE AND METAL
Montreal and Toronto

"Telephone City"

Air-Tight, Top-Draft Wood Stoves.



Many New and Valuable Features.

Workmanship, material, and working qualities guaranteed

Prices, \$4 to \$12, FIVE SIZES

Dealers and Customers Delighted.

Prompt Delivery

Manufactured only by

TELEPHONE CITY STOVES, Limited,

HENRY YEEH, Pres. and Manager,
BRANTFORD, Canada.

(C.I.F. Case continued from page 11). was with the Canada Hardware Company when court resumed after lunch.

Mr. William Tunon, a representative of an English hardware manufacturing house, was the next witness for the prosecution. He was not familiar with c.i.f. customs in Canada, but stated that his firm always undertake to deliver goods sold c.i.f. in perfect order or suffer any loss they could not collect from the insurance companies.

Mr. Charles Ross, recalled, said that it very seldom happens that a company made a written application for a policy. They come in to the insurance office, give particulars as to goods, and the insurance company make out the policy. If a company asked for a policy on annealed hay wire unvarnished and made no stipulations as to kind of insurance wanted, witness said he would issue a policy against all risk.

Mr. A. M. St. Arnaud, manager of Canada Hardware Company, was then recalled. From his evidence as to the extent of the loss it appeared that half the consignment was damaged, and at time of entering suit the damage on that half was estimated at 35 per cent. The undamaged half had been sold. Counsel for defence wished to trace the wire which had been sold, but witness said this would be a long and tedious task and might be impossible. He sells wire gathered from various sources and in the case of particular sale he could not say which wire was supplied. There was a long dispute between counsel, counsel for the defence claiming that witness should trace the goods as there was no proof that the damaged wire referred to is the wire purchased from Mr. Lomer. The court adjourned at 12.30.

Resuming at 2 p.m. Mr. St. Arnaud was again recalled, but no very important testimony was elicited. Mr. Bell attended with letter book and contracts which he had been ordered to produce. He cited three separate instances of goods being sold c.i.f.; two consignments were for Montreal and one for Toronto. In all these cases the insurance had been against all risk. This was not a new custom; it had always been his practice. Witness has an open policy book and has no special agreement with the insurance company as to the kind of insurance. In the three cases referred to, there was no special agreement with purchasers as to kind of insurance.

The evidence of Mr. Bell closed the case for the prosecution.

Some things about "C" Horse Nails.

There are some things every hardware dealer should know about Horse Nails—if he sells them.

(1) That the average size of horse nails used in Canada is No. 8, which count about 100 nails to each pound; or 2,500 nails to each 25-lb. box.

(2) That it requires 32 nails for a full set of four horse shoes, or an average of about one-third of a pound of the average size No. 8.

(3) That twenty-five cents per box affects the price one cent per pound; therefore when the farrier purchases a box of lower priced horse nails than the "C" brand, for every twenty-five cents less, he only reduces the cost of the third of the pound of nails used in shoeing a horse: **one-third of one cent.**

(4) Or look at it this way: A box of horse nails of the average size No. 8 will suffice to shoe 75 horses. The twenty-five cents therefore have to be spread over about one hundred dollars worth of work at the average price for shoeing in Canada.

Now for the application! Don't you as a business man think it is good policy to buy the best horse nails? In the case of the "C" brand you are assured that you are getting the best **"Made in Canada"** and more than the slight difference in cost in the superior quality, pattern and finish, and the longer wear and economy of the work done.

The "C" brand horse nail have been made by us for 38 years in Canada by the **"hot-forged"** process from the best Swedish charcoal steel nail rods. Our processes for pointing and finishing are not used by any other Maker in Canada.

Your kind preference for our "C" brand is solicited and will be appreciated by us.

You will find as all others do, that they are in a class by themselves, as they are in price.

Canada Horse Nail Company, MONTREAL.

CANADIAN CORDAGE

& MFG. Co., Limited.

Manila Rope

of all kinds, from the largest
to the smallest.

Lath Yarn.



Binder Twine.



Sisal Rope

of all kinds, from the largest
to the smallest.

Shingle Yarn.



Binder Twine

OF EVERY
DESCRIPTION

MANILA, 650 ft. to the pound.
MANILA, 600 ft. to the pound.
MANILA, 550 ft. to the pound.
MANILA, 500 ft. to the pound.

Sisal

Standard.

For LOW PRICES and HIGHEST QUALITY
Wire, Write or 'Phone.

CANADIAN CORDAGE & MFG. CO., Limited
Peterborough, Ont.

TIN PLATES AND DUMPING.

WITH reference to the discussion in England with regard to the dumping of American metal goods in England, the following extracts from a recent speech of Joseph Chamberlain, to which our attention has been called by A. C. Leslie & Co., Canadian agents for John Lysaght, will be of interest. Mr. Chamberlain's remarks were as follows:

"There has been of late a very large importation of tin plate bars, of blooms and billets into this country, and into the ports of Newport and Cardiff. Two firms have been specially referred to in this district by the radical press as being concerned as receivers of these dumped goods. These two particular firms are Messrs. Lysaght and Guest, Keen & Nettelfold. Now, then, let me say, once for all, that 30 years ago I was a member of the private firm of Nettelfolds & Chamberlain; but 30 years ago I left that firm, and since then I have never had any connection with it, direct or indirect. I have never held a share, and I have no more personal concern in it, or knowledge of it, than the man in the moon. So much for Guest, Keen & Nettelfolds. I know nothing of their affairs, and I know nothing about the importation to which reference has been made in their case: but with regard to Messrs. Lysaght I am in a position to say something, because Messrs. Lysaght have been good enough, without any application from me, to furnish me with some interesting particulars concerning it. Mr. Lysaght has informed me that his firm recently bought something like 50,000 tons of foreign steel. He has bought it at a price something considerably below anything at which the same bars can be made in this district. Well, to that extent the tin plate trade has prospered: the raw material of tin plate has been purchased a little cheaper, but how much has the tin plate bar trade suffered? That is another story. I shall have time to deal with that in greater detail at Newport to-morrow. Meanwhile, in my judgment, Messrs. Lysaght are perfectly justified. As long as our system remains what it is, every manufacturer must buy in the cheapest market. If he does not he will lose his trade: either his own competitors or foreign competitors will buy under his price, and will shut him out of the trade, and therefore I do not in the least blame any person or any corporation who buys these dumped goods as long as we allow them to be sold under cost in this market. It is our fault—the people of this country, the statesmen of this country: it is not the fault of those who temporarily profit by it. But Mr. Lysaght goes

on to say, and I call your, I call Sir William Harcourt's attention to this—he says: 'My firm would willingly sacrifice any advantage that they may gain at times by getting American or German bars free of duty, for the sake of an arrangement with the colonies to give our iron a preference over that of foreign countries.' Now, see what that means. There you have Sir William Harcourt protesting that the tin plate trade depends upon dumped steel. In my opinion the tin plate trade would not be in a healthy condition if that were true, because any trade which depends ultimately upon having purchased goods below their cost can never hope to permanently succeed: it may be profitable for the moment. Here you find a man who may not be a member for a county, but who, as a business man, a representative of one of the largest firms in the trade, is a much better authority, saying that of the two policies he would prefer a reasonable tariff of preference with the colonies to the alternative policy of purchasing dumped goods to which he is now reduced. But can you not see that there is reason for that? I do not know whether it is Mr. Lysaght's reason, but, at all events, it is a good one."

READY FOR REPEAT ORDERS.

Telephone City Stoves, Limited, Brantford, Ont., write that they have now succeeded in filling their orders and can make prompt shipment of repeat orders. They regret that initial difficulties and unexpectedly heavy orders caused some delay in making shipments during the past three months. The stoves have been well received, one dealer recently wrote "We could not be better satisfied, great heater, holds fire and pleasing in appearance. Customers greatly pleased."

NOTES OF THE TRADE.

Canadian stove manufacturers in general report a wonderful business this fall. To this general rule The Record Foundry and Machine Company are no exception. From their headquarters at Moncton, N.B., they are shipping now over 500 stoves per week and find that these are not sufficient to supply the demand. These stoves are going to points in the Maritime Provinces, Quebec and Ontario. The company have not yet invaded the North-West but, as was mentioned in a recent article, it is their intention to supply that large and promising field from their new foundry in Montreal.



Wire-Cone Incandescent Toaster

Only perfect Bread Toaster for Gas or Gasoline Stoves. No smoky taste to bread toasted on this toaster. Write for prices.

H. O. Edy, Montreal. E. T. Wright & Co., Hamilton.
HARKINS & WILLIS,
Manufacturers and Inventors, ANN HARBOR, Mich.

Apply all the tests to

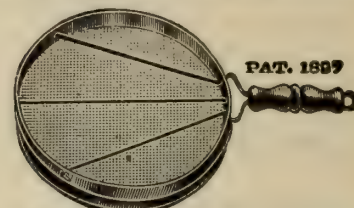
STERNE'S ASBESTOS CEMENT

and it will fill the bill every time.

Whether for durability or economy, satisfaction to the user, or saleability, it never fails to meet every requirement. Write for samples and prices.

Manufactured by G. F. STERNE, Brantford.

For Sale by: J. H. HANSON, Montreal
BATTY STOVE & HARDWARE CO., Toronto.

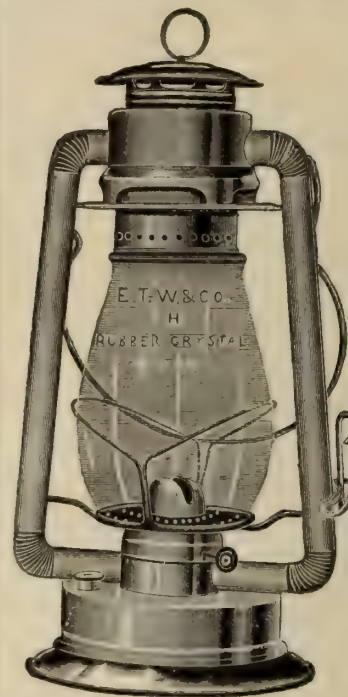


The FAIRGRIEVE GAS TOASTER

Retails at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.

THE FAIRGRIEVE MAN'FG. CO.,
295 COLLEGE ST., TORONTO.

U. S. Branch: 289 Jefferson Ave., DETROIT.



When placing your order for Lanterns, ask for **WRIGHT'S Cold Blast Lantern**, which is the only genuine Cold Blast Lantern made. They are the best, and we will guarantee prices against all other makers for this season and for next.

E. T. Wright & Co., Manufacturers, Hamilton and Montreal.

RETAILERS and ELECTRO-PLATING.

Get your customers to commit to you for replating their shabby silverware. Then communicate with me to find out what it will cost to restore to original beauty these pieces. You will make some money; so will I, and your customer will pay the bill cheerfully.

D. SUTHERLAND

112 Church Street, TORONTO

When you are tired of the continual kicking of your customers at the poor results they are getting from the stoves you supply them write us and we will tell you all about the

Imperial Oxford Range

The range that is giving such good results in so many homes—building up business for so many merchants—the range every one acknowledges is all right. Write us to-day.

The Gurney Foundry Company, Limited.

Toronto

Winnipeg

Vancouver

The Gurney-Massey Company, Limited,

Montreal.

Wall v. Floor Registers

—Wall Registers cause no damage to the carpet; floor registers do.

—Wall Registers collect no dust; floor registers do.

—Wall Registers are sightly; floor registers are not.

Wall Registers require but one-half the number of basement pipes, elbows, angles, collars, dampers, etc., that floor registers require. Hence are vastly more economical to install, in labor and material, and in heat distribution,—that is, in fuel consumption.

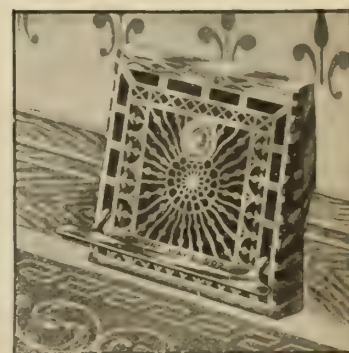
The New Way v. The Old Way.

Are you persuaded? Send for our complete Catalogue. There are differences in side-wall registers. The **JONES** stands **first** by the consent of both Canada and the United States.

The UNITED STATES REGISTER CO., Limited

61-63 E. State St., BATTLE CREEK, MICH.

Canadian Representative: CHARLES D. CHOWN, Kingston.



Showing a Jones Register placed in wall.



THIS CUT shows the JONES Register with deflector set, allowing 78 square inches (the area of a ten-inch pipe) to be delivered into the first floor room and the full capacity of the wall pipe to the second floor room.

Window and Interior Displays

Timely Hints
and Suggestions.

Christmas Windows.

THE hardware merchant must for the next two weeks dress his windows with a sole thought—the holiday trade it will bring him. In fact the month preceding Christmas is not too long a time to devote to windows for presents. The public is year by year, buying Christmas presents earlier than ever before, and to get in late with suggestive displays means that many sales are lost through the supplies having been already purchased.

It will pay to have all the clerks suggest possible Christmas presents. Make a memo. of the suggestions, and arrange the windows to show these articles, with

few moments thought will show that with skates, silverware, cutlery, carpenters' tools, lamps, sleds, and various other lines, he possesses the facilities for valuable suggestions to the present-seeker. The skate window is always attractive to the small boy, and the young man and woman, and admits of many striking arrangements. Cutlery displays are receiving more attention than ever, and a lamp always makes an acceptable present.

These displays should be varied very frequently just before Christmas, every third or even second day being not too often. People get accustomed to seeing new displays, and look for them whenever they pass. Their mind is therefore open

valuable by the wording: "Just what the boy or girl wants most." These cards, if neatly printed and carefully placed, will attract attention to the desirability of the lines shown.

Don't let the stores selling dry goods, fancy goods, house furnishings, and books get all the Christmas business, but do your best to bring a great portion of it your way. There are many things in the hardware stock, that, if presented to the public as suitable gifts, will receive their share of the holiday patronage.

This Week's Illustration.

The cut shows a window in the store of E. M. Lapine, Buckingham, Que., and although appearing in the Summer time, contains nothing but what would be suitable for a Christmas window. The main part of the display is silverware, arranged on steps covered with paper. Around the sides were lamps and two clocks, and the base of the window showed alarm clocks and carving sets.

The white back-ground looked becomingly clean with the silverware, and the articles were not crowded on the steps, so that each stood out quite well. But the lamps could have been omitted from the display to give a better effect. The one line window is the proper one every time, and the addition of other lines rather spoils both. The photo as received showed a fault in the display of an assortment of goods on the sidewalk in front of the window. The glimpse of the interior also given by the photo, revealed, as far as could be seen, an extensive use of showcases, one of the greatest additions to the appearance of any store interior.

A correspondent writes to an exchange as follows: "Here is another way to keep frost off windows. Provide double glass, with air space between. Here, in the Northwest storm windows are used in dwellings by a part of the people and also by some stores. Dealers provide a space in front window, partitioned off from store, but with sash in top to admit light. The effect is very apparent—those windows which are double are always clear, while those that are single are on frosty days, more or less clouded. You are welcome to this information."



Silverware Window Shown by E. M. Lapine, Buckingham, Que.

perhaps a card or two included, drawing attention to their suitability for the holiday season. The hardware merchant may think that his stock is filled with articles too utilitarian in their nature to be suitable as Christmas presents, but a

to suggestions, and the window should be full of them.

Included in the display might be a card bearing the words: "A useful present for brother, father or son," or a skate and sled display could be rendered more

Have you
tried it?
Tried what?
**SELLING
MANTELS.**



This is in your line of business, and it will
pay you.

The Batty Stove & Hardware Co
76 YORK ST., TORONTO.



**J. M. MAST MFG. CO.'S
RAT and MOUSE TRAPS**

Strongest Traps Made.

Prices Exactly Right.

CANADIAN AGENTS
Edwin H. Grenfell & Co., London, Ont.

ROME means perfection in the manufacture of **Nickled-Plated Copperware**

A FULL LINE ALWAYS CARRIED IN STOCK IN WINNIPEG
WRITE FOR CATALOGUE, OR BETTER STILL, SEND US A SAMPLE ORDER

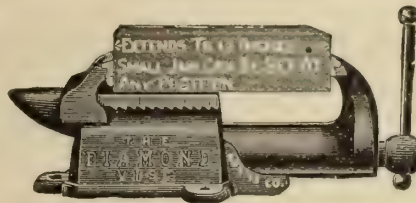
Coltart & Cameron

Special attention given to
warehousing and distributing
cars.

Manufacturers' Agents and Warehousemen,
141-143 Bannatyne Avenue, WINNIPEG.

DIAMOND VISE AND DRILLING ATTACHMENT.

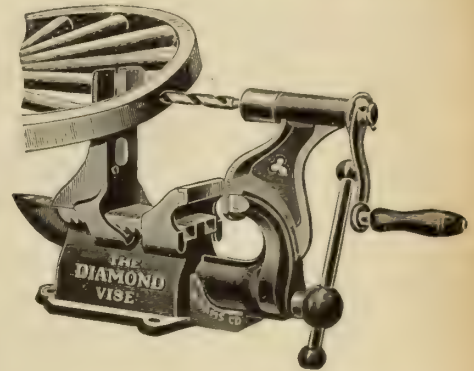
U. S. Patent Jan. 15, '95. Canadian Patent July 22, '95



JAWS are faced with steel $\frac{3}{4}$ inch wide, 4 inches long,
firmly fastened to jaw, checked and hardened.
VISE weighs 38 pounds. DRILL weighs 13 pounds.
For Sale by Jobbers of Hardware.

Made by—

The Adams Company, Dubuque, Iowa, U.S.A.
Made by Taylor-Forbes Co., Limited, Guelph, Ont.



ESTABLISHED 1860.

INCORPORATED 1895.

DAVIDSON'S MILK CAN TRIMMINGS FOR 1904.

This demonstrates the popularity of

Davidson's Patent Milk Can Bottoms

You should buy our Milk Cans and Trimmings,
because : our Broad Hoop Bottom has all the advantages
of a seamless bottom without the strain that spinning
entails. The rim is turned in with edge of bottom,
giving double durability and heavy rolled edges that will not tear factory floors nor waggons.

They have no air spaces (which make soldering difficult) but sufficient space is left between bottom
proper and rim to allow body of can to be inserted $\frac{1}{4}$ of an inch, making permanent joint.

Bottoms are thus sweated in with half the solder.

Bottoms are concave, draining to the centre, therefore are easier to wash out.

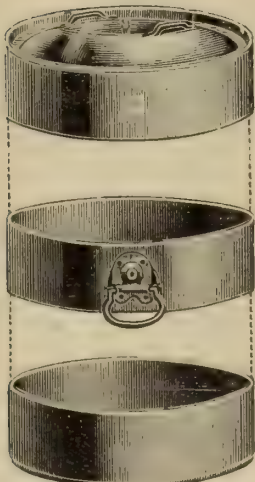
They will not corrode like those which drain to the side. They have flush side handles.

Top bands are "SHOULDERED" and have cut out at joint, making neater and cleaner job in half
time than with old style hoop.

Bottoms are rivetted to bottom hoop, as well as being rolled together.

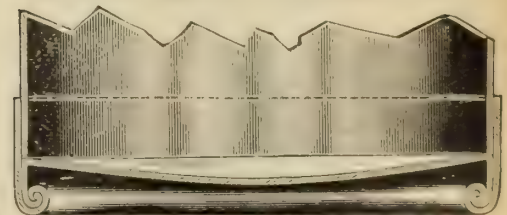
All bands have retinned edges.

For durability, finish and economy in making up, our Trimmings are unequalled.



BROAD HOOP PATTERN.

(See how the Outer Rim and Inner are rolled in.)



SECTION OF BOTTOM.

The THOS. DAVIDSON MFG. CO., Limited, MONTREAL

—DO IT NOW—

Order your next season's stock of **Belgian and American Shot Guns**

FROM —————

E. F. WALTER & CO., 166 and 168 McGill St., **Montreal**

BEST GOODS

RIGHT PRICES

H. S. HOWLAND, SONS & CO., Limited

37-39 West Front Street,

TORONTO.

"Semper Idem" Razor.



"ALWAYS THE SAME"

This Razor is made by Henry Boker, is the same quality as the "King Cutter," but with **our** brand, "Semper Idem" stamped on the blade. If you desire a first-class Razor, try the "Semper Idem."

YOU WILL LIKE IT.

"FAMOUS"

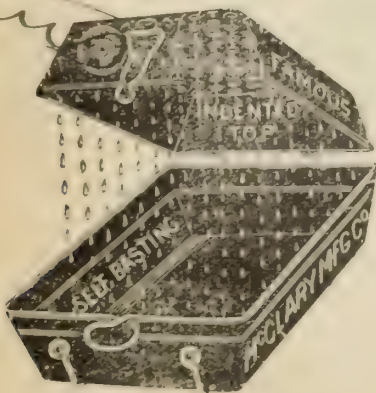
Self-Basting Roast Pan.

Indented top makes it self-basting—steam rises to the top of the pan, is condensed and drops back upon the roast.

Two coppered steel rods run along the bottom from end to end. These rods serve the double purpose of providing ventilation under the pan which distributes an even heat and prevents the burning of the contents; also a protection to the bottom of the pan.

No dealer should be without a good stock of these roasters for the Xmas trade.

Orders promptly filled.



The McClary Manufacturing Co.

London,

Toronto,

Montreal,

Winnipeg,

Vancouver,

St. John, N.B.

"EVERYTHING FOR THE TINSHOP."

HARDWARE AND METAL

President:

JOHN BAYNE MACLEAN,

Montreal.

The MacLean Publishing Co. Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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MANUFACTURER, JOBBER, RETAILER.

SOME correspondence recently published in this paper has called attention to that old problem, always difficult of solution in actual practice, the proper relations of manufacturer, jobber and retailer. Attention was drawn to one aspect of the problem by Mr. John Bowman, Vice-President of the Canadian Wholesale Hardware Association in his speech before the National Hardware Association of the United States, at their recent convention in Atlantic City. In our issue of November 21, Mr. Bowman was reported, as follows: "The most serious question in Canada was the relations between the manufacturer, jobber and retailer. They (the jobbers) favored the manufacturers having a fair profit, but there were a number of manufacturers who wanted a double profit and were getting into the way of sending more travellers to call on the retail trade. The Canadian Association were rapidly approaching the position where they must insist upon the manufacturers calling off

travellers and selling only to the wholesalers."

The whole question is old, but always new. It is, moreover, a question upon which most members of the trade hold decided views. And yet the general principles seem sufficiently plain whatever may be the serious complications in actual practice. What is wanted is the most economical manufacture and distribution of goods among the consumers of the country. Are all three classes—manufacturer, jobber, and retailer—necessary to that end? If so, they surely have rights which should be respected. Clearly there can be no dispute as to the necessity of manufacturer and retailer. What of the jobber?

The question has been asked and answered many times, and it is surely unnecessary at this late date to support the jobber's claim that he performs an indispensable function in the economic distribution of goods. No dozen manufacturers in the hardware trade can supply all the wants of the retail hardware store. The jobber's function is to gather under one roof a miscellaneous assortment of all classes of goods belonging to his particular kind of business. From him, the retailer can obtain with little or no delay, both large and small quantities of goods. He can order one-sixth dozen of this, one-quarter dozen of that—in fact he can if he so wishes, obtain small orders which no manufacturer would be willing to fill. The retailer might be able to buy cheaper if he bought from the manufacturer, but he would be compelled to buy in much larger quantities. His money would be tied up for months or years, and a much larger capital would be necessary to conduct his business. In lines, other than staples, the changes of popular fancy might often leave him with a lot of unsalable goods. Even apart from this, there would be a greater element of uncertainty, for with larger stocks he would be affected much more by fluctuations in price. With large stocks, he would stand to lose or gain heavily by price fluctuations. Moreover, with his accounts scattered over a great number of houses he might not be able to obtain terms so satisfactory as when his whole business is given to two or three

jobbing houses. To the retailer, the jobbing house is a convenience and a necessity.

From the standpoint of the manufacturer he is also indispensable. The manufacturer of most lines would find it impossible to supply the retailer with the small lots he would demand. Moreover, the expense of reaching the retailer would find it necessary to maintain a large staff of travellers, whereas now he is able to utilize the organization which the jobber has perfected. A new manufacturing firm would find it difficult without the aid of the jobber to gain the confidence of the trade. Under present conditions if they can induce Messrs. A. & B., a reputable jobbing firm, to handle their goods the battle is half won.

But it is easy to see how trouble may, and it does, arise. It often happens that there are rival brands competing for the same trade. The manufacturer may not be content to leave everything to the efforts of the wholesaler; he may think it to his advantage, even at additional expense, to reach the retailer himself. To protect the wholesaler, therefore, a price is fixed at which the goods are to be sold to the retailer, the jobber of course receiving the benefit of a discount. In theory this is a satisfactory arrangement, but in practice it often causes friction. The jobber accuses the manufacturer of wanting two profits, and claims that as he performs a necessary service for the manufacturer the whole field should be left to him. He thinks the manufacturer should either sell entirely through the wholesale houses or entirely to the retailer direct. The manufacturer, on his part, accuses the wholesaler of being a mere go-between. He says that the latter is endeavoring to make him carry the stock, that he orders only for his immediate requirements. He sees no reason why he should not have the whole profit, when the wholesale house makes a practice of ordering for direct shipment from factory to its customers.

That jobber and retailer also come into occasional conflict is evidenced by the letters recently published. The conflict rages over "selling prices to black-

smiths" is an illustration. As the subject is being discussed in the correspondence columns and both sides are able to support their case, it is unnecessary to enlarge upon this aspect of the question.

For a problem which has agitated the trade so long it would be idle to propose a solution which would meet all its different phases. Such a remedy would indeed be a panacea for nearly every ill to which the hardware trade are subject. But it would seem that much might be accomplished by a better mutual acquaintance.

DECLINE TO SUBMIT TO SERFDOM.

A TENDENCY is discernable in the case of not a few of our business men to labor with their hands rather than with their heads, to allow themselves to become encumbered and weighted down with a mass of detail which should be relegated to subordinates.

This is often due to the lack of a nice discrimination between what belongs properly to the sphere of the manager and what to the ordinary office man. Yet such is not always the case. But the other day a gentleman distinguished in Canadian financial circles, confessed that he frequently went down to his office in the ordinary course of routine, when there was no necessity whatever for his presence there, and when he might have been immeasurably better engaged recuperating mind and body out in the open air and sunshine, on the golf links or at the sea side. Why did he keep so close to his office? Simply for fear that he might appear to be neglecting his business.

So have we enslaved ourselves. Whether needed or not at the office, we must at least make a pretence of it. This is an old game which men have used to hoodwink each other and themselves since time immemorial. Chaucer describing the Sergeant of The Lame, the 14th century prototype of the modern business man, says, with gentle irony

Nowher so besy a man as he ther nas.

And yet he semede besier than he was.

A Canadian who fills the post of private secretary to the directing mind of

several of the largest manufacturing corporations in the United States, while on a visit to this country a short time ago, remarked that he had not seen his chief for four years. He received his instructions by telephone or telegraph. The man whose wonderful grasp of finance and whose control of the industrial situation of the United States is alternately the admiration and the detestation of his fellow citizens has been able to maintain his position as the captain-general of industry by resolutely declining to be the slave of detail. He has organized the details. He no longer deals with units but with systems. Had he attempted to attend to every detail himself he would no doubt have been an admirable head clerk, nothing more.

The Canadian business man should not make the mistake of confining himself too closely to his office, his store or his factory, as the business grows he should relinquish from time to time, the lower class work, and confine himself to the higher and more subtle, the administration rather than the executive side of the business. He would thus have more time to do well what is most worth well doing. He would have more time for exercise to invigorate mind and body. He would think clearer, plan more deeply and act more effectively. He would be a more shrewd business man, a better husband, and a more honored citizen.

BANK OF MONTREAL SUMMARY.

AT the annual meeting of the shareholders of the Bank of Montreal Monday last, the report of the directors showed a most satisfactory condition of affairs, both as regards the affairs of the bank and the general condition of the country. In the special paragraph devoted to the grocery trade, "a satisfactory year's business, materially greater than last year" is the summary, which compared with the report on the other branches of business is not at all unfavorable to the grocery trade. Cheese is especially singled out as hav-

ing experienced the most profitable season for years.

The South African trade is said to be promising well, there being already an extensive trade in flour, meal, lard, meats, canned goods and lumber.

The rapid development of the Northwest is also referred to. The C.P.R. is reported to have sold for settlement over 3,000,000 acres of wild land in the last sixteen months in addition to what has been sold by the Government and private persons. It is asserted as a certainty that over 115,000 immigrants have settled in the territories since January last.

The report is decidedly encouraging and would indicate continued prosperity for Canada for some time yet at least.

Discounts on nuts and bolts are advanced this week, one result of United States competition.

STILL CUTTING PRICES.

It is about time for paint and oil jobbers, who are continuing the fight for business regardless of prices in some lines, to stop and consider.

What is the advantage to be gained by this cutting now prevalent? Certainly there is no profit in this kind of business. Is there honor or glory or even appreciation on the part of the customers? No, emphatically no! The retailer must see that such methods are not reasonable nor wise, and cannot fail to lose respect for methods lacking in wisdom or reason. If he were the only retailer in his town who was offered the reduced prices he might appreciate the boon, but when his neighbors get as low quotations the chances are that they will sell as closely, if not more so, than they did when prices were more stable.

Readers of "Hardware and Metal" in Eastern Canada will be interested in the fact that A. M. Bell & Co., Halifax, have issued a 526-page catalogue of their hardware goods, printed in two colors, with 2,105 illustrations. Mention this paper if you desire to get a copy of this valuable work.

Christmas Suggestions for Customers.

Cut the following list out and place it in a prominent position in your store. It will be useful to your customers, and will mean money to you. It has been carefully compiled, and contains a list of articles handled by a hardware merchant, and suitable for Christmas presents.

IT is oftentimes quite a difficult matter for customers to decide, when purchasing Christmas presents, just what they ought to buy for their friends and relatives. If they have no definite idea beforehand, they are liable to become muddled when faced by the complex display of a varied stock. Consequently, a merchant who is anxious to make sales will be prepared to

utilize all possible means to help these customers come to a decision.

The following list is intended to assist the merchant in these efforts. It contains a variety and assortment of articles, all of which should make excellent presents. These are placed in as convenient a form as space will allow, and customers, who take the leisure to glance over them, will

very likely be assisted in making their decision. Articles that they might never otherwise have thought of will be brought to their notice, and an opportunity will be given the merchant to at least describe his goods. The latter may receive from the list useful hints in making up his stock, as articles are often overlooked in the hurry of making a selection :

Plated Ware, especially Spoons,
Forks, Knives.
Children's Sets.
Enamel Ware (sets).
Fancy Lamps.
Carpet Sweepers.
Case Cutlery.
Manicure Sets,
Toilet Sets.
Shaving Sets.

Scissors in sets.
Butter Knives.
Sugar Shells.
Bread Knives.
Bread Boards.
Fancy Sleigh Bells.
Fancy Corkscrews.
Skates.
Hockey Sticks.
Trays.

Nickle-plated Tea Pots.
Brass, Copper or Nickel Spirit
Stoves with small Kettle.
Guns.
Rifles.
Cartridge Belts.
Game Bags.
Duck Calls.
Goose or Crane Calls.
Moose Calls.

Leather-and-Corduroy Hunting
Coats.
Hunting Knives and other
Hunting Assessories.
Snowshoes.
Skis.
Toboggans.
Fishing Rods and Reels.
Bicycles.
Mrs. Potts' Sad Irons.

WESTERN ONTARIO TRAVELLERS.

A MEETING of the Commercial Travellers' Association of Western Ontario was held in the Masonic Temple, London, Saturday afternoon last, when reports of the financial standing of the association were received and officers elected for the ensuing year.

President Wm. Turnbull occupied the chair, and among those present were : John T. Green, William R. Grant, W. A. Wilson, E. R. C. Struthers, Sid Screaton, Wesley Smithson, James Smith, Harry E. Buttrey, William Lind, William Connor, John M. Dillon, George F. Brickenden, L. C. Johnson, R. M. Morrison, William Gray, W. L. Underwood, W. H. Escott, S. F. Glass, Robert Tait and C. W. Nicholls.

The president submitted a report on the standing and work of the association that was most satisfactory. Three hundred and seventy new members had been received during the year, bringing up the membership to 1,800, while the reserve fund had now reached \$95,000, a gain of \$11,500 for the year. Reference was made to the deaths during the year, some of the oldest and most prominent members, viz. : T. P. Blackwell,

the first vice-president ; Nicholas Jeffrey, Isaac Waterman, Reuben North, P. M. Lawrason, Harold W. Southam, of London ; Herrman Waterman, Buffalo ; John Wardlaw, Galt, and W. R. Thompson, Teeswater.

Death claims paid during the year amounted to \$8,010.

The financial statement showed receipts of \$40,744.85, as follows : Balance in Canadian Savings and Loan Co. Bank, \$5,109.87 ; travelling certificates, \$17,530 ; associate members' fees, \$510 ; duplicate certificates, \$56 ; interest on debentures and savings bank account, \$3,538.98 ; loan companies' debentures paid, \$14,000.

The disbursements included : Death claims, \$8,010 ; loan companies' debentures purchased, \$15,000 ; loan companies' debentures renewed, \$14,000 ; commissions to agents, \$572 ; secretary's salary, \$1,200 ; office assistance, \$400 ; accident indemnities, \$87.50 ; printing and advertising, \$314.60 ; postage, stationery and sundries, \$310 ; rent, telephone, telegrams, \$255 ; taxes and audit, \$147.16 ; charitable fund grants, \$25.10, leaving a balance in the bank of \$423.49.

The assets now amount to \$95,243.59, consisting of loan companies' debentures, \$93,000 ; interest accrued, \$1,415.10 ; office furniture, \$405, and balance in Canadian Savings Bank of \$423.49. The liabilities consisted of a balance of \$95.01 to the credit of the charitable fund, leaving a total net reserve of \$95,148.58, or a net gain for the year of \$11,769.82.

STEEL RAILS FOR CANADA.

It is understood in railway circles that The United States Steel Co. has just concluded contracts with the Canadian Pacific, Grand Trunk and Great Northern Railways, which will result in the sending of over 100,000 tons of steel rails into Canada during the year of 1904. The company has been particularly anxious to make contracts in Canada, and find that it can do so with a good profit, owing to the fact that no Canadian company has been able to meet the requirements of the new law imposing \$7 per ton conditional duty on foreign rails. The contracts that have been made are in some cases for \$23 a ton and in others \$24 a ton.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Hardware.

Montreal, Dec. 11, 1903.

WHOLESALE houses report that while there has been a considerable slackening in general business during the last few weeks, conditions are considered satisfactory. December has opened out much better than last year, although it is a comparatively quiet month. Better sleighing throughout the country has helped business considerably. It has also effected some improvement in payments as farmers have been able to make deliveries of grain and more money has been put in circulation. Cold weather with no excess of snow has caused a more better demand for skates. Other seasonable goods are in good request. In sympathy with the general advance in cotton there has been an advance in cotton rope and twine. Business in fire bricks promises to be brisk, but there is not much activity yet. A number of wholesale houses are now taking stock.

Wire Nails.—Actual business is now slackening very considerably, but as there was some difficulty all season in filling orders and stocks held at the close of navigation were practically nil, the local mills are still working night and day. One or two large orders are still reported as unfilled. We quote the following firm and unchanged prices: \$2.40 per keg in carlots, and \$2.45 per keg in small lots f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

Cut Nails.—Trade is now very quiet. Prices are unchanged. We quote: \$2.45 per keg f.o.b. Montreal; carlots \$2.40.

Fence Staples.—There is considerable inquiry for 1904 delivery. Prices remain firm and unchanged as follows: \$3 per 100-lb. keg for galvanized, and \$2.80 for bright; 25 to 50-lb. packages, 25c extra.

Pressed Spikes. The discount is 20 per cent.

Horsenails.—Business continues brisk, the cold weather and good sleighing having had the effect of keeping up the good demand mentioned in these columns for some weeks back. We quote: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Countersunk" heads, 55 per cent.; "C" brand, 40, 10 and 7 1-2 per cent. off; "Monarch," 50 and 7 1-2 per cent. and "Peerless," 50 per cent.

Horseshoes.—The above remarks apply also to horseshoes. Prices are well maintained. We quote: Iron shoes, light and medium pattern, No. 2 and larger, \$3.65; No. 1 and smaller, \$3.00; same pattern, No. 2 and larger, \$3.00;

No. 1 and smaller, \$4.15; X. L. steel shoes, new light pattern, sizes 1 to 5, \$5.35; light steel shoes, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05; featherweight, all sizes, 0 to 4, \$5.35; toe weight, all sizes, 1 to 4, \$6.60. Shoes more than one size in a keg, 10c. per keg extra f.o.b. Montreal only.

Sleighbells.—Still in good demand. Good sleighing throughout the country and in the city has helped business in this seasonable line. We quote the following unchanged prices: Back straps, 30c. to \$2 each; body straps, 70c. to \$2.50 each; shaft gongs, 2 bells, 20c.; 3 bells, 35 to 60c.; 4 bells, 55c. to \$3 each; brass team bells, No. 1, \$1.90 per dozen; No. 2, \$2.40 per dozen; No. 3, \$2.70 per dozen; No. 4, \$3.70 per dozen; No. 5, \$4.65 per dozen; York eye bells, No. 10, \$1.35 per dozen; No. 12, \$1.65; No. 14, \$1.90; saddle gongs, \$1.10 to \$3 each.

Skates.—As noted above, the wholesale houses are reporting a particularly good business in skates. We quote the following unchanged prices: Halifax pattern, 37c. per pair; nickel-plated, 65c.; ladies' nickel-plated, 55c. to \$1.25; ladies' concave nickel-plated, \$1.45; plain hockey, 27c. to \$1.35; nickel-plated hockey, 60c. to \$2.50; double end hockey, \$1.65 to \$3. Skate straps, 70c. to \$1.35.

Hockey Sticks.—These continue in splendid request at steady prices. Hardware stores are finding them in good demand for Christmas trade. We quote: Best second-growth goalkeeper's, \$3.80 per dozen; ash, \$2.70; elm, \$2.18; boys' elm, \$1.10. Regulation bucks, \$1.50 per dozen; boys', \$1.15 per dozen.

Fire Shovels.—In seasonable demand. We quote the following unchanged prices: "Habitant," \$2.50 to \$2.75 per dozen; "Victor," 30 per cent. off; steel railroad shovels, 45 per cent. off.

Snow Shovels.—Repeated falls of the "beautiful" have stimulated the demand. We quote: "Habitant," \$2.50 to \$2.75 per dozen; "Victor," 30 per cent. off; steel railroad shovels, 45 per cent. off.

Screen Wire Cloth.—Price for 1904 delivery is \$1.42 1-2 per 100 square feet.

Galvanized Wire.—Trade continues fair at firm and unchanged prices. We quote: No. 5, \$3.70; Nos. 6, 7 and 8, \$3.15; No. 9, \$2.55; No. 10, \$3.20; No. 11, \$3.25; No. 12, \$2.65; No. 13, \$2.75; No. 14, \$3.75. In carlots, f.o.b. Cleveland: No. 5, \$2.20; Nos. 6, 7, 8 and 9, \$2.15; No. 10, \$2.20; No. 11, \$2.25; No. 12, \$2.30; No. 13, \$2.40; No. 14, \$2.50. In less than carlots, 12 1-2c. per 100 lb. extra charged.

Barb Wire.—There is a good inquiry for spring delivery, but otherwise trade is quiet at present. We quote: \$2.80 per 100 lb. f.o.b. Montreal, and \$2.55 f.o.b.

Cleveland. Carlots of 15 tons, \$2.45 f.o.b. Cleveland.

Smooth Steel Wire.—Quiet and featureless. No change in price. We quote: Bright and annealed, \$2.50 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, \$2; oiling, 10c.; spring wire, \$1.25; best steel wire, 75c.; bright soft-drawn, 15c.; hay-baling wire, 20 to 25c.

Fine Steel Wire.—Trade is quiet at present. The discount continues 25 per cent. with net extras as follows: 1 and 2-lb. hanks, 25c. per 100 lb.; 1-2-lb. hanks, 37 1-2c., and 1-4-lb. hanks, 50c.

Brass Wire.—Business is fair at unchanged discount, viz., 60 per cent.

Copper Wire.—Business fair: discount 60 per cent.

Rivets and Burrs.—Business continues very good, although not so large as some weeks ago. Prices are unchanged. We quote the following discounts: Best iron rivets section carriage and wagon box, black rivets, tinned do. coopers' rivets and tinned swede rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

Bolts and Nuts.—A satisfactory trade is reported in most sizes, but wholesale houses continue to complain that some sizes can not be obtained from the manufacturers. We quote the following unchanged discounts: Common carriage bolts, 50 per cent.; full square carriage, 55; machine, 50 and 5; coach screws, 66 2-3; sleighshoe bolts, 65 and 5; blank bolts, 50 and 5; bolt ends, 50 and 5; plough bolts, 50 and 5; tire bolts, 67 1-2 per cent.; stove bolts, 67 1-2 per cent. Nuts, square, 3 1-2c. per lb. off list; hexagon nuts, 3 3-4c. per lb. off list.

Screws.—Business is mostly of a sorting nature. We quote the following unchanged discounts: Round head bright, \$2 1-2 per cent.; flat head bright, 87 1-2 per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

Shot.—A few sorting orders are reported this week. We quote the following firm and unchanged prices: Ordinary drop shot, A.A.A. to dust, \$6.50 per 100 lb.; chilled, Nos. 1 to 10, \$7 per 100 lb.; buck and seal, \$7.50 per 100 lb.; ball, \$8 per 100 lb. Trade discount 17 1-2 per cent. f.o.b. Montreal, Toronto, Hamilton, London, St. John, N.B., and Halifax.

Lanterns.—Trade is still fairly active at firm and unchanged prices. We quote: Lift, hinged or tilt, \$4 to \$4.25 per doz.; cold blast No. 2, \$7 to \$7.50; painted dashboard, \$6.50 to \$6.75; plain dash-

PORTLAND CEMENTCANADIAN, ENGLISH,
GERMAN and BELGIAN.FIRE BRICKS, FIRE CLAY,
ENAMELLED BRICKS, all colors.
BUILDING BRICKS.SEWER PIPES, CULVERT PIPES,
WHEELBARROWS,
FOUNDERS' and CON-
TRACTORS' SUPPLIES.**F. HYDE & CO.**

31 WELLINGTON ST., MONTREAL

FULL STOCK

Salt Glazed VitrifiedDouble Strength Culvert Pipe
a Specialty.**THE CANADIAN SEWER PIPE CO.**HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.**Deseronto Iron Co.**

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable
Castings, Boiler Tubes, Engine Cylinders, Hy-
draulic and other Machinery where great strength
is required. Strong, High Silicon Iron, for Foundry
Purposes.**"MIDLAND"**

BRAND

Foundry Pig Iron.Made from carefully selected Lake Superior
Ores, with Connellsville Coke as Fuel, "Mid-
land" will rival in quality and grading the
very best of the imported brands.

Write for Price to Sales Agents

Drummond McCall & Co.

MONTREAL, QUE.

or to

Canada Iron Furnace Co.

MIDLAND, ONT. Limited

board, \$6 to \$6.25; searchlight, \$20 to
\$24 doz.; brass cold blast, small, \$9.75
to \$10.**Cordage**—Cotton rope has been ad-
vanced 1c. in sympathy with the general
advance in cotton. Some sizes of rope
are selling well. We quote: Pure man-
ila, 14 1-2c.; British pure manila, 12c.;
sisal, 11 1-2c.; double lath yarn, 11c.;
single lath yarn, 10 1-2c.; Russian tarred
sun yarn 13 1-2c.; jute rope, 3-8-in. in
diam. and upwards, 9c.; cotton rope,
17 1-4c.; cotton twine, 17 and 20c. for
3 and 4 ply. Cotton bedcord, 90c. to
\$1.35, according to length. Sash cord
25c.**Building Paper**—In fair demand. We
quote: Tarred felt, \$1.85 per 100 lb.;
2-ply ready roofing, 90c. per roll; 3-ply,
\$1.15 per roll; carpet felt, \$2.25 per 100
lb.; dry sheathing, 40c. per roll; tar
sheathing, 50c. per roll; dry fibre, 55c.
per roll; tarred fibre, 65c. per roll; O.K.
and I.X.L., 70c. per roll; heavy straw
and sheathing, \$35 per ton; slaters' felt,
65c. per roll.**Firebricks**—Trade is opening up and
promises to be brisk, but there has not
been any remarkable activity as yet.
English are selling at \$16 to \$22 per
1,000, and Scotch at \$17 to \$22.**Cement**—Trade is now very quiet. We
quote the following unchanged prices.
Canadian cement, \$1.90 to \$2.25; Ger-
man \$2.25 to \$2.40; English, \$2.15 to
\$2.25; Belgian, \$1.70 to \$1.95 per bli-
ex-store, and American, \$2.20 to \$2.40
ex-cars.**Plumbing Goods**—The supply houses
report that this is one of the best sea-
sons on record in plumbing supplies of
a general character. All general lines
are in splendid request.**Lead Pipe**—The demand continues
steady. This is a line always in good
request the year through. Composition
and waste are selling at 8c., and ordi-
nary at 7c. The discount is 35 per cent.**Iron Pipe**—In particularly good re-
quest. Supply men inform us that for
particularly large orders prices quoted
may be shaded from 2 1-2 to 7 1-2 per
cent. We quote: Standard pipe, per 100
feet, in lengths under 19 feet—black,
1-8-in., \$2.30; 1-4-in., \$2.30; 3-8-in.,
\$2.55; 1-2-in., \$2.85; 3-4-in., \$3.65; 1-in.,
\$5.20; 1 1-4-in., \$7.35; 1 1-2-in., \$8.95;
2-in., \$12.55. Galvanized—1-4-in., \$3.20;
3-8-in., \$3.45; 1-2-in., \$3.90; 3-4-in., \$5;
1-in., \$7.20; 1 1-4-in., \$10.05; 1 1-2-in.,
\$12.20; 2-in., \$16.85. Extra heavy pipe,
plain ends, are quoted per 100 feet as
follows: Black, 1-2-in., \$4.20; 3-4-in.,
\$5.25; 1-in., \$7.55; 1 1-4-in., \$10.55;
1 1-2-in., \$12.75; 2-in., \$17.60. Galvan-
ized—1-2 in., \$5.20; 3-4-in., \$6.65; 1-in.,
\$9.55; 1 1-4-in., \$13.25; 1 1-2-in., \$16;
2-in., \$21.**Soil Pipe and Fittings**—The demand
is steady and satisfactory at unchanged
prices. We quote the following dis-
counts: Light soil pipe, 3 to 6-in., 50 and
10 per cent.; medium and extra heavy
soil pipe, 2 and 6-in., 60 per cent.; ex-
tra heavy soil pipe, 8-in., 45 per cent.
Light fittings, 2 to 6-in., 50 and 10 per**"DOMINION CROWN"**
Polished Sheet
Steel.Best substitute for Russia Iron.
Unequalled value.**A. C. LESLIE & CO.**

509-512 Merchants Bank Building.

MONTREAL.

OUR goods have a
reputation that
we aim continually to
keep up. So you are
sure of having good
pumps when you
handle ours**McDougall**
Pumpsare made of iron and
are guaranteed to be
satisfactory.

Send for Catalogue

The R. McDougall Co., Limited
GALT, ONTARIO.All progressive dealers now
find it advantageous to stock**Gilbertson's "COMET"**
Galvanized Sheets and
Galvanized Canada
Plates. Quality and price
right.**W. GILBERTSON & CO, Limited,**
near Swansea, Eng. **Makers.****ALEXANDER GIBB, MONTREAL,**
Canadian Representative.**NOVA SCOTIA STEEL**
& COAL Co., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

OPEN HEARTH STEEL

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first
insertion, 1c. a word each subsequent insertion.
Conjunctions count as one word, but five figures (as
\$1000) are allowed as one word.

Cash remittance to cover cost must accompany all
advertisements. In no case can this rule be overlooked.
Advertisements received without remittance
cannot be acknowledged.

Where replies come to our care to be forwarded, five
cents must be added to cost to cover postage, etc.

SITUATIONS WANTED.

A YOUNG HARDWARE CLERK 7 years'
experience with leading hardware firms;
good buyer, salesman and stockkeeper, is open for
position. Apply Box 86, HARDWARE AND
METAL, Toronto. (50)

SITUATIONS VACANT.

GAS Chandeliers—high grades low prices
Box 100, HARDWARE AND METAL, Toronto. f

TINSMITH wanted—at once, steady employ-
ment for a good job and furnace man. Box
151, HARDWARE AND METAL, Toronto. f

WANTED—Machinery, second-hand Sawmill;
also boiler and engine. Box 162, HARD-
WARE AND METAL, Toronto. f

COAL Scales, Dough Mixers, Sausage Ma-
chines; select castings. Box 163, HARD-
WARE AND METAL, Toronto. f

BLACKSMITH—for second fire, on engine and
machinery; state experience and wages. Box
164, HARDWARE AND METAL, Toronto. f

BLACKSMITH—Horseshoer, at once. Address
Box 165, HARDWARE AND METAL, Toronto. f

BLACKSMITH—two or more years' experience.
Apply, stating wages with board. Box 166,
HARDWARE AND METAL, Toronto. f

BLACKSMITH and Helper wanted to weld
waggon tires; permanent situation for capable
men. Apply, at once, Box 167, HARDWARE AND
METAL, Toronto. f

HARNESSMAKER—steady job. Box 168,
HARDWARE AND METAL, Toronto. f

HARNESSMAKER wanted good general hand,
steady work; good wages. Box 169, HARD-
WARE AND METAL, Toronto. f

WANTED—Hardware Clerk; steady employ-
ment to good man; state age, experience,
and salary expected. The Western Hardware Co.,
Regina, Assa. (1)

BLACKSMITH—Two or more years' experience.
Apply, stating wages, with board to Box 170,
HARDWARE AND METAL, Toronto. f

TINSMITH—At once; steady employment for
a good job and furnace man. Apply to Box
171, HARDWARE AND METAL, Toronto. f

WANTED—At once, a good carriage black-
smith, on cutters and general work. Apply
stating wages, with board to Box 172, HARD-
WARE AND METAL, Toronto. f

cent.; medium and extra heavy fittings,
2 to 6-in., 60 and 5 per cent.; extra
heavy fittings, 8-in., 45 per cent.

Solder—Reported steady at decline
noted in last issue. We quote: Wire
solder, 17 1-2c.; bar, 17c. Trade is ac-
tive.

METALS.

As was to be expected there has been
a considerable decline in the total
amount of business, but trade is con-
sidered very satisfactory and shows
some improvement over the correspond-
ing period last year. As most manu-
facturers take stock about this time of
year orders for present delivery are
neither large nor numerous.

Pig Iron—Trade is quiet and prices
are unchanged. We quote: Summerlee,
\$19.50 to \$20; Carron, No. 1, \$21; do.,
No. 3, \$18.50 to \$19; Middlesboro', No.
3, \$17 to \$17.50; Ayersome, No. 1, \$20;
do., No. 3, \$19.40.

Bar Iron—Trade is not very active.
Prices are unchanged. We quote: Mer-
chants' bar, \$1.85 to \$1.90; horseshoe
iron, \$2.15; forged iron, \$2.10.

Black Sheets—Trade is fairly active
at the following prices: 28 gauge, \$2.45;
26 gauge, \$2.40; 22 to 24 gauge, \$2.35;
18 to 20 gauge, \$2.30, and 8 to 10 gauge,
\$2.40.

Galvanized Iron—A fairly brisk trade
is reported this week. We quote: Gor-
bel's Best, \$4.30; 28 Queen's Head,
\$4.30; Apollo, 10 3-4 oz., \$4.30; Fleur-
de-Lis, \$4; Comet, \$4; Bell brand, \$4.
In less than case lots 25c. extra.

Cinplates—The market shows little
activity at present. Cokes are reported
at \$3.75 and charcoals at \$4.

Ingot Tin—The figures quoted last
week are still maintained. We quote at
29c. to 30c.; for very large quantities
the former price might be shaded a
trifle.

Terne Plates—Local prices are un-
changed. We quote \$6.75 to \$7.

Coil Chains—Prices are steady at re-
duction noted two weeks ago. We quote:
No. 6, 10c.; No. 5, 9c.; No. 4, 8 1-2c.; No.
3, 7c.; 1-4-in., \$6.10; 5-16-inch, \$4.70;
5-8-in., \$4; 7-16-in., \$3.80; 1-2-in., \$3.70;
9-16-in., \$3.55; 5-8-in., \$3.35; 3-4-in.,
\$3.30; 7-8-in., \$3.25; and 1-in., \$3.20,
with 10c allowance on carlots.

Canada Plates—We quote: 52s., \$2.40;
60c., \$2.45 to \$2.50; 75s., \$2.55; full
polished, \$3.60, and galvanized, \$4 to
\$4.10; galvanized, 60s., \$4.25 to \$4.35.

Steel—We quote as follows: Sleigh-
shoes, \$2.05; tire, \$2.15 to \$2.20; spring,
\$2.75 to \$3; reeled machinery, \$2.75 to
\$3; toe-calk, \$2.60; machinery (iron fin-
ish), \$2.50; square harrow, \$2.50.

Tool Steel—Business continues satis-
factory. We quote: Black Diamond, 8
to 9c; Sanderson's, 8 to 9c., according
to the grade; Jessop's, 13c.; Jonas &
Colver's, 10 to 20c; "Air Hardening,"
50 to 65c. per lb.; Conqueror, 7 1-2c.

Ingot Copper—Copper is still quoted
at figures given last week, which were
a reduction from price quoted the issue
before. Although no change has been



If you would
catch fish, you
must cast your
line.

—and cast it where
there are fish.

Good fishermen go where fish
are plentiful—use the right kind
of bait—and make many a good
haul.

Shrewd advertisers use HARD-
WARE AND METAL because plenty of
hardwaremen read it—they use the
right kind of bait and make many
a good haul of new customers.

Suppose the fish don't bite at first.

What be yew goin' tur dew?

Chuck down yewr pole, throw out yewr bait.

An' say yewr fishin's threw?

Uv course yew haint; yew're goin' tur fish.

An' fish an' fish an' wait

Until yew've ketch'd yewr basket full.

An' used up all yewr bait.

Our Department of Advertising
Service provides good bait—for
those who desire it—without any
extra charge.

If you would have more busi-
ness cast your line to hardwaremen
in HARDWARE AND METAL.

Dollar fish are biting.

Catch?

Hardware and Metal

10 Front St. E.
Toronto.

232 McGill St.
Montreal.



made here the market is weak and no doubt better prices could be obtained for large quantities. We quote at \$13.50 to \$13.75 per 100 lbs.

Pig Lead—Still quoted at \$3.20 to \$3.30.

Sheet Zinc—We quote \$6.15 to \$6.25 for cash lots; smaller quantities, \$6.50.

Zinc Spelter—The price is 6c., but this figure is probably subject to some concessions.

SCRAP METALS.

Although there are few changes to note this week, prices throughout are weak. A still further decline in No. 1 wrought would be no surprise. Machinery scrap is difficult to obtain and in this case the price is firm. Heavy and light copper have been reduced in price. We quote: Heavy copper and wire, 9.1-2 to 10c per lb.; light copper 10c.; heavy red brass, 10c.; heavy yellow, 8.1-2c.; light brass, 5.1-2c.; lead, 2.1-4 to 2.1-2c.; zinc, 2.3-4 to 3c.; iron, No. 1 wrought, \$11 to \$12; machinery scrap, \$13 to \$15; stove plate, \$12; malleable and steel, \$6; mixed country rags, 60 to 70c. per 100 lb.; old rubbers 6 to 6.1-2c. per lb.

AXLES.

The market is steady. We quote: First pots, per cwt., \$5.95 to \$6; seconds, \$5.55; pearls, per 100 pounds, \$7 to \$7.25.

HIDES.

The market is quiet and there is now little opposition among buyers. We quote: No. 1 beef hides, 9.1-2c.; No. 2, 8.1-2c.; No. 3, 7.1-2c.; No. 1 buff sheepskins, 75c.; lambskins, 70 to 75c.; No. 1 calfskins, 10c., No. 2, 8c.

ONTARIO MARKETS.

HARDWARE.

Toronto, Dec. 11, 1903.

SATISFACTION is still evidenced by the wholesale trade with the volume of business. "It keeps up nicely; quite satisfactorily in all lines," summed up a leading jobber on Thursday. December business opened most auspiciously, and the activity seems to be keeping up well. It looks, in fact, as if there would be no perceptible falling off till after Christmas—as if retailers throughout the country had not bought as largely as the demands of business has justified. The result is that many orders are marked "rush," and the goods have to bear express charges instead of freights. Stocks are generally satisfactory. There has been a rumor of a shortage of skates, but the local jobbers are well supplied and have been able to meet all demands, for the cheaper as well as the higher grades. The only change in prices is in bolts and nuts, which are slightly lower, the drop being due to foreign competition. Prices of other lines are unchanged.

WIRE—The only business doing is an occasional order for hay-baling wire.

WIRE AND CUT NAILS—Business is of fairly large volume, but it is reported that retailers in some sections are selling at prices which leave no profit. We quote the base price for nails at \$2.45 per keg f.o.b. Toronto.

SCREWS—Business keeps well up to the mark and prices are fairly steady. We quote as follows: Flat head bright, 87½ per cent. discount; round head bright, 82½ per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze 75 per cent.

RIVETS AND BURRS—A good trade keeps up in nearly all sizes this week. Our quotations are: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.

BOLTS AND NUTS—The feature of the market is the increase in the discounts, which was anticipated a fortnight ago. This reduction in prices is a result of foreign competition, which was attracted by the scarcity and firm prices on this market. Business is now good. Our quotations are: Carriage bolts, common (\$1 list), 3-16 and ½-in., 60 per cent.; 5-16 and ¾-in., 55 and 5 per cent.; 7-16 and up, 55 per cent.; carriage bolts, full square (\$2.40 list), 60 per cent.; carriage bolts, Norway iron (\$3 list), 60 per cent.; machine bolts, ¾ and less, 60 per cent.; 7-16 and up, 55 and 5 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.

CORDAGE—As a result of the rise in cotton the price of cotton lines has stiffened. There is a fair business at steady prices. We quote: Pure manila, 14½c.; British pure manila, 12c.; sisal, 11½c.; double lath yarn, 11c.; single lath yarn, 11c.; double shingle yarn, 11c.; single shingle yarn, 11c.; sash cord, 22 to 24c.; cotton, 3-16 and up, 17c.; 5-32-in., 21c.; ½-in., 22½c.

CUTLERY—The demand for cutlery this season has been much beyond the average. All lines have received increased attention, and particularly table cutlery.

SKATES—A feature of the season is the exceptionally heavy demand for skates so early in the season. There is talk of a scarcity of cheaper grades as The Starr Mfg. Co. are reported to be busy on orders for high-grade hockey goods, and are not putting out many cheaper lines. It is rumored, too, that the importations of German skates have been rather under the average. The jobbers here, however, state that as far as this market is concerned, there is no room for complaint, as they have had enough stocks to care for all the business offering them to date.

HARNESS—The demand for sleigh bells and horserobes has kept up excellently, many retailers having to send in rush orders to keep their stocks up.

PLUMBING GOODS.

There is a large sorting trade doing, a trade which evidences a heavy season in repair work, and also some activity in constructive plumbing. There is still some cutting in large sizes of iron pipe, but other lines are steady.

LEAD PIPE—A fair trade continues at steady prices. We quote as follows: Lead, 7c.; lead waste pipe, 8c.; discount, 35 per cent.

SOIL PIPE AND FITTINGS—An excellent trade continues; prices unchanged. We quote: Light soil pipe, 45 and 5 per cent.; light soil pipe fittings, 50 and 5 per cent.; medium and extra heavy pipe and fittings, 55 and 5 per cent.; 7 and 8-in. pipe, 40 and 5 per cent.

IRON PIPE FITTINGS—Business is keeping up satisfactorily. We quote

Oakey's 'WELLINGTON' KNIFE POLISH

The original and only Genuine preparation for Cleaning Cutlery 6d. and 1s. Canisters.

JOHN Oakey & Sons, Limited

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL



COVERT MFG. CO.

West Troy, N.Y.

Auto Screw Jack

Harness Snaps Chain, Rope and Web Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICE

PRIEST'S CLIPPERS

BALL BEARINGS

Largest Variety. Toilet, Hand, Electric Power

ARE THE BEST. Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.

SEND FOR CATALOGUE TO American Shearer Mfg. Co., Nashua, N.H., U.S.A.

The Best Door Closer is . . .

NEWMAN'S INVINCIBLE FLOOR SPRING

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS,

Hospital St.,

BIRMINGHAM

Oneida Community Goods

HALTERS, COW TIES, SNAPS, etc., etc.,

In all sizes and styles. May be had of all jobbers throughout Canada.

Factory—NIAGARA FALLS, ONT.

We have made further improvements in our

"Crown Jewel"

Axe. There is no axe that will sell more readily at a good profit.

Dundas Axe

Works,

DUNDAS, ONT.



illustrations as follows: Malleable fittings 15 per cent.; cast iron (not standard), 77½ per cent.; headers, 52½ per cent.; forged unions, 52½ per cent.; bushings and plugs, 57½ per cent.; unions, 55 per cent.; nipples, 2 in., 65 per cent.; nipples, 2½ to 6 in. inclusive, 60 per cent.

RANGE BOILERS—A good business is doing with discounts at 15 per cent.

BRASS GOODS—A good trade is doing at steady prices.

IRON PIPE—A good trade is doing. Prices for small sizes are steady, but fitting is noted in larger sizes. We quote f.o.b. Toronto as follows: ½ in., \$3.25; ¾ in., \$2.40; 1 in., \$2.65; 1½ in., \$2.85; 2 in., \$3.65; 2½ in., \$5.20; 3 in., \$7.35; 3½ in., \$8.95; 4 in., \$12.55; 4½ in., \$20; 5 in., \$23; 5½ in., \$30; 6 in., \$36.

METALS

Considering the season of year always a quiet time business is excellent. Prices are firm as a rule, prices of tin and copper showing sharp advances on outside markets. Pig iron is nominally steady, though prices are given to meet all for competition. Bar iron is still weak, but no further drop is noted this week.

PIG IRON—Canadian smelters are finding business fairly active, as they are able to meet the competition of foreign makers, and, as manufacturers though not disposed to buy ahead freely, are compelled to use a large total for current requirements. Prices of Midland and Hamilton iron are nominally \$18.50 for No. 1, and \$18 for No. 2 at the mills.

BAR IRON—For large specifications setting is general, but for general business prices are fairly steady at \$1.90 f.o.b. Toronto for extras cut to length while rolling, 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft., by special agreement according to length and size.

BLACK SHEETS—A good steady demand at steady prices. Specifications are coming forward for future delivery. We quote: 10 to 16 gauge, \$2.50; 18 to 20 gauge, \$2.70; 22 to 24 gauge, \$2.90; 26 gauge, \$3.

CANADA PLATES—There is still some business doing in this line, though stove pipe trade is about over. Prices are unchanged. We quote: All dull, \$2.60; well polished, \$2.70; and all bright, \$3.50.

TIN—The feature of the week has been the advance of 26 per cent. in the British market. Prices in Canada are consequently 10 per pound higher here. We quote price at \$20.50 to \$21.50.

GALVANIZED SHEETS—There is a steady demand at unchanged prices. We quote: Queen's Head, \$4.25 to \$4.50 for 28 gauge; American, \$4.40 for 24 gauge; Bell brand, \$1.25 for 28 gauge; Gordon Crown, \$4.25 for 28 gauge.

TIN PLATES—A lower market is the result of a weaker tone on the British market. Prices are not yet changed, however. We quote as follows: Coke plates, bright, 14x20, \$3.75; charcoal plates, \$4.25.

COPPER—Considerable activity in imported metal. Sheet is in good demand. Prices are unchanged as follows: Ingot copper, \$11, and sheet copper, \$20 per 100 pounds.

BRASS—There is a fair trade, with the discount steady at 15 per cent.

LEAD—The market keeps steady with a fair demand. We quote: \$2.20 per 100 lb. for pig lead and \$2.65 for bar lead.

ZINC SPelter—Outside markets are firmer. More active business is done at



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of
Set and Cap Screws, Special Milled Work, Engine Studs
Etc. Cold Punched Nuts of every variety of finish.
INGERSOLL, ONT.

NEW RAILS

Sessenwein Bros.,

103 Shannon St.
.. MONTREAL.

IRONSIDE FOR IRON

Our Specialties are British and Foreign Iron and Steel, Metals, Bars, Plates, Sheets, Bolts and Nuts, Tin Plates, etc.

We are sole Licensees for Page's Patent Wire Stretcher and also for Ironside's Patent Wire Cutters.

We Publish Monthly a "CANADIAN METAL PRICE LIST," giving quotations in Dollars and Cents, (I.F.) also "WEEKLY MARKET REPORT."

Let us have your name and address for "PRICE LIST" and "MARKET REPORT."

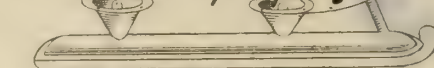
IRONSIDE, SON & CO., 16 Water Lane,
Great Tower St., E.C., London, England.

THE NOTT TUBE SKATE

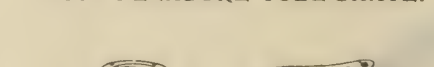


NOTT RACING TUBE SKATE.

*all no W. G. Nott & Co see
cut book 14 page 4*



NOTT PLEASURE TUBE SKATE.



NOTT HOCKEY TUBE SKATE.

The Strongest, Neatest, Lightest
TUBULAR SKATES YET MADE.

ADAPTED FOR

Pleasure, Hockey or Racing

GUARANTEED NOT TO BREAK.

Our skates are unquestionably the lightest, strongest and speediest skates ever produced, and the only skate with reinforced lug connections brazed into the main tube and cones, making it impossible to pull them apart. Write for agency.

MANUFACTURED BY

W. G. NOTT & CO.

205 ½ Yonge St., TORONTO, CAN.

6½ to 6½c. per lb.

ZINC SHEETS. Unchanged in price and demand. We quote: Cask lots, \$6.75 to \$7, and part casks, \$7 to \$7.25.

SOLDER. Good trade doing. Prices are stiffening as a result of rise in tin. We quote: Guaranteed half and half at 17½c., and wiping, 16½c.

OLD MATERIAL.

The market this week is practically at a standstill. A decline of 8½ is noticeable in No. 1 wrought iron, which is the only change in the prices this week. We quote: Heavy copper and wire, 10c. per lb.; light copper, 9c. per lb.; heavy red brass, 9½c. per lb.; heavy yellow brass, 8c. per lb.; light brass, 5c. per lb.; lead, 2½c. per lb.; scrap zinc, 3c. per lb.; iron, No. 1 wrought, \$10.50; No. 2 wrought, \$11; machinery cast scrap, \$14; stove plate, \$10; malleable and steel, 86; old

rubbers, 6½c. per lb.; country mixed rags, 50c. per 100 lb.

HIDES, SKINS AND WOOL.

There is no special feature in the market this week. The demand still keeps moderate. We quote prices unchanged from last week:

HIDES.—No. 1 green, per lb., 7½c.; No. 2 green, 6½c.; No. 1 green steers, 8c.; No. 2 green steers, 7c.; cured, 8½c.

CALFSKINS.—Veal skins, No. 1, 6 to 14-lb. inclusive, 9c. per lb.; No. 2, ditto., 7c.; No. 1, 15 to 20-lb. inclusive, 8c. per lb.; No. 2, ditto., 6c.; deacons (dairies), each 60 to 70c.; lamb and sheep skins, 8c.

WOOL.—Unwashed wool, per lb., 9 to 10c.; fleece wool, 16 to 17½c.; pulled wools, super, per lb., 17 to 19c.; ditto, extra, 20 to 21c.

TALLOW. Per lb., 1½ to 5c.

MANITOBA MARKETS.

WINNIPEG, December 7, 1903.

THE hardware jobbing houses find trade in staple lines steady but moderate at the present time. Such lines as cutlery, skates, convenient household utensils, some lines of sporting goods and such like, suitable to the holiday trade, are being called for in larger quantities than last year. There are no changes to report in the hardware list for the week, nor is it likely there will be until after the holiday season is over. In paints, turpentine, oils and glass, a steady and seasonable trade is being done and prices are without change.

We quote :

Cut Nails—	Wire Nails—
2d 1 in. \$1 10	1 in. 4 25
3d Fin. 1½ in. 4 10	1½ in. 4 20
3d 1½ in. 3 75	1¾ in. 3 80
4d 1½ in. 3 50	1½ " 3 60
5d 1½ in. 3 50	1¾ " 3 60
6d 2 in. 3 40	2 " 3 50
8d 2½ in. 3 25	2½ " 3 35
10d 3 in. 3 20	3 " 3 30
20d 4 in. 3 15	3½ " 3 25
30d 4½ in. 3 10	4 " 3 20
40d 5 in. 3 10	4½ " 3 20
50d 5½ in. 3 10	5 " 3 20
60d 6 in. 3 10	5½ " 3 20
	6 " 3 20

See last week's quotations for wire.

Bar iron, \$2.60 basis.	
Swedish iron, \$4.75 basis	
Sleigh shoe steel	2 85
Spring steel	3 25
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 16 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 gauge	3 90
26 gauge	4 00
28 gauge	4 10
Galvanized Iron, Apollo, 16 gauge	4 00
18 and 20 gauge	4 00
22 and 24 gauge	4 25
26 gauge	4 25
28 gauge	4 50
30 gauge or 10½ oz.	4 75
Extra sheets, 36-in. wide an advance of 25 p.c. per 100 lb.	
Queen's Head, 24 gauge	4 25
26 gauge	4 50
28 "	4 75
Extra sheets, 36-in. wide, an advance of 25 p.c. per 100 lb.	
Genuine Russian, per lb.	11
Imitation "	07 to 08
Tinned, 24 gauge, 100 lb.	8 00
26 gauge	8 50
Tinplate, 1C charcoal, 20 x 28, box	10 00
" IX "	12 00
" IXX "	14 00
Ingot tin	35
Canada plate, 18 x 21, 18 x 24 and 20 x 28.	3 25
Canada plate, full polished.	4 00
Sheet zinc, cask lots, 100 lb.	7 50
Broken lots	8 00
Pig lead, 100 lb.	5 50
Black iron pipe, ½ inch	3 30
" ¾ "	3 30
" 1 "	3 40
" 1½ "	3 70
Black iron pipe, ¾ inch	4 35
" 1 "	6 25
" 1½ "	8 70
" 2 "	10 50
" 2½ "	14 50
Rope, sisal, 7-16 and larger, basis.	11 75
Manila, 7-16 and larger, basis.	15 25
Lathyrum	11 25
Solde	20
Axes, chopping. \$ 6 75 to 12 00	
" double bitts	12 00 to 18 00
Bluestone	5 70

In New Buildings or Old

WHEREVER HIGHEST EXCELLENCE IS REQUIRED
USE OURMETALLIC CEILINGS
AND WALLS

Because they give most lasting satisfaction — are strictly sanitary — and are made in a multitude of artistic designs to suit all tastes and requirements.

We offer you very best value to be found in these reliable goods — the perfect harmony of beauty, combined with practical business needs.

Carry them in stock and be sure of the best trade.

The Metallic Roofing Co., Limited
TORONTO MONTREAL WINNIPEG

Screws, flat head, iron, bright.	85 and 10 p.c.
Round " "	80 p.c.
Flat " brass	75 and 10 p.c.
Round " "	70 and 10 p.c.
Coach	65 p.c.
Bolts, carriage	50 p.c.
Machine	50 and 5 p.c.
Tire	60 and 5 p.c.

Bolts, Sleigh shoe	65 p.c.
Plough	50 p.c.
Flat head stove	60 and 5 p.c.
Round head	60 and 5 p.c.
Elevator	60 p.c.

Rivets, iron.	50 and 10 p.c.
Copper, No. 8	32
No. 12	36

Coil chain, 3-16 inch	10½
" ½ inch	8½
" 5-16 inch	5½
" ¾ inch	5½
" 7-16 inch	5
" ½ to ¾ inch	4½

Spades and shovels.	40 and 5 p.c.
Harvest tools	60 p.c.

Axe handles, turned, s. g. hickory, doz.	\$3 15
No. 1	1 90
No. 2	1 60
Octagon extra	2 30
No. 1	1 60

Files common	70 and 10 p.c.
Diamond	60 p.c.

Building paper :	
Anchor, plain	65c.
" tarred	70c.
Pure fibre, plain	65c.
" tarred	80c.

Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.

Loaded shells :	
Eley's soft, 12 gauge black.	15 00
chilled, 12 gauge	10 50
soft, 10 gauge	19 50
chilled, 10 gauge	21 50

Shot, Ordinary, per 100 lb.	6 20
Chilled	6 60

Powder, F.F., keg	4 75
F.F.G.	5 00

Tinware, pressed, retinned.	70 and 10 p.c.
plain	75 and 2½ p.c.

" pieced	
Japanned ware	37½ p.c.

Enamelled ware, white.	45 p.c.
" Famous	50 and 10 p.c.
" Imperial	50 and 10 p.c.

Green Wire Cloth.	1 50
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PETROLEUM.

Water white American	27½ c.
Prime white American	25½ c.
Water white Canadian	25½ c.
Prime white Canadian	24½ c.

SCRAP.

No. 1 cast iron	\$14 to 15
No. 2 "	7
Wrought iron scrap	5
Copper (heavy)	8½ c. per lb.
Yellow brass (heavy)	7½ c. "
Light brass	5c. to 6c. "
Lead pipe, or tea lead.	2c. to 2½ c. "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

Turpentine, pure in barrels	\$ 0 90
Less than barrel lots.	0 95
Linseed oil, raw	0 57
Boiled	0 60
Lubricating oils, Eldorado castor.	0 28½
Eldorado engine	0 27½
Atlantic red	0 33½
Renown engine	0 42
Black oil	19½ to 21½
Cylinder oil (according to grade) ..	55 to 74
Harness oil	0 56
Neatsfoot oil	1 00
Steam refined oil	0 85
Sperm oil	2 00
Pure castor oil, first pressure.	0 10
Lubricating oil	0 10

NOTES.

Window glass, single break, up to 25 inches, \$3.75 ; 26 to 40, \$4 ; 41 to 50, \$4.50 ; 51 to 60, \$5 ; 61 to 70, \$5.50, in 100-ft. boxes.

The old established general store business of Montgomery & Colquhoun, at Deloraine, has been dissolved by mutual consent.

R. M. Moore, manufacturers' agent, has taken P. E. Archer into partnership, the firm to be known as R. M. Moore & Co. Mr. Archer was of the staff of The McClary manufacturing Co.

BANK OF MONTREAL.

Proceedings at the Eighty-Sixth Annual Meeting.

A SATISFACTORY REPORT.

Hon. Geo. A. Drummond Touches on General Trade of Country Which Has Been Prosperous—Election of Directors.

THE eighty-sixth annual meeting of the shareholders of the Bank of Montreal was held in that institution at noon yesterday.

There were present: Hon. George A. Drummond, Vice-President; Sir William C. Macdonald, Hon. Robert Mackay, Messrs. R. B. Angus, A. T. Paterson, E. B. Greenshields, R. G. Reid, Charles Alexander, E. K. Greene, G. F. C. Smith, A. T. Taylor, Hon. J. K. Ward, Donald Macmaster, K.C., C. J. Fleet, K.C.; F. S. Lyman, K.C.; Henry Dobell, Angus Hooper, Richard White, Thomas Gilmore, James Tasker, James Moore, Geo. Hague, B. A. Boas, James Croil, D. Forbes Angus, George Filer, R. H. Clerk, John Molson, John Taylor, H. Macdonald, Robert Archer, Hugh Cameron, W. D. Gillean, Robert Hampson, H. M. Foley, W. Howard, W. H. Evans, Fraquhar McLennan, H. J. O'Heir, Alfred Piddington, J. J. Robertson and John Morrison.

On the motion of Mr. John Morrison, Hon. George A. Drummond, Vice-President, was unanimously voted to the chair, in the absence of the President, Rt. Hon. Lord Strathcona and Mount Royal. Mr. B. A. Boas moved, seconded by Mr. Henry Dobell: "That the following gentlemen be appointed to act as scrutineers: Messrs. F. S. Lyman, K.C., and G. F. C. Smith; and that Mr. James Aird be secretary of the meeting."

DIRECTORS' REPORT.

The report of the directors to the shareholders at their eighty-sixth annual general meeting was then read by Mr. A. Macnider, acting-general manager, as follows:

The directors have pleasure in presenting the report, showing the result of the bank's business for the period from 30th April to 31st October, 1903, in accordance with resolution at the special general meeting held 7th January, 1903:

Balance of Profit and Loss Account, 30th April, 1903	\$ 724,807.75
Profits for the half-year ended 31st October, 1903, after deducting charges of management, and making full provision for all bad and doubtful debts	917,156.31
Premiums received on New Stock	416,024.00
	\$ 2,057,988.06
Dividend 5 per cent., payable 1st December, 1903	684,000.00
Amount transferred to Rest Account	1,000,000.00
Balance of Profit and Loss carried forward	\$ 373,988.06

Since the last annual meeting of the shareholders, branches of the bank have been opened at Edmonton, Alta., Indian Head, Assa., and Brandon and Gretna, Man., and a branch at Sherman avenue, Hamilton, has been arranged for, to be opened on the 1st December, 1903.

The bank also established a branch at Yarmouth, N.S., through the purchase of the business and premises of The Exchange Bank of Yarmouth.

The bank is at present erecting premises for the branches at Edmonton, Alta., and Birchy Cove, Newfoundland, and has acquired properties on the corner of St. Catharine street and Papineau road, Montreal, and the corner of Greene and Western avenues, Westmount, where premises are being erected for the occupation of branches to be established at those points.

The bank has also, since last annual meeting, gone into occupation of the new premises on Craig street, Montreal, and the reconstruction of the St. James street building is proceeding satisfactorily.

With deep regret the directors have to record the death of their esteemed colleague, Mr. A. F. Gault, who had been a member of the board for upwards of ten years.

The vacancy on the board has been filled by the election of the Hon. Robert Mackay.

It has been thought desirable to provide an assistant to the general manager, and Mr. H. V. Meredith has been appointed to the position of assistant general manager, retaining also the position of manager at Montreal.

The issue of \$2,000,000 new capital stock authorized at the special general meeting of 7th January last, has been all subscribed for, and all taken up with the exception of \$12,660, which will be paid up on the 23rd December, making the capital stock, all paid \$14,000,000.

The head office and a number of the branches have been inspected since the meeting last June. All the branches will be inspected, and reported on at next meeting.

STRATHCONA AND MOUNT ROYAL,

President.

Bank of Montreal, head office, 31st October, 1903.

THE CHAIRMAN'S ADDRESS.

Hon. George A. Drummond then said: The statements now presented show clearly the position of the Bank, and will, I feel assured be accepted as satisfactory.

In Montreal the new banking room in the rear has been occupied, and, giving

as it does, ample and convenient accommodation to the public and the staff, has proved most satisfactory.

The old building has long been outgrown by the business of the Bank, which was being carried on in it under crowded and most unsanitary conditions.

The reconstruction of the old building in modern fireproof manner is now proceeding, the original facade alone remaining, and when finished the premises of the Bank in this city will no doubt be accepted as creditable alike to the architects, the bank and the city.

It may be mentioned that the original building, fronting the square, was first occupied in 1847, at which period the liabilities of the Bank to the public were \$3,660,000, as compared with \$93,534,000 at present, figures giving some indication of the expansion of the Bank's business and the accommodation required.

Turning to general questions, the most striking event of the year has been the serious decline in the market for securities.

Primarily, this has been the result of over production of stock certificates, bonds, debentures and all marketable securities, in some cases the necessary consequence of great industrial activity, but in others due to excessive capitalization, the disclosures of which excited public distrust.

It is to be noted that such cases have been rare in Canada, but we have by no means been exempt from the consequences.

Notwithstanding these drawbacks, which have made the receipts of wholesale houses occasionally slower than usual, the general trade of the country has been prosperous, as the following summary will indicate:

Dry goods—"An unusually good year."

Wool—"A good demand at good prices."

Iron and hardware—"An excellent year's business at fairly remunerative returns, equalling those of any former year."

Leather exports—"An increase of late at prices netting shippers good returns."

Boots and shoes—"A very good year's trade."

Grocery—"A satisfactory year's business, materially greater than last year."

Lumber—"A very satisfactory year, at prices 10 to 15 per cent. higher than last year."

Cheese—"The most profitable for years."

Summarising the figures approximately they stand thus:

Exports of lumber	\$ 33,000,000
Exports of butter and cheese	27,000,000
Exports of bacon, hams, eggs, poultry	16,000,000
Exports of grain of all kinds	28,000,000
Exports of flour and meal	7,000,000
Exports of live stock	12,500,000
	\$ 124,000,000

And it will be noted a large proportion of the year's crop has yet to come forward.

The opening of the trade with South Africa promises well. Already an ex-

HARDWARE AND METAL

tensive trade in flour, meal, lard, meats, canned goods and lumber has been established.

As regards the business of the port of Montreal, very full information is already in the hands of the public, and it need only be stated that the tonnage visiting the port shows a steady increase over the past three years, the excess being 41 vessels and 350,662 tons for 1903 over 1902.

The abolition of tolls on our canals has been effective in increasing the business of the port, the exports of wheat for the season from Montreal being larger than from New York; nevertheless, our grain exports are below the figures for 1896 and 1899.

The cattle exports for the past season show a very great increase over any previous year.

The rapid development of the North-west Territory, and the consequent increase in exportable produce, is amongst the most important of recent events. During the past sixteen months the Canadian Pacific Railway has sold for settlement over three millions acres of wild lands; add to this the sales by the Government and private holders, and the aggregate must reach into large figures. It is known that at least 115,000 immigrants have entered these territories since the 1st of January last.

If disposed to attempt a forecast, which I have no intention of doing, it would undoubtedly be necessary to give weight to the great factors already alluded to. The prosperity of our farmers, the wealth pouring into territories only recently a barren waste, the full employment of labour of all kinds at high wages, and the great industrial activity caused by the establishment of many branches of manufactures; but I should also be compelled to enforce the counsels of prudence and economy.

I have much pleasure in moving:

"That the report of the Directors now read be adopted and printed for distribution among the Shareholders."

This was seconded by Mr. A. T. Paterson, and was carried unanimously.

THANKS ARE TENDERED.

Mr. Donald Macmaster moved:

"That the thanks of the meeting be presented to the President, Vice-President and Directors for their attention to the interests of the Bank."

Mr. Angus Hooper seconded the motion, which was unanimously agreed to.

The Chairman—In the absence of Lord Strathcona, and in the name of my brother directors, I beg to express sincere thanks for the honour done us.

Mr. R. B. Angus—I beg to move:

"That the thanks of the meeting be given to the General Manager, Assistant General Manager, the Inspector, Manager of other offices of the Bank, for their services during the past year."

The ability, integrity and zeal with which the officers of the Bank have displayed deserve this recognition at our hands. It is a matter of regret to us all that the General Manager is at present absent, having been detained in England by business matters, and also by a slight

GENERAL STATEMENT.

LIABILITIES.		
Capital stock.....		\$ 13,973,560.00
Res.....	\$10,000,000.00	
Balance of Profits carried forward.....	373,988.06	
	\$10,373,988.06	
Unclaimed dividends.....	3,620.01	
Half yearly dividend, payable 1st December, 1893.....	684,000.00	
		11,061,608.07
		\$ 25,035,168.07
Notes of the Bank in circulation.....	\$11,325,203.00	
Deposits not bearing interest.....	23,579,315.46	
Deposits bearing interest.....	57,847,538.20	
Balances due to other Banks in Canada.....	94,499.36	
		92,846,556.02
		\$117,881,724.09
ASSETS.		
Gold and Silver coin current.....	\$3,286,113.46	
Government demand notes.....	4,197,915.50	
Deposit with Dominion Government required by Act of Parliament for security of general bank note circulation.....	454,634.63	
Due by agencies of this bank and other banks in Great Britain.....	\$ 5,688,191.81	
Due by agencies of this bank and other banks in foreign countries.....	3,093,893.41	
Call and short loans in Great Britain and United States.....	15,356,366.00	
		24,138,451.22
Dominion and Provincial Government Securities.....	435,697.46	
Railway and other Bonds, Debentures and Stocks.....	7,579,948.51	
Notes and cheques of other Banks.....	2,304,119.85	
		\$42,396,880.63
Bank Premises at Montreal and Branches.....		600,000.00
Current Loans and Discounts in Canada and elsewhere (rebate interest reserved) and other assets.....	\$74,605,119.69	
Debts secured by mortgage or otherwise.....	166,648.27	
Overdue debts not specially secured (loss provided for).....	113,075.50	
		74,884,843.46
		\$117,881,724.09

Bank of Montreal,
Montreal, 31st October, 1903.

E. S. CLOUSTON,
General Manager.

indisposition. But he is now well, and will be here in a few days.

The motion was seconded by Mr. R. G. Reid, and was carried unanimously.

Mr. H. V. Meredith, Assistant General Manager, said: I regret that the General Manager, whose duty and pleasure it is to reply to this resolution, is not in his place to-day. He is, as Mr. Angus has said, detained in London undergoing treatment for an ailment, which we are all glad to know is not a serious one, and we expect to have him back with us in the course of a few days, I am aware the vote of thanks to the staff, which you have been good enough to pass, is to a large extent one of form and usage. At the same time I feel that the words of appreciation and confidence which the mover of this resolution has used, coming as they do, from one of our old and most successful General Managers, must prove an incentive, were incentive wanting, to greater exertions in obtaining the best possible results for your investment, and at the same time safeguarding the large responsibilities you have confided to our care.

Mr. A. Macnider, Acting General Manager, returned thanks, on behalf of the other members of the staff, for the kind words of appreciation that had been spoken.

Mr. George Hague moved, seconded by Mr. A. T. Taylor:

"That the ballot now open for the election of Directors be kept open until 2 o'clock, unless fifteen minutes elapse without a vote being cast, when it shall be closed, and until that time and for that

purpose only this meeting be continued." This was unanimously concurred in, and a hearty vote of thanks was then accorded the chairman, who acknowledged the same.

THE DIRECTORS.

The ballot resulted in the election of the following directors:

R. B. Angus, Esq.
Hon. George A. Drummond.
E. B. Greenshields, Esq.
Sir William C. Macdonald.
Hon. Robert Mackay.
A. T. Paterson, Esq.
R. G. Reid, Esq.
James Ross, Esq.
Rt. Hon. Lord Strathcona and Mount Royal, G.C.M.G.

The President and Vice President will, in the ordinary course of business, be elected at to-day's meeting of the Directors.

AN ARTISTIC CALENDAR.

M. & L. Samuel, Benjamin & Co., Toronto, have issued their calendar for 1904, one of the most artistic yet seen by "Hardware and Metal." The feature of it is a beautifully colored engraving entitled "Coaching," a typical English scene. Readers of "Hardware and Metal" who have not yet secured a copy are invited to do so. It is well worth asking for.

PAINT, OIL AND BRUSH TRADES

NEW VARNISH AND COLOR FIRM FOR MONTREAL.

FRESH evidence of the gratifying interest which is being manifested with regard to Canada and the growing Canadian market is to be seen in the decision of Mander Bros., the varnish and color manufacturers, to establish a warehouse in Montreal from which to supply the demands of this market. For a number of years Mander Bros. have had an agency in Canada, but the agreement with their representative expires at the end of the month, and preparations are now being made to handle the business direct. Gerald Lees, who has been associated with the firm for a long time, has come to Canada to superintend the business in this country, and he is now fitting up a commodious warehouse at 218 St. Paul street, Montreal.

Mander Bros. scarcely require any introduction to Canadian paint and varnish men. For years they have had their agents in Canada, and it is well known that they are an old and well-established firm in England. This month they are celebrating their centenary (having been established in 1803) by establishing a branch in Canada. Their headquarters are, of course, in Wolverhampton, England, but they have establishments also in London, Berlin and Florence.

In conversation with Mr. Lees early in the week, "Hardware and Metal" learned that while the firm of Mander Bros. are probably best known by their varnishes, they also carry an extensive line of colors. Some interesting novelties were shown "Hardware and Metal" in the course of a half hour's interesting conversation.

Among these were the Olcina water paints, of which some 18 specimens shown on a neat little color card. These paints are sent out to the customer in paste form, and only require to be thinned with cold water. For the interior decoration of any buildings, whether on plaster, woodwork or brick, the Olcina water paints are very suitable. A house, the walls and doors of which are painted with the soft, velvety, unobtrusive and yet decided tones peculiar to the series of Olcina paints, possesses a refinement and distinction often not found in more extensively decorated homes. The water

paints can be used as represented in the color card, or they can be intermixed with white No. 49, thus placing at the command of persons of taste charming shades unobtainable in any other way with so little trouble or expense.

A good feature of these paints is that they are washable a few days after application. They are also cheap, fast in light, quick drying, and without the smell of oil paints. Being non-poisonous and of a sanitary nature, they destroy in the act of application the ova of insects and other organisms detrimental to health.

Another specialty which Mander Bros. are placing prominently in the Canadian market is their line of coach paints. Their "Carminette," a special vermilion of their own, is bound to be very popular, as it is not only a beautiful color, but it stands exposure well.

Mr. Lees will be glad to supply any of our readers with a series of attractive booklets and color cards showing the varied extent of the lines which he has to sell. Hardware dealers who wish to keep their stocks up to date and to handle novelties which are bound to be popular as soon as they are known, should address Mander Bros., 218 St. Paul street, Montreal, and secure fuller information than we have been able to give in a short sketch.

Motor Transport For Goods.

IN the November issue of Page's Magazine, Mr. Douglas Mackenzie discusses the economic position of motor vehicles. He points out the complete lack of reliable figures as to the cost of motor transport. To arrive at the working cost the author goes at length into the question of repairs and renewals, and emphasises the necessity of laying off the motor one day per week to ensure proper attention to the boiler and engine. The various sizes and kinds of motor lorries from the petrol lorry carrying about two tons, to the largest steam motor wagons carrying, on motor and trailer, ten tons of paying load, are also dealt with. The writer observes that the new regulations of the Local

Government Board will be awaited with some anxiety, and suggests that, whilst they should specify wide tyres and driving wheels of larger diameter, the speed of motor wagons should be left unrestricted, so that each size could be run at the speed that proved most economical and best suited to the traffic encountered.

The wear and tear produced on the roads is treated at some length, the conclusion being that if the roads are of a proper standard, there is less wear and tear from the use of motor vehicles than from any other form of transport.

The writer then summarises the point of view of various users, emphasising the importance of confining motors to hard roads. For contractors, he concludes that they are only of use in very limited circumstances, and that for gravel hauling, bricks, new road work, or discharging barges, they can very seldom be used. In municipal work, he considers they can seldom, if ever, be more economical than horse cartage, and for mineral water deliveries, he considers the horse the cheapest. If the journeys are too short, or the loads too light, he is of opinion they will only be used when economy is not the first consideration, but the ideal load he places at from five to ten tons for distances exceeding ten miles.

In conclusion, he points out that motor transport is essentially an expert engineer's business, and that the user of one of two motors would do better to put his work out to contract than to employ his own motors. The illustrations accompanying the article show typical examples of the most recent productions in this field.

Fire recently destroyed the machine shop of the Barig Engineering Company, Sydney Mines, N.S., the loss being estimated at \$30,000, comparatively little of which is covered by insurance. The shop contained some valuable machinery, all of which has been destroyed. The company were constructing blast furnaces for the Nova Scotia Steel Company, and in consequence of the fire work on the furnaces will be delayed for some time. The construction of the piers at North Sydney will also be delayed.

LINSEED OIL

Raw and Boiled

"GUARANTEED PURE"

MANUFACTURED BY

Canada Linseed Oil Mills,
MONTREAL. LIMITED,

 **BARRELS WANTED!!**

We are open to buy good sound, oak Linseed Oil, Turpentine, Varnish, and Machine Oil Barrels.

If You Buy

Varnishes	Paints
Japans	Colors
Lacquers	Glues
Stains	Bronzes
Fillers	Chamois
	Sponges

WRITE TO

R. C. JAMIESON & CO.
LIMITED
MONTREAL.

AGENTS FOR ASPINALL'S ENAMEL.



Steel Frame Churn.

DAVID MAXWELL & SONS

ST. MARYS, ONT., CANADA.

"Maxwell Favorite Churn" Lawn Mowers.

PATENTED FEATURES: Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive, and Detachable Driving Link. Improved for season of 1904. Steel or Wood Frame as desired.

High and Low Wheels, from 12 in. to 20 in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

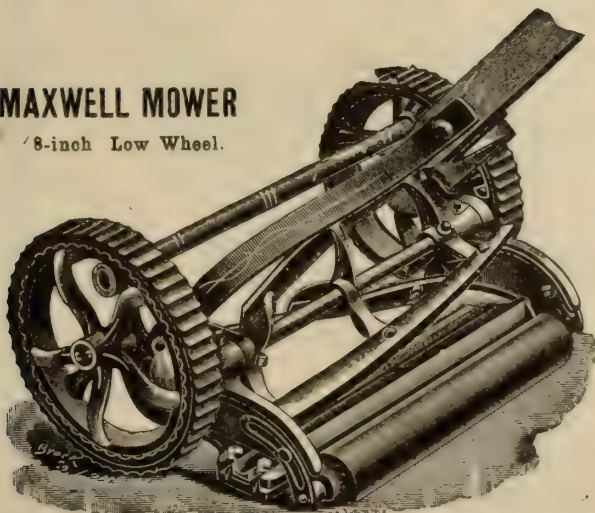
If your Wholesale House does not offer you these articles

Wheelbarrows. In Four Different Sizes.

SEND DIRECT TO US.

MAXWELL MOWER

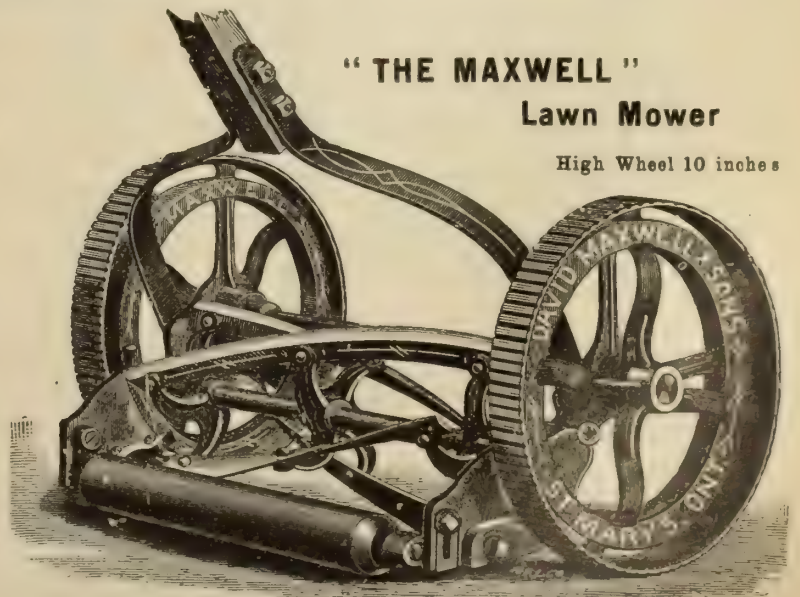
8-inch Low Wheel.



"THE MAXWELL"

Lawn Mower

High Wheel 10 inches



Paint and Oil Markets.

MONTREAL

There is nothing of special interest in this week. The dull season has arrived and the market is without features. Staples are unchanged in price but some slackening is reported in the heavy war of price cutting which has been in progress for so many months. It is quite evident that the leading paint and oil men are tired of it. There is said to be some inquiry already for Paris green and several new lists will soon be announced. We quote:

Ground White Lead.—Best brands, Government standard, \$4.60 to \$4.75; No. 1, \$4.25 to \$4.40; No. 2, \$4 to \$4.10; No. 3, \$3.67 1-2 to \$3.77 1-2; No. 4, \$3.30 to \$4.40, all f.o.b. Montreal. Terms, four months, or 3 per cent. off for cash in 30 days.

Dry White Lead.—\$4.25 in casks, and in kegs \$4.50.

Dry White Zinc.—Pure dry, in casks, 61-4c.; in 100-lb. kegs, 63-4c.; No. 1, zinc, in casks, 51-4c.; in 100-lb. kegs, 53-4c.

White Zinc (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No. 2, 6c.

Putty.—We quote: Bulk, in barrels, \$1.50; in 25-lb. tins and irons, \$1.85; bladed putty in barrels, \$1.75.

Orange Mineral.—Casks, 7c.; 100-lb. kegs, 7 1-4c.; smaller quantities, 8 1-4c.

Red Leads.—Genuine red lead, in casks, \$4.25; in 100-lb. kegs, \$4.50; in less quantities, \$5.50 per 100 lb. No. 1 red lead, casks, \$3; kegs, \$4.25, and smaller quantities, \$5.25.

Litharge.—Ground, casks, 5c.; in less quantities, 5 1-2c.; flake litharge, casks, 85, smalls, \$5.50 per 100 lb.

Linseed Oil.—Raw, 1 to 4 barrels, 46c.; 5 to 9 barrels, 45c.; boiled, 1 to 4 barrels, 49c.; 5 to 9 barrels, 48c. Terms, net cash 30 days. Delivered in Ontario between Montreal and Oshawa at 2c. per gallon advance.

Turpentine.—Single barrels, \$3 1-2c.; 2 to 4 barrels, \$2 1-2c. Standard gallon of 8.6 pounds. Terms, net cash in 30 days.

Benzine.—25 to 26c.

Shellac Varnish.—Pure white, \$2.60, to \$2.80; pure orange, \$2.60 to \$2.80; No. 1 orange shellac, \$2.40 to \$2.60.

Mixed Paints.—\$1.20 to \$1.40 per gallon.

Castor Oil.—\$3-4 to 9 1-4c. in whole-sale lots, and 1-2c. additional for small lots.

Sea Oil.—48 to 50c.

Cod Oil.—35 to 37 1-2c.

TORONTO.

Cutting is still the feature of the day, white lead, putty, window glass and linseed oil, all being affected. Turpentine is stiffening at primary markets, and an advance is anticipated here by some buyers. There is no change in prices, though, owing to the cutting, some of those quoted are merely nominal.

WHITE LEAD.—Ex-Toronto, pure white lead, \$4.75; No. 1, \$4.30; No. 2, \$4; No. 3, \$3.60; No. 4, \$3.35 in packages of 25 lb. and upwards; 1/2c. per lb. extra will be charged for 12 1/2-lb. packages; genuine dry white lead, in casks, \$1.87 1/2.

RED LEAD.—Genuine, in casks of 560 lb., \$4.75 to \$5; ditto, in kegs of 100 lb., \$5.25 to \$5.50; No. 1, in casks of 560 lb., \$4 to \$4.25; ditto, in kegs of 100 lb., \$4.25 to \$4.50.

LITHARGE.—Genuine, 6 to 6 1/2c.
WHITE ZINC.—Genuine, French V.M., in casks, \$6 to \$6.25; Lehigh, in casks, \$6 to \$6.25.

SHINGLE STAIN.—In 5-gallon lots, 60 to 85c. per gallon.

PARIS WHITE.—90c. to \$1 per 100 lb.

WHITING.—60 to 65, per 100 lb.; Gilders' whitening, 75 to 80c.

SHELLAC.—Pure orange, in barrels, \$2.45; white, \$2.60 per gallon; No. 1, 15c. less; in less quantities 30c. extra, including price of can.

PUMICE STONE.—Powdered, \$2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots and 8c. in bbls.

LINSEED OIL.—Raw, 1 to 2 bbls., 50c.; boiled, 53c.; 3 to 5 bbls., raw, 49c.; boiled, 52c.; 6 to 9 bbls., raw, 48c.; boiled, 51c., delivered. To Toronto, Hamilton and London, 2c. less.

TURPENTINE.—Single bbls., 86c.; 2 to 4 bbls., 85c., delivered; 5 bbls. and over,

open. Toronto, Hamilton and London, 2c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10 gallon packages, 80c. will be charged.

GLUES.—Broken sheet, in 200-lb. bbls., 8 to 8 1/2c. per lb.; cabinet glue, in bbls., 11 to 12c.; emery glue, in bbls., 17c.; bookbinders', ground, 10 1/2c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

PUTTY.—Common, \$1.65; pure, bladders, in barrels, \$2.25; bladders, in 100-lb. kegs, \$2.40; bulk, in barrels, \$2.05; bulk, less than barrels and up to 100

PLASTER PARIS.—New Brunswick, \$2 per bbl.

LIQUID PAINTS.—Pure, \$1.20 to \$1.40 per gallon; No. 1, \$1.10 per gallon.

BARN PAINTS.—65 to 70c. per gallon.

CASTOR OIL.—English, in cases, 7 1/2 to 8c. per pound, and 8 1/2 to 9c. for single tins.

Window Glass.

MONTREAL.

There is still much competition among sellers of window glass, but nominally there have been no changes. We quote: First break, 50 feet, \$1.70; second break, \$1.80 for 50 feet. First break, 100 feet, \$3.25; second break, \$3.45; third break, \$3.95; fourth break, \$4.20.

TORONTO.

Owing to the cutting the quotations given are merely nominal. There is a good business doing, but the jobbers are complaining of small profits. Prices are nominally as follows: Star, under 26 in., \$3.80; 26 to 40 in., \$4; 41 to 50 in., \$4.50; 51 to 60 in., \$4.75; 61 to 70 in., \$5; 71 to 80 in., \$5.50, Toronto, Hamilton and London. Discount 10 per cent.

ROOFING PAINTS

Mixed Ready For Use. Seven Shades.

RED OXIDE,
MAGNETIC OXIDE,
PURPLE OXIDE,
BROWN METALLIC,



RED MAGNETIC,
LEAD METALLIC,
GRAPHITE.

TRADE MARK

"ANCHOR" ROOFING PAINTS combine minerals with hard-drying liquids, making a covering which will withstand exposure to the weather. They can be used on **IRON, TIN or WOODEN ROOFS.**

HENDERSON & POTTS, Limited, HALIFAX.

HENDERSON & POTTS CO., Limited, MONTREAL.

Send us a post card
and let us tell you all
about them

CHURCH'S COLD WATER

ALABASTINE

The genuine Alabastine is made only by us. It was prepared and patented over twenty years ago by the man whose name is always associated with Alabastine—Mr. M. B. Church. Its base is Plaster of Paris which gives Alabastine its permanency, sanitary property, adhesiveness and superior working quality. It mixes with cold water, and to walls of all sorts, wood, plaster, brick, etc.; it is quickly and economically applied. Age improves it; it neither decays or scales off. Far superior to paper, paint, or kalsomine. Made in twenty tints and white. The ideal thing for walls of homes, churches, factories or any building.

1904 is at hand—is your order yet placed for Alabastine? Give it direct, or to your jobber—the cost is the same.

THE ALABASTINE CO., Limited, PARIS, ONT.

R. E. THORNE, 768 Craig St.,
MONTREAL

Wholesale Agent and Importer

Dry Colors, Ochres, Bronze Powders,
Aluminum Powder, Schlag Metal,
Bronze Liquids and Varnishes.

Toronto Office—29 Melinda St.

Standard Paint & Varnish Works
Limited

Makers of High-Grade Varnishes, Japans,
Paints, Colors and Enamels.

WINDSOR, ONT.

GENUINE

PRATTS ASTRAL LAMP OIL

Sold in all countries and recognized as the
highest grade oil manufactured.

WHOLESALE ONLY.

THE QUEEN CITY OIL COMPANY, Limited,
TORONTO, ONT.

HARDWARE AND METAL is the only journal in Canada concerning
itself with the paint, oil and glass interests. Its markets are trust-
worthy and full.

CONSOLIDATED PLATE GLASS COMPANY

—five warehouses completely equipped with the best Plate and Sheet
Glass, Etc. We transact business in an exceptionally satisfactory way
and invite your next order to prove it. Send it to the nearest office.

TORONTO

OTTAWA

MONTREAL

LONDON

WINNIPEG.



Paints and Paints

Some are good, some poor. If **GLOBE PAINTS** were
poor they wouldn't be 9 years on the market. It takes
a good article to live as long as that. We are not only
living, but growing. That means a good deal.

—When our salesman calls on you, pay good heed
to what he has to say.

The Globe Paint Co.,
Limited

422-424 Adelaide St. W., Toronto.



"Island City Paint and Varnish Works.

We offer the Finest and Whitest **ENAMEL** in the market—Aluminum, Gold and Silver.

P. D. DODS & CO., Proprietors, Montreal, Toronto, Vancouver.



An anxious enquirer asks :
Is all

Paris Green

made in Paris ?

NO.

The great bulk of
what is used in
Canada is **not** made in
Paris
London

OR

New York

It is made in Canada
by the

CANADA
PAINT
COMPANY

LIMITED

In 1903 this Company made
100 tons more
than the year 1902.

It is the standard
Paris Green. Made in ad-
vance of the Government
Standard. The largest buyer
of Paris Green in the whole
Dominion says :

"We bought the Canada Paint
Company's Paris Green exclusively
in 1903, and will do so in 1904 be-
cause of its superior quality."

Price list for the standard
Pure Paris Green
will be issued in a few days by

THE CANADA
PAINT CO.

LIMITED



Business Changes.

ONTARIO.

D. Almas, of D. Almas & Son, general
merchants, Hagersville, is dead.

A. Myers, husband of M. Myers, gen-
eral merchant, Uffington, is dead.

J. Tomlinson, of T. Tomlinson &
Sons, foundrymen, Toronto, is dead.

V. M. Nicholls, general merchant,
Fordwich, has sold out to Wade Bros.

W. J. Reid & Co., wholesale crockery
and glassware dealers, London, are clos-
ing out their retail business.

Turner & Son, general merchants,
Bealton, have dissolved partnership. F.
Turner continues in business.

The assets of A. E. Eastman, tin-
smith and stove dealer, Richmond, have
been sold at 40c. on the dollar.

The Canadian Broom Co., Limited,
Ottawa, have assigned to W. A. Cole;
a meeting of the creditors is announced
for Tuesday next week.

QUEBEC.

The Canada Handle Co. Limited,
Hull, have been incorporated.

P. Therrien & Co., general merchants,
St. Remi, have compromised.

A. McIntosh & Co., machinists and
blacksmiths, Montreal, have registered.

The Mount Royal Gas Engine and
Machine Works, Montreal, have regis-
tered.

The Richelieu Pottery Co., St. Johns,
have dissolved business and registered
the same.

B. Nerou, general merchant, St. Jer-
ome, has offered to compromise at 50c
on the dollar.

Ratte & Payment, general merchants,
St. Anne de Beaupre, have registered
their partnership.

H. Girard, general merchant, St.
Paul's Bay, is offering to compromise
at 40c on the dollar.

The Potters' Manufacturing Associa-
tion, St. Johns, have dissolved business
and registered the same.

J. N. J. Bisson, general merchant,
Broughton Station, has sold his stock
to Beaudoin & Turcotte.

L. O. Couture & Co., general mer-
chants, St. Gedeon, are offering to com-
promise at 80c on the dollar.

F. X. Brassard, general merchant,
Amqui, has made an assignment and G.
Lafaire has been appointed provisional
guardian.

MANITOBA AND N.W.T.

The Winnipeg Box Factory, Winni-
peg, has discontinued business.

H. R. Goulgar & Co., general mer-
chants, Lacombe, have been incorporated.

A meeting of the creditors of G. El-
liott, general merchant, Hamiota, has
been held.

The stock of the estate of S. Lebed-
insky general merchant, Carman, has
been sold.

Montgomery & Colquhoun, general
merchants, Deloraine, will dissolve part-
nership January 1, 1904.

W. H. Atkinson, dealer in lumber and
agricultural implements, Deloraine, has
sold out to J. H. Lohead.

Dulmage Bros., general merchants,
Saskatoon, have sold their hardware
stock to H. Isbister & Son.

The stock of the estate of Sparling
& Landers, hardware merchants, Cryst-
al City, have been sold to T. Finkel-
stein.

BRITISH COLUMBIA.

Urquhart Mills, Vancouver, have
made application to have the firm name
changed to the Vancouver Lumber Co.,
Limited.

NEW BRUNSWICK.

H. E. Graves, general merchant, Har-
vey Bank, has assigned to the sheriff. A
meeting of creditors was announced for
10th inst.

NOVA SCOTIA.

G. G. Powers, general merchant, Kings-
ton Station, has made an assignment for
the benefit of his creditors.

PERSONAL MENTION.

Mr. J. Isbister, hardware merchant,
Saskatoon, N.W.T., under date of Novem-
ber 29, 1903, writes as follows: "I con-
sider 'Hardware and Metal' the newsiest
and most important trade paper we take
and wish you continued success."

Mr. J. B. Luckhardt, of Elmira, Ont.,
has sold his hardware business to Klink
& Ahrens, of Hanover, who will take pos-
session on January 15.

Mr. E. Tougas, manager of the firm of
P. D. Dods & Co., Montreal, paints, oils,
varnishes, etc., has returned this week to
his business after an illness extending
over a fortnight. Mr. Tougas was suffer-
ing from a severe attack of quinsy, but
is now sufficiently recovered to return to
his desk.

HARDWARE AND METAL

CHAS. P. CLARK, President.

JARED CHITTENDEN, Treasurer

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices Throughout the Civilized World

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchant by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it wishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence Invited.**

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HALIFAX, N.S.
OTTAWA, ONT.
VANCOUVER, B.C.

HAMILTON, ONT.
QUEBEC, QUE.

LONDON, ONT.
ST. JOHN, N.B.
WINNIPEG, MAN.

MONTREAL, QUE.
TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

FOLDING COUNTER SEAT.

Nothing like it on the market. Always out of the way; takes up little or no space. Warranted not to break or get out of order. Frame of malleable iron, aluminum or japan finish; seat solid oak or maple, mahogany or walnut finish.

SAMPLE SEAT, sent anywhere in Canada, safely boxed, charges prepaid, for **\$2.00**.

Also other hardware novelties. Send for circular.

NOVELTY MFG. CO.,

237 King St. E., TORONTO

IT'S EASY WITH CONNOR'S O.K. ROTARY WASHER



This machine has a heavier fly wheel than any other similar machine. That's why it works the easiest and run smoothest. They cost you no more than the ordinary kind. Write for our catalogue and price list.

J. H. Connor & Son, Limited,
Manufacturers Washers and Wringers, OTTAWA.



Established Cable Address,
1832. "BLISS."

MANUFACTURERS

Wood Turnings, Hand,
Bench and other Screws
Mallets, Handles, Vises
Clamps, Tool Chests
Croquet, Lithographs
Wood Toys, Novelties
and also the celebrated

**Wood's Patent Car
Gate**

For Street and Steam Rail-
road Cars.

The R. BLISS MFG. CO.
Pawtucket, R.I., U.S.A.

Canadian Representative: **ALEXANDER GIBB, 13 St. John St., MONTREAL.**
75 YEARS ESTABLISHED 1825. 75 YEARS

WHY sell Old Style Cork Screws?

The People Want

WALKER'S SELF-PULLING

which draws the cork, cuts the wire, removes crown, seal and aluminum stopper. Does the whole thing. Each one tested and guaranteed. We manufacture over 50 different styles.

ERIE SPECIALTY COMPANY, Erie, Pa., U.S.A.



"THE REAL" SAFETY RAZOR IS A SELLER

A New Kind of Razor



OUR CONDITIONS ARE : Give to likely customers to try and if not absolutely satisfactory return it.

AGENTS FOR CANADA:

RICE LEWIS & SON, Limited, Toronto.

CAVERHILL, LEARMONT & CO., Montreal.

GEO. W. KORN RAZOR MFG. CO., Little Valley, N.Y., U.S.A.

You'll be surprised at the way "The Real" Safety Razor shaves—different from any other razor.

It shaves clean and keen—smooth and easy.

It doesn't pull or break hairs.

"The Real" is the only perfect razor for self-shaving.

The rigid handle and the anti-cut guard make it better than the ordinary razor—better control of the blade on face, strop or hone—quicker work possible—no cutting.

It's better than other "safety razors" because it's a razor—not a hoe. Made of the very finest razor steel—full concave—2¼ in. blade.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

NOTE: Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, HARDWARE AND METAL.

Edited by

W. Arthur
Lydiatt,

TORONTO.

An Advertisement May Attract a Lot of Attention And Yet Sell No Goods.

THE rapid growth and development of holiday advertising is a marked characteristic of the merchandising of to-day. The advantages of holiday advertising are many, and they are such as will commend themselves to those who give the subject a little thought. In the first place, it shows that the merchant who makes a special bid for the holiday trade is wide-awake and keeps in touch with the spirit of the times. It indicates that he keeps careful watch of the changing seasons, and is always ready to anticipate the wants and wishes of his customers. This spirit is appreciated by the public, and their approbation is frequently manifested by a largely increased patronage. Holiday advertising appeals to the people when they are in a receptive mood. It is placed before them when they are anticipating a period of enjoyment and are disposed to give pleasure to others. It suggests purchases they might otherwise overlook, and would be sorry to miss. It brings the advertiser into closer touch with his patrons, and makes him, to some extent, a sharer in their joys and recreations. Beyond question it imparts a valuable impulse to trade—perhaps at a Season when it is most needed. It admits of striking display which would be unsuitable to ordinary occasions, and makes a pleasing variety where there might otherwise be a tendency to monotony. In short, it is judicious advertising, for it suggests the things the public want at the very time they require them, and thus benefits the buyer as well as the seller.

Christmas advertising is usually chiefly confined to the good things of the table—creature comforts, as the old divines used to call them—but even these cover a wide field and admit of pleasing illustration. Beginning with the good old turkey, with chestnuts for stuffing and cranberries for sauce, followed by the traditional plum pudding, the list runs through all kinds of poultry, meats, and vegetables. All kinds of groceries contribute their quota to the feast: the fruits of the tropics as

well as of temperate climes are in demand, and in many homes the festival is incomplete without a generous supply of "old October" and wines of the choicest vintage. The luxuries of the table require an appropriate setting, hence fine napery, delicate china, sparkling glass, and gleaming silver are in demand. These in their turn suggest table cutlery; and, when all the table requirements are complete, flowers for its adornment should not be forgotten. A well-appointed festal board would seem incongruous if its surroundings were inappropriate, and a handsomely furnished room imperatively demands that all who enter it shall be correctly clothed. Hence it will be seen that there is no lack of subjects for special advertisements at Christmas time, and the merchant who fails to utilize the holidays for advertising purposes misses a golden opportunity.

Schemes to Boom Trade.

Before Christmas a hardware merchant gave away a barrel of flour to each purchaser of a certain make of range.

* * *

A retailer in a city gets out a nice Christmas card every year and mails one to each of his customers, with a tastily gotten-up calendar.

* * *

Another retailer distributed among his customers pretty cards which contained blank spaces for the name of the recipient and a friend. It was stipulated that the cards were to be returned on or before Christmas morning, and the persons named on the cards thus returned each received a pretty Christmas present.

* * *

Guessing contests are conducted in almost innumerable ways, and are usually very effective in gaining publicity, more especially in towns and localities where such schemes are not worked to death. A Tennessee firm gave every one who bought goods to the value of 50c. a opportunity to register a guess as to the number of beans in a sealed jar. The beans were

counted on Christmas eve, and the best guesser received a desirable prize, which in this case was a beautiful dinner set, while the second best guesser received a tea set. Another method was adopted by a shrewd dealer. A guessing card was given with every article sold. On this card any girl under 15 years old was permitted to write her guess as to the number of sales that would be made by the firm during the week preceding Christmas. The girl who guessed the nearest to the correct number received a beautiful doll. It is usually found best to so arrange a guessing contest so that the children are given an opportunity to take part, as much more interest is thereby likely to be created.

* * *

An interesting and rather new idea was that employed by an eastern retailer. A sign was placed in the window, the words of which were made with pins. The five persons who guessed nearest to the correct number of pins in the sign received prizes as Christmas presents.

* * *

A very good scheme for any retailer who does a great deal of farmer trade is one which was employed by an enterprising firm. They advertise that they will give away 200 baskets. Every customer who purchases goods that cannot be conveniently carried by hand is given a basket to carry them in. Of course, it is presumed the baskets were of fairly good quality and worth carrying home.

* * *

It is a good idea to make up special outfits and offer them at a special price. For instance, you might make up a complete outfit of cooking utensils and make a special window display, and also do a little special advertising, enumerating the articles comprising the outfit. Even though few sales of this complete outfit should be made, it would serve to show the public what was considered a complete outfit of kitchen utensils, and many would thus call to mind where their outfit fell short of being complete.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing British and American Manufacturers. Correspondence invited from firms wishing to be represented in Canada.

BRITISH BUSINESS CHANCES.

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

FREE INSERTION

in "Commercial Intelligence," to the Editor

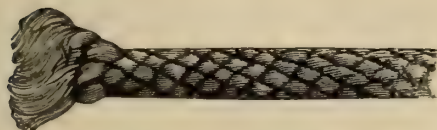
'SELL'S COMMERCIAL INTELLIGENCE,'

Temple House, Tallis St., Temple Avenue,
London, E.C.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

N.B.—A free specimen copy will be sent on receipt of a post card.

Buy the Best.

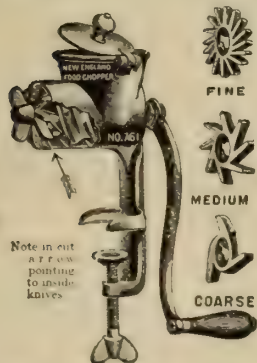


HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.



Will cut
Fine,
Medium
or
Coarse.

The only food chopper in the world with double knives inside and outside.

Is strong, simple, solid in construction, non-breakable and non-corrosive.

Send for the "Green Book" of Hardware Specialties for description and price.

SMITH & HENENWAY CO. CORP., Ltd,
Mfrs. of Cutlery and Hardware Specialties.

UTICA DROP FORGE & TOOL CO.,
Mfrs. of Nippers and Pliers.

296 Broadway, NEW YORK, NEW YORK.



G. A. Crosby & Co. of Ontario, SARNIA, ONT.

LIMITED

Manufacturers of

Patent Automatic Can Making Machinery, Presses,
Dies and Special Machinery for Working Sheet Metal

H. W. Petrie, 141-145 Front Street West, TORONTO - Selling Agent.



SEYMOUR SHEARS

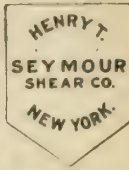
HAVE BEEN THE

Standard for over Half a Century.

"QUALITY UNQUESTIONED."

Each pair of our shears bears the above trade mark

TRADE MARK.



TRADE MARK

Latest Catalogue will be sent in exchange for your business card

Complete Line TRIMMERS, BANKERS', BARBERS' and TAILORS' SHEARS, Etc., Etc.

Henry T. Seymour Shear Company.

WIEBUSCH & HILGER, Limited, NEW YORK, Sole Agents.

CELEBRATED

HEINISCH SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinnern's Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 155 Chambers St.
NEWARK, N.J., U.S.A.

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Gauge.
Steel and Twist Barrels
Superior in Design, Workmanship
and Finish, and the most popular
Gun on the Market.



Simplest
"Take Down"
Gun Made

HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers.
Catalog on request. Worcester, Mass., U.S.A.

SPRINGS

FLAT—SPIRAL OR VOLUTE

INTERESTING CATALOG MAILED ON APPLICATION

THE WALLACE BARNES CO.
BRISTOL CONN.

HEATING AND PLUMBING

A Plea For Gasoline

THE following defence of gasoline, evidently inspired by interested friends, and which appeared in a Toronto paper, will be of considerable interest to the trade.

We are inclined to laugh at the credulity of savage or half-civilized nations, when a stampede occurs, owing to the misapprehension of some scientific or natural phenomenon. A curious instance of the same tendency of the public mind to unreasonable panic is, however, at present occurring in our midst. The other day some property was injured and two people lost their lives, through the explosion of an acetylene gas plant, installed in an hotel in a small country village in Ontario, known as Ridgetown. The accident arose through incompetent gas-fitting by a local amateur, gas having escaped from the leaky pipes and fixtures, until the whole building was thoroughly permeated, when the mixture of air and gas took fire from the jets burning, and an instantaneous explosion followed, causing the damage. This occurrence has actually stampeded all but the better educated people of the community, and most ridiculous measures are being advocated by half-baked editors and self-styled insurance experts, and the Tooley street tailors of the community. It does not appear to have occurred to any of these people that in New York, Montreal, Toronto and, indeed, any large city of the world, where people use gas furnished from street mains, precisely similar accidents arising from precisely the same cause faulty gas fitting are of constant occurrence.

"Only a short time ago in our city a firm of plumbers and gas-fitters had its shop front on King street west wrecked through an explosion of Consumers' Gas Co.'s gas, which had escaped from leaky pipes into the front of the store. A boarding-house in Chicago was recently blown to pieces and 17 people killed through a similar accident. We understand that in Ridgetown, people have been foolish enough to refuse to go into stores until the gas plants had been torn out and coal oil lamps (which, by the way, have killed 21 people in the last fortnight) substituted. The acetylene gas trade claims that this stampede has been largely fostered by the electric light and coal oil interests, which they say keep the public in ignorance of the fact,

well known to statisticians, that coal oil, etc., electricity and city gas, kill five people daily, where acetylene does not kill that number yearly, but our opinion is that the explanation is to be found in the tendency of human nature to sudden panic, which leads to the laughable exhibitions to which we have already referred, and which, in the case of Gideon with his pitchers and torches, was the natural cause of the slaughter of the Host of the Midianites."

E. H. Darlington and D. A. McElroy, Hamilton, are interested in a proposal to establish bridge and structural steel work in Galt, Ont. A by-law providing for a loan to the company which would be known as The Galt Bridge and Structural Steel Works, will be voted on at the municipal elections in January.

Attractive Showrooms.

Speaking of attractive show rooms and the arranging of trade material to the best advantage, a thought might be given to the actual good of the idea, says an exchange. There is no reason in the world why a plumbing shop should not be as attractive as any other establishment. When the mass of plumbers realize that their work has long been in the field of science, and is now well in that of art, they will do more to dignify their places of business. A plumbing shop is more essential to health than a drug store; and quite as necessary in this phase of living as anything that might be mentioned. One of the big aims of science is the promotion of sane existence. A perfect drainage system is of more value to humanity than all the wireless wires that might be imagined, an ideal closet, than a perfected flying machine.

J. B. Miller, a son-in-law of Thomas Edison, states that the Edison interests will start prospecting on a large scale next spring if the Government regulations would permit.

P. W. Ellis on Niagara Power.

P. W. ELLIS, a member of the Niagara Power Commission, states that the information secured by the investigations of the commission have been a revelation. He is convinced that

Niagara power can be developed at \$15 whereas the ordinary charge is \$35 per horse-power. He is equally confident that incandescent lighting can be supplied at less than 1 cent per horse-power per hour, which is less than one-quarter of the present charges. He estimated the annual saving to the district within 125 miles of Niagara at \$300,000, which would be 4 per cent. interest on \$75,000,000. Mr. Robert A. Ross, of Montreal, has been appointed engineer to the commission.

Mr. Ellis is enthusiastic over the great possibilities of the district within reach of Niagara Falls. The development and distribution of the energy, so much of which was as yet undeveloped, would enormously increase both the quantity and variety of manufactured products of Western Ontario towns and cities, and make the district one of the greatest manufacturing centres in the world.

Carman, Man., has for some time had a local telephone system. The Bell Telephone Co., have now bought this system and will install a modern service.

Canadian Iron Pipe.

A REPRESENTATIVE of this paper had the pleasure recently of passing through the plant of the Page-Hersey Iron and Tube Company, Limited, Guelph, Ont. The plant as a whole is considered as up-to-date as any of its kind in Canada, all of the buildings being connected by means of a trolley system, and comprise gas house, welding department, cutting department, storage No. 1 and No. 2, machine shop, and galvanizing department. It has from the first been the aim of the company to bring each of these several departments to a state of efficiency second to none; yet the company state they are making improvements over those already projected.

The works give employment to 145 men, and they are at present manufacturing pipe, black and galvanized, from 1-4 inch to 2 inches in diameter, and will on the commencement of the new

GLASS GLASS GLASS

Send in your specification now. Large stocks are arriving, but orders are also continually breaking up assortments. Let us supply you with Star, Diamond and Double—good brands—nice quality. Also 26-oz., 32-oz., Enamelled, Rolled and Colored.

A. RAMSAY & SON
GLASS IMPORTERS
MONTREAL

We sell

Pig Iron.
Ingot Tin.
Ingot Copper.
Zinc Spelter.
Pig Lead.
Babbit Metals.
Solder.
Cotton Waste.

We buy

Scrap Rubber of all kinds.
—Rubber Boots and Shoes.
—Rubber Bicycle Tires.
—Rubber Carriage Tires.
—Rubber Hose.
—Rubber Springs.

We buy

Drosses of all kinds.

—Tin,
—Lead,
—Type Metal,
—Zinc

Brass Ashes.
Metal Residues.

We buy

Scrap Metal

—Iron,
—Copper,
—Brass,
—Zinc,
—Lead.

FRANKEL BROTHERS,

MONTREAL,
92-98 Wellington St.

TORONTO,
116-120 George St.

EMPIRE MFG. CO.

MANUFACTURERS OF

HIGH-CLASS, UP-TO-DATE

Plumbers' and Steamfitters' Supplies

Estimates on Special Castings and Work.

Sole manufacturers of the STEVENS EMPIRE LOW-DOWN COMBINATION CLOSET, the only up-to-date low-down Closet on the market.

We make the **Webber Pattern Gate Valve**, the best and most improved Gate Valve on the market; **Genuine Jenkins Disc Valves**, and **Standard Valves**.

We use nothing but the best selected steam metal. All our goods are made from new improved designed patterns. Send for samples and prices. Highest price paid for old Copper and Brass.

ORDERS SOLICITED.

EMPIRE MFG. CO.,- 443 Talbot St., LONDON



STEVENS IMPROVED



four, the making pipe including 2 1/2 inches and 3 inches.

In the main portion of the mill are two very large gas furnaces, through which the pipe is drawn and welded. Then it passes through a series of heavy machinery, finally emerging into the second portion of the mill, where it is cut, threaded, tested, inspected, and then passed into stock. The galvanizing plant is only just completed, and the company expect to have this in operation next week.

Many of the machines used by the company are of a type altogether new in Canada, and it is claimed that they represent, not only a great saving in labor but also enable the work to turn out pipe of superior grade.

The product of the Page-Hersey Iron and Tube Co. is sold all over Canada, the company having offices and agencies in Vancouver, Winnipeg, Toronto, Montreal, Halifax and St. John, also at New York and London, England.

The Page-Hersey Iron and Tube Co., of Guelph, is the same company as operated the plant of that name in St. Henry, Montreal. Through losing its lease, the company determined to build elsewhere and finally selected Guelph as a site, recommencing operations on May 4 this year.

The specialty that this company make is branded pipe, each length of which is guaranteed. Their trade mark, which is registered, is a crown, in which are included the letters P.H.

Will Have a Hockey Team.

The James Morrison Brass Manufacturing Co. and The Ontario Lead and Wire Co., Limited, Toronto, have entered teams in the "Queen City" Hockey League, the teams on which nearly all represent commercial houses. Mr. Fred Somerville is president of the league and S. T. Hadley vice-president.

This is the first year for the Morrison team in hockey, but those who know say that "dark horses are worth watching." Their colors will be red sweater with white collars and cuffs with the "J. M. T." triangle on the breast.

Trade Contracts.

An Armstrong electric light plant for taking photographs in the evening is being installed in Mrs. Bryant's studio, Winnipeg.

During the month of November permits were issued in Montreal for new buildings to cost \$109,085, and for alterations to cost \$22,085.

The contract has been let for a residence on Crescent Road, Toronto, for J. Henderson, to cost about \$8,000; Chadwick & Beckett, architects.

J. F. Brown, architect, Toronto, is getting out plans for a pair of modern brick residences in Rosedale, and a summer cottage at Ward's Island, Toronto.

Gordon & Helliwell, architects, Toronto, are taking tenders for alterations and improvements on two warehouses, Front Street west, Toronto, between Bay and York.

Dobson, Jackson & Fry, Winnipeg, have the contract for a portion of the Regina, N.W.T., waterworks. Water will be brought by gravitation from a spring nine miles away.

The Brantford Box Co. are having their entire electric lighting system overhauled and put in an up-to-date shape by The Allen Electric Company, 61 Colborne Street, Brantford.

E. A. Depew has a contract to erect 100 dwelling houses on Sherman Avenue, Hamilton, to cost \$100,000. It is not known who the men are that are putting up the money, but it is stated that the Barton Building Company is behind the project.

E. J. Lennox, architect, Toronto, is getting out plans for a new factory for The Toronto Bedding Co. Parkdale, to cost \$25,000, also for a large powerhouse for the Electric Development Co., of Ontario, Toronto, to be built at Niagara Falls, Ont., and to cost in the neighborhood of \$400,000. The latter building will be of granite, and the style of architecture classic. He is also preparing plans for a modern ten or twelve storey building to be erected on King Street, Toronto. It will cost several hundred thousand dollars, and will be erected early in the summer of 1904.

Plumbing and Heating Notes.

P. J. Connolly, plumber and steam-fitter, Ottawa, is dead.

F. Ducloux, of F. Ducloux & Co., plumbers, Montreal, is dead.

Guilbault & Ouellette have registered to do business in Montreal.

The Shelby Co., electrical engineers, Montreal, have registered.

The business of V. Lapointe, plumber, Montreal, will be continued by his wife and son.

J. R. Peach, plumber, Vancouver, has admitted his son to partnership under the style of J. R. Peach & Son.

James C. Dorion, plumber, Ottawa,

was fatally injured on Monday by a fall from a roof. He died on Wednesday.

Building Permits Issued.

TORONTO.

F. L. Beecroft, a two-storey brick dwelling on Dovecourt Road, to cost \$2,400.

J. J. Walsh, a two and one-half storey brick dwelling on College Street, to cost \$7,500.

Wm. Pudifin, two pairs of two-storey brick dwellings on Dufferin Street, to cost \$5,600.

Mark Maynard, four attached two-storey brick dwellings on Gerrard Street to cost \$7,000.

R. B. Love, a two-storey and one-half storey brick dwelling on Brunswick Avenue, to cost \$5,500.

The Wm. Davies Co., alterations to packing house, to cost \$5,000; also additions to packing house, to cost \$10,000.

M. B. Vandervoort, three pairs semi-detached two-storey brick dwellings on Natalie Street, to cost \$8,400; also two pairs of two-storey brick dwellings on Victor Avenue, to cost \$7,000.

MONTREAL.

F. Z. Boissoumault, 15 St. James Street, to erect on St. Urbain Street a three-storey third class house forming three dwellings, dimensions 30x60; to cost \$2,800.

T. Bienvenu, 580 Sherbrooke Street, to erect on St. Andre, a two-storey third class house, forming two dwellings, dimensions 20x32; to cost \$1,800.

Peck Rolling Mills, 210 Coristine Building, for alterations to 61-67 Mill Street, to cost \$4,000.

On a Visit to the East.

Mr. John Boyd, of Boyd, Burns & Co. dealers in metals, ship chandlery and plumbers' supplies, Vancouver, is on a visit to Eastern Canada. This week he has been in Toronto, Guelph and other towns in Ontario. He reports that business is fairly good on the Coast, and that in the mining districts the situation is rather more satisfactory than it was last year. Mr. Boyd is of the opinion that for some years to come at any rate, the British manufacturers of heavy metals will control the market in British Columbia, particularly on account of the favorable freight rates. When the manufacturers' association was in Vancouver a great many excursionists made Mr. Boyd's acquaintance, and when he reached Toronto he met a number of the friends who had formed his acquaintance on their recent trip to his city.

"DOMINION BRAND" TARRED FELT

EXTRA HEAVY for
LUMBERMEN'S use

"SHIELD BRAND" Ready-Roofing, 2 and 3 ply.

ORDER NOW BEFORE THE RUSH!

MANUFACTURED ONLY BY

Lockerby & McComb, 65 Shannon St., Montreal

Bell Telephone Main 1989.

R. E. WALKER'S HARDWARE STORE.

FEW towns in Eastern Ontario can assert without exaggeration that they possess as fine a store in any line of business as that of R. E. Walker's hardware in this village—particularly is this true in this special line—and the larger cities can produce few its equal.

The store is situated on the corner of one of the busiest corners in town, and is bright and attractive in appearance. The building is a handsome brick structure of two stories, the top story being used as a dwelling.

The store has three entrances, one on each street and a corner main entrance. Large plate glass windows are attractively dressed at short intervals of not more than ten days with the latest and most up-to-date goods of the many and varied lines carried in stock. On entering this large departmental store of its class the stranger is somewhat awed by the vastness of its contents. Neat, clean and tidy in appearance, every available inch of space is filled with goods from

the floor to the ceiling, show cases on every hand with a large glass stand in the centre the full length of store containing swing shelves are completely loaded with fancy goods, toys and notions of every description.

Full lines of builders' and general hardware, paints and oils, fire arms, cutlery, fancy china and glassware, lamps, tinware, graniteware, toys, fancy goods, notions, fancy stationery, silverware, fur robes; coats, horse-blankets, men's mitts and gloves—in fact anything and everything you can mention.

This magnificent shopping place is now taking on a very tasty and complete holiday appearance—just the place to drop in and spend a short time in sight-seeing. Each day brings forth new goods and the many pretty wares to be seen there are never out of date, shop-worn or dust-covered, but everything is clean, fresh and of the very latest style. No goods are allowed to stand on the shelves for any length of time. Courteous and obliging clerks are there to cater to your wants in any line, great or small, and your patronage is grate-

fully acknowledged. From now on the rush of the Christmas trade will make this a busy corner. And remember, this store closes every evening sharp at eight o'clock, except Saturday evenings, when it remains open a little later to accommodate its patrons from the surrounding country who are busy in the day time.—Grand River Sachem, Caledonia, Ont.

NEW BOLT WORKS FOR CANADA.

The manager of The London Rolling Mills Co. Limited, London, Ont., has stated to **HARDWARE AND METAL** that it is the intention of the company to erect next season a bolt and nut factory in connection with their rolling mill. When the mills were removed from Guelph to London last year the site was laid out with this object in view, the firm recognizing the rapid increase in the consumption of bolts and nuts. Plans are being prepared for a plant, modern in every particular, for the manufacture of bolts, nuts, coach screws, hinges and washers. This will be in addition to their rolling mill and horse shoe plant.



THERE'S NO LINE LIKE THE MORRISON GAS AND ELECTRIC LIGHTING FIXTURES

and you are letting business get away from you if you do not represent this line in your vicinity. We know the line is the best seller in Canada and we offer very inducing terms to dealers. Write for details of this and other money-making propositions which we are extending to dealers at the present time.

Jas. Morrison Brass Mfg. Co., Limited, Toronto, Ont.

INDUSTRIAL GOSSIP

HARDWARE AND METAL will be pleased to receive from any authoritative source industrial news of any sort, the formation of companies and companies' establishment or enlargement of mills, factories, foundries or other works, railway or mining news, etc. All such correspondence will be treated as confidential when desired.

THE West Elgin Milling and Produce Co., Limited, West Lorne, Ont., have been incorporated with a capital of \$25,000, to deal in grain, live stock and other farm produce. The directors are Alex. McKillop, M. McKillop and D. McKillop, all of West Lorne.

The Canada Handle Company, Limited, Hull, Que., have been incorporated with a share capital of \$40,000, to manufacture and deal in all kinds of wooden handles. The directors are C. Jones, Brockville, Ont.; R. E. Webster, and S. C. Thompson, Ottawa; S. C. Jones, Toronto, and D. F. Jones, of Gananoque, Ont.

The Guinsthorpe Mining Co., Limited, Toronto, have been incorporated with a share capital of \$50,000, to carry on in all its branches the operations of a mining, milling, reduction and development company. The directors are G. G. S. Lindsey, Cora A. Lindsey and W. R. Wadsworth, of Toronto; F. Landenberger and U. B. Northup, of Belleville, Ont.

The Montreal and South Shore Auto Car Co., Limited, Montreal, have been incorporated with a share capital of \$30,000, to run automobiles between Montreal and South Shore of St. Lawrence River for passenger and freight service. The directors are W. Mitchel, Drummondville, Que.; S. T. Millet, Chambly, Que.; Q. E. Morin, Longueuil, Que.; W. B. Powel and A. C. Smith, Montreal.

NOTES.

Farmers in the neighborhood of Zumbrota, Minn., threshed wheat by electric light, a rig for which was attached to the separator engine.

The Hoffman Cord Co., Limited, wholesale dealers in hammocks, twine, etc., Toronto, and Fitchburg, Mass., are considering the establishment of a cotton batting factory in Toronto.

The Ontario Traction Co., Limited, have been incorporated with \$40,000 capital to construct and maintain a street railway in Walkerville. The directors are C. M. Walker, E. F. Ladore and J. H. Coburn, all of Walkerville.

The Windsor Club, Limited, Windsor, Ont., has been incorporated with a capital of \$20,000, to carry on a club in Windsor. The directors are A. Soper, H. Theophilus, W. Ellis, S. A. King, J. H. Rodd and W. J. McKee, all of Windsor.

The City Storage Co., Limited, Toronto, have been incorporated with a share capital of \$150,000 to do a warehousing, storage and shipping business. The directors are R. J. Copeland, H. B. Robinson and J. H. Stewart, all of Toronto.

The Eclipse Whitewear Co., Limited, Toronto, have been incorporated with a share capital of \$150,000, to purchase the business of the Eclipse Whitewear Co., of Toronto, Limited. The directors are J. B. McCarter, J. B. Hutchins and G. F. Beer, all of Toronto.

The Geo. A. McGowan Cigar Manufacturing Co., Limited, Kingston, Ont., have been incorporated with a capital of \$75,000, to manufacture and deal in tobacco and cigars. The directors are G. A. McGowan, Sarah N. McGowan and U. J. B. White, all of Kingston.

The Berlin Foundry, owned by P. Gils, has been opened for business. The machine shop is thoroughly up-to-date. Besides doing contract work and general jobbing, Mr. Gils will manufacture the Economic hot water heater. The motive power is supplied by two Westinghouse motors.

The Pacific Coal and Oil Co., Limited, Toronto, have been incorporated with a capital of \$500,000, to carry on the business of a mining, milling, reduction and development company. The directors are J. S. Rowell, W. Bain, R. Gowans, E. W. McNeill, and R. Richardson, all of Toronto.

La Compagnie de Publication, Le Soleil, Quebec, have been incorporated with a share capital of \$125,000, to carry on the business of publishers and newspaper proprietors. The directors are C. A. P. Pelletier, R. La Rue, U. Power, Q. H. Sirois and C. Y. Delage, all of Quebec.

Canadian Contractors, Limited, Montreal, have been incorporated with a capital of \$3,000,000, to carry on the

general business of a construction and contracting company. The directors are E. L. Sawyer, W. T. McMahon, F. M. Holland, W. Bain, R. Gowans, E. N. McNeill, all of Toronto.

Eric and Ontario Development Co., Limited, Welland, Ont., have been incorporated with a capital of \$96,000, to generate and transmit electricity for any purpose. The directors are A. C. Pew, A. Nelson, Toronto; J. H. Tease, Maclellan, New Ontario; D. Scott, Ottawa; D. H. Allan, Buffalo.

MONTREAL HARDWARE MEN MEET.

THE annual general meeting of the Montreal Metal and Hardware Manufacturers' and Merchants' Association was held in the Board of Trade on Tuesday, December 8, with Geo. Caverhill, vice-president, in the chair. The president's report of the business transacted during the past year was submitted and approved. The election of officers for the coming year resulted as follows:

President—Mr. Geo. Caverhill.
Vice-President—Mr. Geo. A. Kohl.
Treasurer—Mr. A. A. Brown.
Directors—Messrs. Fred Bacon, H. J. Fuller, W. S. Leslie, and Thos. L. Paton.

The newly elected president, George Caverhill, was unanimously chosen as the association's nominee for election to the Council of the Montreal Board of Trade. A vote of thanks was passed to the retiring president, J. C. McCormick, and the secretary was directed to convey to Mr. McCormick an expression of the sympathy of the members with him in the very serious illness from which he is now recovering, and the hope that he may soon be completely restored to health.

The object of this association is to form a connecting link between the hardware manufacturers and merchants of Montreal and the Board of Trade. With the very capable executive which has been chosen the association is assured of a prosperous year.

ONTARIO MINERAL OUTPUT.

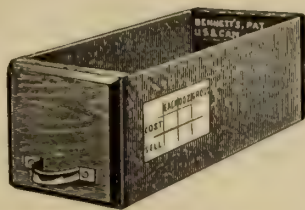
According to the figures prepared by the Bureau of Mines, the total value of the output of the metalliferous mines and works of Ontario for the first nine months of the present year was \$4,030,197. Nickel heads the list in point of value. The number of tons produced was 5,393, worth \$2,115,957, or nearly \$393 per ton. The amount of pig iron produced was 59,783, valued at \$1,051,940, while of iron ore 262,409 tons, worth \$376,103, were turned out. The output of other minerals was: Gold, 7,693 ounces, \$138,210; silver, 19,519 ounces, \$10,124; copper, 3,911 tons, \$330,263; zinc ore, 950 tons, \$7,600.

...THE...

Bennett Manufacturing Co.

**Bennett's Patent Shelf Box and Cabinets
for Hardware, Grocery, Seed and
Drug Trades, etc.**

Owing to
the steady
and rapid
growth of
our business
new quar-
ters were
needed.



Address all communications to our New Factory:

Pickering, Ontario

**The Grey and Bruce Portland
Cement Company of Shallow
Lake, Limited,**

Manufacturers of

**"Hercules" and "Lion" Brands
of
PORTLAND CEMENT**

Unsurpassed for Sidewalks, Floors, and all
work requiring the Highest Grade
of Portland Cement.

HEAD OFFICE: OWEN SOUND.



Write for free samples.
Agents being placed in every district

Arrow Brand Asphalt Ready Roofing

Easy to lay—lasts long—needs no painting, as it comes in rolls
already surfaced with gravel.

A. C. JENKING, Sole Selling Agents,
Room 215 Coristine Building, - - MONTREAL.

Corrugated Iron

**For Roofing, Siding,
Eaves-Trough, Con-
ductor Pipe, Etc.**

You buy Corrugated Iron from some source.
Have you ever written us on the subject?
We ship promptly and anywhere, and our
prices are right—from your point of view.

A. B. ORMSBY & CO.,
Cor. Queen and George Streets,
TORONTO, ONT.

MADE IN ENGLAND.
HACK SAW BLADES
MADE BY
CHAS. BAYNES
KNUZDEN BROOK
BLACKBURN

Will Hold Up a Shelf!

That's what a shelf bracket is for

For this purpose there can be NOTHING BET-
TER, NOTHING CHEAPER than the BRADLEY
STEEL BRACKET. It is well japanned, strong
and light. The saving in freight is a good profit,
aside from the lower price at which the goods are
sold. Order direct or through your jobber.

ATLAS MFG. CO.,
New Haven, Conn., U.S.A.

THE "SUN" BRAND PORTLAND CEMENT.

We make only one quality and that the best.
Ask us for quotations.

The Sun Portland Cement Co., Limited
OWEN SOUND
JAS. A. CLINE, Managing Director.

The Hanover Portland Cement Co., Limited
HANOVER, ONTARIO.

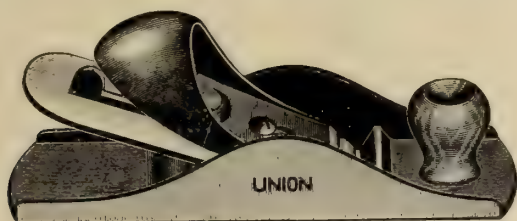
Manufacturers of **"Saugeen Brand"**
the Celebrated **OF PORTLAND CEMENT.**

Prices on application.

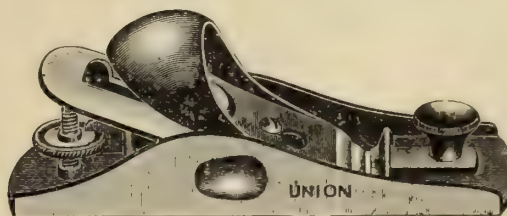
"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially
designed for export. With or without "Emlyn"
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CHARLES D. PHILLIPS,
Cables— Emlyn Engineering Works,
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UNION IRON and WOOD PLANER.

No. 110.



No. 9 1/2.

UNEQUALLED IN QUALITY AND FINISH.

Union Mfg. Co., - - New Britain, Conn.
FOR SALE BY ALL PRINCIPAL HARDWARE DEALERS.

The Saw That Sells Itself.

When placed in the hands of the intelligent mechanic the **ATKINS** High Grade Silver
Steel Hand Saw sells itself. You simply show it and the saw does the rest.

ATKINS Silver Steel Hand Saws with Perfection Handles are warranted
the FINEST Saws on earth in material, temper, grinding and finish.

Write for Catalogue and Prices.

E. C. ATKINS & CO.

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**ATKINS
ALWAYS AHEAD**

Leading Saw and Tool Manufacturers
Factories: INDIANAPOLIS, IND
Northwestern Branch: Minneapolis, Minn

IRON ^{AND} STEEL

Round Edge Tire, Flats,
Rounds and Squares,
Half Rounds, Ovals, Half Ovals,
Band Iron,
Wrought Washers.

LONDON ROLLING MILL CO., Limited,
LONDON, CANADA.

PAGE-HERSEY IRON & TUBE CO.,

GUELPH, CANADA,

Limited

MANUFACTURERS OF

BLACK AND GALVANIZED

WROUGHT MERCHANT PIPE

OF SUPERIOR QUALITY AND FINISH.

The New Century Ball-Bearing Washing Machine.



Not the cheapest but decidedly the best Washing
Machine made.

Five to seven minutes only required for a tubful.
The operator need not stand when using it, and there is practically
no wear on garments.

Full information given on application.

THE DOWSWELL MANUFACTURING CO.,
Hamilton, Ont. Limited.

W. L. HALDIMAND & SON, Montreal, - Eastern Agents.



Pleasant Negotiating.

When you have that
feeling of confidence in
your argument, it is a
pleasure to talk. But no
talk is necessary with the

DUNLOP
SIDE WIRE TIRE

because it is a convincing argument in itself. It is an improvement
that has improved. The retaining wires of this tire are set outside the
rubber and rest upon cross bars that are vulcanized into it. The
wearing, eating into force that the wire exerts upon the rubber is thus
counteracted. Brings out and displays the wearing and resilient qual-
ities of rubber as no other tire-fastening can. We are the sole makers
in Canada.

WRITE FOR CATALOGUE.



THE DUNLOP TIRE CO., Limited,
TORONTO, CANADA.

Agencies: Montreal, St. John, Winnipeg, Vancouver.

Contractors' and Builders' Supplies.

Preserving Wood From Fire and Decay.

THE need for a satisfactory method of preserving wood from fire was brought into additional prominence recently by the lamentable Paris tube catastrophe. Sir Ralph Moor, K.C.M.G., who has made a careful study of the question, gives an account of the Ferrell processes, which have already gained marked distinction, and have been found to preserve wood effectively, not only from fire, but also against the ravages of time.

He calls attention to the valuable discoveries and inventions of Mr. Joseph L. Ferrell, of Philadelphia, for treating wood to preserve it from fire and decay, for which the inventor has recently been awarded the Elliott Cresson gold medal of the Franklin Institute of Philadelphia, which is an institution somewhat similar to the Royal Society in England. The award in question is the highest one in the gift of the Institute. The importance of the position held by wood for all structural works cannot be exaggerated.

The first study necessary in this art is evidently a critical examination of the structure of wood generally, and of each kind of wood in particular, in order to determine the possible general methods of treatment, as also the particular method applicable to obtain the desired results in dealing with each and every class of timber.

To arrive at the necessary knowledge of the structure of wood, thousands of sectional specimens, transverse, radial, and tangential from every kind of timber had to be taken to study exhaustively the fibre, cells, pores, medullary rays, and general structure, and exhaustive experiments had to be carried out to determine the actual saturation necessary in the treatment of each particular kind of timber.

The next point of investigation was to determine a chemical substance suitable for use in solution for the treatment of timber against fire and decay, which should meet the following necessary requirements:

(1) To render wood fire resistant in the highest degree, and to preserve it against decay.

(2) To have no deleterious effect on the wood, but on the contrary, serve rather as a preservative and absolute germicide.

(3) To have no injurious effect on the strength of the wood, but rather to increase it.

(4) To have no hygroscopic qualities.

(5) To produce no efflorescence.

(6) To preserve the natural color of the wood.

(7) To have no injurious effect on varnish or paint applied to the surface of treated wood.

(8) To be non-volatile under action of heat.

(9) To exert no corrosive or rusting action on metallic substances.

(10) To admit of wood after treatment being easily worked with tools, and not to add materially to its weight.

(11) To be so cheap as to render the treatment with it commercially practicable.

After exhaustive experiment sulphate of aluminium was determined as the principal chemical substance for employment in the Ferrell solutions—not that it met all the essential requirements, but it was found that in con-

junction with other chemicals it could be made to meet them fully, and in this way by careful and exhaustive experiment the solutions were determined.

Pittsburg Prices on Material.

MATTERS in the iron trade have shown no important changes since our last report. It is the general expectation that trade will move along about as it is now until after the first of the year, when a better demand is expected. Much interest attaches to the meetings of the Billet pool, to be held in New York on Friday, Dec. 18, and also to the plate and structural meetings, to be held prior to that date. If present prices of steel are reaffirmed and no change is made in plates or structural material, it is believed buyers will come in the market and place orders more liberally than they are doing now.

No large structural work is coming up, and it is not likely any important contracts will be placed until after the first of the year. The Beam Association is to meet in New York on Dec. 17, but it is not anticipated there will be any change in prices. A fair amount of small orders is being placed, but none of the structural mills are running to full capacity. We quote: Beams and channels, up to 15-in., \$1.60; over 15-in., \$1.70; angles, 3 x 2 up to 6 x 6, \$1.60; zees, \$1.60; tees, \$1.60; steel bars, \$1.60, half extras, at mill; universal and sheared plates, \$1.60. —Iron Age, Dec. 30.

THE PLACE OF APOLLO

The virtue of galvanized iron is workableness.

How easy it sounds! what difficulty avoids!

It simplifies business wonderfully.

Quick service.

Return a whole sheet for an inch of fault.

American Sheet Steel Company, New York

Representatives for Canada

B. & S. H. Thompson & Company

53 St. Sulpice Street

Montreal



FORD & FEATHERSTONE
Importers and Dealers in
**FIREPROOF SAFES,
STEEL BANK SAFES,
VAULTS, TIME LOCKS,
DEPOSIT BOXES.**
Combination locks put on and
combinations changed. Safes
repaired, etc.
10 John St. N., Hamilton, Ont.

ESTABLISHED 1855
TAYLOR'S
DOUBLE TONGUE & GROOVE
SAFES
145
&
147 FRONT ST. EAST. TORONTO.

The Hallwood

The name that should be on every cash register you see. If the cash register bears any name other than **THE HALLWOOD**, be sure of this one thing:

It is Inferior to the Hallwood.

THE HALLWOOD delights in competition. It seeks for comparisons. It is then that its points of superiority are brought out strikingly.

There are good cash registers to be had that are not **HALLWOODS**, but the **best**, and it is the best most men want, is **THE HALLWOOD**.

THE
Hallwood Cash Register Co. of Canada
78-80 King St. E., TORONTO.

Special Advertising Rates have been arranged for space in "The Office," and will be gladly quoted on request.



WE ARE GROWING!

We have moved to larger quarters, and with increased plant and facilities, are better able than ever to handle your work. Drop us a card, we would like to write you about it.

G. A. WEESE & SON, 44 YONGE STREET.

(Note new name and address)

STATIONERS and PRINTERS.

NEW TELEPHONE LINE

A new copper metallic line has just been completed from Simcoe to Port Rowan. The towns listed below can now be reached from Toronto at the following rates:

PORT ROWAN	-	50c.
ST. WILLIAMS	-	50c.
VITTORIA	-	40c.

The Bell Telephone Co. of Canada



TENGWALL TIME SAVERS

TENGWALL AND OPALLA LOOSE LEAF LEDGERS

- AND -

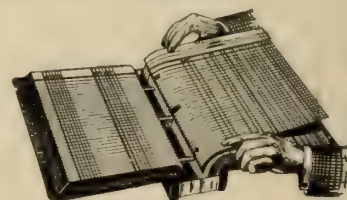
LOOSE LEAF BINDERS FOR ALL KINDS OF
LOOSE LEAF SYSTEMS.

SEND FOR COMPLETE NEW CATALOGUE.

HART & RIDDELL

Manufacturing
Stationers . . .

40 Wellington St. East
TORONTO.



You Can Save
\$75.00 to \$200.00 per month

by having your bills always ready. Thousands of enterprising merchants have adopted our short systems. Anyone can be a book-keeper.

Write for Catalogue.

THE BRIGGS LEDGER SYSTEM CO.,
Limited

75 York St., - Toronto, Can.

THE OFFICE

DEVOTED TO THE
OFFICE STAFFS OF
BUSINESS
ESTABLISHMENTS

MERCANTILE SECRET RESERVES.

By SEYMOUR WALTON.

AT the time of a large defalcation in one of the New York banks, it was stated by the officers of the bank that the entire amount could be taken up without charging any of it to the undivided profit account. A great many persons were unable to understand how this could be done, and only a few were any wiser when told that the bank had a secret reserve.

It appears that the practice of accumulating secret reserves is a growing one, and that it is by no means confined to banks. It consists of an undervaluation of assets during the prosperous years, the difference between the market price and the value carried on the books forming a fund which can be drawn on at any time, either by a sale of a portion of the securities or by an entry placing them on the books at a higher value, not greater than the market price. This is more easily done with the stocks and bonds account than any other in a bank, but in a mercantile or manufacturing company the manipulation appears in the inventory or the valuation of the plant.

The question of the advisability of such a proceeding has been hotly argued. Those who defend it seem to look upon the bank or company as an unchanging entity, claiming that it is better to conceal abnormal profits one year so as to provide against the necessity of showing unusual losses in another year. In the case of a close corporation whose stockholders know all about the company, there would be no serious objection, but there would also be no special reason for doing it. In the case of a company or bank, whose stock is somewhat scattered, and may be sold at any time on the basis of the published statements, it seems impossible to find any justification for the practice. The seller of such stock is unquestionably defrauded out of the increased price that he could have obtained for his stock if the true condition of the company had been known to him and the buyer. In the case of the bank mentioned the one item referred to amounted to fourteen per cent. of the total capital. All sales made prior to the discovery of the shortage were based on wrong assumptions, to the detriment of the sellers.

To obtain a clearer idea of the justice of such a practice it is necessary only to look at the true nature of a corporation. It is not probable that any one would defend the managing partner of an ordinary copartnership if he deliberately understated the profits as to prevent his partners from drawing out a greater dividend than he thought proper. But the president and directors of a corporation are simply the managers of a partnership affair, the act of incorporation being for the purpose of limiting the liability, and for greater convenience, but not in any other way causing the company to differ from an ordinary partnership.

The accountant who is acting for the stockholders of a company is not justified in signing a certificate to a statement which contains a secret reserve or any other element that is not exactly in accordance with the facts. Not only is he bound to tell the entire truth for truth's sake, but he is also under obligations to give all the stockhold-

ers all the information in his power. Those accountants who take a different view of this question defend their course on the ground that they are employed by the president and directors of the company, and are not supposed to criticise their management of the business. While it is true that it would be better to follow the English plan and have the auditors appointed by the stockholders as their special representatives, it does not seem clear that the appointment by the directors absolves the accountant from his duty to the stockholders. Although not made directly to them, his report is to be used with the stockholders, and it should be as carefully prepared as if made originally to them, and should contain nothing which would cause any stockholder to make an incorrect deduction as to the true condition of the company.

ANALYZING A BUSINESS PROPOSITION.

By W. T. FENTON.

NO general rule in regard to the consideration of important business problems has been of greater service to me than that which may be tersely stated in the words: "Let the other man do the talking." The soundness of this maxim has been so conclusively demonstrated, so far as my own experience goes, that I do not hesitate invariably to adhere to it and to urge it as a cardinal rule that will serve on all occasions. The logic of this procedure is apparent when it is remembered that every man who is charged with the responsibility of presenting an important business proposition goes to his task prepared to answer questions and objections which the man with whom he desires to treat is most likely to offer. I doubt if there is an exception to this rule. "What questions will he ask me and what objections will he raise?" furnishes the groundwork for the preparation which every man makes for the presentation of a business proposal to the man he hopes to interest.

When these questions are brought forward he is ready to answer them; by asking the questions naturally suggested by his statements you are playing directly into his hands and are doing precisely what he desires you to do, carrying out the line of campaign which he has devised. He is ready to meet you at every point with the answers and arguments carefully prearranged and best calculated to win success for his cause.

But what is the result if you place the burden of conversation on him, force him to do the talking and fail to come forward with the questions which he has prepared himself to answer? Simply this: He is thrown off from his predetermined line of attack. This naturally disconcerts him and he finds himself obliged to adopt a new line of campaign. So long as you are attentive to his arguments he must keep on presenting them until he has literally "talked himself out."

In the course of this process he is bound, sooner or later, to drop a word here and there which will give you the clew to his motives and aims and which will place in your hands the possibility of getting to the bottom of the subject.

Consequently I would place particular emphasis on the simple rule of forcing the man who submits a business proposition to do the burden of the talking. This is a very simple point of practice, yet so far as my own observation is concerned, it is more effective than any other in bringing to light the weaknesses of any business proposal.

-System.

CO-OPERATION IN REGARD TO CREDITS.

By D. H. KIRKLAND, Atlanta, Ga.

ONE of the most striking facts in the economic history of the United States for the past 40 years is that in each decade the losses by failures have equalled one-half the capital employed in manufacturing and mercantile pursuits. In the ten years from 1890 to 1899 inclusive, the proportion of bad debt loss to capital employed is even greater. It amounted to the stupendous sum of one billion eight hundred million dollars. In order more readily to grasp the meaning of these figures a few comparisons will be of value.

It was more than three times the capitalization of all the national banks of the country.

It was five hundred million dollars more than the fire losses reported during the same interval.

It was nearly equal to the entire sum of money in the country, which, according to the report of ex-Secretary Gage, was two billion two hundred and fifty million dollars.

It is difficult to comprehend what is included in this array of facts and figures. It staggers me to read of the immense loss of bad debts. The wonder is that as many persons succeed in business as do, considering the chances taken in selling goods; the meagre information upon which it is necessary for the credit man to predicate his decision.

It is pertinent to ask, are the foregoing results the effect of too meagre credit information or the over-eagerness to sell, which makes credit so cheap? If it is the result of too meagre credit information, are not the merchants to a certain extent responsible for the meagreness by withholding information from the organized agencies, the acknowledged channels through which mercantile information is transmitted, in the mistaken idea that in secrecy and in the withholding of information from the trade generally they control the trade of a customer. If, on the contrary, these results follow an over-eagerness to sell, can the formation of a credit league control that over-eagerness and prevent these astounding results?

The great anxiety to increase the volume of business, the jealousy of each other and the natural cupidity, inherent and inborn in all of us, have brought about a state of affairs that is anything but complimentary to those who indulge in it. The failure of the agency to furnish us with information that we desire, upon which to predicate a credit, is not wholly chargeable to them, if merchants feel that such information is wrongfully placed in their hands.

Credit is too cheap, and its increasing cheapness requires additional safeguards in the shape of more detailed and specific information concerning a certain risk. On every side we hear the old story of going into business with a few hundred dollars, and by the end of the year owing several thousand, with most of the assets outstanding. Once a retail merchant's capital is on his books, and it is only a question of time when he will go under, as he can never figure on prompt collections, but is always asked to meet his maturing bills. For a little while he may manage to buy from one merchant, when his line with that merchant is full; based upon a show of success, he easily transfers his account, while owing his original creditor, to another over-zealous merchant desiring to increase his trade. In the course of a little while he becomes slow with his second creditor, and must transfer to a third, and so on down the line, until his reputation for slow pay is established, and then his doom is sealed; it is only a question of what job or jobbers will be the victim and to what extent.

These results are of simple explanation; it is the same the country over. A retailer need never refer to a jobber; all he

needs is to let the over-zealous salesman know from whom he has bought goods, and the balance may be safely left to the salesman. The reasoning in the majority of cases is about as follows: "If A can carry this account, why cannot I carry it? Why should I bring the fact to A's attention that his customer is about to divert his trade to me?" Discretion, secrecy, diplomacy, if you please, is looked upon as sound business doctrine. Information, instead of being freely circulated, is withheld. Sooner or later comes to the surface the startling intelligence that a bankrupt who has been buying from a dozen different jobbers, victimizing them all, has credit extended to him beyond all reason and beyond anything to which he was ever entitled.

If we feel inclined to charge these results to insufficient practical credit information received through the commercial agencies whom we pay for this service, is not their inability to furnish this information so much to be desired largely chargeable to that class of merchants who feel that in giving valuable information to the mercantile agencies they are doing so under protest? Is it not due to a large extent to that old credit system of secrecy and self-delusion which was in vogue 25 years ago? What a commentary on the selfishness and egotism of the man who believes that he is better prepared, more experienced and more invulnerable than his fellow-merchants and that his information is more valued or more valuable than that which he can derive from all his competitors combined! Credit would not be so cheap nor losses so high if a rigid system of interchange of reports were thoroughly carried into general practice. There is no better way of learning a merchant's credit worth than by comparing notes with his creditors as to what he owes in all the markets in which he buys. There is no better way of finding out whether or not a man's line is full than by competing trade centres comparing notes as to his debts, purchases and methods of payment.

MACHINE TO REPLACE THE USUAL STENOGRAPHER.

IT is no new thing—the use of a talking machine in the office to receive dictation. Business men have been dictating office correspondence on a graphophone for a long while; but Thomas A. Edison has now perfected his idea of such an instrument, and the commercial world will look forward with interest to its introduction. The new machine will employ cylinders nine inches long, each of which holds a number of letters. The cylinder may be shaved 175 times, thus making its use as cheap as the present blank book. There is also a foot stop, an arrangement for repeating the last part of a dictation.

Two of such machines and one typewritist are said to do the work of eight ordinary stenographers.

"To the stenographer," remarks Business World, "let us drop a word of advice: Don't set to work to simply oppose the introduction of the new dictating mechanisms, whatever their kind. Accept them as graciously as you can, and line up with the step of progress their introduction typifies and become an operator of the up-to-date variety. Don't regret the farewells and parting with shorthand and all its uncertainties and delightful puzzles. Put forth your efforts now—not to fight the inevitable, but to equip yourself with proficiency which shall give you new facilities and earning power, and make you for the future years as capable a letter-producer by machinery of improved kind as you have previously been by the machinery of older days—that is, by the pencil.

"Saving of labor is the greatest possible saving in the advancement of any art; and we should welcome the devices that effect it and seek to conform to the new conditions of their adoption."

HARDWARE AND METAL

A Striking Calendar.

A number of our readers will remember the pathetic and touching song,

"Oft in the stilly night
I hear the cats a-wouling;
Oh, for a dozen bricks,
That I may send them howling!"
(Apologies to Moore.)

This famous old-time ditty will be brought vividly to mind when they see the calendar issued this year by The Canada Paint Co. in connection with their bridge and roof paints. We have received an advanced copy, and it depicts a black cat,

evidently of the "Thomas persuasion," essaying to cross a girder high up in the air, and its progress is challenged by another handsome feline specimen, whose ferocity can only be judged by the height of its back and the warlike appearance of its hirsute appendages, commonly known as whiskers!

If you are not upon the list of The Canada Paint Co., it will be well, in writing to The Canada Paint Co., Limited, Montreal, to mention **HARDWARE AND METAL** if you desire a copy to be mailed.

A Puzzler.

E. W. Gillett Co., Limited, Toronto, have issued a very interesting puzzle, one that is "on the square." Readers of "Hardware and Metal" who are fortunate enough to get one will have an interesting time ahead of them. One thing is sure: they'll know all about the merits of certain goods before they are through with the job. "Hardware and Metal" had an interesting time with it. If you like to experiment and exercise your patience, drop a card to E. W. Gillett Co., Limited, Toronto.

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60

THOS. GOLDSWORTHY & SONS

MANCHESTER, ENGLAND.

EMERY

Cloth
Corn
Flour

We carry all numbers of Corn and Flour Emery in 10-pound packages, from 8 to 140, in stock. Emery Cloth, Nos. OO., O., F., FF., 1 to 3.

JAMES HUTTON & CO., Wholesale Agents for Canada, **Montreal.**

PUTTY.		
Bulk in bbls.	1 70	
Bulk in less quantity	1 95	
Bladders in bbls.	2 00	
Bladders in kegs, boxes or loose.	2 25	
25-lb. tins.	2 25	
12½ lb. tins.	2 50	
Bladders in bulk or tins less than 100 lb.	2 50	

VARNISHES.		
In 5-gal. lots.	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body.	4 10	4 25
rubbing	2 85	3 20
Gold size, japan.	1 50	1 60
No. 1 brown japan.	0 85	0 90
Elastic oak	1 10	1 25
Furniture, extra.	0 90	1 00
No. 1.	1 35	1 50
Hard oil finish.	1 60	1 70
Light oil finish.	1 75	2 00
Damar.	2 40	2 50
shellac, white	2 30	2 40
orange	1 10	1 20
Purpentine, brown japan	0 85	0 90
black japan	2 75	
Elastilite varnish, 1 gal. can, each.	1 10	1 20
Granite floor finish, per gal.	0 85	0 90
Maple Leaf coach enamels; size 1, \$1.20; size 2, 70c.; size 3, 40c. each.	2 75	
Sherwin-Williams' kopal varnish, assorted case, from	to 1 gal., \$2.50.	

CASTOR OIL.		
British, 1st. qual. in cases, per lb.	0 08½	0 09½
small lots	0 10	0 10½

COD OIL, ETC.		
Cod oil, per gal.	0 50	0 55
Pure olive.		1 40
neatsfoot		0 90

GLUE.		
Common	0 08	0 09
French medal.	0 10	0 14
White, extra.	0 18	0 22
Gelatine		
Strip	0 18	0 20
Coopers	0 19	0 20
Hutner		
Ground.	0 12	0 16
Cologne, genuine		

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 per cent.	
Rim Fire Pistol, discount 40 p.c., American.	
Rim Fire Cartridges, Dominion, 50 and 5 p.c.	
Central Fire Pistol and Rifle, 10 p.c., Amer.	
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.	
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent.	
Central Fire, Military and Sporting, American, add 5 per cent. to list.	
B. B. Caps, discount 40 per cent., American.	
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 per cent. advance on list.	
Brass Shot Shells, 55 per cent.	
Primers, Dom., 30 per cent.; American, \$1.60.	

Wads.

	per lb.
Best thick white felt wadding, in 1-bags	\$ 00
Best thick brown or grey felt wads, in 1-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	

Chemically prepared black edge grey cloth wads, in boxes of 250 each—		
11 and smaller gauge	Per M.	0 60
9 and 10 gauges		0 70
7 and 8 "		0 90
5 and 6 "		1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—		
11 and smaller gauge		1 15
9 and 10 gauges		1 40
7 and 8 "		1 65
5 and 6 "		1 90

ADZES.		
Discount 20 per cent.		
ANVILS.		
Wright's, 80-lb. and over	0 10½	
Hay Budden, 80-lb. and over	0 09½	
Brook's, 80-lb. and over	0 11½	

AUGERS.		
Gilmour's, discount 65 and 5 per cent. off list.		

AXES.		
Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes.	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 50	10 00

AXLE GREASE.		
Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

BATH TUBS.		
Zinc		6 00
Copper, discount 20 per cent. off revised list.		

BATHS.		
Standard Enameled.		
5½-ft. rolled rim, 1st quality.	23 00	
5½ " 2nd "	20 00	

RABBIT METAL.		
"Tandem," A	per lb.	0 27
"B		0 21
"C		0 11½
Frictionless Metal		0 23

Syracuse Smelting Works:		
Aluminum, genuine	0 45	
Government, "	0 44	
Tough, "	0 40	
Hard, "	0 40	
Dynamo	0 30	
Special	0 25	
Harmony	0 22	
Car Box	0 20	
Extra	0 15	

The Canada Metal Co.:		
Imperial, genuine	0 40	
Metallic	0 30	
Herules	0 20	
Star	0 15	
No. 1	0 12	
No. 2	0 10	
No. 3	0 06	
No. 4	0 05	

Geo. Langwell & Son.		
No. 1	0 08	
No. 2	0 07	
No. 3	0 05½	
Extra	0 09½	

BELLS.		
Hand.		
Brass, 60 per cent.		
Nickel, 55 per cent.		

Cow.		
American make, discount 63½ per cent.		
Canadian, discount 45 and 50 per cent.		
Door.		
Gongs, Sargent's	5 50	8 00
Peterboro', discount 46 per cent.		
Farm.		
American, each	1 25	3 00

House.		
American, per lb.	0 35	0 40

BELLINGS.		
Hand, per doz.	3 35	4 75
Moulders, per doz.	7 50	10 00
Blacksmiths, discount 10 per cent.		

BELTING.		
Extra, 60 per cent.		
Standard, 60 and 10 per cent.		
No. 1, not wider than 6 in., 60, 10 and 10 per cent.		
Agricultural, not wider than 4 in., 75 per cent.		

BITS.		
Auger.		
Gilmour's, discount 60 and 5 per cent.		
Rockford, discount 50 and 10 per cent.		
Jennings' Gen., net list.		

Car.		
Gilmour's, 47½ to 50 per cent.		
Expansive.		
Clark's, 40 per cent.		

Gimlet.		
Clark's, per doz	0 65	0 90
Diamond, Shell, per doz.	1 00	1 50
Nail and Spike, per gross.	2 25	5 20

BLIND AND RED STAPLES.		
All sizes, per lb.	0 07½	0 12

BOLTS AND NUTS		
		Per cent.
Carriage Bolts, common (\$1 list)		
" 3-16 and 1"	60	
" 3-16 and 1½"	55 and 5	
" 7-16 and up	55	
" full sq. (\$2.40 list)	60	
" Norway Iron (\$3 list)	60	

Machine Bolts, all sizes, 1 and less	60	
Machine Bolts, 7-16 and up	55 and 5	
Plough Bolts	55 and 5	
Blank Bolts	55 and 5	
Bolt Ends	55 and 5	
Sleigh Shoe Bolts	70	
Coach Screws, cone point	70	
Nuts, square, all sizes, 4c. per lb. off.		
Nuts, hexagon, all sizes, 4½c. per lb. off.		
Stove Rods, per lb., 5½ to 6c.		

BOOT CALKS.		
Small and medium, ball	per M.	4 25
Small heel		4 50

BRIGHT WIRE GOODS.		
Discount 62½ per cent.		

BROILERS.		
Light, discount 65 to 67½ per cent.		
Reversible, discount 65 to 67½ per cent.		
Vegetable, per doz., discount 37½ per cent.		
Henis, No. 8	per doz.	6 00
Henis, No. 9		7 00
Queen City		7 50

BUTCHERS' CLEAVERS.		
German	per doz.	6 00 11 00
American		12 00 20 00

BUTCHER KNIVES.		
Bailey's	per doz.	0 60 6 30

BUILDING PAPER, ETC.		
Tarred Felt, per 100 lb.		1 85
Ready roofing, 2-ply, not under 45 lb. per roll		0 90
Ready roofing, 3-ply, not under 65 lb. per roll		1 15
Carpet Felt	per ton	45 00
Heavy Straw Sheathing	per ton	35 00
Dry Sheathing	per roll, 400 sq. ft.	0 40
Tar	400 "	0 50
Dry Fibre	400 "	0 55
Tarred Fibre	400 "	0 55
O. K. & I. X. L.	400 "	0 70
Resin-sized	400 "	0 45
Oiled Sheathing	600 "	1 00
Oiled	400 "	0 70
Roof Coating, in barrels	per gal.	0 17
Roof " small packages		0 25
Refined Tar	per barrel	5 00
Coal Tar		4 00
Coal Tar, less than barrels	per gal.	0 15
Roofing Pitch	per 100 lb.	1 10

BULL RINGS.		
Copper, \$2.00 for 2½-inch, and \$1.90 for 2-inch.		

BUTTS.		
Wrought Brass, net revised list.		
Cast Iron.		
Loose Pin, discount 60 per cent		

Wrought Steel.		
Fast Joint, discount 65, 10 and 2½ per cent.		
Loose Pin, discount 65, 10 and 2½ per cent.		
Berlin Bronzed, discount 70, 70 and 5 per cent.		
Gen. B ronzed	per pair	0 40 9 65

CARPET STRETCHERS.		
American	per doz.	1 00 1 50
Bullard's		6 50

CASTORS.		
Bed, new list, discount 55 to 57½ per cent.		
Plate, discount 52½ to 57½ per cent.		

CATTLE LEADERS.		
Nos. 31 and 32	per gross	8 50 9 50

CHALK.		
Carpenters' Colored, per gross	0 45	0 75
White lump	per cwt.	0 60 0 65
Red		0 05 0 06
Crayon	per gross	0 14 0 18

CHISELS.		
Socket, Framing and Firmer.		
Broad s., discount 60 and 10 per cent.		
Warnock's, discount 50 and 10 per cent.		
P. S. & W. Extra, discount 60 and 10 per cent.		

CHURNS.		
Revolving Churns, metal frames—No. 0, \$8		
No. 1, \$8.50; No. 2, \$9.00; No. 3, \$10.00		
No. 4, \$12.00; No. 5, \$16.00 each. Ditto		
wood frames, 20c. each less than the above		
Discounts: Factories, 30 and 30 per cent		
f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. Terms 4 months or 3 per cent. cash in 30 days.		
Churn frames, including bearings, levers, etc.		
Nos. 0, 1, 2 and 3, wood, \$2.40; and 4 and 5, \$2.65. Metal frames, 25c. extra. Dis-		
count 15 per cent., net 30 days.		

CLIPS.		
Axle, discount 65 per cent.		

CLOSETS.		
		Net.
Plain York or Ontario Syphon Jet.		\$9 60
Emb.		10 20
Fittings		1 00
Plain Simplex Syphon Jet		9 00
Emb.		7 50
Fittings		1 25
Low Down Elgin or Teutonic, plain.		6 00
Low " emb.		6 50
Plain Richelieu		4 25
Emb.		4 50
Connections		1 25
Closet connection		1 25
Basins, P.O., 14-in.		0 63
Basins, oval, 17 x 14-in.		1 50
Basins, " 19 x 15-in.		2 00

COMPASSES, DIVIDERS, ETC.		
American, discount 62½ to 65 per cent.		
CONDUCTOR PIPE.		
Plain or Corrugated.		
2-inch	per 100 feet	3 00
3 "		4 00
4 "		5 25
5 "		6 75
6 "		9 00

CRADLES, GRAIN.		
Canadian, discount 20 to 25 per cent.		

CROSSCUT SAW HANDLES.		
S. & D., No. 3	per pair	0 17½
S. & D., " 5		0 22½
S. & D., " 6		0 15
Boynton pattern		0 20

DOOR SPRINGS.		
Torrey's Rod (15 p.c.), per doz.		2 00
Coil		0 88 1 60
English		2 00

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Our Building Papers, Roofing Felts and Wire Edged Ready Roofing are made to give satisfaction to the **User**, and those are the kind of goods the Dealer wants.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

DRILLS		Fork.		KETTLES.		NAIL PULLERS.	
Hand and Breast		C & B, discount 40 per cent., revised list.		Brass spun 7½ per cent. discount off new list.		German and American 1 55	50
Minors Falls per doz., net list		Hoe.		Copper per lb. 0 30	0 50	NAIL SETS.	
DRILL BITS		C & B, discount 40 per cent., revised list.		American, 60 and 10 to 65 and 5 per cent.		Square, round and octagon,	
Morse discount 37½ to 40 per cent.		Saw.		Lock, Canadian dis. 40 to 40 and 10 per cent.		per gross.....	3 38
standard, discount 40 and 5 to 55 per cent.		Plane		Cabinet, trunk and padlock,		Diamond.....	1 00 2 0
SAUCES		American per doz.	1 00 1 25	American per gross	0 60	POULTRY NETTING.	
common, overs lined, discount 35 per cent.		Hammer and Hatchet		KNOBBS.		2-in. Mesh, 19 w.g., dis. 60 per cent.	
FAVETROUGHS		Canadian, discount 40 per cent.		Door, japanned and N.P., per		2-in. Mesh, 16 w.g. and heavier, 50 p.c.	
Round per 100 ft.	10	Cross-Cut Saws.		doz.....	1 50 2 50	OAKUM.	
and flush, common per doz.	1 20	Canadian..... per pair	0 13½	Bronze, Berlin per doz.	2 75 3 25	U. S. Navy per 100 lb.	6 75
Painted, 1½ per dozen extra	1 35	HANGERS. doz pairs.		Bronze, Genuine per doz.	6 00 9 60	Plumbers "	3 00
ESCUTCHEONS.		Steel barn door.....	5 85 6 00	Shutter, porcelain, F & L		OILERS.	
Discount 40 per cent.		" 5-inch 5 00		screw per gross	1 30 4 00	McClary Model galvanized	
ESCUTCHEON PINS		Lane's covered—		White door knobs..... per doz.	1 00	oil can, with pump, 5 gallon,	
Iron, discount 40 per cent.		No. 11, 5-foot run 8 40		HAY KNIVES.		per dozen	10 00
FACTORY MILK CANS		No. 11½, 10-foot run 10 80		Discount, 60 per cent.		Zinc and tin, discount 50, 50 and 10 per cent.	
Discount off revised list, 40 per cent.		No. 12, 10-foot run 12 60		LANTERNS.		Copper per doz.	1 25 3 50
FILES AND RASPS		No. 14, 15-foot run 21 00		Cold Blast..... per doz.	7 00	Brass..... "	1 50 3 50
Great Western 70 and 10 per cent.		Lane's O.N.T. track, per foot	0 04½	No. 3, "Wright's" 8 50		Malleable, discount 25 per cent.	
Atlanta 70 " 10 "		HARVEST TOOLS.		Ordinary, with O burner. 4 00		GALVANIZED PAIRS.	
Kentucky & East 70 " 10 "		Discount 60 per cent.		Dashboard, cold blast..... 9 00		Dufferin pattern pails, discount 45 per cent.	
Dunsmuir 70 " 10 "		HATCHETS.		No. 0 5 75		Flaring pattern, discount 45 per cent.	
J. Barton Smith 70 " 10 "		Canadian, discount 40 to 42½ per cent.		Japanning, 50c. per doz. extra.		Galvanized washtubs, discount 45 per cent.	
M. C. Smith 70 " 10 "		HAT ENAMEL.		LEMON SQUEEZERS.		PIECED WARE.	
Leigh 70 " 10 "		Hen derson & Potts "Anchor Brand		Porcelain lined..... per doz.	2 20 5 60	Discount 40 per cent off list, June, 1899.	
Northampton 60 and 10 to 60, 10 and 5		HINGES.		Galvanized..... " 1 87 3 85		10-qt. flaring sap buckets, discount 40 per cent.	
Revere 70 " 10 "		Blind, Parker's, discount 16½ per cent.		King, wood..... " 2 75 2 90		6, 10 and 14-qt. flaring pails, dis. 40 per cent.	
Globe 70 " 10 "		Heavy T and strap, 4-in., per lb..... 0 06½		King, glass..... " 4 00 4 50		Creamer cans, discount 40 per cent.	
Black Diamond, 60 and 10 to 60, 10 and 5 per		" 6-in. 0 06		All glass..... " 0 50 0 90		PICKS.	
cent.		" 8-in. 0 05½		LINES.		Per dozen	6 00 9 00
Jowett's English list, 25 to 27½ per cent.		" 10-in. 0 05½		Fish per gross	1 05 2 50	PICTURE NAILS.	
Northampton, E. C. & Co. simplicity file handle,		Light T and strap, discount 65 and 5 per cent.		Chalk per gross	1 90 7 40	Porcelain head..... per gross	1 35 1 50
per gross 50c. to \$1 50		Screw hook and hinge—		LAWN MOWERS.		Brass head..... " 0 40 1 00	
GLASS.		6 to 10-in. per 100 lb. 4 50		Woodyatt, 12-in. wheel	7 50	PICTURE WIRE.	
Window Box Price		12-in. up..... " 3 25		Star " 5 50		Tin and gilt, discount 75 per cent.	
Size United	Star	Spring..... per gro. pairs	12 00	Daisy (net) 2 45		PINE TAR.	
Insulation	Per	HOES.		Philadelphia, 12-in. wheel..... 6 50		½ pint in tins per gross	7 80
Under 25.....	50 ft.	Garden, Mortar, etc., discount 60 per cent.		Ontario, 14 25		1 " " 9 60	
25 to 40.....	100 ft.	Planter..... per doz. 4 00 4 50		Discount, 50 per cent.		PLANES.	
41 to 60.....	150 ft.	HOLLOW WARE.		10½-in. high wheel..... 7 50 10 00		Wood bench, Canadian discount 40 per cent.,	
61 to 70.....	200 ft.	Discount 45 and 5 per cent.		9-in. 5 50 6 25		American discount 50 per cent.	
71 to 80.....	250 ft.	HOOKS.		8-in. 49 0 5 50		Wood, fancy Canadian or American, 37½ to	
81 to 85.....	300 ft.	Cast Iron.		Discount 50 per cent.		40 per cent.	
86 to 90.....	350 ft.	Bird cage per doz. 0 50 1 10		LOCKS.		PLANE IRONS.	
91 to 95.....	400 ft.	Clothes line..... " 0 27 0 63		Canadian, 40 to 40 and 10 per cent.		English per doz. 2 00 5 00	
96 to 100.....	450 ft.	Harness " 0 72 0 88		Russell & Erwin..... per doz. 3 00 3 25		PLIERS AND NIPPERS.	
A discount of 25 per cent. is offered on		Hat and coat per gro 3 00		Cabinet.		Button's genuine, per doz. pairs, discount	
" Double Diamond		Chandelier per doz 0 50 1 00		Eagle, discount 30 per cent.		37½ to 40 per cent.	
MARKING MACHINES.		Wrought Iron.		English and Am. per doz. 0 50 6 00		Button's imitation..... per doz. 5 00 9 00	
Stanley's discount 40 to 55 per cent.		Wrought hooks and staples Canadian		Eagle, discount 20 to 25 per cent.		German " 0 60 2 60	
Winco, No. 28 to 35 each 1 65 2 40		count 47½ per cent.		MACHINE SCREWS.		PLUMBERS' BRASS GOODS.	
HALTERS		Wire.		Flat head, discount 25 per cent.		Standard Compression work, dis. 60 per cent.	
Rope, 1-inch per gross	9 00	Hat and coat, discount 45 per cent.		Round head, discount 20 per cent.		"J.M.T." Cushion work, discount 50 per cent.	
Rope, 1½ " 14 00		Belt per 1000	0 60	MALLETS.		Fuller work, discount 65 per cent.	
Rope, 2 to 1-inch " 14 00		Screw, bright, discount 55 per cent.		Tinsmiths' per doz. 1 25 1 50		6 dozen lots and over of the above, extra dis.	
Leather, 1-inch per doz 3 57½ 1 00		HOSE NAILS.		Carpenters' hickory..... 1 25 3 75		6 dozen lots and over of the above, extra dis.	
Leather, 1½ " 5 15 1 20		"C" brand, 40, 10 and 7½ per cent. off list		Laguna Vices " 3 85 5 00		Lever handle Stops and Waste, discount 60	
Web " 1 87 2 45		"M" brand, 35 per cent.		Caulking, each 0 60 2 00		per cent. With, in lots of 2 dozen and over	
HAMMERS		containing 35 per cent.		MATTOCKS.		an extra discount of 10 per cent.	
Mayhew's, discount 5 to 10 per cent. Canadian		No. 1 and 2 and 7½ per cent.		Canadian per doz. 5 50 6 50		"J.M.T." Globe, Angle and Check Valves,	
discount 25 to 27½ per cent.		Peetross 50 per cent. dis.		MEAT CUTTERS.		discount 55 per cent.	
TACK.		HOSESHOES.		American, discount 33½ per cent.		Standard Globe, Angle and Check Valves,	
Magnetic per doz 1 19 1 20		F O B Montreal		German, 15 per cent.		discount 60 per cent.	
Sledge " 1 19 1 20		No. 2 No. 1		Gen each 1 15		"J.M.T." Radiator Valves discount 55 per	
Canadian per lb. 0 07½ 0 08½		and and		MILK CAN TRIMMINGS.		cent.	
English and Canadian, per lb. 0 22 0 25		larger and		Flat head, discount 25 per cent.		Standard Radiator Valves, discount 60 per	
HANDLES.		smaller.		Round head, discount 20 per cent.		cent.	
Axe, 2nd growth, per doz. net	3 00 4 00	Light medium and heavy		NAILS.		Patent Quick-Opening Valves, discount 65	
core door per doz. 1 00 1 50		Snow shoes 3 65 3 90		2d and 3d Cut. Wire.		per cent.	
		3 50 4 15		3d 3 45 3 45		No. 1 compression bath cock..... net 2 00	
		Steel Shoes		4 and 5d..... 3 10 3 12		No. 4 " 2 00	
		N.L. sizes 1 to 3 5 35		6 and 7d..... 2 85 2 95		No. 7 Fuller's " 2 20	
		Light No. 2 and larger		8 and 9d..... 2 75 2 80		No. 41, " 2 35	
		No. 1 and 2 member		10 and 12d 2 60 2 60		Patent Compression Cushion, basin	
		Footweight all sizes 6 to 1		16 and 20d 2 55 2 55		cock hot and cold..... per doz. 15 06	
		Footweight all sizes 1 to 1		20, 40, 50 and 60d (base) 2 50 2 50		Patent Compression Cushion, bath	
		3 00 3 50		Cut nails in carlots 5c. less.		cock, No. 2208..... 2 25	
		Discount 5 and 5 per cent. off list, June 1899		Wire nails in carlots are \$2.40.		Square head brass cocks, discount 55 per cent	
		ICE PICKS.		Steel cut nails 10c. extra.		" iron " 50 to 60 "	
		Star..... per doz. 00 3 25		Miscellaneous wire nails, discount 75 per cent.		Competition Globe, Angle and Check Valve	
				Coopers' nails, discount 30 per cent.		discount 70 per cent.	
						Thompson Smoke-test Machine \$25.00	

U. M. C. AMMUNITION

for big game shooting is half sold before it is offered by the retailer. This is due to the long-standing reputation and the thorough advertising behind it.

U. M. C. IS EASY TO SELL.

NEW CATALOGUE.

The Union Metallic Cartridge Co.

AGENCY, 313 BROADWAY, N.Y.

FACTORY, BRIDGEPORT, CONN.

DEPOT, SAN FRANCISCO, CAL.

PRESSED SPIKES.

Discount 20 per cent.

PULLEYS.		
Hothouse	per doz.	0 55 1 00
Axle	"	0 22 0 33
Screw	"	0 27 1 00
Awning	"	0 35 2 50

PUMPS.		
Canadian cistern		1 80 3 60
Canadian pitcher spout		1 40 2 10

PUNCHES.		
Saddler's	per doz.	1 00 1 85
Conductor's	"	9 00 15 00
Timers, solid	per set	0 72
" hollow	per inch	1 00

RANGE BOILERS.		
Dominion, 30 gallon	net	5 50
" 35	"	6 50
" 40	"	7 50
Ronald's Galvanized, 30 gallon,	"	7 40
" 35	"	8 40
" 40	"	9 60
Copper, 30 gallon	"	22 00
" 35	"	24 00
" 40	"	28 00

Discount off copper boilers 15 per cent.

RAZORS.

Wood

per doz. net 1 20 up.

RAZORS.

per doz.

Elliot's	4 00 18 00
Geo. Butler's & Co.'s	4 00 18 00
Boker's	7 50 11 00
" King Cutter	12 50 15 00
Wade & Butcher's	3 60 10 00
Thiele & Quack's	7 00 12 00
Bailey's	6 00 12 00
Bailey's Brantford	10 00 11 00
Carbo Maguet's	11 00
Griffon Barber's Favorite	10 75
Griffon No. 65	13 00
Griffon Safety Razors	13 50
Griffon Stropping Machines	13 50
Lewis Bros. "Klean Cutter"	8 50 10 50

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60 and 10 per cent.

per Burrs, discount 55 per cent.

Extras on Iron Rivets in 1-lb. cartons, 1c. per lb.

Extras on Iron Rivets in 1-lb. cartons, 1c. per lb.

Copper Rivets, with usual proportion burrs, 45 per cent. discount. Cartons, 1c. per lb. extra, net.

Copper Burrs only, discount 30 and 10 per cent.

Extras on Tinned or Coppered Rivets, 1-lb. cartons, 1c. per lb.

RIVET SETS.

Canadian, discount 35 to 37 1/2 per cent.

ROPE, ETC.

Sisal

Pure Manila

"British" Manila

Cotton, 3-16 inch and larger

" 5-32 inch

" 1/4 inch

Russia Deep Sea

Jute

Lath Yarn, single

" double

Sisal bed cord, 48 feet

" 60 feet

" 72 feet

RULES.

Boxwood, discount 55 per cent.

Ivory, discount 37 1/2 to 40 per cent.

SAD IRONS.

Mrs. Potta, No. 55, polished

No. 50, nickel-plated

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent.

Emery, discount 40 per cent.

Garnet (Rurton's), 5 to 10 per cent. advance on list

SAP SPOUTS.

Bronzed iron with hooks per 1,000 9 50

SAWS.

Hand, Disston's, discount 12 1/2 per cent.

S. & D., discount 40 per cent.

Crosscut, Disston's .. per foot 0 35 0 55

S. & D., discount 35 per cent. on Nos. 2 and 3.

Hack, complete .. each 0 75 2 75

" frame only .. 0

SASH WEIGHTS.

Sectional .. per 100 lb. 2 25

Solid .. 1 75

SASH CORD.

Per lb. 0 22 0 25

SAW SETS.

per doz.

Lincoln and Whiting .. 4 75

Hand Sets, No. 1 Woodyatt (Morrill) 4 25

X-Cut Sets, No. 3 Woodyatt (Morrill) 9 50

SCALES.

Gurney Standard, 40 per cent.

Gurney Champion, 50 per cent.

Burrow, Stewart & Milne ..

Imperial Standard, discount 40 per cent.

Weigh Beams, discount 35 per cent.

Champion Scales, discount 50 per cent.

Fairbanks standard, discount 35 per cent.

" Dominion, discount 55 per cent.

Richelieu, discount 55 per cent.

Warren's new Standard, discount 40 per cent.

" Champion, discount 50 per cent.

" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's .. per doz. 0 65 1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut

stained, 4-in. style .. per doz. 6 80

Common doors, 2 or 3 panel, yellow and

green stained, 4-in. style .. per doz. 7 00

Common doors, 2 or 3 panel, in natural

colors, oil finish .. per doz. 8 15

3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87 1/2

per cent.

Wood, R. H., bright, dis. 82 1/2 per cent.

" F. H., brass, dis. 80 per cent.

" R. H., " dis. 75 per cent.

" F. H., bronze, dis. 75 per cent.

" R. H., " dis. 70 per cent.

Drive Screws, dis. 87 1/2 per cent.

Bench, wood .. per doz. 3 25 4 00

" iron .. 4 25 5 00

Set, case hardened, dis. 60 per cent.

Square Cap, dis. 50 and 5 per cent.

Hexagon Cap, dis. 45 per cent.

SCYTHES.

per doz. net .. 6 00 9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SCISSORS.

Bailey Cutlery Co., full nickeled, discou

and 2 1/2 per cent.

Bailey Cutlery, Japan Handles, discount 67 1/2

per cent.

Seymour's, discount 50 and 10 per cent

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SINKS.

Cast iron, 16 x 24 .. 0 85

" 18 x 30 .. 1 00

" 18 x 36 .. 1 40

SNAPS.

Harness, German, discount 25 per cent.

Lock, Andrews .. 4 50 11 50

SOLDERING IRONS.

1, 1 1/2-lb. per lb. 37

2-lb. or over .. 0 34

SQUARES.

Iron, No. 493 .. per doz. 2 40 2 55

No. 494 .. 3 25 3 40

Steel, discount 60 to 60 and 5 per cent.

Try and Bevel, discount 50 to 52 1/2 per cent.

STAMPED WARE.

Plain, discount 75 and 12 1/2 per cent. off re-

vised list.

Retinned, discount 75 per cent. off revised list.

STAPLES.

Galvanized .. 3 00

Plain .. 2 80

Coopers, discount 45 per cent.

Poultry netting staples, discount 40 per cent

STOCKS AND DIES.

American discount 25 per cent

STONE.

Washita .. per lb. 0 28 0 60

Hindostan .. 0 06 0 07

" slip .. 0 09 0 09

Labrador .. 0 13

" Axe .. 0 15

Turkey .. 0 50

Arkansas .. 1 50

Water-of-Ayr .. 0 10

Scythe .. per gross 3 50 5 00

Grind, 2-in. 40 to 200 lb. per ton 25 00

" under 40 lb. .. 28 00

" under 2 in. thick, .. 29 00

STOVEPIPES.

5 and 6 inch, per 100 lengths .. 7 00

7 inch .. 7 50

ENAMELINE STOVE POLISH.

No. 4, 3 doz. in case, net cash .. 4 80

No. 6, 3 doz. in case, .. 8 40

TACKS, BRADS, ETC.

Carpet tacks, blued .. 80 and 15

" tinned .. 80 and 20

" (in kegs) .. 40

Cut tacks, blued, in dozens only .. 80

" 1/2 weights .. 60

Swedes cut tacks, blued and tinned .. 80 and 10

In dozens .. 75

Swedes, upholsterers', bulk .. 85, 12 1/2 and 12 1/2

" brush, blued and tinned .. 70

Swedes, gimp, blued, tinned and .. 75 and 12 1/2

japanned .. 35

Zinc tacks .. 55

Leather carpet tacks .. 55

Copper tacks .. 50

Copper nails .. 52 1/2

Trunk nails, black .. 65 and 5

Trunk nails, tinned .. 65 and 10

Clout nails, blued .. 65 and 5

Chair nails .. 35

Patent brads .. 40

Fine finishing .. 40

Lining tacks, in papers .. 10

" in bulk .. 15

" solid heads, in bulk .. 75

Saddle nails, in papers .. 10

" in bulk .. 15

Tufting buttons, 22 line, in doz-

ens only .. 60

Zinc glaziers' points .. 5

Double pointed tacks, papers .. 90 and 10

bulk .. 40

Clinch and duck rivets .. 45

TAPE LINES.

English, ass skin .. per doz. 2 75 5 00

English, Patent Leather .. 5 50 9 75

Chesterman's .. each 0 90 2 85

" steel .. each 0 80 8 00

TINNERS' SNIPS.

Bailey's, discount 25 per cent

THERMOMETERS.

Tin case and dairy, discount 75 to 75 and 10

per cent.

TRAPS (steel.)

Game, Newhouse, discount 25 per cent.

Game, H. & N., P. S. & W., 65 per cent.

Game, steel, 7 1/2, 75 per cent.

TROWELS.

Disston's, discount 10 per cent.

German .. per doz. 4 75 6 00

S. & D., discount 35 per cent

TWINES.

Bag, Russian .. per lb. 0 27

Wrapping, cotton, 3-ply .. 0 19

" 4-ply .. 0 23

Matress .. per lb. 0 33 0 45

Staging .. 0 27 0 35

VISES.

Wright's .. 0 13 1/2

Brook's .. 0 12 1/2

Pipe Vise, Hage, No. 1 .. 3 50

" No. 2 .. 5 50

THE CANADIAN RUBBER CO. of Montreal.

MANUFACTURERS OF

Rubber Belting,
Hose, Packing,
Valves, Gaskets,
ETC., ETC.

We make a specialty of

HORSE SHOE PADS

the best in the market.

Write for Prices and Circulars.

Head Office : : MONTREAL

BRANCHES—TORONTO, WINNIPEG and VANCOUVER

ALWAYS READY FOR USE
NO HONING
NO GRINDING



English Steel
Hamburg Ground

The
CARBO MAGNETIC

No Hard Blades Razor.
No Soft Blades
No Temper Streaks
No Returned Blades to the dealer—
Shave for Years Without Re-
quiring Honing

For Sale by all Leading Jobbers
or Firm of **A. L. SILBERSTEIN**
Mrs. of *Griffon* Cutlery
453-461 Broadway, New York City.

Retail Price \$2.00

BOOKLET COMING—
If you'll ask for
a copy with
trade discount.

Other Tools are very
good Tools, but

“YANKEE TOOLS” ARE BETTER



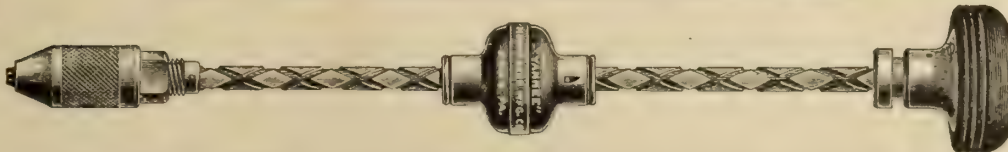
No. 15. “Yankee” Ratchet Screw Driver, with Finger Turn on Blade.



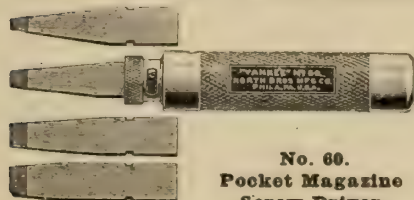
No. 30. “Yankee” Spiral-Ratchet Screw Driver, Right and Left Hand.



No. 41. “Yankee” Automatic Drill, Eight Drill Points in Handle.



No. 50. “Yankee” Reciprocating Drill for Iron, Steel, Brass, Wood, etc.



No. 60.
Pocket Magazine
Screw Driver.

Our “YANKEE” Tool Book
tells all about them. Mailed
free on application.

Manufacturers also of

**LIGHTNING,
GEM and
BLIZZARD
Ice Cream Freezers.**

**Toy Freezers,
Ice Shaves and
Ice Chippers.
Fluting Machines,
Hand Fluters.**

**Sold by Leading Jobbers
in Canada.**

NORTH BROS. MFG. CO.,

Philadelphia, Pa., U.S.A.


THOS. BIRKETT & SON CO.,

LIMITED

OTTAWA, ONT.

WHOLESALE HARDWARE for
CHRISTMAS TRADE

We have a large assortment of

CARVERS SETS or
PAIRS, 

IN SILK LINED AND
LEATHER BOUND CASES

Seasonable Goods Always Ready for Prompt
Shipment.

**Skates, Cross-Cut Saws,
Horse Blankets.**

Lumbermen's Supplies

THE AUER GAS LAMP

"Turns night-time into day-time"

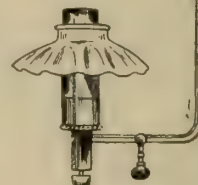
NEW MODELS. LOWER PRICES.

We offer you the best made lamp on the
market, built scientifically.

We offer you a lamp that will
light your store for half the
cost of kerosene.

We offer you a lamp that is safer
than a coal oil one.

We offer you a lamp which you
can sell at a good profit.



No. 25
100 Candle Power.

Do you want the Agency for it?

===== THEN WRITE FOR =====
OUR CATALOGUE AND DISCOUNTS.

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

TINPLATES

STANDARD SIZES IN STOCK.

SPECIAL SIZES IMPORTED.

M. & L. SAMUEL, BENJAMIN & CO.

General Importers and Exporters and Metal Merchants

27 Wellington St. West,

— TORONTO, ONT.

EUROPEAN HOUSE—16 PHILPOT LANE, LONDON, ENG.

A Happy and Prosperous
New Year

A. O. CAMPBELL,
Representing Lewis Bros. & Co., Montreal,
Vancouver, B.C.

A Merry Xmas and Happy
New Year

H. H. CLARK,
With Lewis Bros. & Co.,
Montreal, Can.

Compliments of the
Season.

F. E. DENNISON,
Representative of Lewis Bros. & Co.,
Montreal.

New Year's Greeting.

G. W. DUNN,
With Lewis Bros. & Co.,
Montreal, Can.

Health and Prosperity
for 1904.

N. WYLIE,
Representing Lewis Bros. & Co.,
Montreal.

Wishing you 365 days of good
luck for 1904.

J. C. WATSON,
With Lewis Bros. & Co.,
Montreal, Can.

May your happiest day of last year
be the saddest of 1904.

B. SAUNDERS,
With Lewis Bros. & Co.,
Montreal.

Many happy returns
of the day.

M. MORELL,
Toronto Representative of
Lewis Bros., Montreal.

1903 - 4

Xmas and New Year's Greeting

FROM THE TRAVELLING STAFF OF

LEWIS BROS. & CO.,
MONTREAL.

TORONTO,
OTTAWA,
VANCOUVER.

For 1904
Let your orders come my way.
Don't forget,
Yours,

G. N. GRAY,
Ottawa Representative of
Lewis Bros. & Co., Montreal, Can.

May the year nineteen-ought-four,
Bring better luck than ever before.

B. S. LEAK,
Representing Lewis Bros. & Co.,
Montreal.

Prosperity plenty,
Poor luck—not any.

C. L. DEVITT,
With Lewis Bros. & Co.,
Montreal.

A Merry Christmas,
A Happy New Year.

W. R. TAIT,
Representing Lewis Bros. & Co.,
Montreal, Can.

Vous souhaitant une bonne et
heureuse année.

J. A. DEMIERS,
With Lewis Bros. & Co.,
Montreal, Can.

Prosperite pour 1904.

A. ROCHETTE,
With Lewis Bros. & Co.,
Montreal, Can.

Vous souhaitant beaucoup de
succes pour 1904.

A. HENAUULT,
Local representative
Lewis Bros. & Co., Montreal.

Sante, richesse et prosperite
pour 1904.

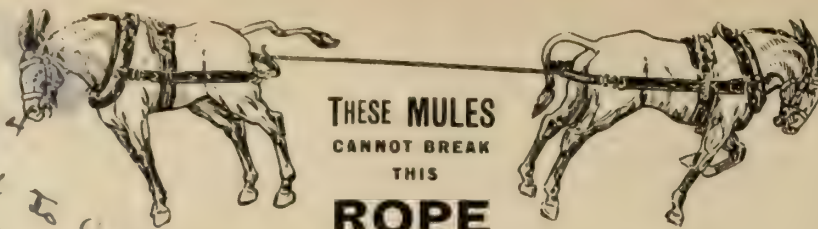
J. A. GEARD,
Representing Lewis Bros. & Co.,
MONTREAL, CAN.

The Season's Greeting.

J. R. McMILLAN,
Representing Lewis Bros. & Co.,
MONTREAL, CAN.

Greetings of the Season.

W. O. LABELLE,
Representative of Lewis Bros. & Co.,
Montreal.



*Cuts returned To C.H. Morris
Cut Book 15
Page 17
a.w.d.*

BECAUSE IT WAS MADE BY THE

CONSUMERS CORDAGE CO., LIMITED



FOREIGN ROPE
IS DEAR AT ANY PRICE

WE MANUFACTURE

DEALERS
WHO HANDLE
OUR GOODS WILL
INCREASE THEIR
SALES AND HELP TO
BUILD UP A CANADIAN
INDUSTRY.

BEST MANILA CORDAGE,
BRITISH PURE MANILA CORDAGE,
SISAL CORDAGE,
RUSSIAN CORDAGE,
JUTE CORDAGE,
WRAPPING AND MILL TWINE,
LATH AND SHINGLE YARN,
BED CORDS,
PLOUGH LINES,
GARDEN LINES,
HALTERS.

OUR MILLS ARE EQUIPPED WITH THE LATEST IMPROVED MACHINERY
FOR MAKING EXTRA LONG LENGTHS OF TRANSMISSION ROPE.

CONSUMERS CORDAGE CO., LIMITED, MONTREAL and HALIFAX.

BRANCHES: W. B. STEWART, TORONTO.
F. H. ANDREWS AND SON, QUEBEC.
MERRICK ANDERSON AND CO., WINNIPEG.
MACGOWAN AND CO., VANCOUVER.
CONSUMERS CORDAGE CO., LIMITED, ST JOHN.

Man, Horse and Carriage Clothing

Branch Agency:

W. LOUIS HALDIMAND, Jr.,
36 St. Dizier Street,
MONTREAL, QUE.

Branch Agency:

CHAS. THOMPSON,
420 Cordova St.,
VANCOUVER, B.C.



THE LION BRAND.

Fishermen's Clothing, Horse Covers, Dash Aprons,
Teamsters' Clothing, Wagon Covers, Knee Rugs

ASK FOR QUOTATIONS.

The Guelph Waterproof Clothing Co., Guelph, Ontario.

**COVERT MFG. CO.**

West Troy, N.Y.

Auto Screw JackHarness Snaps Chain, Rope and Web
Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICE

We desire to call your attention to some of our specialties which are handled extensively
by the general hardware trade.

Horse Blankets (all kinds)

Rubber and Oiled Knee Rugs

Burlington-Stay-on Blankets

Plush and Woollen Knee Rugs

If you handle the above, it will be of interest to you to write us.

The Trees, Spriggs Co., Limited,

Winnipeg, Man.

Samuel Trees & Co., Toronto

Importers and Manufacturers of Saddlery Goods.

PRIEST'S CLIPPERS
BALL BEARINGS Largest Variety,
Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and
Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

Oneida Community Goods**HALTERS, COW TIES, SNAPS, etc., etc.,**In all sizes and styles. May be had of all
jobber throughout Canada.

Factory—NIAGARA FALLS, ONT

MERIT has made

SOLARINE

METAL POLISHES

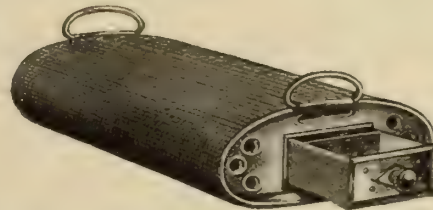
Standard—and in continual demand.
They will enable you to secure an increasing
trade in your locality.Our advertising matter is up-to-date.
Send for circular and blotter.

Solarine Depot, 60 George St., Toronto

Hardware Dealers Will Find the Most Call for

LEHMAN

Carriage and
Sleigh
Heaters



during October, No-
vember, December
and January. They
are recognized
throughout the world
as the **Best Heater**
money and skilled
labor can produce.

They burn **LEHMAN COAL** at a cost of 1/4 cent per hour and from which there is no
smoke, smell or danger. They are ready sellers and always give satisfaction.
Therefore if you wish to make friends you should handle the **BEST**.

Lehman Heaters and Coal.

Over 200,000 in use. It will pay you to keep a stock of our goods on hand as the
demand this year will be larger than ever before. Circular and price list for the asking.

Lehman Bros., Mfrs.

10 Bond Street,
NEW YORK.

J. W. Erringer,

Gen. West., Sales Agent,
45 E. Congress St., CHICAGO, ILL.

(Mention HARDWARE AND METAL when writing.)



The Sales You Lose...

represent just so much money lost. In the matter of robes, for example, you
can do a clean cut, profitable business if you sell the right sort of robes.

"Arctic" Buffalo Robes

are sensible, durable, attractive, profitable. They are easily sold, for they
sell themselves, with a very little talk on your part. Order a sample.

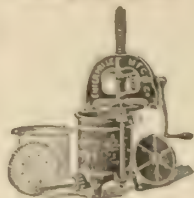
Made of rich, dark brown fur, lined with red or dark green Astrachan cloth, interlined with rubber;
nicely trimmed; rain, wind and moth proof; 52 x 54; 62 x 54; 72 x 54.

Berlin Robe & Clothing Co.,

Berlin, Ontario.

LIMITED

Sausage Stuffer, Lard
and Fruit Press



8 Sizes and Styles

Rapid Grinding and
Pulverizing Mills

4 Sizes and Styles
for Hand and Power



No. 3, \$5.50.

Bone, Shell and Corn
Mill



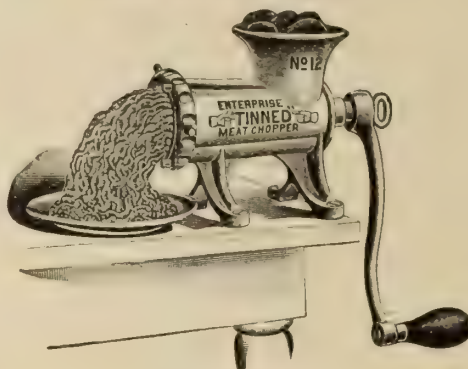
No. 750, \$8.50.

TRADE "ENTERPRISE" MARK

Meat and Food Choppers

TINNED

40 Sizes and Styles for Hand and Power
from \$1.00 to \$300.00



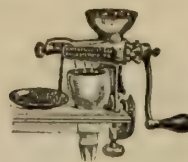
No. 12, \$2.75.

Sold by all the leading Jobbers of the Dominion
ILLUSTRATED CATALOGUE MAILED FREE

The Enterprise Mfg. Co. of Pa.

Philadelphia, Pa., U. S. A.

Meat Juice Extractor



No. 21, \$2.50

Raisin Seeder



No. 36, \$1.00

Cold Handle Polishing
IRON



No. 82, \$7.50 per doz.



Steel Frame Churn.

DAVID MAXWELL & SONS

ST. MARYS, ONT., CANADA.

"Maxwell Favorite Churn" Lawn Mowers.

PATENTED FEATURES: Improved Steel Stand,
Roller Bearings, and Foot and Hand Lever
Drive, and Detachable Driving Link. Improved
for season of 1904. Steel or Wood Frame as
desired.

High and Low Wheels, from
12 in. to 20 in. widths. Cold
Rolled Steel Shafting, Cru-
cible Steel Knives and Cutting Plate.

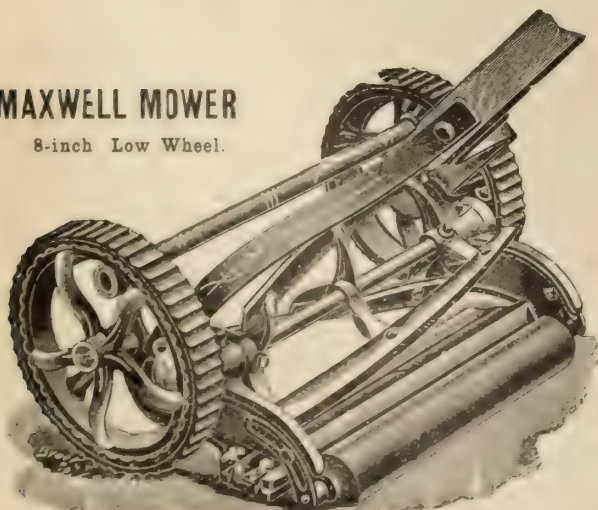
If your Wholesale House does not offer you these
articles

Wheelbarrows. In Four Different Sizes.

SEND DIRECT TO US.

MAXWELL MOWER

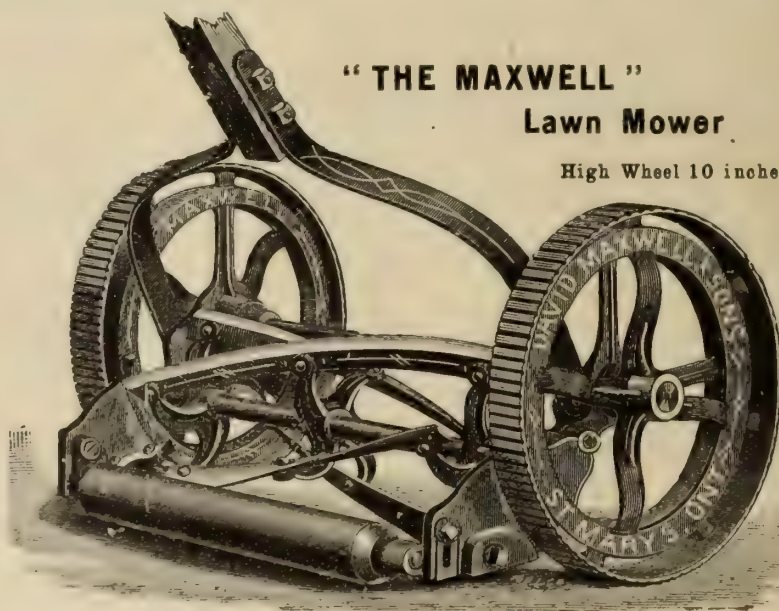
8-inch Low Wheel.



"THE MAXWELL"

Lawn Mower

High Wheel 10 inches



The Kennedy Hardware Co.

LIMITED,

49 Colborne Street, TORONTO.

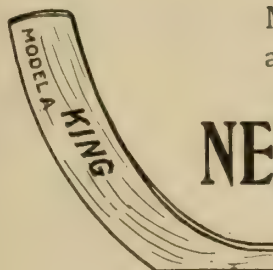
COMPLETE STOCK OF —

SLEIGH BELLS

Letter and 'Phone Orders
Receive Special Attention.

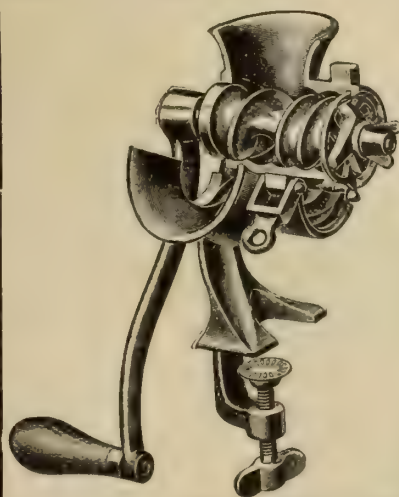
Strictly Wholesale.

HOCKEY STICKS.



Made of the best selected and seasoned stock—carefully modelled and finished. To retail at from 10c. to 50c. each.

NERLICH & CO., 146-8 Front St. W., Toronto



The
Russwin
Food
Cutter.

CLEANLINESS.

There is no drip from the Russwin to soil clothing and floors. The gutter carries all juices to the dish—they are not deposited upon the floor. The machine itself is quickly cleaned with the least possible effort. Write for Booklets, Posters and Electrotypes to assist you.

Russell & Erwin Mfg. Co.
New Britain, Conn., U.S.A.

We will co-operate with you
in procuring orders for our
line of Bright Steel Shafting

There is a steady demand for our shafting and you should capture the trade in your vicinity by carrying the line. It offers substantial profits and a permanent business. Let us explain further the possibilities of pushing this line.

The Dodge Mfg. Co., of Toronto,
Limited,

TORONTO, ONT.



Australasian Hardware and Machinery.

The Organ of the Hardware, Machinery
and Kindred trades of the Antipodes.

SUBSCRIPTION \$1.25 PER ANNUM,

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MANUFACTURED BY

Dominion Wire Manufacturing Co.

LIMITED

MONTREAL AND TORONTO.

4-barb 6 in.



352 lbs. per mile

4-barb 4 in.



384 lbs. per mile

2-barb 5 in.



352 lbs. per mile

2-barb 2½ in.



384 lbs. per mile

Plain Twist
2 Wires



288 lbs. per mile

Coiled SPRING Galvanized Fence.

BRIGHT and GALVANIZED FENCE STAPLES,
1¼ to 2 INCHES.

ANNEALED WIRE

FOR BALING

HAY — PULP — PAPER — RAGS — SHINGLES — ETC.

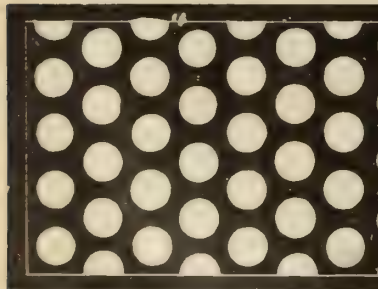
BUY



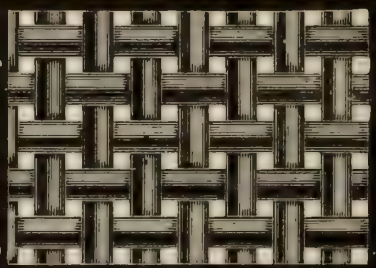
GOODS

SATISFACTION GUARANTEED.

PERFORATED SHEET METALS in Brass, Copper, Steel, etc.



B. GREENING WIRE CO.
(LIMITED)
WIRE MANUFACTURERS
& METAL PERFORATORS
**HAMILTON
& MONTREAL.**



All sizes of Perforations and
thickness of metals for

MINERS' USE,
GRAIN CLEANING
MACHINERY,
BEE KEEPERS,
MALT KILN FLOORS,
ETC.

THE B. GREENING WIRE CO., LIMITED, Hamilton, Ont.
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American Steel & Wire Co.

New York
Empire Building

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BARBED WIRE GALVANIZED PLAIN WIRE
PLAIN TWIST CABLE FENCING

Telegraph and Telephone Wire; Mattress, Broom, Weaving Wires of
every description; Rail Bonds, Bale Ties, Special Wires for all
purposes, Springs, Horse Shoes, Wire Rope, Cold-drawn Steel
Shafting.

THE TORONTO SILVER PLATE CO.

LIMITED

Silversmiths and Manufacturers

OF

ELECTRO SILVER PLATE



No. 898—5-Light Candelabrum.

NOT IN
THE
TRUST

NOT IN
THE
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CHRISTMAS SILVERWARE

Up-to-date
in design
at a
reasonable
price, and
fully
guaranteed
as to quality



No. 0174—Paper and Envelope Rack.

Made by a
strictly
Canadian
Company
employing
Canadian
Capital
and Labor.

FACTORIES AND
SALESROOMS:

West King St., - TORONTO

E. G. GOODERHAM, Managing Director.

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...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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Value in WRAPPING PAPER

depends on the quality. The chief qualities of our brown and manilla wrapping papers are durability, strength and wearing power.

CANADA PAPER CO., Limited

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IT'S EASY WITH CONNOR'S O.K. ROTARY WASHER

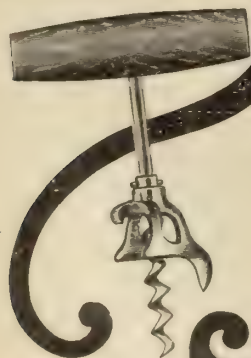


This machine has a heavier fly wheel than any other similar machine. That's why it works the easiest and run smoothest. They cost you no more than the ordinary kind. Write for our catalogue and price list.

J. H. Connor & Son, Limited,
Manufacturers Washers and Wringers, OTTAWA.

Established Cable Address, 1882, "BLISS,"
MANUFACTURERS
Wood Turnings, Hand, Bench and other Screws, Mallets, Handles, Vises, Clamps, Tool Chests, Croquet, Lithographs, Wood Toys, Novelties and also the celebrated
Wood's Patent Car Gate
For Street and Steam Railroad Cars.
The R. BLISS MFG. CO.
Pawtucket, R.I., U.S.A.

Canadian Representative: **ALEXANDER GIBB, 13 St. John St., MONTREAL.**
75 YEARS ESTABLISHED 1825. 75 YEARS



WHY sell Old Style Cork Screws?

The People Want

WALKER'S SELF-PULLING

which draws the cork, cuts the wire, removes crown, seal and aluminum stopper. Does the whole thing. Each one tested and guaranteed. We manufacture over 50 different styles.

ERIE SPECIALTY COMPANY, Erie, Pa., U.S.A.



EVOLUTION IN RAZOR GRINDING.

English full hollow ground.



German full concaved.

THE AMERICAN DOUBLE HOLLOW.

Have you ever seen a razor too good to be used on your face?

The old-fashioned way to grind a razor was the English full hollow, but it was found that, if ground thick, it was harsh on the face, if very thin it would vibrate or would not shave clean.

About 30 years ago a new style of grinding was invented, the German full concaved; this was found better; it had only one fault, being thick above the edge it cannot easily be kept sharp on a strop you have to hone it very often. We are making a newly Patented Razor, the American Double Hollow, which has two distinct hollows. This razor, if properly used on a strop, practically never needs honing, because it is so thin above the edge. Try it and you will be more than pleased.

AGENTS FOR CANADA { **Caverhill, Learmont & Co., Montreal.**
Rice Lewis & Son, Limited, Toronto.

GEO. W. KORN RAZOR MFG. CO., **LITTLE VALLEY, N. Y.**
U. S. A.

"Silverware That Sells."



GIFT-GIVING

For Christmas, for New Year's, for Weddings.

The gift problem is solved by the store that carries Silverware. To this store most people go who are wondering "what to give."

So easy to make a sale, a sale with a good profit in it, of Silverware.

A sensible gift always.

A durable gift if the Silverware bought carries this mark.

TRADE MARK FOR



HOLLOW WARE

"Standard" Silverware is not only durable—it is the perfection of art and beauty. The integrity of the men who make it is in it. It is guaranteed.

"Standard" Silverware is advertised to the consumer—so much the easier sold because of this.

Have our Catalogue on hand. It will sell goods for you.

STANDARD SILVER CO., LIMITED

TORONTO.

PENNY WISE

GRANT-03-

Hold a dime close to your eye with your right hand and a bright silver dollar a few inches away with your left; you cannot see the dollar because the smaller coin obscures your vision.

So it is with some people; in their eagerness to save a dollar they often lose sight of the fifty within their reach.

They would rather have a penny than a pound — if it meant spending the penny to get the pound.

Does the illustration apply?

Are you saving (?) money by not advertising in HARDWARE AND METAL?

POUND FOOLISH

SPRINGS

FLAT.—SPIRAL OR VOLUTE

INTERESTING CATALOG MAILED ON APPLICATION

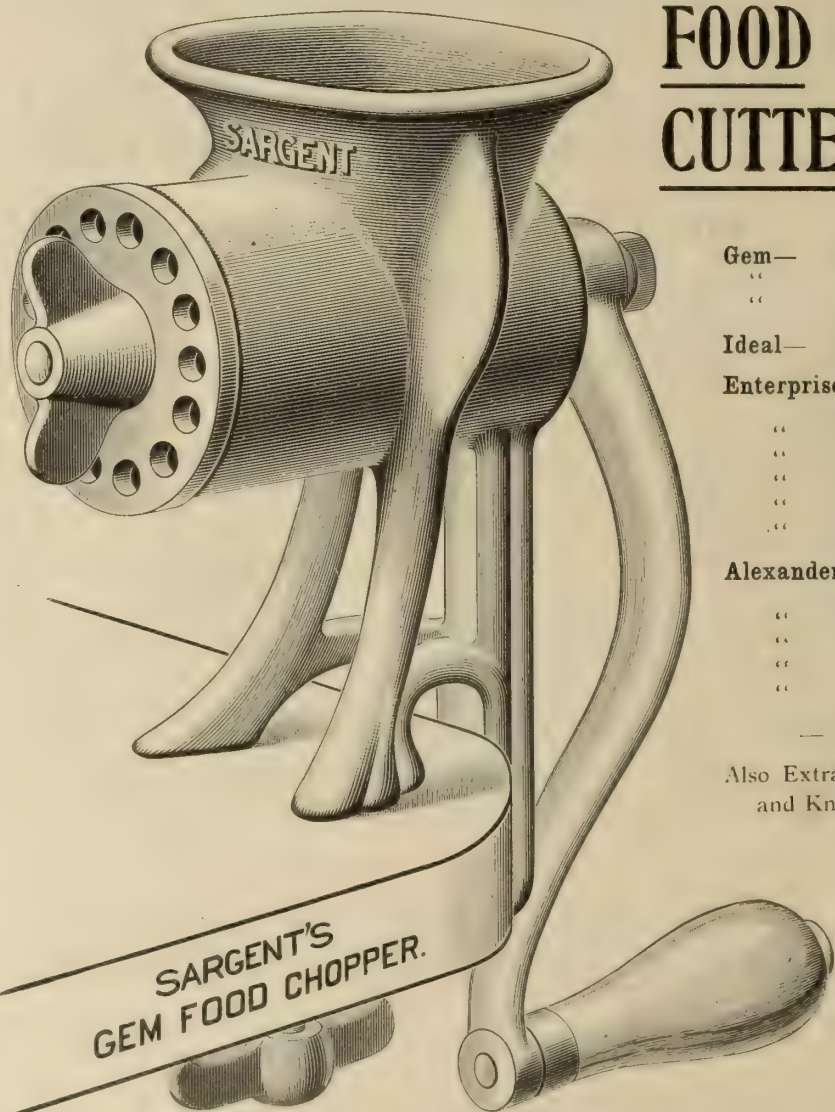
THE WALLACE BARNES CO.

BRISTOL CONN.

The John Bowman Hardware and Coal Co.,

LONDON, = = ONT.

FOOD CUTTERS



Gem— No. 20.
" " 22.
" " 24

Ideal— No. 25.

Enterprise—
No. 5.
" " 10.
" " 12.
" " 22.
" " 32.
" " 100.

Alexander—
No. 5.
" " 10.
" " 12.
" " 22.
" " 32.

Also Extra Plates and Knives.

SARGENT'S
GEM FOOD CHOPPER.

SEND US YOUR ORDERS.

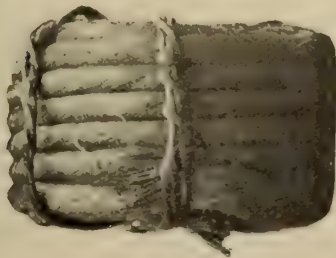
CANADIAN CORDAGE

& MFG. Co., Limited.

Manila Rope

of all kinds, from the largest
to the smallest.

Lath Yarn.



Binder Twine.



Sisal Rope

of all kinds, from the largest
to the smallest.

Shingle Yarn.



Binder Twine

OF EVERY
DESCRIPTION

MANILA, 650 ft. to the pound.
MANILA, 600 ft. to the pound.
MANILA, 550 ft. to the pound.
MANILA, 500 ft. to the pound.

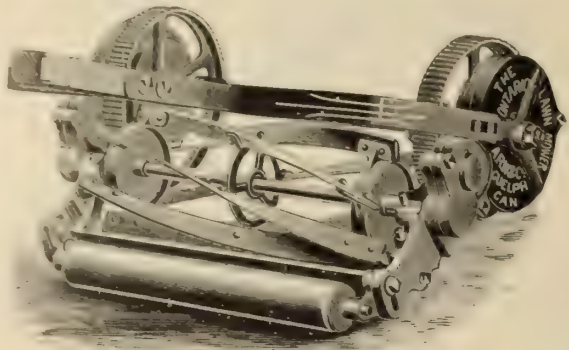
Sisal **Standard.**

500 feet to the pound.

For LOW PRICES and HIGHEST QUALITY
Wire, Write or 'Phone.

CANADIAN CORDAGE & MFG. CO., Limited
Peterborough, Ont.

High-Grade Lawn Mowers.



The "Ontario" Lawn Mower is made from the best material. Knives of crucible steel, special temper, six-knife cylinder, 7½-in. drive wheel, grass box attachment. High-grade in every respect—workmanship, material and finish.

If you want a High-Grade Machine buy the "Ontario."

MANUFACTURED BY

Taylor = Forbes Co., Limited,
GUELPH, CANADA.

The largest and best equipped Hardware Factory in Canada.

Christmas Leaders.



RETURNED
APR 11 1904

**Glimax Hot
Water Kettles**

All Copper Nickel-plated.
With Plain or Embossed Bodies.

TWO SIZES—NO'S. 5 and 6.



RETURNED
APR 11 1904

Nickel-Plated Copper Tea Kettles

ROYAL and ONTARIO

All Kettles supplied
with Bent Spouts.

No's. 7, 8, 9 and 10.



RETURNED
APR 11 1904

Storey Cake Tins.

Round or Square.
With false or solid bottoms.

3 SIZES IN SET.

MANUFACTURED BY

KEMP MANUFACTURING CO., TORONTO, CANADA.

IMPRESSIONS OF THE GREAT WEST

Gathered During a Transcontinental Tour with the Canadian Manufacturers' Association.

By W. L. E.

AMONG the good things that British Columbia provides for sportsman is pheasants the real English pheasant. And they are abundant enough, in some parts at any rate, to assure good sportsmen good bags for their labor.



Kicking Horse River, near the First Safety Switch.

On the night of our arrival at Victoria a sportsman with a string of pheasants larger than one man could carry with comfort, registered at our hotel. And, as he was evidently a friend of "mine host," visions of pheasant for dinner loomed up before me. But dinner time came and went without pheasant appearing on the menu card. Pheasants in British Columbia, like rabbits in Australia, had their origin in the whim of an Englishman. At any rate that is according to the statement of an "old resident." The birds appear to thrive just as well as they do "at home," and no doubt they provide just as good sport.

Another species of bird—not a game bird, however which finds a congenial home in British Columbia, is the crow. But it is not the mere fact that there are crows in British Columbia that I desire to mention. It is the fact, as far at least as those in the vicinity of Vancouver are concerned, that they are different from any other crows I ever saw in a wild state. In Stanley Park they are as thick as sparrows on the streets of an eastern city. But they are as tame as chickens in a barn yard. They fly to the ground from the towering tree tops and strut around almost at one's feet, evidently without the least idea of fear. It

reminded me of the big grey squirrels in Central Park, New York, which run up to one evidently expecting nuts or some other palatable food to be thrown to them. Crows, like squirrels, evidently become tame even when they have their freedom, provided they are not molested. And in British Columbia the law has so well protected the crow that the latter has learned that it can caw and strut about, none daring to do him harm.

When we reached British Columbia the salmon canning season was over and the canneries closed. We were thus denied the privilege of seeing this important industry in active operation. The season having been such an unsatisfactory one we naturally heard many complaints. According to chronological order the sea



The Old Fort Garry Gate at Winnipeg.

son of 1903 should have been a good one, and the canners made their plans in anticipation thereof. But instead of being a good season, it was a bad one. None were probably ever worse. "We prepared tins, etc., for packing 15,000 cases," remarked the head of one canning concern, the products of whose factories are well known in Eastern Canada and in Great Britain: "but 28,000 cases were all we were able to put up. And what was our experience was practically that of the other canners." In Victoria the sentiment is strongly in favor of trap fishing as a means of ensuring a larger catch of salmon. At present traps are prohibited, nets only being permitted. On the

United States side of the gulf traps are employed. And while they catch their thousands the nets of the Canadian fishermen barely catch their hundreds. So far the agitation for traps has not induced the Department of Marine and Fisheries at Ottawa to grant the desired request. In Victoria they charge it to the jealousy of the canners on the Fraser river. But some of my friends in Vancouver pooh poohed this idea. At any rate, whatever the cause, the powers that be have not yet given their consent to the use of traps in British Columbia.

A keener interest in the Chinese problem in British Columbia has naturally been awakened in us eastern Canadians after having been on the spot and caught a glimpse of things as they are. Please notice that I say "caught a glimpse," for, under the circumstances, I cannot speak as one having authority. I can only speak as one who has gathered an impression during what was little more than a flying visit. I have never been able to take the extreme view in regard to the Chinese question. Aside altogether from the humanitarian point of view, I have felt that British Columbia could not get along very well without Chinese labor. "It is all very well for you to think so," declared a friend of mine, some time since, who had lived for several years in British Columbia, "but you should live among them as I have before you are qualified to express an



A Snap Shot on the Prairie at two Commercial Travellers.

opinion." My stay in British Columbia was not long enough to warrant my saying I have lived among the Chinese. But I have seen them; visited some of their stores, their theatres, and their Joss houses, and peeped into some of

their hands under the guidance of the police, and I must confess that while I am not yet converted to the views of the ultraradical extremist, I am much impressed with the gravity of the problem which is exciting so much interest in British Columbia. It is in Victoria that we are confronted with the problem in its most serious aspect, for it is there that the Chinaman is most in evidence. What is known as the Chinese quarter occupies quite an important section of the city. And what surprised me a great deal was the appearance of the buildings in that quarter. They were built of brick and were just as modern and respectable in appearance as the retail portion of the main streets of any city on this continent, and, in some instances, a great deal better. But... And there comes the rub! But they are not of our kith and kin. Their thoughts are not our thoughts, nor their ways our ways. The branch of the human family from which they spring is so different from the one from which we spring, that there cannot possibly be an assimilation. They may become citizens, but they cannot become Canadians. And it is important that in this young country the immigrant should be the material from which Canadians in sentiment, as well as in name, can be developed. The conclusion of the whole matter with me, therefore, is that, whatever the necessities of the past may have been, the Chinese population of British Columbia should not receive further augmentation.

ON INCREASING HARDWARE BUSINESS.

By Lyle Merton.

THE progressive merchant is constantly on the lookout for new methods to increase his volume of sales. Necessity compels him to do this, for the forces against which he contends are continually being exerted to deprive him of his custom already gained. Among them might be mentioned that beyond the control of the most systematically managed firm there will always be a customer now and then to take offense and will buy elsewhere; men in business sometimes die and their stores are closed up by the executors, and from one reason or another the regular customers of the house are continually dropping out here and there.

To offset this shrinkage effort must be made to gain new customers or to sell our present customers more good than we have done in the past. It is well to scan the present field of our mercantile operations and try and discover some unproductive corner where we have so far been unable to plant the seed or gather the harvest. The ability to discover such may not be difficult, but how

to induce our little seeds to take root in the hard and stony ground mayhap or prevent the enemy from sowing his tares in our wheat, that is the question.

In looking over the stock and by comparison with goods advertised in the hardware journals it may be found that there may be some new goods which may with profit be added to the present stock. There are always specialties and novelties being brought before the public, and the hardware dealer should always be on the alert to take them up if he thinks they will sell. Whether they will or not is a question difficult to decide. While some of them do not, again others have a large sale for a short time and then drop out. In handling a novelty it is always well to push it vigorously when first introduced and just as soon as its popularity begins to wane, to direct the salesmen's attention to something later put on the market. If novelties are carefully handled and not carried too long there is money in them as they are generally sold at a fair profit and they advertise the firm handling them and impress the trade generally with the fact that such a house is up to date.

Almost every house has its confirmed channels of distribution, a regular line of customers regularly visited by the salesmen. Now there may be others in the same town handling partial lines which may not be visited by our salesmen at all. They have been so accustomed to visit their old friends that they often overlook the fact that a customer for a special line may be in the same town. They may be in the habit of visiting only the stores in a town when a woodworking factory or a mill may be large consumers of some lines of hardware and be entirely overlooked. Salesmen, like other mortals, have the faculty of getting into a rut, and it is well for the manager to consider this point well and talk it over with his travelling men to see if the visiting list may not be enlarged. A new customer gained in this way here and there helps to swell the general volume of business.

Another means of extending trade is the employment of special salesmen to visit a certain class of trade. The regular salesmen of a hardware house has so many lines to carry and so many seasonable goods which he must of necessity sell that very often he is unable to give as much attention as he should to special lines carried by the house. These special lines can with advantage often be sold by a special salesman who may cover the territory of one or even several travellers and thus visit men whom the regular salesman does not call upon, or may sell specialties to the regular trade unassisted by the regular salesman.

Still another method of enlargement of the jobbing business is the establishment of branches in different sections. There may not be many openings for small stores, as usually the field is pretty well covered. But now and then towns may be found where there are openings for trade in the hardware line. Why not open a retail store here for the sale of our goods? No doubt in the parent house a young man may be found who would consider it a good chance to demonstrate his executive ability by the management of just such a branch establishment, with the prospect of a share in the profits if successful, or perhaps ultimate ownership. Although we have never seen this scheme put into actual operation we are inclined to think it entirely practical and one that would work to the benefit of both employer and employed. It would open up an avenue of advancement to the young hardware clerk and stimulate him to extra effort if he had any ambitions in the direction of being a proprietor.

A branch establishment would be enabled to sell goods as low as any competitor in the retail trade and the manager would have the backing and advice and assistance of the home office. He would do his best to make it a success and would know that should he not be successful in a year or two he could rely upon his principals for encouragement and definite instructions and that his position would be given him should the venture not prove remunerative. This fact alone would have much to do with his success.

In addition to all the former methods, direct appeal to the trade must be persistently made if we would hold our own. No better means of giving trade facts and advertising our business is than regularly having postal cards printed with some item of store news and mailed direct to our customers and those not our customers. The expense is not large and if regularly and systematically carried, results will be apparent.

WIRE NAILS TACKS WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

CATALOGUES, BOOKLETS, ETC.

HARDWARE AND METAL would be pleased to review catalogues, booklets or other such publications issued by manufacturers or wholesale dealers selling to the hardware, plumbing, machinery or metal trades. Retailers desiring such publications may also have inserted a note to that effect. No charge will be made for these services.

MAPLE LEAF PUMPS.

The R. McDougall Co., Limited, Galt, Ont., are sending out a unique card drawing attention to the "Maple Leaf" pump which they suggest as an excellent line for the hardware trade to cover. An interesting feature of the publication is a picture of a typical Canadian boy operating one of these pumps. Any hardware dealer wanting full information regarding these pumps could doubtless get the same by writing to the company.

CHILDREN'S SLEIGHS.

The Gendron Manufacturing Co., Limited, Toronto, have issued a neat catalogue containing illustrations and list prices on the large variety of children's sleighs made by them. This should be of service at this season and the later Winter months. Mention this paper.

SCREEN DOORS AND REFRIGERATORS.

The Sanderson-Harold Co., Limited, Paris, Ont., have issued an attractive booklet describing the screen doors and windows which they are offering the trade for 1904. In their preface they say: "During the past few months we have built a large storehouse capable of carrying an immense stock." An even more comprehensive booklet, devoted to refrigerators, etc., has also been issued by this firm. Further information or a copy of these booklets will be sent to readers of HARDWARE AND METAL.

A HARDWARE CALENDAR.

One of the most attractive calendar hangers of the season has been issued by James & Reid, manufacturers and wholesale iron and hardware dealers, Perth, Ont. The central figure is a beautifully lithographed view of a street arab seated on packing boxes and playing the mouth organ. James & Reid are sending this calendar out to their friends in the trade. It would be well to write early if you want one.

BOILER COMPOUND.

D. Sleeth, general agent for Canada for Lord's boiler compounds, has sent out a blotter saying: "Thirty-eight years have passed since Lord's Boiler Compounds were first put on the market. In good times and in hard times their sale has gradually increased until the output is



A Business Argument.

You are in business to make money—to make more money each year of your business life. You owe it to your interests, therefore, to investigate carefully every good proposition that is presented for your consideration.

There is no better proposition in any line of business to-day than the agency for

THE SHERWIN-WILLIAMS PAINT

It stands for more than success in paint. It means more than the profit that comes from selling good paint. It means the widening of your business sphere. It means paints and methods and advertising that will bring increased trade to every branch of your business. It stands for progress—for greater sales and greater profit each year.

We cannot describe here the full benefits of THE S.W.P. AGENCY. The purpose of this advertisement is to get you to write us for information. Do that—do it to-day—and we shall lay before you facts that will prove the merit of our proposition



THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.

CLEVELAND,
CHICAGO,
NEW YORK,

NEWARK,
BOSTON,
KANSAS CITY,

SAN FRANCISCO,
LOS ANGELES,
MINNEAPOLIS,

MONTREAL,
TORONTO,
WINNIPEG.

CANADIAN DIVISION

HEADQUARTERS & PAINT FACTORY
21 St. Antoine Street, Montreal.
VARNISH FACTORY.
St. Patrick Street, Montreal.

TORONTO DEPOT
86 York Street.
WINNIPEG DEPOT
147 Banatyne St., East.

now over 50,000 lbs. per day. Why?" These can be had for distribution.

UNITED FACTORIES CALENDAR.

United Factories, Limited, Toronto, always prepare one of the most artistic calendars sent out to the hardware trade. This year they have surpassed all previous successes, and have now ready for the trade a calendar which would be an ornament in any office or room. On a bright red background is shown a delightful picture of a young Indian maiden, the coloring of which is particularly artistic. This is too valuable a calendar to be sent to everyone, so readers of HARDWARE AND METAL would do well to write for it early and on their own letter paper.

MANY CALLS FOR THEIR CALENDAR.

The Canada Paint Co., Montreal, report the receipt of many inquiries for their calendar as the result of the notice con-

cerning it which appeared in last week's HARDWARE AND METAL. An official of the company said during the week that he had not expected many inquiries from our readers owing to the fact that the notice was so near the last of the paper. Our readers have convinced him that every page is read.

A HANDSOME CALENDAR.

From The Harrington & Richardson Arms Co., of Worcester, Mass., comes still another handsome calendar for 1904. This is probably the most handsome calendar which The Harrington & Richardson Arms Co. have yet issued, and, as their friends know, they have had very handsome calendars in previous years. Their new calendar gives a handsome illustration in colors of a winsome lass. It is not only ornamental but useful as the numbers are sufficiently large to be seen from a distance—a feature appreciated in office and shop. In writing

As the fact in question says "To any of your readers desiring a copy, we will be pleased to mail one without charge while the supply lasts. If they will mention **HARDWARE AND METAL** in their application." Write for it. It is one of the most handsome calendars yet issued.

SPORTING GOODS CALENDAR.

The Peters Cartridge Co., Cincinnati, have issued a large calendar of the poster type. The main part of the calendar is made up of a well-painted picture of a grand old bull moose forging his way through a bleak forest in a driving snow storm. The snow is falling in large, moist flakes, giving a remarkably picturesque look to the forest, and lodging on the back, forehead and antlers of this king of the forest gives him a very imposing appearance. The moose occupies the centre of the picture, and at the left is the deserted cabin of the hunter, covered by snow and ice, while at the foot of a nearby dead tree is an empty Peters cartridge case. The picture is entitled "Protected," from which we assume that the bull moose knows it is the close season, which influences him to range through the forest in the majestic manner shown. This is too valuable a calendar to be sent to everyone, so the trade are requested to use their own letter paper in writing for it and to mention **HARDWARE AND METAL**.

IVER JOHNSON BICYCLES.

In the Winter time the shrewd business man lays his plans for the Summer season. Iver Johnson's Arms and Cycle Works, Fitchburg, Mass., have their 1904 bicycle catalogue ready for the trade. In it is a reference to their history which is worthy of repetition in these columns:

"Twenty consecutive years in the bicycle manufacturing business is a record that few, if any, have equalled. The inception, development and progress of the cycle industry is a matter of history. At no time, no matter how rapid the development, or how many, or to what extent, improvements were made, did the Iver Johnson ever occupy any different position in the trade than it does to-day, leading the leaders.

"Twenty years ago, Iver Johnson inaugurated a manufacturing policy of making only 'Honest cycles at honest prices,' and during all these years this plan has been consistently adhered to. The passing events of the last few years have demonstrated the unusual wisdom and soundness of such a policy. Those who, under the pressure of severe competition,



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At
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Our Specialties are **British and Foreign Iron and Steel, Metals, Bars, Plates, Sheets, Bolts and Nuts, Tin Plates, etc.**

We are sole Licensees for **Page's Patent Wire Stretcher** and also for **Ironsides Patent Wire Cutters.**

We **Publish Monthly** a "CANADIAN METAL PRICE LIST," giving quotations in Dollars and Cents, (C.L.F.) also "WEEKLY MARKET REPORT." Let us have your name and address for "PRICE LIST" and "MARKET REPORT."

IRONSIDE, SON & CO., 16 Water Lane, Great Tower St., E.C., **London, England.**

yielded to a policy of cheap materials and cut prices have gathered their 'harvest of chaff'; and oblivion claims the name of many a bicycle that at one time would have heralded the length and breadth of the land.

"In the following pages we have endeavored to give a brief and concise description of our 1904 models, and of the materials of which they are made." If readers of **HARDWARE AND METAL** do not receive this catalogue it would be well to write for it.

LEHMAN'S HEATERS AND COAL.

Lehman Bros., 10 Bond Street, New York, have issued a neat booklet giving full descriptions of their heaters and coal. The directions for use, published therein, will give an idea of their usefulness:

"Place a piece of Lehman's coal in a brisk fire until it has become red through and through, then take it out and leave it for a few minutes, until the little flame which appears has died away. Afterwards place it in the drawer of the heater. When no more heat is required extinguish the coal with water and use it again when needed. A full cake of coal will heat from 12 to 15 hours. A third of a cake is sufficient for any ordinary use, and will last from 6 to 8 hours. Like a new stove, when first heated the heater will emit a slight smoke for a few minutes, from the oil which is always upon new metal; after that there is no more smoke or smell."

The premises of the estate of J. McCabe, general merchant, Notre Dame du Laus, have been damaged by fire. Loss partly covered by insurance.

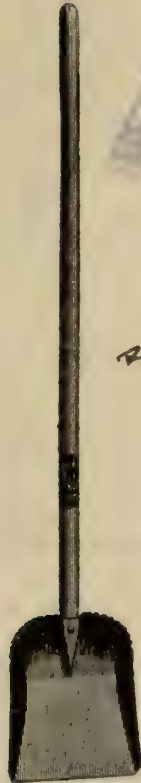
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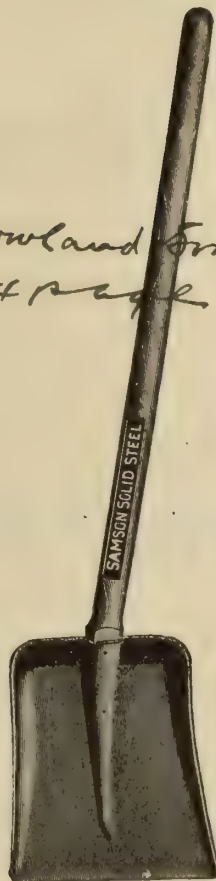
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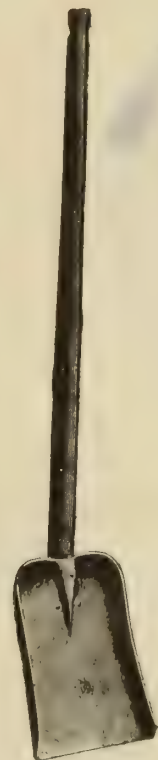
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No. 10. Black. Steel Blade.
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Size, 6 x 8 inch.



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Size, 14 x 15 inch.



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Size, 8 x 10 inch.

*all to H. S. Howland Sons 16
see cut book 14 page 27*

THE "SAMSON" SNOW SHOVEL IS MADE OF 18-GAUGE STEEL.
THE BEST VALUE SHOVEL ON THE MARKET.

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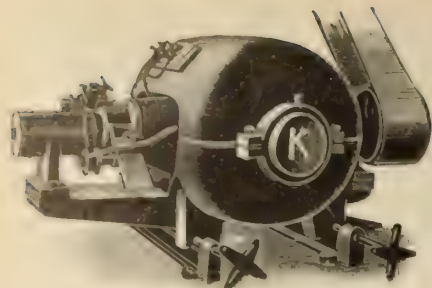
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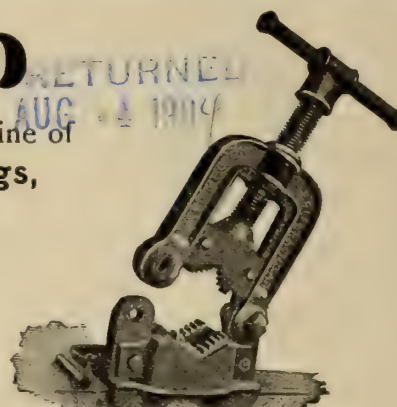
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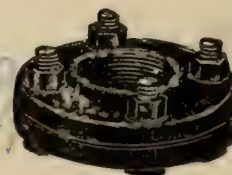
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SMELTING IRON BY ELECTRICITY.

LACK of coal in Canada has been one of the detriments to the smelting industry in Canada. Consequently, as there is a superabundance of waterpower in Ontario for the development of electricity, the experiments that have been made in the direction of smelting by electricity and the success that has been in some countries along this line are arousing much interest throughout Canada.

The Minister of the Interior, Hon. Clifford Sifton, is considering a proposal to send expert commissioners to visit the countries where electric smelting of iron has become an established practice. These commissioners would be expected to prepare a report on the different methods used, stating which would be the most practical under the conditions existing in Canada.

The chief advantage of electric smelting is the facts referred to above, that it can be carried on in a district where waterpower is available for the generation of the electrical energy, and where fuel is so scarce as to prohibit for economic reasons its use for the smelting of iron ore.

There are in Ontario and Quebec large deposits of iron ore, which so far have not been developed, largely on account of the scarcity of fuel and the expense of bringing it to a centre convenient to the ore. This difficulty would be overcome if smelting by electricity can be carried at a sufficiently economical basis to be practical, as there is ample waterpower near to the ore bodies.

The process of smelting by means of the electric furnace has other advantages besides the one mentioned. By using the electric furnace instead of the blast furnace the deleterious ingredients, which are always present in coal or coke, are got rid of. Again, because of the greater degree of heat which can be produced in the electric than in the blast furnace, a much purer material can be turned out.

In Europe considerable progress has been made in electric smelting, and there is every possibility of its being introduced into Canada and progressing as rapidly or even more so.

An electric furnace is either employed to produce a degree of heat unattainable by other means, or to produce heat in places and under conditions where it is not possible to get it by other means. Thus the furnace is employed to make carborundum, graphite, calcium carbide, and other products in the making of which a very great degree of heat is necessary; and it is also employed for the smelting of iron under conditions already referred to.

There are two types of electric furnaces, the arc furnace and the resistance furnace, both of which are used for industrial purposes. The arc furnace in its simplest form consists of two blocks of chalk carved out so as to form a cavity, in which a carbon crucible may be placed. Massive carbon electrodes pass into this cavity. The arc formed between these carbon electrodes when the circuit is completed plays over a hearth, and this heats the material to be treated in the manner of a reverberatory furnace; that is, the heat is reflected upon the material to be heated.

In the resistance furnace, instead of the heat being produced by the arc passing between two electrodes, it is produced by the current being passed through a core of high resistance, the material being heated by direct contact with the core. It is quite evident that the resistance furnace would not serve to melt a metal if it were in direct connection with the core, since the metal would collect and form a good conductor for the current, and heat would no longer be produced.

There are several kinds of furnaces which have been specially constructed for the manufacture of steel from pig iron and also the direct smelting of iron ore from steel.

In the De Laval furnace the metal is melted by bringing it into contact with fused oxide of iron which has been heated electrically by resistance. This furnace has been tested in Sweden, but has proven a failure.

The Strassano furnace is in design somewhat similar to the blast furnace, the necessary heat being produced by the arc furnace. The Italian Government has spent considerable time and money in experimenting with this furnace, and a

favorable report of it is given. The Harmet furnace has been used in France for nearly a year. By the Harmet process the ore is treated in three stages. The carbon monoxide gas evolved in the reducing process is utilized to heat the raw material, and the reduced metal is transformed into steel in a separate electric furnace.

Processes of electric melting by induced currents have been tested in Sweden and France, by Benedicks in Sweden, and Schneider in France. The metal is contained in an annular crucible which surrounds an iron ring, through which rapid alternating currents are sent. This process is being employed at Gysinge in Sweden, where 4,500 tons of steel can be produced per annum with the employment of 300 horsepower.

Thus it may be seen that electric smelting is a practical thing, and, if it has been done successfully in Europe, there is no reason why Canada should not do it. If the Government carries out its proposals to make a thorough investigation of the process, and should it prove commercially feasible, we may expect a rapid development of some of our iron ore deposits, which have heretofore been neglected because of the fuel problem.

The Origin of the American Steel Industry.

IN selecting a point of beginning for a brief survey of the rise and growth of the iron and steel industry in this country, says the Iron and Steel Number of The Scientific American, we cannot do better than go to the records of Pennsylvania, from which we shall learn that in the year 1786 the Legislature lent a certain Mr. Humphries the sum of three hundred pounds for five years, to enable him to make steel "as good as in England." Progress must have been slow; for a quarter of a century later, or in the year 1810, the total production of pig iron in the United States was but 53,908 tons; and of this, less than one thousand tons was made into steel. In 1812 the total was only 215,000 tons, and in 1861, during the great civil war, it was still far below the million mark, being only 653,161 tons. In 1861 the total production had risen for the first time to a little over one million tons. Up to this

time, it was looked upon as a very ~~valuable~~ product; the methods of producing being costly, and the total output relatively small. But in the year 1864 there was invented and demonstrated in this southern country what was, and will ~~soon be~~, the greatest invention in the history of iron and steel—the Bessemer converter. By this device, it was made possible during an operation of an extremely simple and inexpensive character, and in a few minutes' time, to convert pig iron or cast iron into steel. Steel, from costing as high as six or seven cents a pound for the common grades, began gradually to decrease in cost, until in the closing year of the nineteenth century steel billets, in lots of a hundred thousand tons, came to be sold at the rate of "three pounds of steel for two cents." The entrance of the Bessemer converter marked the close of the Iron Age, and from this time on steel became the standard material of construction in all but a few limited classes of work. It was not long before the Bessemer process was introduced into this country, and this fact, coupled with the period of general commercial prosperity which followed upon the close of the civil war, stimulated the development of the iron and steel industry so greatly that by the year 1872 the total production of pig iron had increased to 2,548,713 tons. In 1880 the total had climbed to 3,835,191 tons, and in the following year it had risen to a little over 4,000,000 tons. By the close of this decade the production of pig iron had doubled, the total output in 1891 having reached the wonderful figure of 8,279,870 tons. During the last decade of the century there was another increase of about one hundred per cent., during which the total output of pig iron passed far beyond that of our nearest competitor, Great Britain, reaching in 1901 the enormous output of 15,878,354 tons; while for the following year the production climbed yet higher, reaching a total of 17,821,307 tons. Toward the close of the century there was introduced a method of steel manufacture which gave early promise of being a rival to the Bessemer converter, a promise which has been so far fulfilled, that it may be said without any exaggeration that the age of Bessemer steel is drawing to its close, and that open-hearth steel is destined ultimately to be the all but exclusive product of the industry. The open-hearth furnace has the advantage, especially in the United States, that whereas the Bessemer process requires for its successful working the use of ores that are comparatively free from phosphorus, ores that are high in phosphorus can be used successfully in the open-hearth furnace. Moreover, for reasons which are given later on

the present issue, it is possible to produce a grade of steel in the open hearth that is so superior to Bessemer steel as to more than compensate for the additional cost of manufacture. The advantages of the process and product were quickly recognized by both ironmasters and engineers; and it is becoming increasingly common to see open-hearth steel called for in the specifications of the more important classes of construction.

Non-corrosive Nickel Steel Boiler Tubes

AT a recent meeting of the Society of Naval Architects and Marine Engineers of the United States, a paper on the above subject was read by A. L. Colby, which dealt with the manufacture in America on a commercial basis of a new boiler tube, which is claimed to be practically non-corrosive and of much higher tensile strength than the tube now in use.

These desirable properties are obtained by introducing, during the manufacture of the steel, a large percentage of nickel. Numerous samples of the tubes, 30 per cent. nickel, made by The Shelby Co., were exhibited. The tubes were first made in a commercial way in France, in 1898, and a little later in Germany. Since then they have been under practical trial in the French, German and Dutch navies with gratifying results.

The Iron and Machinery World sizes up the paper thus: The consensus of opinion abroad is that these tubes will last at least two and one-third times longer than mild carbon steel tubes. The American tubes, having only just been successfully manufactured, have not yet been submitted to a practical trial for marine boilers. It is perfectly safe, however, to state that the American tube will have as long a life as the foreign tube, and probably, a somewhat longer life, from the fact that the foreign tubes contain from 23 to 25 per cent. of nickel, whereas in the manufacture of the American tubes it was decided to use a 30 per cent. nickel steel, so as to still further increase the resistance of the tubes to corrosion. The American tubes have recently been put under trial in stationary boilers, locomotive boilers, automobile boilers, and, in the very near future, they will be given a practical trial by the navy, both for boilers and condensers, and possibly, also, for superheaters.

Some advantages of the high nickel steel tube are:

1. High tensile strength in comparison with that of mild carbon steel.
2. Entire absence of brittleness, as evidenced by the severe manipulating tests which they will stand.
3. High elastic limit, which prevents

leaks where the ends of the tubes pass through the flue-sheets. Expansion of the flue-sheets, when heated, compresses the tube at the point where it passes through the flue-sheet, and in the mild carbon steel tube, with its low elastic limit, this causes a permanent deformation, which results in leakage and necessitates expanding the tubes. High nickel steel, with its much higher elastic limit, resists this compression.

1. Resistance to corrosion.

5. Saving in weight made possible by the lighter gauges of the nickel steel tubes, which are perfectly safe owing to the increased tensile strength. There is a saving in weight in stationary boilers of over 2 tons in a boiler installation of 500 horsepower, and no less than 8.6 tons in an installation of 2,000 horsepower. In the case of the torpedo-boat destroyer Hopkins, which was taken as a standard, the adoption of a No. 14 gauge tube in place of the tube now in use of No. 11 gauge, makes a saving in weight of no less than 21,881 pounds or 11.1 tons, and, similarly, in the battleships Rhode Island and New Jersey, the saving in weight amounts to 85,093 pounds, or no less than 38 tons. It is unnecessary for me to call the attention of marine engineers to the importance of these figures; nor do I need to do more than refer to the practical advantage of the use of a lighter gauge in the saving of fuel due to the extra steaming efficiency of a boiler equipped with lighter-gauge tubes.

The only disadvantage of these tubes is their cost, which per pound is about three times that of mild carbon steel tubes. The 1½-in. tubes used in torpedo-boat destroyers which now cost 15c. a pound, will, if of nickel steel, cost 45c. a pound, and for the 2 and 4-in. tubes used in battleships, now costing 12c. a pound, the price will be 35c. a pound. This difference in cost is reduced in the first place by salvage that can be obtained in the sale of the nickel steel tubes when they are finally taken out of the boiler. Old tubes can be sold at 6.4 cents a pound. The costs per pound are furthermore not directly comparable, owing to the fact that less weight of the nickel steel tubes is purchased, on account of their lighter gauges, and when it is borne in mind that these tubes have a life of at least two and one-third times that of the mild carbon steel, the increased cost is really more than offset by the expenses incident to the more frequent re-tubing of the boiler when mild carbon steel tubes are used; this, to say nothing of the expense and annoyance of putting vessels more frequently out of commission for repair of boilers.

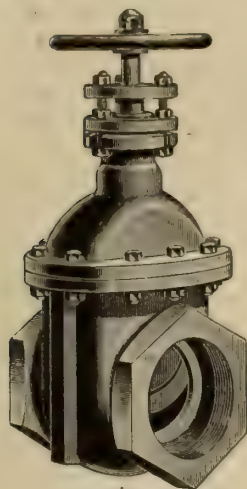
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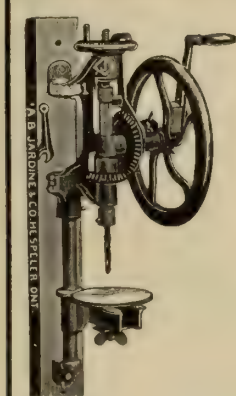
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HESPELER, ONT.**"Say, Friend,"**

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Why Workfrom morn till night for somebody else instead of
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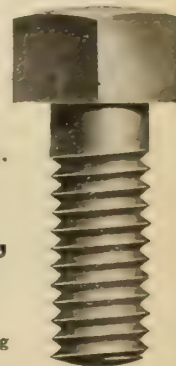
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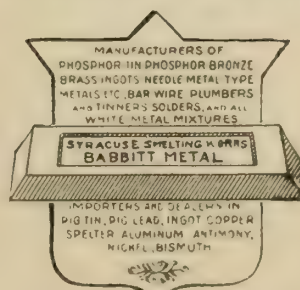
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American Works, Syracuse, N.Y.
Head Office American Works, 94 Gold St., New York.**SYRACUSE SMELTING WORKS**

A Montreal Foundry Burned.

() A Thursday morning, December 10, during the fierce snow storm which blew up the street railway system for a good part of the day, the big foundry and machine shops of F. E. Came, which were situated on the corner of Ontario and Morgan streets, were completely destroyed by fire. As the fire brigade had been called to another fire a few minutes before and as the snow storm was then at its height, they had some difficulty in getting to the scene of action. The firemen state that they never had such an experience in the history of the brigade. The morning was bitterly cold and the snow was piled up in all directions.

When the brigade arrived the foundry roof was in a blaze, and, as the building was an old one, constructed of wood many years ago, it was impossible to save it. The flames spread to the Gilman tool factory, and considerable damage was done before the fire was got under control.

The damage to the machinery and plant will amount to about \$25,000, the loss being partly covered by insurance. The cause of the fire is unknown.

Sale of Machinery Plant.

In our advertising columns will be found an announcement of the sale by tender of the plant and stock of the James Cooper Manufacturing Co., Limited, Montreal, now in liquidation. As will be seen, a large and extensive plant including a machine shop, foundry, pattern shop, power house, etc., as well as a large stock of air compressors, air and steam drills, etc., is offered for sale. This is an excellent opportunity for any American firm thinking of establishing a Canadian plant for domestic or British trade. The plant has just been completed and hence is of the latest and most up-to-date construction as regards buildings and equipment. This is an excellent opportunity to acquire at a fair figure a complete plant ready to start in to work.

Machinery Markets.

TORONTO.

THE slump on the machinery market in the United States still continues, although prominent machinery dealers in New York say that things look brighter this week than they did three or four weeks ago. These same dealers expect that the market will pick up again during January. Conditions on the Toronto market have not undergone any

marked change this week. Business with all dealers seems to be remarkably good for this time of year. Ordinarily business begins to drop off about the end of September and does not return to its normal conditions until after the new year. However, this Fall seems to have been an exception to that rule; instead of falling off there has been an increase of business since September. This surely is significant of a healthy market. This condition of affairs holds for all branches of the machinery market. Manufacturers of electrical machinery report an unusually good market for their output. Dynamos and motors are being taken off the hands of the manufacturers as soon as they are completed. Engines and boilers are moving quickly. Gas and gasoline engines are selling well, as are also motor cars.

The A. R. Williams Machinery Co., Limited, report business good. They say that so far the slump on the American machinery market has not affected the Canadian market; for if there has been any change since the slump started on the other side, it has been to the good. They fear, however, that the market will be affected sooner or later, since usually the Canadian market feels the pulses of weakness or strength of the American, but since there has been no detrimental effect so far, and since the American market is said to be brightening somewhat, we may hope to escape the slump this time.

The Levy, Weston and McLean Machinery Co., Limited, report a continuation of the bright market. They have even been more busy this week than last. As a consequence of this rapid development of their business they have enlarged their premises. This firm have been doing considerable business in New Ontario lately. They have just shipped a 40 h.p., 10x28, Wheelock engine and a boiler to M. W. D. Mackinnon, of Cannington, for a flour and feed mill. They have also just shipped a 15x35, 85 h.p., Wheelock engine, 2 boilers and the necessary appliances for installing, to The Ayton Cordage Co., Ayton, Ont.

The H. W. Petrie Machinery Co., Limited, report no special features on the market. Conditions continue much the same as last week.

The Jones & Moore Electric Co. say that they find business very good indeed, and they also agree with the statement that business is nearly double what it usually is during this time of the year.

W. H. Banfield & Son, machinists and die makers, have a large stock of work on hand.

The Wm. Sutton Compound Co., of Toronto, Limited, have contracts on hand to keep them busy for some time to come.

The Toronto Electrical Works Co., Limited, report that they have lots of work under way installing lights and electrical fixtures. They have just completed the installation of the electric lights in the Ivey building, Adelaide street west, and also the installing of the lights in the factory of The Pugsley, Dingman & Co., at Toronto Junction.

The Dominion Motor and Machine Co. report business good and expect that there will be an increase after the new year.

The Polson Iron Works have a considerable number of important contracts on hand this week.

The Consolidated Electric Co. report a good sale of generators and motors. They have a number of machines in course of construction, all of which are contracted for.

Machinery and Electrical Notes.

A Montreal despatch says that Col. McMullen, representing American capitalists, proposes to construct an electric railway from Montreal to Ottawa on the north shore of the Ottawa River.

The new engine for the electric light works at Petrolea, Ont., has been delivered.

The large foundry and machine shops of F. E. Came, on Ontario street, Montreal, have been completely destroyed by fire. The estimated loss on machinery and plant is \$25,000.

It is reported that the erection of the power plant, reservoir and dams at Fort Frances, Ont., will be proceeded with at once.

The E. S. Harrison Co., Limited, Winnipeg, are installing an electric plant in the new McCarthy block, Hamilton.

It is announced that neither The Dominion Iron and Steel Co. nor The Nova Scotia Steel & Coal Co. intend to enter the steel billet pool founded by The United States Steel Corporation, including the leading companies in the States, with one exception.

Complete statistics from 85 per cent. of the automobile manufacturers in the United States to September 3, indicate that the actual sales for the year 1903 will be 11,000 cars, valued at \$12,000,000. This is double the business of 1902, to which must be added the foreign importation of 200 cars, valued at \$800,000. The importation of foreign cars is about the same as last year. Trade in foreign made cars is probably at its maximum and will slowly decline, as the American manufacturers are rapidly supply the demand.

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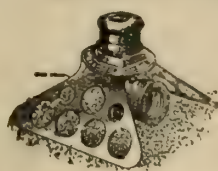
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and Electric Powers.

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DOMINION BELTING COMPANY

HAMILTON, CANADA. Limited

USE OUR

"MAPLE LEAF BELT DRESSING"

MACHINERY

Hardware and
Metal



G. A. Crosby & Co. of Ontario, SARNIA, ONT. LIMITED

Manufacturers of

**Patent Automatic Can Making Machinery, Presses,
Dies and Special Machinery for Working Sheet Metal**

H. W. Petrie, 141-145 Front Street West, TORONTO—Selling Agent.

UNDER THE WINDING-UP ACT

IMPORTANT SALE BY TENDER

of Buildings, Plant, Mining, Tunnelling, Quarrying, Hoisting,

Machinery and Supplies OF THE JAMES COOPER MANUFACTURING CO.

(IN LIQUIDATION)

Limited

AT ROCKFIELD, NEAR MONTREAL

Under authority granted by the Court, the liquidator of above estate asks for tenders at a rate on the dollar of the inventory value of the following properties:

MACHINE SHOP 100 x 100 feet, containing 20 ton electric crane, boring mills, lathes, planers, milling machines, turret lathes, radial drills, etc., etc.

FOUNDRY 100 x 200 feet, containing 20 ton electric crane with 5 ton auxiliary, also pneumatic elevator, blower, generators, etc., etc. Everything in the above shops operated by electricity.

PATTERN SHOP 80 x 160 feet, equipped with modern wood-working machinery.

FORGES 100 x 100 feet, containing two steam hammers of 800 and 2,500 lbs. respectively, and 5 forges.

POWER HOUSE 80 x 160 feet containing air compressor and a direct-connected generator. buildings all new and up-to-date.

PLANT All plant, tools and machinery of the newest and most approved designs.

STOCK A large assortment of air compressors, air and steam drills, coal cutters, crushers, hoisting engines, boilers, air receivers, ore cars, ore buckets, etc., etc. (complete and in course of construction.) Duplicate parts and general supplies.

The above properties comprise a superficial area of about 600,000 square feet, having a frontage of about 1,000 feet on the Lachine Canal. There is a complete system of standard gauge tracks on the property, connecting with main lines of Grand Trunk and Canadian Pacific Railways. Also a 21-inch gauge track serving the various departments.

Plans of the property, together with inventories, and all other information required can be seen at the office of the Company, or of the liquidator.

Tenders will be received up to Monday, December 28th, 1903, addressed to the liquidator, and marked "Tenders James Cooper Manufacturing Co., Limited."

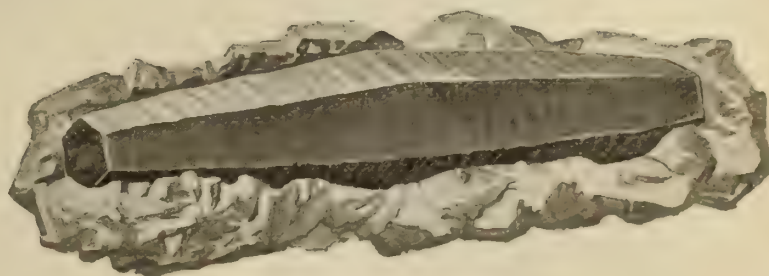
The highest or any tender not necessarily accepted.

Office of

G. A. SAVAGE, Liquidator.

SAVAGE & FISK, Chartered Accountants, Christine Building, Montreal.

Craig Mine Crystal Corundum



EMBEDDED IN FELDSPAR.

CRYSTALLIZATION INTENSIFIES HARDNESS.

The diamond is crystallized carbon. Corundum is crystallized alumina and next in hardness to the diamond. Emery is iron ore containing 30 per cent. to 40 per cent. of corundum, only part of which is crystallized. The absence of this iron in Craig Mine Crystal Corundum prevents that burning which renders the use of emery so unsatisfactory.

The **Canada Corundum Company, Limited**
TORONTO, CANADA.

Window and Interior Displays

Timely Hints
and Suggestions.

THE window must not contain the only idea of Christmas on the premises. Attention must also be paid to the decoration of the interior, so that anyone entering will experience the Christmas feeling, and be reminded that there are presents still to be bought. Something special ought to be done to make the interior specially attractive, and to continue the extra window display.

It has become customary in the majority of stores to use a large amount of cedar trimmings, whether in loose branches and twigs or in the strings of evergreen. Nothing savors so much of Christmas as this, and the addition of a little holly or mistletoe with the red or white berries adds the finishing touch. A Christmas tree loaded with the little things suitable for presents is a good suggestion, and the lines which can be used to fill the list of presents should be in prominent places in the interior. A list of these can be made out and kept convenient for consultation by the customer. Skates tied together in a long string can be hung in festoons from corner to corner of the store, and clusters of hockey sticks can be arranged in various designs that will attract attention. The entire interior arrangement should be planned with a view to the Christmas trade.

the fact that they cost only 6c. apiece. At both sides of the front are piles of coal-scuttles.

The central feature is a moving figure of a man who is brushing a small toy stove. As he brushes he turns his head to and fro, now facing the stove and now

stovepipe circle is studded with lamps.

The most attractive part of the window is the moving figure. These figures always draw a crowd however simple they may be, and the goods thus receive an advertisement.

In the mechanical figure presented here the very movements of it are connected directly with the exhibit, as the man is brushing the stove. There is perhaps a lack of symmetry that could have been avoided to some extent, and in the result the mechanical figure would have stood out much more prominently.

THREE HINTS.

"I find," writes L. P. Peck, "that a cutlery display is as attractive and profitable as any. For this I take a yellow or a light purple background, as either color will set off a japanned as well as a nickel shear, and an ebony as well as a pearl handled knife. Let the manufacturer's mark be conspicuous in this display.

"In a display of a cook stove, have the background made up of kitchen utensils. For a heating stove window arrange rugs, stove boards, coal hods, etc.

"I find that in a display of lawn mowers it pays to get sod and make the floor of the window look like a lawn. If plenty of dirt is left on the sod, and it is kept well watered and cut, the window will attract a great deal of attention. If you have the room, get

some potted plants and make a flower garden, and then use the small garden and flower bed tools as a background. Put in as many lawn mowers as your window will allow, of different styles and varying prices."



Stovepipe Window—Shown by H. Sylvestre & Fils, Montreal.

THIS WEEK'S ILLUSTRATION.

This stovepipe window was arranged for H. Sylvestre & Fils, 701 St. Lawrence street, Montreal. The entire rear of the window and a circle overhead are made up of stovepipes, and numerous cards in French and English draw attention to

the window. The motive force is a small motor. Gas stoves fill up most of the remaining space.

The window is well lighted up at night. On the top of the stovepipe hat of the moving figure is a red incandescent lamp, and the under part of the

There is a reason for the big demand for Imperial Oxford Ranges. That reason is found in the merit of the range. There is not a stove on the market that is so favorably known as the

Imperial Oxford Range

Everyone who has used one speaks well of it. That is the best kind of advertising there is. The dealers who handle it are enthusiastic about it. Ask any of them about it. Then ask us for particulars.

The Gurney Foundry Company, Limited.

Toronto

Winnipeg

Vancouver

The Gurney-Massey Company, Limited,

Montreal.

ESTABLISHED 1860

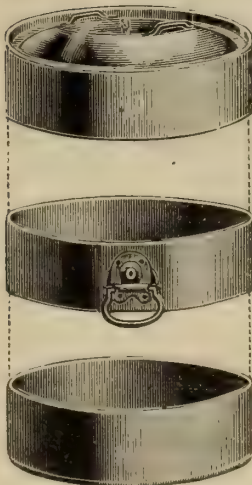
INCORPORATED 1895

DAVIDSON'S

MILK CAN TRIMMINGS FOR 1904.

This demonstrates the popularity of

Davidson's Patent Milk Can Bottoms



BROAD HOOP PATTERN.

You should buy our Milk Cans and Trimmings, because : our Broad Hoop Bottom has all the advantages of a seamless bottom without the strain that spinning entails. The rim is turned in with edge of bottom, giving double durability and heavy rolled edges that will not tear factory floors nor waggons. They have no air spaces (which make soldering difficult) but sufficient space is left between bottom proper and rim to allow body of can to be inserted $\frac{1}{4}$ of an inch, making permanent joint.

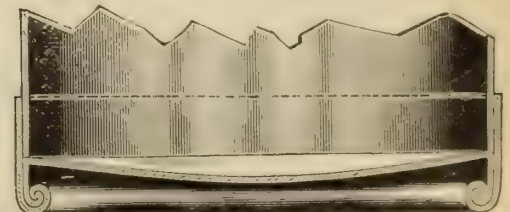
Bottoms are thus sweated in with half the solder. Bottoms are concave, draining to the centre, therefore are easier to wash out. They will not corrode like those which drain to the side. They have flush side handles. Top bands are "SHOULDERED" and have cut out at joint, making neater and cleaner job in half time than with old style hoop.

Bottoms are rivetted to bottom hoop, as well as being rolled together.

All bands have retinned edges.

For durability, finish and economy in making up, our Trimmings are unequalled.

(See how the Outer Rim and Inner are rolled in.)



SECTION OF BOTTOM.

The THOS. DAVIDSON MFG. CO., Limited, MONTREAL

STOVES AND TINWARE.

Pattern for Canvas Back Decoy.

REPLYING to the inquiry of your correspondent, "C.H.," of Vallejo, Cal., for information about developing the patterns for a canvas back decoy, or be made out of sheet metal, I would say that work of this kind, having an odd or irregular shape, is not developed according to geometry, says a writer in The Metal Worker. It is rather obtained direct from a model, by means of tin foil, in the following manner: Assuming that a dead duck can be obtained as a model, and that the decoy is to be made by hand, take strips of tin foil of such widths that they can be reproduced in sheet metal to the required shape with the least amount of hammering. Take a strip of foil about three inches wide and, starting on the back of the model, lay the foil from the neck to the tail, making it smooth with the hand. Then take a blunt pencil and mark the seam line, making an impression in the foil. Then remove the foil, cut on the seam line just marked and replace on the model. Mark this No. 1. Now take another strip of foil of the required width and length and place one side under the pattern just cut on the model and mark a line, showing where pattern No. 2 will meet pattern No. 1, and mark the seam line on the other side of No. 2. Remove No. 2, cut out as before; replace it on the model and obtain the other patterns, until the entire duck is covered with tin foil in various-workable sections. Now flatten the tin foil and lay it on sheet zinc (which is the best material for this purpose), allowing $\frac{1}{8}$ -in. edges. Then form and hammer to the desired shape to fit the model. In this manner various odd shapes can be made, using clay, wood or dead models, when only a few are required. When a large number of such articles are required it is best to have a clay model formed, from which plaster casts can be made and male and female dies cast of zinc. The article can then be stamped in various sections and soldered together.

A Furnace Firm's Opinion.

The United States Register Co., Battle Creek, Mich., have received a letter from R. J. Schwab & Co., furnace manufacturers, Milwaukee, who express a most favorable opinion of their registers. The letter read, in part, as follows: "With your register a room below and a room

above can be heated with one pipe. Another feature is your deflector or valve, which has the qualification of being permanently set where placed and not affected by strong currents of air, jars, etc. Furthermore, it has a face or front of neat design and a solid one, not a hole in the wall through which toys can be thrown by a child. Your register was gotten up with a view to being practical as well as something to sell. That is one reason we like it."

Berlin Foundry Started.

P. Gies, proprietor of the Berlin foundry, Berlin, Ont., is opening up his foundry under favorable auspices. He has several good contracts on hand and a full equipment of modern machinery for the production of his hot-water heaters and for his contract work.

A Steam Heated Food Cabinet.

A NEW industry has developed as a result of the Torredo Fuel Economizer. This makes possible the cooking by an expert of an entire meal and delivery of same in various homes in a steam-heated cabinet. All hot foods, such as soups, fish, roasts, vegetables, deserts, etc.

The Torredo cabinet is the invention of a Toronto woman, who states that it is designed to keep foods hot in the same way as the refrigerator keeps others cool. It is said that by this cabinet foods may be kept warm for hours, enabling the cook to prepare the meal at the most convenient time and to serve it as fresh as if just from the stove.

The cabinet has been examined by physicians, who endorse it, especially for the use of invalids or delicate women. It is credited with being of value in providing meals for the sick, whether in hospital ward, tent or private home.

It is made for general sale, and its inventor is convinced that it will yet become a household necessity.

The cabinets used for conveying foods from one place to another are heated by gasoline, so arranged that there is no smoke or odor. Their delivery is said to be as simple as the delivery of ordinary groceries.

Any of the trade desiring further particulars of this invention should write H. H. Cook, 287 College street, Toronto.



Wire-Cone Incandescent Toaster

Only perfect Bread Toaster for Gas or Gasoline Stoves. No smoky taste to bread toasted on this toaster. Write for prices.

H. O. Edy, Montreal. E. T. Wright & Co., Hamilton.
HARKINS & WILLIS,
Manufacturers and Inventors, ANN HARBOR, Mich.

Apply all the tests to

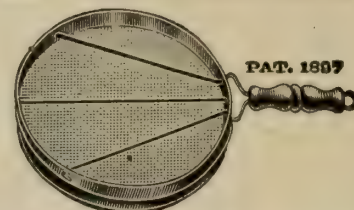
STERNE'S ASBESTOS CEMENT

and it will fill the bill every time.

Whether for durability or economy, satisfaction to the user, or saleability, it never fails to meet every requirement. Write for samples and prices.

Manufactured by G. F. STERNE, Brantford.

For Sale by: J. H. HANSON, Montreal.
BATTY STOVE & HARDWARE CO., Toronto



The FAIRGRIEVE GAS TOASTER

Retails at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.

THE FAIRGRIEVE MAN'FG. CO.,
295 COLLEGE ST., TORONTO.

U. S. Branch: 289 Jefferson Ave., DETROIT.



When placing your order for Lanterns, ask for **WRIGHT'S Cold Blast Lantern**, which is the only genuine Cold Blast Lantern made. They are the best, and we will guarantee prices against all other makers for this season and for next.

E. T. Wright & Co., Manufacturers, Hamilton and Montreal.

ICE-CUTTING TOOLS

ICE PLOWS

ICE SAWS

ICE TONGS

ICE BARS

ICE HOOKS

Special outfits for Dairymen, Butchers, Ice Dealers, Etc.

Send for Illustrated Catalogue
and Price List.

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30 Youville Square, - - MONTREAL.

Have you
tried it?
Tried what?
**SELLING
MANTELS.**



This is in your line of business, and it will
pay you.

The Batty Stove & Hardware Co
76 YORK ST., TORONTO.



J. M. MAST MFG. CO.'S
RAT and MOUSE TRAPS
Strongest Traps Made.
Prices Exactly Right.
CANADIAN AGENTS
Edwin H. Grenfell & Co., London, Ont.



**"TELEPHONE CITY"
WOOD STOVES**

TOP-DRAFT and AIR-TIGHT. No other
wood-burning stove to be compared with
them, either for economy or efficiency.
Heating capacity immense. Thoroughly
satisfactory in every way.

5 sizes, \$4.00 to \$12.00. Prompt delivery. Apply
for agency at once. Some day you may ask too
late. Send for booklet.

TELEPHONE CITY STOVES, Limited
BRANTFORD, Canada.

ROME means perfection in
the manufacture of
Nickled-Plated Copperware

A FULL LINE ALWAYS CARRIED IN STOCK IN WINNIPEG
WRITE FOR CATALOGUE, OR BETTER STILL, SEND US A SAMPLE ORDER

Coltart & Cameron

Special attention given to
warehousing and distributing
cups.

Manufacturers' Agents and Warehousemen,
141-143 Bannatyne Avenue, WINNIPEG.

DIAMOND EXTENSION STOVE BACK

They are easily
adjusted and
fitted to a stove
by anyone.

Patented, July 11th, 1893.

Canadian Patent, June 14th, 1893.

Sold by
Jobbers
of - - -



Hardware
Tinware
and
Stoves.

Manufactured by THE ADAMS COMPANY, Dubuque, Iowa, U. S. A.

TAYLOR-FORBES CO., Limited, Guelph, Ontario.

Oakey's
'WELLINGTON'
KNIFE POLISH

The original and only Genuin^e
preparation for Cleaning Cutlery
6d. and 1s. Canisters.

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MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and
Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street
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**To
Manufacturers'
Agents**

ives in the leading business centres here
and abroad.

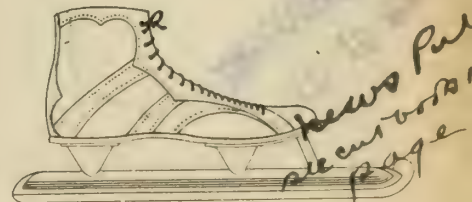
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in Canada or abroad may have their
names and addresses placed on a special
list kept for the information of inquirers
in our various offices throughout Canada
and in Great Britain without charge.

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NOTT TUBE SKATES



THE STRONGEST. LIGHTEST.
NEATEST TUBULAR SKATE
MADE.

ADAPTED FOR

Pleasure, Hockey or Racing.

25". Lighter, 100% Stronger than other tube
Skates.

Built like a bicycle with bicycle con-
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Lugs, brazed into the main tube and
cones making it impossible to pull them
apart. Guaranteed not to break.

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W. G. NOTT & CO.

205 1/2 Yonge St.
TORONTO, CAN.

"DOMINION BRAND" TARRED FELT

EXTRA HEAVY for
LUMBERMEN'S use

"SHIELD BRAND" Ready-Roofing, 2 and 3 ply.

ORDER NOW BEFORE THE RUSH!

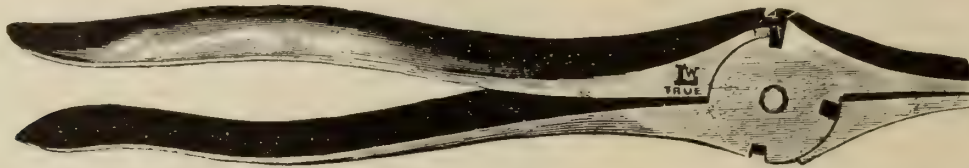
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Lockerby & McComb, 65 Shannon St., Montreal

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True
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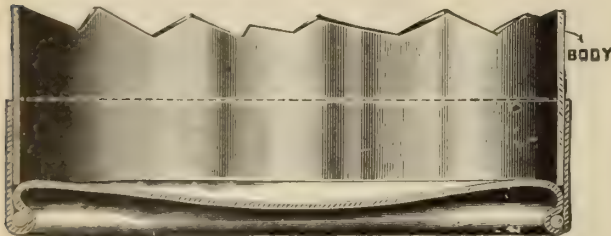


Fencing
Pliers

BEST GOODS

RIGHT PRICES

E. F. WALTER & CO., 166 and 168 McGill St., **Montreal**



Section of "Samson" Milk Can Bottom.

**"SAMSON" MILK CAN
TRIMMINGS.**

**Strongest, neatest, most sanitary and only
one-piece bottom made.**

Has no seams or rivets to corrode and
collect dirt.

Every bottom in each size is of an exact
diameter. Being stamped out with a die—not
spun—there can be no variation as in a bottom
made in several pieces.

Requires less solder and work in putting
together than pieced bottoms—also wears longer.



PATENTED, JULY. 23, 1900.

The McClary Manufacturing Co.

London, Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B.

"EVERYTHING FOR THE TINSHOP."

HARDWARE AND METAL

President:

JOHN BAYNE MACLEAN.

Montreal.

The MacLean Publishing Co. Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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Published every Saturday.

Cable Address { Adscript, London.
Adscript, Canada.

MERRY CHRISTMAS.

CANADIAN business men who attend strictly to their work have much reason for wishing each other "A Merry Christmas."

The year has not been a favorable one for stock speculators in this country, or, for that matter, in any other. It has been a year of curtailment and depression in both the United States and Great Britain.

But to the Canadian industrial, mercantile and agricultural interests the year has been the most satisfactory in the history of the Dominion. Good crops and a heavy rush of immigration have combined to create a big demand for goods, which demand has made 1903 such a satisfactory year to Canadian merchants and manufacturers.

Be merry, give your hand to your neighbor gladly and wish him as prosperous a new year as the present year has been to you!

BICYCLES ARE DEARER.

AN advance in bicycles is on the programme for the coming Season. Manufacturers state that for some time heretofore they have been selling some-

what below cost on account of surplus stocks. This surplus is, however, just about cleaned up, and the situation is much firmer. Business is fair and good shipments have been made regularly to Australia by the Canadian manufacturers. On account of the cost of material and higher wages it costs manufacturers \$2 more to make a bicycle than it did a couple of years ago.

THE NON-PROFITABLE LINES.

SHOULD a business man devote time and attention to lines which, after the full expense of doing the business is charged against them, leave no profit for him?

On first thought one would be inclined to give an emphatic answer in the negative, but a wider consideration of the question might not prove such an answer to be the wiser one.

In business there is always more or less reason for selling some lines without profit in order to retain the good will of some customers or for general advertising purposes. This may not sound like good economics, but it has been found a wise principle in business. It has, moreover, been found by the largest concerns to sell a small proportion of goods at a clear loss.

The difficult point in such a system is to draw the line. How much can one give away, for one is literally giving away time and energy when one sells goods without profit. If a merchant does not net at least 5 per cent. on each line he sells he should charge the deficiency to advertising account, and if it does not bear that value for advertising purposes, the line should receive his serious attention. He should either get better profits on the line or should discontinue handling it.

The recent discussion regarding the retailer's right to a margin of profit on horseshoes, etc., draws attention to these lines in relation to this question.

Under present conditions does the retailer receive a fair profit on horseshoes? Granting for argument's sake that he does not, what should he do? Either go into the business in these lines in such a way that

he finds the business profitable or else drop the line altogether.

In considering the advisability of dropping the line he must decide whether he can afford to do so. Do the local blacksmiths buy enough of other goods to make his entire business with them profitable? And if he were to drop horseshoes would they quit doing business with him if he would not supply them with horseshoes?

Figuring all this out may seem somewhat intricate at first, but a business man with shrewd judgment will find that a few hours' study of his accounts with the local blacksmiths will show him whether his business with them pays him for the trouble and time devoted to it. He should, too, be well enough acquainted with the men themselves and their other sources of supply to know whether they would buy other lines from him if he would not stock horseshoes.

Where possible, however, the best course would ever be to buy in larger quantities and thus secure better terms and lower freights, thus securing a profit at the prices that are to-day unremunerative. And it is a good rule in business that it is better to increase the number of lines carried rather than to reduce it.

CONSULATE ENTERPRISE.

U. S. Consul Neal McMillan, of Port Sarnia, Ont., reports to the U. S. Government that there is an excellent opportunity for an electric railway from Port Sarnia to Beaches on Lake Huron, thence to Petrolea and back to Sarnia.

This is just one instance of the constant enterprise which is characteristic of many of the U. S. Consuls in all parts of the world. It is part of their duty, and a duty that is well fulfilled, to always be on the lookout for business openings for United States industrial concerns or capitalists. Much attention has been devoted to the investment of American capital in Canada, and to the expansion of the foreign trade of the United States generally. The part which the consular system has played in this development has undoubtedly been imported, and such a system might be of great advantage to Canada.

THE MERCHANT WHO LOSES TRADE.

BE adaptable as well as active if you would have your business active and profitable. The story was told the other day of a retail merchant who is discouraged and is thinking of selling out his business. Thirty years ago he established himself in a good business stand and opened an attractive store, or one that was then considered attractive. By dint of honesty and fair dealing he won the confidence of the public and built up a fair business. He is still honest, still industrious, and yet in the "growing time" he finds that trade is dull and his customers are leaving him one by one. He can not account for it himself and he is so thoroughly discouraged that he wants to quit. What is the matter?

Although the merchant may not see it himself the explanation is apparent even to the casual observer. The store was a good one thirty years ago, but the trouble is that it has done nothing more than mark time in the interval. It is just as good as it was thirty years ago, but it is no better. The business ideas and methods of thirty years ago are the only ideas and methods which the proprietor puts into practice now. The store has not kept up with the times.

Three decades have seen a revolution in store methods. Think of the multiplicity of devices for the display of goods which have been produced during the last few years. The up-to-date merchant knows that he can not afford to be without them, that they soon sell sufficient goods to pay for the initial cost, and that at all events if his business rival has them he must have them also. In the store in question the old-fashioned methods of display are still followed. That is to say, there is little or no display. The goods are hidden away in drawers, and there is little to suggest their presence. Many lines are nowhere in evidence and to find out whether the merchant has them in stock it is necessary to inquire. Few people will now take the trouble to do so.

In this store also can still be seen an example of the little old-fashioned windows with which stores were provided in the days before window dressing became an art, in the days before it was recognized that the character of a store is judged by the degree of excellence of its window displays. While his rivals have remodelled their stores or built new ones, and have put in modern plate glass windows into which it is possible to enter conveniently from the rear the merchant in question has made no changes. The character of the window is such that it is almost impossible to dress it. It is a neck-breaking adventure to get into it and his window display has remained unchanged so long

NOTICE TO ADVERTISERS.

Friday next being Christmas Day, the forms of **HARDWARE AND METAL** will go to press one day earlier than usual for the issue of December 26.

Will advertisers please note that all new copy and changes must be in our hands on Tuesday the 22nd inst. We cannot guarantee to change advertisements after that date. All reading matter must be received by Wednesday.

THE PUBLISHERS.

that as appearances go it might be the first display which he made 30 years ago.

In methods and standards of store lighting there has also been a revolution. The poorly-lighted store was nothing uncommon a few years ago, but times have changed and such a store would now repel customers. The modern progressive store is a blaze of light. In this respect also, the merchant in question failed to keep up with the times.

Did he advertise? He did, but his advertisements were changed less frequently even than his window displays. Moreover they were all of one style. "John Smith carries a full line of hardware. Everything in stock from a needle to an anchor." The card was never changed,

and its benefits must have been infinitesimal.

It is not necessary to give further illustrations. The lesson is self evident. If a merchant would make money he must not be afraid to spend it. The store that is always behind the times can not be expected to prosper. It may cost money to keep up with the times, but to fall behind spells stagnation and ruin. Parsimony in business is poor economy.

THE HOPE OF TRADE UNIONISM.

EXCESSES on the part of trade unionists has done much to turn popular sympathy away from the cause of trade unionism, despite the ideals or good motives of its inception.

In no case has such excess been more striking than in the building trade trouble of the past Spring and Summer. The story of Sam. Parks is well known. His autocratic domination of his union, his extortion from building contractors, manufacturers and others, the resultant series of strikes, etc., and the final demoralization of building operations in New York is a story too fresh in the public mind to need detailed reference here.

The outcome is interesting in view of the light it throws on union methods and the hope it gives of better things from trade unionism. Sam. Parks was convicted of extortion and was sent to gaol. Now, the union he dominated is to be dissolved. It was proposed to take the Parks' unions into the iron league, but such objections were raised within the league that the proposition was declined. Now the remnant of the old union comes forward with the proposition to disband their organization, surrender their charter or transfer it to the new union and permit the once powerful Parks' machine to pass into a memory.

If employers could but feel confident that injustice on the part of unionism would always be followed by results so salutary it is hardly likely the movement towards organization for protection would be as general on the part of manufacturers and other employers as has been the case during the last year or two.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

The Situation at Pittsburg.

From The Iron Trade Review, December 17

ANNOUNCEMENTS of reductions in wages of all employes connected with the iron and steel industry are now being made, in line with the determination of manufacturers to secure a lower labor cost on account of the declining market. The Bessemer Furnace Association at Cleveland last week decided to reduce the wages of all blast furnace workers 10 per cent., beginning with January 1. Other operators in the Mahoning and Shenango valleys and the Pittsburg and Wheeling districts have already made reductions of from 12 to 15 per cent., placing turn men on the basis of \$1.65 and day men on the basis of \$1.35, the reductions having gone into effect yesterday. Following the initiative taken by the independent coke operators, announced in these columns last week, The H. C. Frick Coke Co. posted notices yesterday at all its plants of an average reduction of 17 per cent. While nearly all the independent operators in the Connellsville field have already reduced wages, those who have not taken this action will make reductions equal to that announced by The H. C. Frick Coke Co. This is the first reduction made by The H. C. Frick Coke Co. since 1894, six voluntary advances having been granted the men since February 10 of that year, amounting to an average advance of 63 per cent.

The wages of all the steel workers and laborers of the subsidiary companies of the United States Steel Corporation, not affiliated with the Amalgamated Association, and this constitutes about 85 per cent., will be reduced about the first of the year. The question of accepting a reduction of 10 per cent. and an extension of the limit of the output is already being considered by the sheet workers of the Amalgamated Association, the action of the special convention last week having been referred to the sheet lodges for ratification. As yet no reduction of the Amalgamated tin plate worker's wages has been asked by The American Tin Plate Co., but it would not be surprising if the proposal should be made. The wages of the puddlers and finishers have declined with the selling price of bar iron, but as the card rate basis of sheet and tinplate wages is above the present selling prices, no reductions have followed the declining market in these lines.

The pig iron market has been more active during the past week than at any time in the past three or four months.

It is estimated that contracts for fully 20,000 tons of forge and foundry iron were placed, largely for delivery in the first quarter of next year. The Westinghouse interests and a large cast iron pipe concern were the largest buyers. The order for forge iron for the first quarter of 1904 calls for 7,000 tons, while the Westinghouse interests purchased about 7,000 tons of both Northern and Southern foundry iron for this same delivery at \$14.25, Pittsburg, for No. 2. Sales of about 4,000 tons of Southern No. 2 for first quarter delivery were made on the basis of \$9.25, Birmingham, or \$13.60, Pittsburg. There were also numerous sales of 500 and 1,000-ton lots of Northern foundry and forge iron, and many buyers are still in the market. Bessemer iron is being offered at \$13.75, Valley furnace, and several 500-ton lots have been placed at this figure.

A number of furnace coke contracts have been made in the week on the basis of \$1.60 to \$1.65 at the ovens for strictly Connellsville coke, one order having been placed this week at \$1.60 for Connellsville furnace calling for 50 cars daily. Eastern furnace interests are also interested in buying for the first half of next year and several contracts have already been closed. In making these quotations, the coke producers have discounted the wage reductions already announced, and the selling prices are very close to cost. High sulphur furnace coke is being quoted from \$1.35 to \$1.50 at the ovens, while Connellsville foundry coke for the first half of next year is held at \$2 to \$2.15.

The first of a series of steel manufacturers' meetings is being held in New York to-day for the purpose of considering prices and conditions, and the action taken will have an important bearing on the market during the next three or four months. Some of the billet manufacturers are meeting informally to-day in New York, but the regular meeting of the association will not be held until Friday. The structural and shafting associations are in session to-day. No changes in present quotations are anticipated, and it is expected that both agreements will be renewed for another year. The plate manufacturers will meet on Thursday, and there is a probability of the steel bar manufacturers holding a meeting, this being entirely dependent upon the action that the billet manufacturers take. It is not anticipated, however, that any change will be made in the present billet schedule.

Canadian Steel for Britain.

A Halifax despatch says that the steamer Troid sailed on Thursday from Sydney for Glasgow, with a cargo of 3,506 tons of pig iron and 61 tons of steel, the largest shipment of Canadian iron product ever sent to Britain.

London Metal Markets.

December 16 Despatches to New York Metal Market

Spelter. The market closed at £21 7s. 6d., making price as compared with yesterday 2s. 6d. lower.

Lead. The market closed at £11 6s. 3d., making price as compared with yesterday 1s. 3d. higher.

Tin. Spot tin opened strong at £127 15s., futures £128 15s., and after sales of 400 tons of spot and 550 tons of futures closed easy at £127 10s. for spot and £128 10s. for futures, making price as compared with yesterday 10s. higher on spot and 5s. higher on futures.

Copper. Spot copper opened steady at £57, futures at £56 10s., and after sales of 200 tons of spot and 400 tons of futures, closed firm at £57 5s. for spot and £56 17s. 6d. for futures, making price as compared with yesterday 5s. higher on spot and 5s. higher on futures.

Are Producing Radium.

U. S. Consul-General R. Guenther, Frankfurt, Germany, reports that radium is being made for commercial purposes in both Germany and France.

The demand for medical purposes exceeds the supply. Radium possesses all the important qualities of the Roentgen rays in addition to the invaluable property of being ready for use at any time and furnishing its rays without the employment of apparatus. It has been demonstrated that a small glass tube, not larger than a goose quill, containing a little more than a thousandth part of a gram, is as effective as an expensive and complicated electric apparatus for the treatment of cancer—surpassing the best effects of the Roentgen rays.

The ease with which radium can be administered locally, as for instance in the nose or throat, is an invaluable advantage. The fact that radium exerts a very peculiar influence upon light-emitting bodies has given rise to the hope that it may eventually plan an important role in the industry of light. A minute quantity of radium is sufficient to produce a strong light from a layer of zinc pyrites, and this light produces no heat, so that loss of energy is avoided. Radium rays, unfortunately, possess the dangerous property of injuring the human skin by producing severe burns.

Many tons are needed to produce one gram of radium, so the cost of the latter is slightly less than \$2,000 per gram. Yet several hundred grams have been ordered.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Hardware.

Montreal, Dec. 18th, 1903.

GENERAL sorting and holiday trade is of sufficient volume to keep the wholesale houses busy. The heavy snow fall and colder weather have combined to stimulate the city trade in all seasonable lines and the local jobbing houses report that their city customers have been inundating them with rush orders for skates, sleigh bells, hockey sticks, snow and fire shovels and similar goods. Cutlery is still in good request for the Christmas trade, a few late orders of a holiday nature still being received. Except for mail orders there is little business with outside retailers as the travellers for many of the jobbing houses are now at headquarters preparing their samples. Most retailers take stock early in January and on that account they are not anxious to increase their stock at present. Prices throughout are reported steady this week. The new discounts on bolts and nuts will be found below; the reduction in price is said to be due to United States competition. Payments are said to be satisfactory.

Wire Nails—There are still a few large orders to be filled and the mills are working full time in order to do so and to accumulate a stock in readiness for next season's demand. Several good orders from the Ottawa district are reported. The local manufacturers are maintaining their prices which are as follows: \$2.40 per keg in carlots, and \$2.45 per keg in small lots f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Bradford, Windsor, Ont., and St. John.

Cut Nails—Trade in cut nails is very quiet at present. Prices as quoted are maintained firmly. We quote: \$2.45 per keg, f.o.b. Montreal; carlots \$2.40.

Fence Staples—As in most other staple lines, there is now very little activity in fence staples. There is said to be considerable inquiry from the Northwest as to next season's deliveries and a good trade is expected in 1904. We quote the following firm and unchanged prices: \$3 per 100-lb. keg for galvanized, and \$2.80 for bright; 25 to 50-lb. packages, 25c extra.

Pressed Spikes—The discount is 20 per cent.

Horsenails—Trade has been very active in this line for a number of weeks past, but it is now beginning to

slacken somewhat. We quote the following unchanged discounts: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Countersunk" heads, 55 per cent.; "C" brand, 40, 10 and 7 1-2 per cent. off; "Monarch," 50 and 7 1-2 per cent. and "Peerless," 50 per cent.

Horseshoes—The above remarks apply also to horseshoes. Although still active, trade is not so large as it was some weeks ago. Prices are well maintained. We quote: Iron shoes, light and medium pattern, No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; X. L. steel shoes, new light pattern, sizes 1 to 5, \$5.35; light steel shoes, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05; featherweight, all sizes, 0 to 4, \$5.35; toe weight, all sizes, 1 to 4, \$6.60. Shoes more than one size in a keg, 10c. per keg extra f.o.b. Montreal only.

Sleighbells—As noted above, this and similar lines of seasonable goods have been in good request during the week. Prices as quoted for some weeks back remain firm and unchanged, as follows: Back straps, 30c. to \$2 each; body straps, 70c. to \$2.50 each; shaft gongs, 2 bells, 20c.; 3 bells, 35 to 60c.; 4 bells, 55c. to \$3 each; brass team bells, No. 1, \$1.90 per dozen; No. 2, \$2.40 per dozen; No. 3, \$2.70 per dozen; No. 4, \$3.70 per dozen; No. 5, \$4.65 per dozen; York eye bells, No. 10, \$1.35 per dozen; No. 12, \$1.65; No. 14, \$1.90; saddle gongs, \$1.10 to \$3 each.

Skates—In increasing request. Some houses report a scarcity in some sizes. Prices are unchanged, as follows: Halifax pattern, 37c. per pair; nickel-plated, 65c.; ladies' nickel-plated, 55c. to \$1.25; ladies' concave nickel-plated, \$1.45; plain hockey, 27c. to \$1.35; nickel-plated hockey, 60c. to \$2.50; double end hockey, \$1.65 to \$3. Skate straps, 70c. to \$1.35.

Hockey Sticks—Hardware stores are handling good stocks of hockey sticks this season and the jobbing houses report good number of repeat orders. We quote: Best second-growth goalkeeper's, \$3.80 per dozen; ash, \$2.70; elm, \$2.18; boys' elm, \$1.10. Regulation nicks, \$1.50 per dozen; boys', \$1.15 per dozen.

Fire Shovels—Still in seasonable demand. We quote: No. 70, 39c. per dozen; No. 55, 55 to 82c. per dozen; No. 57, 82c. to \$1.10 per dozen; No. 60, 70 to 88c. per dozen; No. 65, \$1.10 to \$1.23 per dozen; Duplex, No. 7, 96c. per doz.; No. 9, \$1.20 per dozen; No. 11, \$1.54 per dozen.

Snow Shovels—The heavy snowfall last week stimulated the demand on the part of city dealers, many of whom had

delayed ordering until the last minute. A number of country orders are also reported. Prices are unchanged and we again quote: "Habitant," \$2.50 to \$2.75 per dozen; "Victor," 30 per cent. off; steel railroad shovels, 45 per cent. off.

Screen Wire Cloth—Price for 1904 delivery is \$1.42 1-2 per 100 square feet.

Galvanized Wire—There is nothing of interest to note. Trade is very quiet at present at unchanged prices. We quote: No. 5, \$3.70; Nos. 6, 7 and 8, \$3.15; No. 9, \$2.55; No. 10, \$3.20; No. 11, \$3.25; No. 12, \$2.65; No. 13, \$2.75; No. 14, \$3.75. In carlots, f.o.b. Cleveland: No. 5, \$2.20; Nos. 6, 7, 8 and 9, \$2.15; No. 10, \$2.20; No. 11, \$2.25; No. 12, \$2.30; No. 13, \$2.40; No. 14, \$2.50. In less than carlots, 12 1-2c. per 100 lb. extra charged.

Barb Wire—There is some inquiry for 1904 delivery. Otherwise business continues very quiet. We quote: \$2.80 per 100 lb. f.o.b. Montreal, and \$2.55 f.o.b. Cleveland. Carlots of 15 tons, \$2.45 f.o.b. Cleveland.

Smooth Steel Wire—Business is now very quiet. There are no price changes, no features of special interest. We quote: Bright and annealed, \$2.50 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, \$2; oiling, 10c.; spring wire, \$1.25; best steel wire, 75c.; bright soft-drawn, 15c.; hay-baling wire, 20 to 25c.

Fine Steel Wire—Trade is quiet at present. The discount continues 25 per cent. with net extras as follows: 1 and 2-lb. hanks, 25c. per 100 lb.; 1-2-lb. hanks, 37 1-2c., and 1-4-lb. hanks, 50c.

Brass Wire—Business is fair at unchanged discount, viz., 60 per cent.

Copper Wire—Business fair; discount 60 per cent.

Rivets and Burrs—Trade continues fair. We quote following prices which are firm and unchanged: Best iron rivets, section carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swede rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets with the usual proportion of burrs, 45 per cent. off, and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

Bolts and Nuts—Trade continues satisfactory, but some sizes are still hard to get. Owing to U. S. competition, the discounts have been increased. The following are the new discounts: Carriage bolts, common (\$1.00) list, 3-16 and 1-4 diameter, 60 per cent.; carriage bolts, common (\$1.00) list, 5-16 and 3-8 diameter, 55 and 5 per cent.; car-

riage bolts, common (\$1.00) list, 7-16 diameter and up, 55 per cent.; carriage bolts, full square (\$2.40) list, 60 per cent.; carriage bolts, Norway iron (\$3.00) list, 60 per cent.; machine bolts, 3-8 diameter and under, 60 per cent.; machine bolts, 7-16 diameter and larger, 55 and 5 per cent.; plow bolts, 55 and 5 per cent.; blank bolts, 55 and 5 per cent.; bolt ends, 55 and 5 per cent.; sleigh shoe bolts, 70 per cent.; coach screws, cone point, 70 per cent.; nuts, square, all sizes, 4c. per lb. off; nuts, hexagon, all sizes, 4 1-4c. per lb. off.

Screws—Trade is very quiet at present except for a few sorting orders. Some of the smaller sizes are said to be scarce and hard to supply. We quote the following unchanged discounts: Round head bright, 82 1-2 per cent.; flat head bright, 87 1-2 per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

Shot—Business is now entirely of a sorting nature. We quote: Ordinary drop shot, A.A.A. to dust, \$6.50 per 100 lb.; chilled, Nos. 1 to 10, \$7 per 100 lb.; buck and seal, \$7.50 per 100 lb.; ball, \$8 per 100 lb. Trade discount 17 1-2 per cent. f.o.b. Montreal, Toronto, Hamilton, London, St. John, N.B., and Halifax.

Lanterns—Trade continues fair at unchanged prices. We quote Lift, hinged or tilt, \$4 to \$4.25 per doz.; cold blast No. 2, \$7 to \$7.50; painted dashboard, \$6.50 to \$6.75; plain dashboard, \$6 to \$6.25; searchlight, \$20 to \$24 doz.; brass cold blast, small, \$9.75 to \$10.

Cordage—We noted last week an advance of 1c. per lb. in cotton rope. Prices throughout are firm and well maintained. Business is of a seasonable volume. We quote as follows: Pure manila, 14 1-2c.; British pure manila, 12c.; sisal, 11 1-2c.; double lath yarn, 11c.; single lath yarn, 10 1-2c.; Russian tarred sun yarn 13 1-2c.; jute rope, 3-8-in. in diam. and upwards, 9c.; cotton rope, 17 1-4c.; cotton twine, 17 and 20c. for 3 and 4 ply. Cotton bedcord, 90c. to \$1.35, according to length. Sash cord 25c.

Building Paper—In fair demand. We again quote the following: Tarred felt, \$1.85 per 100 lb.; 2-ply ready roofing, 90c. per roll; 3-ply, \$1.15 per roll; carpet felt, \$2.25 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O.K. and I.X.L., 70c. per roll; heavy straw and sheathing, \$35 per ton; slaters' felt, 65c. per roll.

Firebricks—Trade is not yet as active as might be desired at this season, but an improvement is expected. We quote: English at \$16 to \$22 per 1,000, and Scotch at \$17 to \$22.

Cement—Trade is now very quiet. We quote the following unchanged prices: Canadian cement, \$1.90 to \$2.25; German \$2.25 to \$2.40; English, \$2.15 to \$2.25; Belgian, \$1.70 to \$1.95 per bbl.

ex-store, and American, \$2.20 to \$2.40 ex-cars.

Plumbing Goods.

Supply houses report that the Fall of 1903 has been one of the best seasons on record. The demand for general supplies is still keeping up and general conditions are considered very satisfactory.

Lead Pipe—In good request. Composition and waste are selling at 8c. and ordinary at 7c. The discount is 35 per cent.

Iron Pipe—Still in particularly good request. For small lots the prices quoted below are well maintained, but for large lots and particularly good business these prices are shaded from 2 1-2 to 7 1-2 per cent. Our quotations are as follows: Standard pipe, per 100 feet, in lengths under 19 feet—black, 1-8-in., \$2.30; 1-4-in., \$2.30; 3-8-in., \$2.55; 1-2-in., \$2.85; 3-4-in., \$3.65; 1-in., \$5.20; 1 1-4-in., \$7.35; 1 1-2-in., \$8.95; 2-in., \$12.55. Galvanized—1-4-in., \$3.20; 3-8-in., \$3.45; 1-2-in., \$3.90; 3-4-in., \$5; 1-in., \$7.20; 1 1-4-in., \$10.05; 1 1-2-in., \$12.20; 2-in., \$16.85. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, 1-2-in., \$4.20; 3-4-in., \$5.25; 1-in., \$7.55; 1 1-4-in., \$10.55; 1 1-2-in., \$12.75; 2-in., \$17.60. Galvanized—1-2 in., \$5.20; 3-4-in., \$6.65; 1-in., \$9.55; 1 1-4-in., \$13.25; 1 1-2-in., \$16; 2-in., \$21.

Soil pipe and Fittings—These goods continue in steady request at the following unchanged discounts: Light soil pipe, 3 to 6-in., 50 and 10 per cent.; medium and extra heavy soil pipe, 2 and 6-in., 60 per cent.; extra heavy soil pipe, 8-in., 45 per cent. Light fittings, 2 to 6-in., 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-in., 60 and 5 per cent.; extra heavy fittings, 8-in., 45 per cent.

Solder—In good demand at the following steady and unchanged prices: Wire solder, 17 1-2c.; bar, 17c.

METALS.

As most buyers are now busy taking stock or expect soon to commence to do so, the demand for heavy metals is not very active. This is the case at this season every year. Nevertheless, business is considered very satisfactory for the season. All houses report that business is at least as good as a year ago and one or two report a decided improvement. There are not many changes in price. Ingot tin has advanced 1c. and is now very firm. Ingot copper is much firmer, although no actual advance is reported.

Pig Iron—Trade is quiet at present. We quote the following: Summerlee, \$19.50 to \$20; Carron, No. 1, \$21; do., No. 3, \$18.50 to \$19; Middlesboro', No. 3, \$17 to \$17.50; Ayersome, No. 1, \$20; do., No. 3, \$19.40.

Bar Iron—We quote the following unchanged prices: Merchants' bar, \$1.85 to \$1.90; horseshoe iron, \$2.15; forged iron, \$2.10.

Black Sheets—Prices are unchanged. We quote the following: 28 gauge, \$4.25;

26 gauge, \$2.40; 22 to 24 gauge, \$2.35; 18 to 20 gauge, \$2.30, and 8 to 10 gauge, \$2.40.

Galvanized Iron—One or two large sales are reported this week. Prices throughout are firm and unchanged. We quote: Gorbels' "Best Best," \$4.30; 28 Queen's Head, \$4.30; Apollo, 10 3-4 oz., \$4.30; Fleur-de-Lis, \$4; Comet, \$4; Bell brand, \$4. In less than case lots 25c. extra.

Tinplates—American tinplates are are now being sold in direct competition with Welsh and English. Cokes are selling at \$3.75 and charcoals at \$4.

Ingot Tin—As noted above there has been an advance of at least 1c. in ingot tin. Prices quoted now are 30 to 31c. The market is firm at the advance.

Terne Plates—Local prices are unchanged. We quote \$6.75 to \$7.

Coil Chains—Prices steady. We quote: No. 6, 10c.; No. 5, 9c.; No. 4, 8 1-2c.; No. 3, 7c.; 1-4-in., \$6.10; 5-16-inch, \$4.70; 5-8-in., \$4; 7-16-in., \$3.80; 1-2-in., \$3.70; 9-16-in., \$3.55; 5-8-in., \$3.35; 3-4-in., \$3.30; 7-8-in., \$3.25; and 1-in., \$3.20, with 10c allowance on earlots.

Canada Plates—We quote: 52s., \$2.40; 60s., \$2.45 to \$2.50; 75s., \$2.55; full polished, \$3.60, and galvanized, \$4 to \$4.10; galvanized, 60s., \$4.25 to \$4.35.

Steel—Prices are well maintained. We quote as follows: Sleigh shoes, \$2.05; tire, \$2.15 to \$2.20; spring, \$2.75 to \$3; reeled machinery, \$2.75 to \$3; toe-calk, \$2.60; machinery (iron finish), \$2.50; square harrow, \$2.50.

Tool Steel—There is not much activity at present, but trade is considered satisfactory for the season. We quote the following: Black Diamond, 8 to 9c.; Sanderson's, 8 to 9c., according to the grade; Jessop's, 13c.; Jonas & Colver's, 10 to 20c.; "Air Hardening," 50 to 65c. per lb.; Conqueror, 7 1-4c.

Ingot Copper—Although no actual changes have been made in quotations prices are now much firmer and it is certain that no concessions are obtainable. If present conditions continue, an advance is certain. We quote \$13.50 to \$13.75 per 100 lbs.

Pig Lead—Quoted at \$3.20 to \$3.30.

Sheet Zinc—A typographical error last week made us quote a price for cash lots instead of cask lots. The quotations are \$6.15 to \$6.25 for cask lots; smaller quantities, \$6.50.

Zinc Spelter—The price is 6c., but this figure is probably subject to some concessions.

Scrap Metals—There are no changes, but prices except in the case of machinery scrap are weak. We quote: Heavy copper and wire, 9 1-2 to 10c per lb.; light copper 10c.; heavy red brass, 10c.; heavy yellow, 8 1-2c.; light brass, 5 1-2c.; lead, 2 1-4 to 2 1-2c.; zinc, 2 3-4 to 3c.; iron, No. 1 wrought, \$11 to \$12; machinery scrap, \$13 to \$15; stove plate, \$12; malleable and steel, \$6;

lined rubber bags, 60 to 70c. per 100 lb.; old rubbers 6 to 6 1-2c. per lb.

ASHES.

The market is steady and receipts are small. We quote: First pots, per cwt., \$5.95 to \$6; seconds, \$5.55; pearls, per 100 lb., \$7 to \$7.25.

HIDES.

The high prices prevailing on the local market for some months back have attracted the attention of country shippers and receipts have been very large. Stocks have become so heavy that prices have declined. We quote: No. 1 beef hides, \$1-2 to 9c.; No. 2, 7 1-2 to 8c.; No. 3, 6 1-2 to 7c.; lambskins, 75c.; No. 1 calfskins, 10c.; No. 2, 8c.

RAW FURS.

The colder weather has made trade somewhat brisker. Prices are steady and unchanged. We quote:

again change for some time. The advance in ingot metals, such as copper, tin and lead, and the steady tone of the iron market is likely to give a steady feeling to the market at the beginning of the year.

Wire—The only business doing is an occasional order for hay-baling wire.

Wire and Cut Nails—Orders are coming in from many sections. Prices are steady. We quote the base price for nails at \$2.45 per keg f.o.b. Toronto.

Screws—There is a fairly good business at unchanged prices. We quote as follows: Flat head bright, 87 1-2 per cent discount; round head bright 82 1-2 per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze, 75 per cent.

Rivets and Burrs—A good trade keeps up in nearly all sizes this week. Our

Cordage—A fairly good business continues at steady prices. We quote: Pure manila, 14 1-2c.; British pure manila, 12c.; sisal, 11 1-2c.; double lathyrn, 11 1-2c.; single lathyrn, 11c.; double shingleyarn, 11 1-2c.; single shingleyarn, 11c.; sashcord, 22 to 24c.; cotton, 3-16 and up, 17c.; 5-32-in., 21c.; 1-8-in., 22 1-2c.

Cutlery—Orders are still coming in for practically all kinds of cutlery. Prices are steady.

Skates—Rush orders are coming in from all sides. Well assorted stocks are held on this market, and the retail trade are finding a particularly good demand this year.

Harness—Sleighbells and horse robes are about as much called for as any line in the trade. Orders have been very numerous and in many cases fairly large.

Woodenware—The United Factories' Newmarket plant has not been yet started so deliveries are somewhat slow. But as there is not a great rush for woodenware at this season little inconvenience is resulting. Quotations are as follows: Washboards Victor, \$1.25; Crown, \$1.30; Improved Globe, \$1.45; Standard Globe, \$1.55; Original Solid Globe, \$1.70; Superior solid back, \$1.85; Jubilee, \$1.85; Pony, \$1.05. Tubs—No. 0, \$10.75; No. 1, \$8.50; No. 2, \$7.50; No. 3, \$6.50. Pails—No. 1, 2 hoops, \$1.70; No. 1, 3 hoops, \$1.90.

Building Paper—The market is duller than last week. We quote: Tarred felt, \$1.85 per 100 lb.; 2-ply ready roofing, 90c. per roll; 3-ply, \$1.15 per roll; carpet felt, \$2.25 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O.K. and I.X.L., 70c. per roll; heavy straw and sheathing, \$35 per ton; slaters' felt, 60c. per roll.

Cement—There is very little demand for cement at present. The market is quiet. Our quotations are: Canadian Portland at \$2.05 to \$2.65 Toronto, and \$1.65 to \$1.90 at the works; American Portland, \$2 Toronto.

Firebricks—The market for firebricks is lively and prospects good. We quote: 28c. to 33c. for English, and 30c. to 35c. for Scotch.

PLUMBING. GOODS.

The feature of the week is a drop in the price of nearly all sizes of iron pipe. There has been stiff competition for some time, the cut being the result. Other lines are unchanged in price. A good trade is doing in all lines.

Lead Pipe—Business keeps fair at steady prices. We quote as follows: Lead, 7c.; lead waste pipe, 8c.; discount, 35 per cent.

Soil Pipe and Fittings—An excellent trade continues; prices unchanged. We quote: Light soil pipe, 45 and 5 per cent.; light soil pipe fittings, 50 and 5 per cent.; medium and extra heavy pipe and fittings, 55 and 5 per cent.; 7 and 8-in. pipe, 40 and 5 per cent.

	Large	Medium	Small	Kitts	Fall Beav.	Spring Beav.
BEAVER —Labrador and choice Eastern	\$6.00	\$4.75	\$2.75	\$2.00	\$2.00 to \$2.50	\$3.00 to \$3.25
Territory Rocky Mountains and Western						
Strictly Prime, or, No. 1	6.00	4.00	2.00	.50-.75		
Partly Prime, or, No. 2	4.00	3.00	2.00	.50		
Unprime, or, No. 3	3.00	2.00	.25	.40		
Flat, weak, or poor, or, No. 4	2.50	1.50	.75	.25		
BEAR —Black—Choice only	Large 12.00	Medium 8.00	Small 6.00	4.50	3	4
Brown	10.00	6.00	1.00		2.00	1.00 to 4.00
BADGER —Of all sections	.50	.25	.10	.05		
Dark Brown					3	4
FISHER —Eastern and far North-Eastern	6.00	5.50	5.00	3.00	1.75	.50
Territory and Western	6.00	5.50	5.00	2.00	1.00	.50
FOX —Red—North-Eastern and similar fine bright red kinds	Large 4.00	Medium 3.00	Small 1.25	.75	.20	
Territory and Western	4.00	3.00	1.40	.50	.20	
Dark Fair				2	3	
Cross—Value principally as to beauty, also size & richness	15.00	7.00	4.00	2.50	1.50	.50
Silver—Eastern and far Northern	125.00	75.00	40.00	20.00	9.00	4.50
Pacific Coast, Territory and Western	100.00	50.00	30.00	15.00	5.00	2.50
LYNX —Far North-Eastern	Large 5.00-8.00	Medium 3.4-5.0	Small 2.25	2.00	.75	.25
Territory and Western	5.00-8.00	3.4-5.0	2.25	2.00	.60	.20
MARTEN —British Columbia, Northern Pacific and similar	Large 7.00	Medium 5.00	Small 2.50	1.75	1.00	.25
Territory and Western	3.50	2.25	1.50	1.00	.60	.20
Quebec and Ontario	3.00-4.00	2.25-3.00	2 to 2.25	1.00	.50	.25
MINK —Halifax, far North-Eastern and choice	Large 4.00	Medium 3.25	Small 2.50	2.25	1.50	.40
Territory and Western	1.50-2.00	1.50	1.00	.75	.25	.15-25
MUSKRAT —Eastern, best large	15 to 18	10 to 15	2 to 7			
Territory and Western	5 to 10	7	2 to 4			
OTTER —Labrador and far North-Eastern	Large \$10-15	Medium 7.00-10	Small 5.00	2.50	2.00	Cuba \$1.00 to \$2.00
Territory and Western	6.00	4.50	3.50	2.25	.50	.25 to .50
RACCOON	Large 1.00-2	Medium .50-1.00	Small .33-60	.25	.15	
Black—Value according to darkness, size and beauty		1.50	1.00	.50	.25	
SKUNK	Black 75-125	Shrt 75	St 40-50	Long 50	St 15	
WOLVERINE —Value according to darkness, size and beauty	Dark 5.00	Brown 4.00	Pale 2.50	1.50	.75	.25
CASTOREUM	\$5.00 to \$6.00 per pound.					

ONTARIO MARKETS.**HARDWARE.**

Toronto, Dec. 18, 1903.

AN excellent volume of business is being done. Seasonable lines such as skates, sleighbells, children's sleighs, cutlery, hockey sticks, pucks, etc., are going out to all parts of the Province. Building paper and nails are also asked for in considerable volume. Stoves and stove repairs are being asked for to some degree. In fact, business is well up to the average for this time of year. Prices are steady throughout. The reduction in bolts and nuts last week was sufficient to stop importations of that line from the United States, yet buying is not affected much, as the opinion is general that prices are not likely to

quotations are: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.

Bolts and Nuts—The increase in the discounts last week has put prices at a basis which will cut out U. S. competition. Buying is not active, as it is believed that present prices will hold for some time. Our quotations are: Carriage bolts, common (\$1 list), 3-16 and 1-4-in., 60 per cent.; 5-16 and 3-8-in., 55 and 5 per cent.; 7-16 and up, 55 per cent.; carriage bolts, full square (\$2.40 list), 60 per cent.; carriage bolts, Norway iron (\$3 list), 60 per cent.; machine bolts, 3-8 and less, 60 per cent.; 7-16 and up, 55 and 5 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.

PORTLAND CEMENT

CANADIAN, ENGLISH,
GERMAN and BELGIAN.
FIRE BRICKS, FIRE CLAY,
ENAMELLED BRICKS, all colors.
BUILDING BRICKS.
SEWER PIPES, CULVERT PIPES,
WHEELBARROWS,
FOUNDERS' and CON-
TRACTORS' SUPPLIES.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

... FULL STOCK ...

Salt Glazed Vitrified

Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond McCall & Co.

MONTREAL, QUE.

or to

Canada Iron Furnace Co.

MIDLAND, ONT. Limited

Iron Pipe-Fittings—Business is keeping up satisfactorily. We quote discounts as follows: Malleable fittings, 15 per cent.; cast iron (not standard), 57 1-2 per cent.; headers, 52 1-2 per cent.; flanged unions, 52 1-2 per cent.; bushings and plugs, 57 1-2 per cent.; unions, 55 per cent.; nipples, 2-in., 65 per cent.; nipples, 2 1-2 to 6-in., inclusive, 60 per cent.

Range Boilers—A good business is doing, with discounts at 15 per cent.

Brass Goods—A good trade is doing at steady prices.

Iron Pipe—Prices are somewhat lower in practically all sizes. We quote f.o.b. Toronto as follows: 1-8-in., \$3.25; 1-4 in., \$2.40; 3-8-in., \$2.55; 1-2-in., \$2.85; 3-4-in., \$3.65; 1-in., \$5.20; 1 1-4-in., \$7.35; 1 1-2-in., \$8.95; 2-in., \$12.55; 2 1-2-in., \$17.25; 3-in., \$22.75; 3 1-2-in., \$28.75; 4-in., \$35.25.

METALS.

The feature of the week has been the general advance in ingot metals; advances in copper, tin, spelter and lead being noted in both British and U. S. markets. Pig iron is also in a stronger position. Southern producers have about cleaned up their surplus stocks and do not seem so eager for business. Northern makers, by their action in restricting their output, have also contributed to put the market on a stronger basis. The English market preserves a steady tone. Consequently Canadian smelters are in a better position and show less eagerness in securing orders. No changes in prices are noted on the Canadian market except in bar iron, which is 5c. lower as a result of cutting, stocks in Canada being large.

Pig Iron—A fairly strong tone is manifested on this market owing to the steadiness of the British market and the improved conditions in the United States. Prices of Midland and Hamilton iron are nominally \$18.50 for No. 1 and \$18 for No. 2 at the mills.

Bar Iron—Cutting has been going on this week, with the result that prices are 5c. lower on ordinary business. Even lower prices are quoted for large specifications. Quotations are now \$1.85 f.o.b. Toronto for extras cut to length while rolling; 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft. 20c., over 20 ft. by special agreement according to length and size.

Black Sheets—Prices are unchanged, a fair business doing. We quote: 10 to 16 gauge, \$2.50; 18 to 20 gauge, \$2.70; 22 to 24 gauge, \$2.90; 30 gauge, \$3.

Canada Plates—An active demand at steady prices. Prices are unchanged. We quote: All dull, \$2.60; half-polished, \$2.70; and all-bright, \$3.50.

Tin—Prices continue to advance on outside markets. This has stimulated buying here as local quotations have not been changed yet. We quote prices at \$29.50 to \$30.50.

"DOMINION CROWN"

A guarantee of quality on
**Bar and Hoop Iron,
Best Horseshoe Iron,
B.B. Charcoal Tinsplates,
Polished Steel Sheets,
Polished Canadas, etc.**

A. C. LESLIE & CO.

509-512 Merchants Bank Building,
MONTREAL.

MANY A DOLLAR

can be brought into your
Cash Box if you handle

McDougall Pumps

They are strong and
will stand good hard
service.

The sale of a McDougall Pump will lead to a lot more business.

SEND FOR CATALOGUE.

The R. McDougall Co., Limited
GALT, ONTARIO.

DO YOU KNOW US?

GET ACQUAINTED.

We cut BRASS AND
COPPER SHEETS
AND TUBING

to any size.

Promptly, too.

The Booth Copper Co.,

LIMITED.

119-123 Queen St. East,
TORONTO.

**NOVA SCOTIA STEEL
& COAL Co., Limited**

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

OPEN HEARTH STEEL

Galvanized Sheets—A fair trade is going at steady prices. We quote: Queen's Head, \$1.25 to \$1.50 for 28 gauge; American, \$1.40 for 24 gauge; Red brand, \$1.25 for 28 gauge; Gordon Crown, \$1.25 for 28 gauge.

Tinplates—A better feeling prevails. There has been some competition from United States houses, but not enough to affect the situation. A more active demand is noted. We quote as follows: Coke plates, bright, 14x20, \$3.75; ear-coal plates, \$4.25.

Copper—Prices of ingot are steadily advancing on British and U. S. markets. The local market, while considerably stronger, shows no change, prices being as follows: Ingot copper, \$14, and sheet copper, \$20 per 100 pounds.

Brass—There is a fair trade, with the discount steady at 15 per cent.

Lead—A considerable advance is reported at outside market, but local quotations are steady. We quote: \$3.30 per 100 lb. for pig lead and \$3.65 for bar lead.

Zinc Spelter—Prices show an upward tendency at primary market, but the local situation is unchanged at 6 to 6 1/2-c. per lb.

Zinc Sheets—The market is firm and a fair business doing. We quote: Cask lots, \$6.75 to \$7, and part casks, \$7 to \$7.25.

Solder—Good trade doing. Prices are still stiffening. We quote: Guaranteed half-and-half at 18c., and wiping, 17c.

Old Material—The market is featureless this week. The demand still keeps moderate with last week's prices. No. 1 wrought iron has not risen yet, but is expected to advance in price soon. We quote: Heavy copper and wire, 10c. per lb.; light copper, 9c. per lb.; heavy red brass, 9 3/4-c. per lb.; heavy yellow brass, 8c. per lb.; light brass, 5c. per lb.; lead, 2 1/4-c. per lb.; scrap zinc, 3c. per lb.; iron, No. 1 wrought, \$10.50; No. 2 wrought, \$4; machinery cast scrap, \$14; stoveplate, \$10; malleable and steel, \$6; old rubbers, 6 1/2-c. per lb.; country mixed rags, 50c. per 100 lb.

PETROLEUM.

A feature of the situation is the heavy advance in oil in the United States, quotations being advanced 3c. last week, bringing prices to the highest point since May, 1895. Further advances are predicted. The rise is said to be due to decrease of production by the large companies. The local market for the refined product shows no change. We quote: Canadian prime white, 19 1/2-c.; Canadian water white, 21 1/2-c.; American prime white, 20 1/2-c.; American water white, 22c. ex-warehouse.

SEEDS.

The late threshing has brought out a lot of alsike and red clover seed, and buyers are not particularly anxious to buy, even at prices as below reduced. First-class seed, especially good large purple red clover, will bring slightly better than quotations. We quote: Red

clover, per bush., \$5.25 to \$6; Alsike, per bush., \$4.50 to \$5.75; Timothy, per bush., \$1.10 to \$1.35.

HIDES, SKINS AND WOOL.

The market is a little stronger this week and will likely be up to the old mark again by the first of the year. Tallow is down 1-4c. this week, which is the only change in the quotations. We quote: Hides—No. 1 green, per lb., 7 1/2-c.; No. 2, 6 1/2-c.; No. 1 green steers, per lb., 8c.; No. 2, 7c.; cured, per lb., 8 1/4-c. Calfskins—Veal skins, No. 1, 6 to 14 lb. inclusive, 9c.; No. 2, 7c.; No. 1, 15 to 20 lb. inclusive, 8c.; No. 2, 6c.; Deacons (dairies) each 60c. to 70c.; lamb and sheep skins, 80c. Wool—Unwashed wool, per lb., 9 to 10c.; fleece wool, per lb., 16 to 17 1/2-c.; pulled wool, super, per lb., 17 to 19c.; do., extra, 20 to 21c.; tallow, per lb., 4 1/2 to 4 3/4-c.

NOVA SCOTIA MARKETS.

Halifax, Dec. 15, 1903.

THE year's business is now about over and wholesale houses are getting ready for stocktaking and making preparations for 1904. Travellers are taking Spring orders and there is some assorting orders still coming along for seasonable goods, but nothing like the business is being done that there was during November. In fact, December trade all around has been rather on the quiet side, due not so much to a change in conditions as to the fact that buying was done rather earlier in the season than usual. Collections this month have not come up to expectations. A number of merchants who have paper falling due have asked for extensions, and while there is no suspicion of their financial soundness, there has been so much of this thing that it is having a disquieting effect. The local banks do not seem inclined to help their clients out, as in some cases funds which should be available for this purpose have been sent West, there to be invested at larger interest. There has been one bad failure in the province during the last month, with liabilities amounting to \$73,000, divided amongst over one hundred firms in all parts of Canada, Halifax being represented to the extent of some \$14,000.

* * *

There has been a fair business doing lately in fishing supplies. There have recently been two advances in the price of American twines, which are now about 1c. higher than at this time last year. The market is very firm for duck and all fishing supplies that are in any way dependent upon the cotton market.

* * *

There has been a readjustment of discounts on all sizes of carriage bolts. Carriage woodwork of all kinds is very firm, and prices have ruled high through out the season.

Skates sold well early in the season, but the open weather of late has prevented retailers from getting rid of their stocks, and so there is an absence of assorting orders for this line. Seasonable weather would help business in a number of other lines of winter goods.

L. P. Bliss, of Buffalo, who travels in Canada for The Rubber and Celluloid Harness Trimming Co., Newark, N.J., says trade is excellent in his line.

ACETYLENE TRADE EXPANSION.

IT is interesting to note, says The Acetylene Journal, that in not a few cases acetylene town lighting plants of good sized dimensions have had their origin in one small generator set up for domestic or store lighting without the slightest idea of development into a town system. The generator happened to have capacity beyond the needs of its owner, and it was a most natural step that neighbors, seeing the fine light, would be interested in using the same if readily provided. At once there began education in the idea of central plant lighting. Why not pipe any excess of acetylene beyond what is required by the owner of the small generator to houses number 2, 3 and so on?

Just that was what followed in not a few cases and there is the town plant in embryo. It is a most natural course of growth, and one which we may expect to see repeated indefinitely in the future progress of acetylene town lighting.

But if the town lighting branch of acetylene thus in many cases is indebted to a single generator sold without design of central lighting, it is equally apparent that every town lighting plant has something like reciprocal power—and that not slight—for promoting the trade in individual generators.

Every acetylene town plant is limited by the extent of its mains; it does not pay to lay these out into territory where persons who might desire acetylene live at considerable distances apart. But after seeing the perfection of the light as dispensed in the city, such suburbanites, and the farmers beyond, when they learn and the farmers beyond, when they learn how readily it can be provided by means of a small individual generator, will become eager buyers of such. The zone beyond the acetylene town mains, therefore, is certain to be the best possible field for the sale of individual generators.

This reciprocal trade promotion, on the part of acetylene, is something that is destined to have much force in the extension of the use of this light. One branch of acetylene trade simply helps another. There is nothing like it in any other system of popular lighting.

MEETING OF WHOLESALE HARDWARE ASSOCIATION.

ALARGELY attended meeting of the Canadian Wholesale Hardware Association was held in Montreal on Tuesday, December 15. Almost every house in Canada connected with the association was represented. In the absence of President F. O. Lewis, of Lewis Bros. & Co., Montreal, who is now in England, the chair was taken by Vice-President John Bowman, of London. The following gentlemen were present at the meeting:

John Bowman, of The J. Bowman Hardware Co., London.

Thos. Birkett, sr., of The Thos. Birkett & Son Co., Limited, Ottawa.

C. A. Whitman, of The Hobbs Hardware Co., London, Ont.

T. H. Newman, of Caverhill, Leamont & Co., Montreal.

T. G. Dexter, of H. S. Howland, Sons & Co., Toronto.

C. M. Strange, of Lewis Bros. & Co., Montreal.

Wm. Starke, of The Starke Hardware Co., Montreal.

T. B. Lee, of Rice Lewis & Son, Toronto.

Alfred Jeannotte, of L. N. Hebert, Montreal.

James Hardy, of Jenkins & Hardy, Toronto.

A. Lemieux, of Chinie Hardware Co., Quebec.

William Vallance, of Wood, Vallance & Co., Hamilton.

J. Seybold, of Seybold, Sons & Co., Montreal.

J. S. Farrell, of The American Steel and Wire Co.

A large amount of routine business was transacted. A verbal report was received from the delegates who represented the Canadian association at the big American convention held in Atlantic City last month.

Special interest attached to the meeting because of the presence of Mr. J. S. Farrell, of the American Steel and Wire Association. A number of matters in which the Canadian wholesaler and The American Steel and Wire Co. are mutually interested were discussed, but at the conclusion of the meeting **HARDWARE AND METAL** was informed that no agreement had been reached, but that a settlement is expected at a meeting to be held in January.

Satisfaction was expressed by several of the members at the representative character of the gathering. The members seem well satisfied with the condition of trade during the year, and confidence is expressed as to the future. The members say that prices are being well maintained in all lines.

AN ANTI-BUTTING HALTER.

The following letter, received from an Ohio manufacturer, explains itself. "Hardware and Metal" would be pleased to put any reader who is interested in such an

Sparks on the Roof

Do not start fires when roofs are covered with

Eastlake Steel Shingles

They prevent fire, as surely as they resist lightning
—Points that commend them to all practical builders.

Besides—they're so easily fitted and laid, so absolutely weather proof, and not expensive.

You'll find a big trade in them.

The Metallic Roofing Co., Limited

TORONTO

MONTREAL

WINNIPEG

article in touch with the writer. The halter referred to seems to be a useful and practical article:

Editor **HARDWARE AND METAL**—

We are in search of somebody in Canada to manufacture our patent anti-butting halter, and have been referred to your paper. We presume your journal is a paper in which advertisements of the class of people we desire to reach. Will you kindly send us a copy of your paper, and send us any further information you can.

ENQUIRER.

Ohio, Dec. 8 1903.

PERSONAL MENTION.

Mr. G. S. Pettypiece has assumed his duties as manager of the Souris Hardware Co., Souris, Man.

Mr. Wm. Rose, lately with E. & S. Pollard, has joined the staff of Van Tuyl & Fairbank, hardware dealers, Petrolea, Ont.

Mr. Aayr, of the Walworth Manufacturing Company, Boston, Mass., was in Montreal this week drumming up trade in valves and similar goods.

Mr. F. O. Lewis, of Lewis Bros. & Co., Montreal, president of the Canadian Wholesale Hardware Association, is now in England on a six weeks' trip.

Much sympathy is expressed in Montreal business circles with Mr. A. M. St. Arnaud, of the Canada Hardware Company, whose little daughter died very suddenly early in the week.

C. A. Wilson, of Wilson & Jenette, who some three months ago took over the business of J. H. Willis, of Barrie, was in Toronto for a few days last week. Mr. Wilson reports business as thriving in his district.

Mr. E. N. Cote, formerly assistant manager of the Canada Hardware Co., Montreal, is now with Lewis Bros. &

Co. Mr. Cote will have charge of Lewis Bros. & Co.'s growing city trade. His long experience in the business should make him a valued official.

Mr. Herbert L. Fenerty, of the Halifax Shovel Company, has been visiting the hardware trade of Montreal during the week. He has also been in consultation with Mr. Alexander Gibb the Montreal representative of his firm. Mr. Fenerty reports prospects of next Spring's trade to be very promising.

Mr. J. W. Kinghorn, sales agent of the Montreal Rolling Mills Co., Montreal, who has been absent from business for several months owing to a severe illness, has returned to his desk. Mr. Kinghorn is one of the most popular business men in Montreal and his numerous friends will be glad to hear of his recovery.

Mr. K. W. Blackwell, manager of the Montreal Steel Works, was appointed on Thursday, December 10th, to the position of vice-president of the Montreal Street Railway Company, the position vacated by Mr. F. L. Wanklyn. At the same time, Mr. Blackwell was also appointed vice-president of the Montreal Park and Island Railway. Montreal business men are unanimous in their opinion that Mr. Blackwell will make a fitting successor to Mr. Wanklyn.

A welcome caller during the week at the Montreal office of "Hardware and Metal" was Mr. John Bouman, of the T. Bouman Hardware Co., London. Mr. Bouman was in Montreal attending the meeting of the Canadian Wholesale Hardware Association, of which he is vice-president, and over which, in the absence of President Lewis, he presided. Mr. Bouman reports trade conditions in Western Ontario as very satisfactory.

Judgment Reserved in C. I. F. Action.

The Canada Hardware Company vs. Suren Hartmann & Co.

The Defence.

W E. BOYD, average adjuster, was the first witness called for the defence. Witness stated that he is practically the adjuster in Montreal. He is quite familiar with both kinds of policy in question—f.p.a. and w.p.a. Witness stated that when marine insurance is applied for without the kind being specified the f.p.a. policy is always given. This is the universal custom. Witness has adjusted lawsuits in all parts of the world and is in a position to know.

Counsel for defence then showed witness plaintiffs' exhibit No. 1, being the contract note of sale by Suren Hartmann & Co. to The Canada Hardware Co. of 60 tons annealed hay wire, unvarnished, c.i.f., Montreal.

Question: "What kind of insurance, according to the custom prevailing in Montreal, would be called for by the terms of this contract?"

Answer: "An f.p.a. policy would be required. Any other kind of insurance would be a matter of special arrangement."

Witness stated that he is also connected with insurance companies and is familiar with the methods of applying for marine insurance in this part. Witness stated that the kind of insurance wanted would be mentioned on the form of application used. In reply to a question from His Honor as to what kind of insurance would be given if there were no stipulation, witness replied that, as a general rule, the insurance would be f.p.a. A policy free from particular average is the policy called for by the custom of the port of Montreal to cover a c.i.f. contract when no special agreement is made as to the kind of insurance to be effected. This was the experience of the witness.

In reply to another question by His Honor, witness stated that annealed hay wire unvarnished is so susceptible to damage by rust that the insurance companies avoid it.

Henry Timmis, insurance agent, Montreal, was the next witness for the defence. Witness stated that he had had a general supervision of underwriting business and had had an intimate connection with the import business for seven or eight years until two years ago when that connection ceased. Witness stated that, according to his experience, when only general insurance is called for, the usual policy is f.p.a. A "with average" or "all risk" policy would be a matter of special arrangement between the parties. An

"all risk" policy is not the usual kind. "In the absence of any known arrangement, I always put on a policy f.p.a.," said the witness.

Witness stated that policies are sometimes issued without application being made in writing.

Q.—"Do you insure wire and tin plates f.p.a.?"

A.—"We do."

Q.—"What is the difference in cost of a with average policy and a policy f.p.a.?"

A.—"Speaking from memory, I should say that a double premium would be charged for a "with average" policy."

Witness was asked what he would do if a customer came in with the contract in question (between Suren Hartmann & Co. and The Canada Hardware Co.) and there had been no special arrangement as to insurance. How would he cover it? Witness replied that he would consider it good business to get the high rate.

Q.—"Which policy is usually taken on such goods?"

A.—"It is hard to answer that. Some clients take f.p.a. policy and some a policy with average."

Shown exhibit d, 13, witness stated that it is Lloyds' usual form of policy containing a marginal clause insuring goods f.p.a. unless the vessel is stranded, sunk, burnt, or in collision. The f.p.a. clause is not part of the printed form; it is stamped on.

Cross-examined by Mr. Mignault, witness stated that if a man went to him for insurance on annealed hay wire unvarnished he would advise him to take a "with average" policy. In his office insurance on such goods was most frequently "with average." Wire is liable to rust and hence is avoided by the insurance companies. Witness considered that if a person were obliged to effect complete insurance he would have to take a "with average" policy.

Witness stated that not until the last four years had it been the custom of his office to insure wire with average. During the last four years they have done so frequently. If witness were an importer who wanted to use the wire in manufacture he would insure only f.p.a., but if he wanted to sell the wire again he would insure with average.

No written application is necessary when an open policy has been secured by a firm.

John Watterson was the next witness for defence. Witness stated that he is a merchant doing an import business in

metals of all descriptions. Had bought on a basis c.i.f. Montreal. Witness had imported annealed hay wire unvarnished on a contract c.i.f. Montreal. He had always understood that when goods were purchased c.i.f., the insurance would be only f.p.a. That was the insurance which he himself had been given, and he had made money on c.i.f. contracts. When he made no special stipulation as to kind of insurance he was always given an f.p.a. policy under a c.i.f. contract.

Cross-examined by Mr. Mignault, witness stated that he was not aware that it is the custom to insure wire against all risk.

Q.—"Did you not tell Mr. St. Arnaud that it is the custom in Canada to insure such goods against all risk?"

A.—"I think I can safely say I did not."

Q.—"You will not deny it more formally?"

A.—"I can't deny it as I do not remember the conversation."

Witness said he knew that wire is liable to damage, but he takes the risk. At one time he had been accustomed to insure against all risk, but had ceased to do so 18 months ago. Witness could not say what is the general custom here. He believed that there are several different customs. He could not give more than his own experience and his own opinion.

Re-examined by Mr. La Fleur, witness said that on c.i.f. contracts he had never had any other insurance than f.p.a. The contracts referred to were f.o.b. He never made any arrangements with the parties from whom he bought c.i.f. as to the kind of insurance to be effected.

B. J. Coughlin, general hardware and metal importer, was the next witness. He had been importing for 35 years, and had frequently done so on c.i.f. contracts. His insurance had always been f.p.a. until quite recently when he found that he was suffering loss with that kind of insurance, as the insurance companies refused to make good claims for rust. He made the change two years ago. In ordering goods now he invariably orders them to be insured against all risk, and he finds the practice profitable.

Cross-examined by Mr. Mignault, witness said that experience had taught him that the proper insurance was that "with average." Witness has not imported hay wire for 10 years, but he knew it was peculiarly liable to rust.

His Honor then asked the following question:

"If you sold annealed hay wire unvarnished in Montreal what kind of insurance would you in the usual course of business give to your customer on a c.i.f. contract?"

"I would make the customer specify what insurance he wanted. If nothing was said the policy would be f.p.a."

The court then adjourned.

THURSDAY, DECEMBER 11TH.

When the court resumed on Thursday morning, the first witness called was Mr. W. S. Leslie, of A. C. Leslie & Co. Witness stated that he is a large importer of iron and steel in all shapes from England and the continent. At times he imports c.i.f., and he is familiar with the custom regarding insurance effected in pursuance of c.i.f. contracts when nothing is said as to form of policy required. In the absence of any special understanding his experience was that the insurance was f.p.a. That was the general custom according to his experience. When witness sells c.i.f. he explains to his customers that the policy given is f.p.a. unless a special arrangement is made. If customers want more insurance they pay for it themselves.

Cross-examined by Mr. Mignault, witness said that he seldom sold damageable goods on c.i.f. contracts. When asked to quote c.i.f. prices he always explained the kind of insurance given in order that there might be no misunderstanding.

Witness said he did not consider that buyers could fix custom. He could speak of the custom of sellers as he had made some inquiries. In reply to Mr. Mignault, witness said that these inquiries had been made for the most part after The Canada Hardware Co.'s loss and the subsequent discussion in "Hardware and Metal."

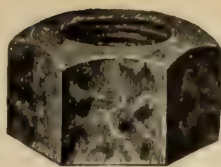
Witness said that damage by rust might occur oftener than damage by stranding, sinking, burning or collision, but it was not so serious. Damage by rust was, however, one of the principal risks to annealed hay wire unvarnished.

Asked whether insurance would be complete which did not cover rust, witness replied that such insurance was not the fullest protection, and he himself would be willing to pay an extra premium to obtain full protection. In reply to a question by His Honor, witness said he would not consider an f.p.a. policy on this wire prudent unless the premium on a with average policy were excessive and unreasonable.

Q.—"Is annealed hay wire unvarnished insured w.p.a. as a matter of practice? Is damage by rust usually insured against?"

A.—"So far as I know I think the majority of importers insure with average or against all risk as it is called."

Witness was then shown contract in question.



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of
Set and Cap Screws, Special Milled Work, Engine Studs
Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

NEW RAILS

12, 14, 16, 18, 20, 24, 30, 35 and 56 lbs. to
the Yard—carried in STOCK for prompt shipment. TRACK REQUISITES.

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103 Shannon St.
.. MONTREAL.

We invite
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STEEL RAILS,

BROWN & CO.), CEMENT, FIREBRICKS, ORE BAGS, GRAIN BAGS, ETC.

BAR IRON, PIG IRON, GALVANIZED IRON, CANADA PLATES, TINPLATES, WIRE ROPE (W. B.

C. F. JACKSON & CO., Limited, IMPORTERS and COMMISSION MERCHANTS
151 Hastings St. W., VANCOUVER, B.C., and LIVERPOOL, ENGLAND.



SEYMOUR SHEARS

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Standard for over Half a Century.

"QUALITY UNQUESTIONED."

Each pair of our shears bears the above trade mark

TRADE MARK.



TRADE MARK

Complete Line TRIMMERS, BANKERS', BARBERS' and TAILORS' SHEARS, Etc., Etc.

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WIEBUSCH & HILGER, Limited, NEW YORK, Sole Agents.

Latest Catalogue will be sent in exchange for your business card.

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Tailors' Shears,
Trimmers' Shears,
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ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 155 Chambers St
NEWARK, N.J., U.S.A.

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING

12, 16 and 20 Gauge.
Steel and Twist Barrels
Superior in Design, Workmanship
and Finish, and the most popular
Gun on the Market.

Simplest
"Take Down"
Gun Made



HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers.
Catalog on request. Worcester, Mass., U.S.A.

Q.—Is that a kind of goods susceptible to injury by rust from salt water?"

A.—"Early so."

If I were buying on c.i.f. contract I would not expect the seller to put on extra insurance," added the witness. "If I were importing myself I would want full insurance."

Robert J. Dale, head of the insurance firm of Dale & Co., was the next witness. He stated that he was in as good position as any of his employees to tell the practice of his firm.

Q.—"If a client asks for marine insurance without special requirement what insurance would you give?"

A.—"I should ask him what he wanted."

Witness was instructed to attend later with different form of application.

James Robertson, manager of Thos. Robertson & Co., Limited, was called and sworn. Witness stated that his firm are large importers of metal goods, and that as manager he has charge of importations. He sometimes imports on c.i.f. contracts, but never sells on that basis.

Q.—"If you buy on a contract similar to plaintiffs' exhibit No. 1 without any specifications as to kind of policy, what kind of insurance do you get?"

A.—"I get insurance f.p.a. My experience is that in such cases this is the only policy I get." Witness added that he has never heard the subject discussed very much.

Cross-examined by Mr. Mignault, witness said that he never gives any special instructions re insurance to the firms from which he buys. Witness has imported annealed wire but not hay wire. When his firm arrange their own insurance they take out f.p.a. policies to save insurance premiums. Goods are sometimes damaged, and the insurance is incomplete. Witness stated that if his imports were chiefly wire and similar damageable goods he might not insure f.p.a. Witness was instructed to attend later with some of his c.i.f. contracts.

Gerald Romer, agent for the defendants, was then called and sworn. He stated that he is not personally interested in the result of the action. He stated that his experience in the import business extended over 25 years, and he considered the volume of his business the largest in the city. Practically all his contracts are made c.i.f. The contracts of Suren Hartmann & Co. are invariably in the form of plaintiffs' exhibit No. 1. Practically all the witness' imports are made c.i.f. Witness was asked what had been his practice when insuring goods sold c.i.f. The question was objected to by counsel for plaintiff, but allowed under cross-examination. Witness replied as follows:

"The invariable practice has been to in-

sure these goods with the usual f.p.a. policy."

Q.—"What is the usual f.p.a. policy?"

A.—"The policy used in this case."

Witness stated that he had had three years' experience as agent for The Franco Marine Insurance Co., and that the f.p.a. clause in the policy in question was quite usual unless full insurance was specially asked for.

Witness stated that he had had a number of previous contracts with the plaintiff. These were filed as exhibits d 4 to d 10, and were all identified by witness. These contracts were all made in similar terms c.i.f. Counsel for plaintiffs here admitted that the policies were all f.p.a.

Q.—"Did Mr. St. Arnaud or any person acting on behalf of the plaintiff request you to put a special kind of insurance on the goods covered by any of these contracts including that of January 9th, 1902, the one in question?"

A.—"No, sir."

The same practice was followed on all contracts up to and including that of January 9th, 1902.

Witness was then examined as to the liability to damage by rust of the various goods mentioned in the previous contracts. D 4 was for 350 tons of nail wire. Witness stated that these goods were liable to damage by salt water, but if immediately manufactured this would not matter. If held in stock they would continue to deteriorate.

D 5 was for a quantity of soft steel billets. These would not be damaged by rust to same degree as the hay wire in question.

D 6 was for annealed hay baling wire varnished. The salt water would be apt to eat through the varnish and damage the goods.

D 7 was for 100 tons of galvanized barb wire. Witness said that galvanized wire is very susceptible to rust, and it is practically impossible to clean it.

D 8 was a contract for same goods.

D 9 was for 50 tons of galvanized steel wire. The same remarks would apply.

D 10 was for 100 tons of nail wire. Contract was not executed.

Witness said he considered himself in a position to judge of the general custom apart from his own business, for if his practice had not been customary he could not have done the amount of business he has done in Montreal for years past. The price of the goods would have been materially different had a "with average" policy been supplied. These goods are all sold on a very close margin, and as there is a large difference in the two premiums, the price would have been considerably enhanced. On a recent import order the "with average" premium was three times the f.p.a. For Winter shipment to Boston (where the hay wire

in question was shipped) at least three-quarter per cents additional would be charged for a "with average" policy. The price of the goods would have been enhanced by exactly the amount of the increased premium.

Cross-examined by Mr. Mignault, witness stated that he did not tell The Canada Hardware Co. how much of the lump sum charged was for insurance. He did not tell them the kind of insurance. Although not personally interested in the result of the suit, he had, of course, acted as the representative of his principals and had instructed counsel for the defence. Suren Hartmann & Co. are his most important English principals. His imports are chiefly heavy metals, and he had not had much experience with annealed hay wire unvarnished. To the best of his recollection, he had not imported such goods for several years until his sale to The Canada Hardware Co.

Cross-examined as to the previous contracts with The Canada Hardware Co., witness said that hay wire is varnished to protect it from rust. Galvanizing would protect wire from fresh water, but not from salt water. Mere spray might damage hay wire more than galvanized barb wire. So far as he was aware there was no damage to any of the goods bought under the previous contracts.

Robert J. Dale was recalled. It was found that he had misunderstood his directions and had brought the wrong forms.

In reply to a question by His Honor, witness said he would not insure such goods as annealed hay wire unvarnished with instructions from his client. Such goods are very apt to be damaged.

Q.—"Would a policy f.p.a. on these goods be usual?"

A.—"If you mean by usual what happens in most cases, we insure such goods with average oftener than f.p.a."

James Robertson was then recalled. He produced a number of c.i.f. contracts and policies covering the same as he had been instructed by the court. These policies were f.p.a.

The court then adjourned for lunch.

Resuming at 2 p.m., Milton Hersey, chemist and analyst, was called and sworn. Witness stated that his experience extended over many years, and that he is familiar with the effects of sea water on wire and plate metals. It was his experience that galvanized wire is very readily attacked by sea water. It is much more sensitive than annealed wire, as the oxide which forms on the latter when not burnished protects it. Steel nail wire is also more susceptible to damage by rust than annealed wire.

Cross-examined by Mr. Mignault, witness said that the process of annealing wire consisted in softening or toughening

it by heating to redness in a furnace after having been drawn to proper dimensions. When exposed to the air an oxide forms on the surface, and unless the wire was burnished this oxide would serve as a protection against rust. The object of galvanizing is to protect iron from rust, and galvanized wire will not rust so easily as wire not galvanized.

Re-examined by Mr. La Fleur, witness said that galvanized wire would be injured more by salt water than by fresh.

To Mr. Mignault, witness said that if annealed hay wire unvarnished and galvanized wire were exposed to the same action by salt water the zinc coating would be rusted first. The general public might not know these things, but by the general public he did not mean wire merchants. Their experience should teach them.

"That's my case," said Mr. La Fleur.

EVIDENCE IN REBUTTAL.

Counsel for plaintiff then asked permission to put in the evidence of an expert in rebuttal to the testimony of Mr. Hersey. This was allowed under reserve.

After some little delay, Mr. Jos. N. Morrison, chemist and analyst, was called and sworn. Witness stated that he is familiar in a practical way with galvanized wire and annealed wire. He stated positively that annealed wire is more exposed to damage by moisture than is galvanized wire.

Q.—"Considerably more?"

A.—"Oh, yes. Galvanizing acts as a protection."

The same remarks would apply to the action of sea water. Galvanizing is a protection. Galvanized wire would not rust unless the galvanizing was torn off in some way.

Cross-examined by Mr. La Fleur, witness stated that galvanizing consists in coating iron or steel with zinc. Zinc oxide would not be formed, as the result of contact with sea water. The only effect is that a coating of salt will form if the water is allowed to evaporate on the wire. Witness had seen the effect of sea water on galvanized iron buckets as compared with the effect on tin buckets when the tin had worn off. Annealing is no protection of wire against rust. Galvanized iron is practically impervious to salt water. It will not rust unless the galvanizing is worn off.

To Mr. Mignault, witness said that the object of annealing wire is to make it more pliable.

His Honor then asked the following question:—"If you ship from England 100 tons annealed hay wire unvarnished and on the same vessel 100 tons galvanized wire and both are subject to the same action by salt water, which would be damaged most?"

A.—"The annealed hay wire."

This closed the case, and the argument by counsel was proceeded with at once.

ARGUMENT OF COUNSEL.

Mr. Mignault, for plaintiffs, briefly reviewed the history of the case. The goods were paid for in advance, and the defendants assumed the responsibility of insuring them. Was that responsibility satisfied by taking out an f.p.a. policy? He submitted that in the absence of any stipulation or agreement to the contrary, when the price did not disclose the amount of the premium, the insurance should be complete. When goods are sold insured the seller is bound to effect an insurance against all risks to which the goods are exposed. He is as much bound to give full protection with regard to insurance as with regard to freight or cost. The risk of damage by rust was self evident. It was specially evident in the Winter season when the heavy seas are apt to wash through the hatches of the vessel. The risks of stranding, burning, sinking and collision, against which the wire had been insured, were comparatively remote. It was the duty of the defendants to effect a complete insurance, and all the witnesses agreed that a complete insurance would be that "with average."

Counsel then quoted copiously from May to prove the correct definition of insurance. The essence of insurance is against all risks in the absence of any special agreement. Under a general promise of insurance—and that is all we have in this case, urged counsel—unless there is a special agreement as to particular average there must be an insurance against all risk.

Counsel then quoted from a decision in 1884 on a somewhat analogous case to prove his contention. The decision was that the seller should have taken out complete insurance. The only things which could modify the effects of this decision would be a well-established custom to the contrary or the consent of the purchaser.

At this point His Honor interrupted counsel, saying that while the evidence as to custom is conflicting, there was no doubt in his mind that these goods are usually insured with average. The only point at issue is the effect of previous contracts between the parties. Did these previous contracts constitute consent in this case?

Counsel then proceeded to argue that the goods bought under previous contracts were not so likely to be damaged by rust. On this point there must be no doubt if the contract is to be given a meaning which it would not otherwise have. The plaintiffs must assume the risk with his eyes open. The contracts

in question extended from August, 1901, to December, 1901. A man who receives his goods uninjured is not likely to examine his policies. There was no attention to assent. The first contract for galvanized wire was made on December 3rd. In the usual course this would have reached Montreal after the other contract was made. It was for the defence to show that the galvanized wire arrived in time for the plaintiff to know that the insurance on it was only f.p.a. This they had not done.

The defence had tried to show that the f.p.a. policy is the ordinary policy, but their own witness, Mr. Boyd, had stated that it is not. The f.p.a. clause is not in the ordinary printed policy. It is stamped on.

Mr. La Fleur, for the defence, said that the point at issue was not a question between assurer and assured. All that the defendants undertook was that they would have the goods insured. There was no condition as to kind of insurance. The whole question was: What is the obligation of a seller under a c.i.f. contract? The answer must depend upon custom and agreement. He admitted that the evidence as to custom was very conflicting and that no custom had been established by either side. Witnesses of equal respectability gave conflicting evidence on this point. It therefore was of the utmost importance to see what had been the custom of plaintiff and defendants: what had been the effect of their previous agreements.

At this point His Honor interrupted again to the effect that no authoritative usage had been advanced here to influence the c.i.f. obligation. The only question was whether the obligation was affected by previous agreements between the parties.

Counsel therefore proceeded to review the evidence as to previous contracts, claiming that the silence of plaintiff as to the policies given him on these goods constituted an assent to a policy f.p.a. on the annealed hay wire unvarnished. Mr. Hersey's evidence as to the liability to damage by rust of steel nail wire had not been contradicted.

Counsel then proceeded to attack some of the details of the claim for damage, arguing that plaintiff's claim was excessive.

Judgment was reserved.

CHAT OF THE TRADE.

The Meisselbach fishing reel, manufactured by A. F. Meisselbach & Bro., Newark, N.J., is growing in favor among Canadian buyers.

Keller Bros., Newark, N.J., are finding the demand in Canada for their "Rorse" rasp to be increasing rapidly.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

NOTE: Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, HARDWARE AND METAL.

Edited by

W. Arthur
Lydiatt,

TORONTO.

"The Man Who Persistently Talks Quality Usually Makes More Money Than The Man Who Cuts Prices."

LAST week I was down in one of the towns east of Toronto, and while there took occasion to drop in and make the acquaintance of a couple of the local hardwaremen.

As I stood in one store I could not help but notice the many many things which were carried in stock which were interesting subjects for advertising. So many things that people need—yet don't think they do, because they haven't been told sufficient about them.

And I wondered why a hardware merchant was ever stuck for something to say.

Take the many kitchen conveniences carried in stock, for instance. There are a great many things to be said in favor of them. They don't cost much, and yet in 99 kitchens out of 100 the one who does the work gets along, month after month, with inconveniences and insufficient paraphernalia.

The work is done in a hard way, because of the lack of a few articles that a few cents, or at most, a couple of dollars, would buy.

If you can tell of these things in your advertisements, and quote prices on convenient small wares, you can sell them every time. More than that, if you get people into your store for a ten cent article, the chances are they will buy a dollar's worth before they leave.

I do not believe there are a dozen women in the world who can look over a stock of house-furnishing goods and not buy some of it, if she has the price. She is sure to see something that would make her work easier, and the temptation to buy is usually irresistible. She is sure to see something that she has wanted for a long time. She will find things that she has been doing without for years without knowing that she has been doing without them.

If she goes into the store for a 50 cent stew pan, there is an excellent opportunity to sell her a \$24 stove.

Stove dealers may not know it, but there are only a few stoves in the world's kitchens that really behave as stoves ought to behave. There are only a few women who are satisfied with their stoves.

They either bake too slow or bake too fast, or they do not bake at all. They bake too quickly at the top or too slowly on the bottom, or vice versa.

If you can convince the women of your town that you have a stove that will really do what it is designed to do, you won't have a great deal of trouble selling it.

When it comes to heaters, the problem is a little more difficult. Then it is generally a question of handsome appearance, heating qualities combined with convenience and a reasonable price.

The pretty stoves are the ones to advertise. They are the ones that people know least about. Every woman knows that she can go to a stove store and buy a cast-iron "cannon" stove, or a little sheet-iron hall-bedroom boarding house stove, but ten to one she doesn't know about the new, nickel-plated, tile front, open face parlor stove that you have just recently received.

That's the thing to tell her about. If you have a good portrait of the stove put it in the ad., but be sure that the picture does it justice, because people are going to suppose that the stove looks like the picture, exactly.

Baseburners are sold more for their convenience and their heating qualities. If you have such a stove that only has to be filled with coal about once a month, and never goes out on cold mornings, that's the stove to advertise.

I believe women buy most of the stoves, or at any rate they boss the buying. They also have most of the bother in taking care of the stove after it is bought. So that your arguments should appeal particularly to the annoyed woman. Most men are so busy in the morning that they forget to fill the baseburner before they go down

town. Then the woman of the house has to do it herself.

Naturally the stove that needs attention only once a day possesses strong attraction for her.

There are a great many good ways of advertising stoves. The right sort of advertising, well taken care of in the local papers, is sure to be profitable. Advertising in theatre programmes, church programmes, and anniversary programmes of various sorts is, perhaps, good form of charity—but that's all.

At the proper time of year it would be profitable for the stove dealer to send out a booklet on winter stoves, and at the other proper time a booklet on summer stoves. During the dull season the subject of stove repairs might also have consideration.

There are a lot of convenient little articles in a hardware store outside of the stove line that can be profitably advertised. Of course, the hardware dealer has to cater to the trade of builders and carpenters in his community, but he should expect a large share of trade from the women housekeepers of his locality.

There are the refrigerators and screens, lawn mowers and garden hose, weather strips, pocket and table cutlery, and hundreds of other things that directly appeal to women. These things should be advertised in their proper season.

I believe that a box with compartments in it for different sizes of nails—a small quantity in each—could be sold at about three or four times the price of nails by the pound.

In not one house in a hundred is there a nail to be found when it is wanted, so that an outfit of this kind could be made up and sold quite extensively.

You can sell carpet tacks most any time you please if you make a cut price on them. Sell them at cost, if you like. You can't lose much money if you sell out your entire stock of tacks. You will get people into the store, and when they come they will likely buy something else beside tacks.

Table cutlery is a good thing to advertise. Pocket knives are good things to advertise. There are concerns advertising in the magazines that do a big mail order business in pocket knives, and if local dealers were more wide-awake these firms would not do such a big mail order business.

Retailers in the outlying towns would not feel the competition of the mail order houses so keenly if they would get a bit of a hustle on themselves.

A hardware store presents an unusual number of advertising opportunities, and yet hardware stores, as a rule, are among the most poorly advertised in the country.

NEW MONTREAL-QUEBEC RAILWAY.

THE Great Northern Railway of Canada have completed their line from Montreal to Quebec. This line gives connection with the rich parishes of the North Shore, Charlemagne, Repentigny, L'Assomption, etc., which previously had no rail connection, as well as greatly shortening the distance to L'Epiphanie, Joliette, St. Barthelemi, St. Cuthbert and such well known towns, in addition to opening up a new and most picturesque route to Quebec, along the base of the Laurentian hills. Shawinigan Falls and Grand Mere are brought within three and a half hours of Montreal.

Great things are expected of this line by the port of Quebec City, the trade of which had suffered a decline since the days of the timber trade. The great Northern was originally intended to tap the Great Lakes for grain and flour. The friendship of the Canada Atlantic was secured, a steamship contract made with the Leyland line, a 1,000,000-bushel elevator constructed by the Great Northern with permanent freight sheds on the wharves covering 176,000 square feet, and a new export route had been opened, 800 miles shorter from the Great Lakes to Europe, than via Buffalo and New York.

The Western half of the road gives the Canadian Atlantic a new Montreal connection, serves such busy towns as Hawkesbury, Lachute, St. Jerome and Joliette, and passes through a very rich farming country, and what is no doubt the best hay section in the province.

The railway has opened a ticket office in St. James street. A. J. Gorrie, formerly with the Canadian Northern Railway at Port Arthur, Ont., is general superintendent.

The new station at the corner of St. Catherine and Moreau streets will be completed shortly, and a portion of same likely occupied as offices.

A WESTERN HARDWARE BUSINESS.

H. G. KLEFFER, of the Manitoba Hardware and Lumber Co., Virden, Man., was on a trip to his home in Ontario this week. While in Toronto Mr. Kleffer combined business with pleasure, placing several good orders with Toronto wholesale houses.

Included among the orders placed was one for gas fixtures. The corporation of Virden has bought an acetylene gas plant and will furnish the citizens of the town with gas. This has created a demand for gas fixtures and the firm decided to be early in the field in supplying this demand.

"Will you instal the fixtures yourselves?" asked "Hardware and Metal."

"Yes," came the reply, "We have now a large furnace, tinsmithing business and have men qualified to put in the fixtures. And, by the way you can credit your advertising columns with that sale. The James Morrison Brass Mfg. Co., Toronto, is the only firm advertising these goods in your paper. This decided me to examine their stock and I was so satisfied with what I was offered these that I gave them the order."

"Do you have much demand for tinsmithing?"

"Yes, we have a lot of reavetroughing and cistern work. The latter is quite a feature. Water is a valuable commodity in many places and the farmers as a rule trough the rain water to a large cistern in the cellar. In many cases they add a pump and a sink, both of which we place in position."

"What other lines do you carry?"

"We are primarily hardware dealers, carrying all general lines, including paints and oils, stoves, builders' hardware, metals, etc. Then, as the president of our company is interested in a lumber mill, we also make a feature of shingles, laths, doors, windows and general lumber."

"How do you find business?"

"Excellent, the volume of business we have done in stoves this Fall has been enormous. This is true to a lesser degree of many other lines. The big snow storm in September made things look bad, but everything has improved wonderfully. We are in a well settled district, the farmers round our town are well-to-do and consequently our business is of a steady nature."

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

SITUATIONS VACANT.

WANTED—Hardware Clerk; steady employment to good man; state age, experience, and salary expected. The Western Hardware Co., Regina, Assa. (1)

AGENCY WANTED.

MANUFACTURER with travellers calling on hardware trade in Ontario would like to carry line for other manufacturer on commission or percentage of expenses. Box 178, HARDWARE AND METAL, Toronto. f

TRUCKS

for Warehouse and Factory.



Save You Money
Do Men's Work
Draw no Salary

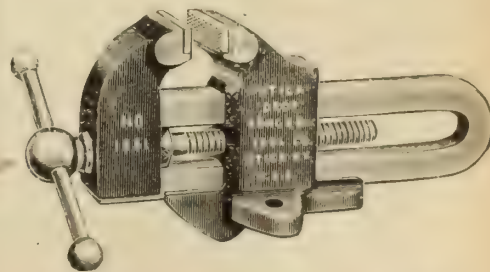
Our Trucks are guaranteed satisfactory.
Turn in their own length.

MADE IN CANADA.

H. C. Slingsby for Canada.

Factory,
Ontario Street,

Temple Building,
MONTREAL



MOST RIGID VISE ON THE MARKET.

The yoke is made of one solid piece of high carbon cold rolled steel, and bent in such a form as to make it absolutely rigid.

Will do the work of a vise one-third larger without straining or injury.

Send for the Green Book of Hardware Specialties for further description and price.

THE SMITH, HEMENWAY & CO.

Mfrs. of Cutlery and Hardware Specialties.

UTICA DROP FORGE & TOOL CO.,

Mfrs. of Nippers and Pliers,

296 Broadway, NEW YORK, NEW YORK.

PAINT, OIL AND BRUSH TRADES

Curdling of Varnish.

THE term curdling is applied when the mass of varnish in bulk gelatinises, or assumes a partially solid consistency, and when varnish added to paint breaks up into clots instead of becoming evenly amalgamated. The phenomenon is not by any means uncommon and deserves some attention. In the first form of curdling noted above, that in which the whole mass of varnish sets to a solid or semi-solid mass, excess of driers in the varnish is usually the cause, and it is therefore, as a rule, varnishes of the kind known as "hard drying" that usually exhibit the fault. Thus, hard church oak varnish, or a hard cheap oak varnish, is sometimes found to become quite gelatinized even when packed in tins away from the air.

The addition of varnish containing resinat driers, or of terebine containing the same ingredient or adulterated linseed oil, very often causes curdling. Certain oils, such as colza, which from time to time find their way into paint oils greatly induce curdling under such conditions. Curdling then may be considered a sort of finger post indicating that things are not as they should be, but whether the fault lies in the varnish or in the materials that have been mixed with it should be the subject of careful investigation.

White Copal Varnish

Under this description are usually included the palest copal oil varnishes that can be produced, says Oils, Colors and Drysalteries. The appellation "white," therefore, is not to be taken literally, because even the very palest of these varnishes possess a certain degree of color. Still paler varnishes can be obtained by dissolving damar gum in turpentine, but such varnishes cannot correctly be described as "white copal varnishes," nor should such mixtures be introduced into a genuine copal varnish.

Increased paleness at the expense of durability is often secured by this sophistication. A varnish containing da-

mar is liable to bloom and become brittle, which results in chipping or cracking. French oil varnish, white Coburg varnish, palest maple varnish and white marble varnish are examples of white copal varnishes. In these the gum used is a hard copal of the very palest color procurable, the oil is bleached and refined in a special manner, and the driers in the oil are of such a nature that they will communicate as little color as possible to the resulting varnish.

One of the great points of differences between varnishes of this nature is whether the varnish film darkens in color after drying. If two or more samples of white copal varnish made by different makers are applied side by side on a white surface, it is usual to find that they acquire varying degrees of color and this is a good criterion of their suitability for work where the minimum of color is desired.

Scott's Tests for Turpentine.

THE following tests for wood distilled turpentine were submitted by W. G. Scott to Drugs, Oils and Paints, and are reproduced by us for the benefit of turpentine consumers who may wish to make a simple test of the goods they are buying. Mr. Scott says:

In a test tube (size 6x5-8 in.) place about 10 cc. of the turpentine to be tested, then add about 10 cc. of C.P. sulphurous acid (not sulphuric) and shake four or five times until the two liquids are mixed. Set aside for 20 or 30 minutes to allow to separate, then observe the appearance and color of the two strata.

American Turpentine.

Separation takes place very slowly.

Upper Stratum—Opaque; milky white color.

Lower Stratum—Translucent; milky white.

Odor—Slight terpene smell.

Russian Turpentine.

Quick separation.

Upper Stratum—Translucent; faint turbidity.

Lower Stratum—Clear and colorless.

Odor—Slight pungent smell.

Pine Distillate (Dead Wood).

Medium slow separation.

Upper Stratum—Opaque; light buff color.

Lower Stratum—Translucent; yellow-amber color.

Odor—Distinct tar smell.

Pine Distillate (Live Wood).

Medium quick separation.

Upper Stratum—Translucent; lemon yellow color.

Lower Stratum—Clear and colorless.

Odor—Mild tar smell.

Rosin Spirit.

Medium slow separation.

Upper Stratum—Translucent; golden-yellow color.

Lower Stratum—Translucent; creamy-white color.

Odor—Pungent rosin smell.

Benzine (Petroleum Naphtha).

Quick separation.

Upper Stratum—Clear and colorless.

Lower Stratum—Clear and colorless.

Odor—Sulphurous gas smell.

Solvent Naphtha (Benzole).

Quick separation.

Upper Stratum—Slight turbidity; faint yellow color.

Lower Stratum—Clear and colorless.

Odor—Benzole and sulphurous smell.

Note—Pine distillate from stumps, dead wood, etc., if highly rectified, gives a reaction approaching that of the live wood distillate. The more the distillate is rectified the less turbidity and the more lemon yellow in color the reaction is.

For absolute results the tests should be made alongside of liquids of known purity, at least during the first trial or until the experimenter is familiar with the color reactions, odor, etc. The time of separation is as important as the color distinction.

Cod Liver Oil Higher.

The advance in cod liver oil continues. Druggists are charging six to eight times the price quoted a few years ago. For all purposes this oil is likely to be exceptionally dear for some time, owing to the poor fishing season in Norway last year.

LINSEED OIL

Raw and Boiled

"GUARANTEED PURE"

MANUFACTURED BY

Canada Linseed Oil Mills,
LIMITED,
MONTREAL.



BARRELS WANTED!!

We are open to buy good sound, oak
Linseed Oil, Turpentine, Varnish, and
Machine Oil Barrels.

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES.

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors,
Prepared Paints, Window
Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO.,
PHILADELPHIA.

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON,
LONDON.

Please mention HARDWARE AND METAL when writing.

WHILE THE CHRISTMAS BELLS CHIME
MERRILY THEIR GLADSOME MESSAGES OF
"PEACE ON EARTH AND GOOD WILL TO MEN"



We wish to join in the greetings of the season and to wish the trade, our customers and those who should be our customers (and this embraces pretty nearly everyone in Canada) the merriest of merry Christmases and the happiest of happy New Years.

Mindful of the cordial support we have received in the past year and confident of our own prosperity—using our intention to continue our business hereafter on the same honest basis as in the past as the basis for our confidence—we bespeak for everyone in our fair country, and for everything that bears the imprint, "Made in Canada," a successful and prosperous New Year.



The **Francis-Frost Co.,** Limited

Makers of "Ark Brand" Paints.

TORONTO, ONT.



CANADIAN TRADE WITH NEW
ZEALAND.

David MacKay, of New Zealand, is now visiting in Canada and the United States, with a view to picking up new ideas and particularly with a view to buying in Canada. New Zealand has adopted the preferential tariff for all British possessions, and particularly for Canada, and expects to develop a large trade with the Dominion in manufactured goods. At present he is placing orders chiefly for desks, chairs, and furniture, and applied to The MacLean Newspapers for information as to the largest manufacturers of these goods.

Paint and Oil Markets.

MONTREAL.

At time of writing there is no change to be noted in turpentine, but it is hinted by paint and oil men that it is held exceedingly firm. Stocks in Canada are not over abundant and an advance is considered quite probable. If anything, linseed oil is slightly weaker in quotations for round lots, but this weakness is not sufficiently pronounced to affect the prices for the ordinary demands of trade. Stocktaking seems to be in vogue among paint and oil firms and this in addition to the extremely cold weather has made general business of a sluggish character. Owing to the close of navigation all staples such as litharge, red lead, zinc and oxides are held very firmly. Cutting in white lead is not so pronounced as for some weeks back. We quote:

Ground White Lead—Best brands, Government standard, \$4.60 to \$4.75; No. 1, \$4.25 to \$4.40; No. 2, \$4 to \$4.10; No. 3, \$3.67 1-2 to \$3.77 1-2; No. 4, \$3.30 to \$3.40, all f.o.b. Montreal. Terms, four months, or 3 per cent. off for cash in 30 days.

Dry White Lead—\$4.25 in casks, and in kegs \$4.50.

Dry White Zinc—Pure dry, in casks, 61-4c.; in 100-lb. kegs, 63-4c.; No. 1, zinc, in casks, 51-4c.; in 100-lb kegs, 53-4c.

White Zinc (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No. 2, 6c.

Putty—We quote: Bulk, in barrels, \$1.50; in 25-lb. tins and irons, \$1.85; bladded putty in barrels, \$1.75.

Orange Mineral—Casks, 7c.; 100-lb. kegs, 71-4c.; smaller quantities, 81-4c.

Red Leads—Genuine red lead, in casks, \$4.25; in 100-lb. kegs, \$4.50; in less quantities, \$5.50 per 100 lb. No. 1 red lead, casks, \$3; kegs, \$4.25, and smaller quantities, \$5.25.

Litharge—Ground, casks, 5c.; in less quantities, 51-2c.; flake litharge, casks, \$5; smalls, \$5.50 per 100 lb.

Linseed Oil—Raw, 1 to 4 barrels, 46c.; 5 to 9 barrels, 45c.; boiled, 1 to 4 barrels, 49c.; 5 to 9 barrels, 48c. Terms, net cash 30 days. Delivered in Ontario between Montreal and Oshawa at 2c. per gallon advance.

Turpentine—Single barrels, 83 1-2c.; 2 to 4 barrels, 82 1-2c. Standard gallon of 8.6 pounds. Terms, net cash in 30 days.

Benzine—25 to 26c.

Shellac Varnish—Pure white, \$2.60 to \$2.80; pure orange, \$2.60 to \$2.80; No. 1 orange shellac, \$2.40 to \$2.60.

Mixed Paints—\$1.20 to \$1.40 per gallon.

Castor Oil—83-4 to 91-4c. in wholesale lots, and 1-2c. additional for small lots.

Seal Oil—48 to 50c.

Cod Oil—35 to 37 1-2c.

TORONTO.

Paris green is now being offered for future delivery. Other lines are unchanged though cutting still goes merrily on. Business is rather quiet as the wholesale houses are stocktaking and finding out how much they have lost by the cutting practices of the year. We quote:

White Lead—Ex-Toronto, pure white lead, \$4.75; No. 1, \$4.30; No. 2, \$4; No. 3, \$3.60; No. 4, \$3.35 in packages of 25 lb. and upwards; 1-2c. per lb. extra will be charged for 12 1-2-lb. packages; genuine dry white lead, in casks, \$4.87 1-2.

Red Lead—Genuine, in casks of 560 lb., \$4.75 to \$5; ditto, in kegs of 100 lb., \$5.25 to \$5.50; No. 1, in casks of 560 lb., \$4 to \$4.25; ditto, in kegs of 100 lb., \$4.25 to \$4.50.

Litharge—Genuine, 6 to 6 1-2c.

White Zinc—Genuine, French V.M., in casks, \$6 to \$6.25; Lehigh, in casks, \$6 to \$6.25.

Shingle Stain—In 5-gallon lots, 60 to 85c. per gallon.

Paris White—90c. to \$1 per 100 lb.

Whiting—60 to 65c. per 100 lb.; Gilders' whiting, 75 to 80c.

Shellac—Pure orange, in barrels \$2.45; white, \$2.60 per gallon; No. 1, 15c. less; in less quantities 30c. extra, including price of can.

Pumic Stone—Powdered, \$2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots and 8c. in bbls.

Linseed Oil—Raw, 1 to 2 bbls., 50c.; boiled, 53c.; 3 to 5 bbls., raw, 49c.; boiled, 52c.; 6 to 9 bbls., raw, 48c.; boiled, 51c., delivered. To Toronto, Hamilton and London, 2c. less.

Turpentine—Single bbls., 86c.; 2 to 4 bbls., 85c., delivered; 5 bbls. and over, open. Toronto, Hamilton and London, 2c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

Glues—Broken sheet, in 200-lb. bbls., 8 to 8 1-2c. per lb.; cabinet glue, in bbls., 11 1-2 to 12c.; emery glue, in bbls., 17c.; bookbinders', ground, 10 1-2c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

Putty—Common, \$1.65; pure, bladders in barrels, \$2.25; bladders, in 100-lb. kegs, \$2.40; bulk, in barrels, \$2.05; bulk, less than barrels and up to 100 lb., \$2.95.

Plaster Paris—New Brunswick, \$2 per bbl.

Liquid Paints—Pure, \$1.20 to \$1.40 per gallon; No. 1, \$1.10 per gallon.

Barn Paints—65 to 70c. per gallon.

Castor Oil—English, in cases, 71-2 to 8c. per pound, and 8 1-2 to 9c. for single tins.

Paris Green—English pure, Petroleum bbls., 141-4c.; arsenic kegs, 141-2c.; 50 and 100-lb drums, 15c.; 1-lb. packages, 16c.; 1-lb. tins, 17c.; 1-2-lb. packages, 1-2-lb. tins, 19c.

HALIFAX.

Local quotations on linseed oil have been again reduced by about four cents per Imperial gallon. This article is now jobbing at 50 cents for raw in barrels, and 55 cents for smaller quantities. There has been no change in turpentine which continues steady at last month's prices. There is but little demand at present for paints and oils and white and red leads are easy on account of price cutting in the upper provinces.

Window Glass.

MONTREAL.

There is still considerable talk of cutting in window glass, but a large house assures us that they are holding out for the prices quoted below. There is no doubt that prices are being much better maintained than for some weeks back. We quote the following unchanged prices: First break, 50 feet, \$1.70; second break, \$1.80 for 50 feet. First break, 100 feet,

CHURCH'S COLD WATER

ALABASTINE

has become so well-known through persistent advertising in newspapers, magazines, farm journals and trade publications, and so long in general use, that the word "Alabastine" in popular thought has come to mean the one thing desirable for walls.

There is only one genuine Alabastine, and only one absolutely safe to handle—safe from the point of view of sales and satisfaction, namely Church's Alabastine. You will be asked for Alabastine, and it will take argument to convince a customer that something else is the same thing or "just as good." Have you time to make the argument? Will it pay to run the risk of displeasing?

Give your 1904 order to your jobber or to us; whichever suits you best. The cost is the same.

THE ALABASTINE CO., Limited, PARIS, ONT.

\$3.25; second break, \$3.45; third break, \$3.95; fourth break, \$4.20.

TORONTO.

Owing to the serious cutting prices have been lowered and the method of quoting changed from a discount of 10 per cent. to net figures. We quote prices nominally as follows: Star, under 26 in., \$3.10; 26 to 40 in., \$3.30; 41 to 50 in., \$3.70; 51 to 60 in., \$4; 61 to 70 in., \$5; 71 to 80 in., \$4.30 net, Toronto, Hamilton and London.

Standard Paint & Varnish Works
Limited

Makers of High-Grade Varnishes, Japans,
Paints, Colors and Enamels.

WINDSOR, ONT.

R. E. THORNE, 768 Craig St.,
MONTREAL

Wholesale Agent and Importer

Dry Colors, Ochres, Bronze Powders,
Aluminum Powder, Schlag Metal,
Bronze Liquids and Varnishes.

Toronto Office—29 Melinda St.

HARDWARE AND METAL is the only journal in Canada concerning itself with the paint, oil and glass interests. Its markets are trustworthy and full.

GRADE



MARK

Nobles & Hoare.

CORNWALL ROAD STAMFORD STREET.

LONDON, ENG.

Manufacturers of

HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works
or from the principal Color Dealers in Canada.

Paints and Paints

Some are good, some poor. If **GLOBE PAINTS** were poor they wouldn't be 9 years on the market. It takes a good article to live as long as that. We are not only living, but growing. That means a good deal.

—When our salesman calls on you, pay good heed to what he has to say.



The Globe Paint Co.,

Limited

422-424 Adelaide St. W., Toronto.

"Island City" Paint and Varnish Works



Our "Island City" Enamel Paints
are the best in the market—17 artistic shades.

Our "Island City" Aluminum, Gold
and Silver Paints can be used with
great satisfaction on Furnaces, Radiators, all
sorts of Furniture and Ornaments that require
renovating.

P. D. DODS & CO., Proprietors, Montreal, Toronto, Vancouver.

Business Changes.

ONTARIO.

THE business of A. Graham, brick manufacturer, Ottawa East, is advertised for sale by auction.

N. Wenger & Bros., proprietors of saw and grist mills, Ayton, have advertised their grist mill for sale.

E. Baker, general merchant, Mountain, is dead.

Fraser Bros., Hastings, have advertised their business for sale.

J. F. Sholtz, hide dealer and whip manufacturer, Stratford, is dead.

H. Hagerty, general merchant, Summerston, has removed to Lunenburg.

C. Wilder & Co., dealers in scrap iron, Toronto, have dissolved partnership.

G. T. Barrett, general merchant, Ottawa East, has sold out to J. Laishley.

The Perth Flax and Cordage Co., Limited, Stratford, have suffered from fire.

E. Lanoul, general merchant, St. Onge, has assigned; meeting of creditors announced for 16th inst.

The Canadian Broom Co., Limited, Ottawa, have assigned to W. A. Cole. A meeting of creditors was announced for 15th inst.

QUEBEC.

The assets of H. Blanchard, general merchant, Granby, have been sold.

C. Lalouge, contractor, Ste. Conception, has registered.

Dean & McLeod, scale manufacturers, Montreal, has registered.

Rochou & Dournier, contractors, Montreal, have registered.

J. W. Stewart & Co., paint dealers, Montreal, are closing out their business.

St. Arnaud & Clement, provision dealers, Montreal, have dissolved partnership.

J. A. D. Annett, general merchant, Gaspé Basin, has assigned to Kent & Turcotte.

The Mount Royal Gas Engine and Machine Works, Montreal, have dissolved partnership.

The Locomotive and Machine Co., of Montreal, Limited, are asking for an extension.

The assignment of J. O. Lemire & Co., general merchant, St. Guillaume d'Upton, has been demanded.

F. Laranger, proprietor of a saw mill at St. Boniface de Shawenegan, has made an assignment.

The foundry of F. E. Came, manufacturer of railway specialties, Montreal, has been burned; loss partly covered by insurance.

H. Lamarre has been appointed curator of L. A. Levesque, hardware merchant, Ville Marie. Meeting of creditors announced for 17th inst.

J. Barnais, proprietor of a saw and planing mill, St. Raymond, has made an assignment. G. Lefavre has been appointed provisional guardian.

NEW BRUNSWICK.

The buckwheat and saw mills of E. W. Bell, Bristol, have been burned; insurance \$1,200.

D. F. Hoar, harness manufacturer, Moncton, has suffered from fire; loss covered by insurance.

NOVA SCOTIA.

A. H. Poole, contractor and builder, Sydney, has assigned to an official assignee for the benefit of his creditors.

T. Leonard & Sons, tanners, West Bay, have dissolved partnership. C. F. Leonard retires and the title of the business becomes T. M. Leonard & Son.

MANITOBA AND N.W.T.

G. Elliott, general merchant, Hamiota, is seeking an extension.

Tipling & Bektou, general merchants, Griswold, have been burned out.

C. Holzer, harness maker, Carievale, has sold out to W. J. Gilliland.

F. E. Griffin, general merchant, Penhold, has sold out to A. C. McIntosh.

The business of Riebel Bros., general merchants, Pierson, is advertised for sale. Montgomery & Colquhoun, general merchants, Deloraine, have dissolved partnership.

Dalgeish & Co., general merchants, Margaret, have advertised their business for sale.

A. Urquhart, hardware merchant, Yellow Grass, has sold out to A. S. Baker.

G. H. Kimball, general merchant, Fort Saskatchewan, has sold out to Simmons & Faulkner.

BRITISH COLUMBIA.

J. Davis and N. McLellan, general merchants, Grand Forks, are opening a branch at Coleman.

R. G. Buchanan & Co., crockery dealers, Vancouver, are registering the dissolution of business.



THE
**CANADA PAINT
COMPANY**
OF

MONTREAL & TORONTO
wish
their friends
at home and abroad

A
**MERRY
CHRISTMAS**

and a

**HAPPY
NEW YEAR.**



Did you ever consider

Breakage

when buying

WINDOW — GLASS?

Our Glass is packed in

Special Strong Cases.

Quality is selected, insuring

Contents of Cases Sound.

It costs no more than the old style of packing with broken glass.

Write for special prices.

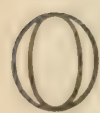
We manufacture and import everything in glass required for
building purposes.

THE HOBBS MANUFACTURING CO.

LONDON, ONT.

LIMITED,

A Criticism of the United States Parcels Post Bill.



NE of the most timely and widely discussed addresses delivered before the National Hardware Association convention at Atlantic City was that of W. P. Bogardus, president of the National Retail Hardware Dealers' Association on "The Parcel Post." It is worthy of attention from Canadian retailers in view of the possibility of legislation favorable to the catalogue houses being introduced in the Canadian Parliament. Mr. Bogardus was reported by *The American Artizan*, as follows:

There seems to be a feeling on the part of some that the Government was organized to look after their private affairs and take care of them. To this end propositions are continually being brought to the attention of Congress, and action urged upon all ill-digested measures. And the result is a great accumulation of special legislation that is unjust and unfair to the general public. Our attention is being called at present to a bill that is to be introduced in Congress, at the coming session, and if possible passed into law. This bill is called a Post Parcels bill, and the purpose of it is to have the Government carry as merchandise all sorts of goods in the mails. One paper advocating the bill lays particular stress on the idea that he can get his vegetables fresh every morning by mail. The bill further purports that the Government shall insure the safe delivery of goods up to the amount of \$10 without the sender declaring any value. When he declares a value than the Government will pay the sender the full value of his shipment up to \$25 on proof that the goods were damaged or lost through fault of the Government. All this work is to be done by the Government for one cent on packages of less than three ounces, two cents for packages over three ounces up to six ounces, five cents for a pound, two cents up to the limit of 11 pounds. No package shall be over three and a half feet long nor occupy more than two cubic feet. This bill evidently is not original with the man who drew it. It might with perfect propriety be called "an Anglomaniac," for it is not to the "manor born," but is an importation from the paternal government, brought here with the evident intention of trying to graft it on a democracy. The ef-

fort should be a failure, because it is legislation for the few at the expense of the many. This is a Government of the people, for the people, and by the people, and we have no use for paternalism in this country.

Postoffice Department is Weighed Down

The Postoffice Department is weighed down, at the present, with a burden that results in an annual deficit running into millions of dollars. This deficit is brought about year after year as a result of special legislation. The rate on second-class matter is one cent per pound. The actual cost to the Government for handling and transporting second-class matter is seven cents a pound. So that on every pound of second-class matter sent through the mails, the Government loses six cents. If second-class matter was confined to the limits prescribed by the statute, even if there continued to be a loss on account of it, no one would raise any objection.

A Most Hopeful Sign of the Times.

The universal reading of the newspaper and magazine by the people of this country is one of the most hopeful signs of the times. It means a broader view on all subjects; it means that the American people think. To many the newspaper and magazine constitute their entire library. I would not under any circumstances deprive them of their paper or magazine.

Who is Going to Pay This Loss?

Now with the fact of this continued deficit staring us in the face, it is purposed that the third and fourth-class matter be consolidated into one class, and under the name of merchandise be sent through the mails at an actual loss of from two to five cents on every pound so shipped. Who is going to pay this loss, and how long will the public stand for it? At present the loss on second-class matter is partially made up by the excessive charge of two cents on letters. When the business men of the country presented a petition for a reduction of letter postage to one cent the Postmaster-General said it could not be done, because the Government could not afford it. So you see that every one who writes a letter helps to overcome the shortage occasioned by the rates on second-class matter. Shall we extend this losing rate to other classes? Who will be benefited by it? There are certain houses

rely for their success in business on their ability to get their catalogue in the hands of as many people as possible. At present it costs 32 cents to send out a four-pound catalogue. Under the proposed measure it would cost eleven cents. At present the catalogue bears the burden of transportation. Under the proposed bill the Government would have a very large share of the expense of transportation to pay. Why should this be asked of the Government?

Misuse of Postoffice Facilities.

One of the peculiar conditions that has arisen under the handling of second-class matter is referred to in the last available report of the Postmaster-General.

A certain publication sent through the mails cost the Government for each issue \$11,184, for transportation, and for handling an additional \$4,473, making a total of \$15,657. For this the Government receives in postage \$2,236, leaving a balance of loss to the Government of \$13,420. There is 112 tons sent out at each issue. It costs the publishers \$4,473 for the paper and an additional \$2,864 for the expenses of getting out the publication, making a total of \$7,337. So you see the Government pays \$6,083 more than the publishers to get the publication in the hands of the readers. And the most astonishing fact in connection with this remarkable transaction is that in the opinion of the Postoffice Department there is not one genuine subscriber for any of the 112 tons. For the advertisements in each issue of this publication the publishers get \$53,780. It is to the interest of every legitimate publisher to join hands in building up a sentiment against any such misuse of the postal facilities. Especially when the fact is developed that this publication is not devoted to the spread of information of a public character, takes no interest in literature, the sciences, arts or any special subject. It is just advertisements. If this was the only case it would not have the force that it does, but it is one of a very large number. And if it does not serve to warn us the time will come when an angry public will arise in its wrath and strike indiscriminately at the special rate that is now so much perverted by illegitimate publications.

A False Precedent.

The English Parcels Post bill is held up as a shining example of what we should do in this country. But the example fails utterly when we remember that the average haul of parcels and letters in England is forty miles, while here it is 442 miles.

The railways of England, Ireland and Wales are 21,885 miles long and they carry annually 1,142,000,000 passengers. The railways of the United States are 200,000 miles long, and they carry annually 600,000,000 passengers. The mail routes of England are 4,300 miles. The mail routes of the United States are 507,774 miles. The price in England is two cents for the first pound and one cent for each additional pound up to the limit of twelve pounds. If it costs one cent to carry a pound in England 40 miles can you with any degree of reason say that two cents is enough to carry a parcel in this country 442 miles?

An Annoying Experience.

The reference to the English Parcels Post is unfortunate for the reason that its continuance has resulted in a breaking down of the transportation facilities of the country. Harper's Weekly in one of the September numbers in an editorial calls attention to the experience of an American who was staying for a short time near London. He wanted to send his trunk to Southampton. The Parcels Post limit was twelve pounds. So that he must needs send his trunk with a man to London and buy a ticket to Southampton before he could get it checked. When a business depends on its ability to wreck others, and cannot succeed until it has torn some other business down, it has very few redeeming qualities.

Barrels of Flour as Postal Matter.

In the prospectus of the Post Parcels League we read that "barrels of flour and sacks of grain can be carried to better advantage to the public, under the postoffice and at low uniform rates." The League seems to base its argument on the proposition that if the Government can carry second-class matter for one cent per pound, why can it not carry merchandise at a two-cent rate. Perhaps it could, but when the fact that the Government is losing six cents on every pound of second-class matter is remembered it would seem very unbusinesslike for the Government to experiment any further in that direction. The attempt on the part of the Government

to do in connection with private corporations to get governmental aid to help build porations has always been a failure. Do you need confirmation of this statement? Go to the Government printing office, the navy yards, and other distinctly public works from municipal to national and you will find all the evidence you will need.

Governments are organized for the protection of the people and not for the purpose of entering into competition with their subjects. The Postal League says that this country has the best machinery for transportation in the world. We are ready to admit that, but it did not come from any work on the part of the Government. Private enterprise and push and vim brought it about, and the Government has taken advantage of these facilities to carry forward as complete a system of postal service, considering the distance covered, as there is on the face of the globe. And yet there are some who want some kind of a change. They want the Government to go into partnership with them and pay the freight. We protest against any action of this kind because there is no call for it by the people. It will only be through misleading statements that the people will ever be lead to call for it. The ones who will be largely benefited by the enactment of the proposed bill into a law are those who are seeking a breakdown to the jobber and retailer, for their avowed attention is to "cut out the middle man."

Unfair to Business Interests.

To this end they are seeking to enlist the press by promises of large amount of advertising and the advertising syndicate with larger fees. The bill is not fair to the business interests of the country. The large amounts now invested in transportation facilities for the prompt distribution of merchandise all over the country would be seriously jeopardized without any compensatory equivalence. It is unjust to the general public, because it adds to the taxes and increases the number of Government employes. Surely no one will contend that merchandise can be carried at the rates named in the bill all over this country. It is unbusinesslike to demand that goods shall be carried from Portland, Maine, to Portland, Oregon, for the same rate as they could be carried from Boston to New York. It is selfish because it aims to array the Government against the man

of small means and discourage him from going into business for himself. It is dangerous. The aim of such legislation up mammoth business interests in the large cities at the expense of the smaller towns and villages. It means that the retailer and his clerks will be looking for some other way to get a living, and the jobber and his travelling man will be looking in vain for his customers. There is no country so sure of peace and plenty as the one that is filled with small towns and cities. Large cities are a menace.

Special Legislation.

It is special legislation, and doubly dangerous, because it is in the interests of the few as compared with the interests of the many. It is socialistic in its tendencies, because it will help to educate the people to believe that the Government is on the side of the rich. This bill if passed will put immense fortunes in the hands of a few and bring ruin to many who now live contented in their small way and are useful and respected citizens. Outside of all personal interests I view the proposed legislation with fear and apprehension. I believe it tends towards teaching the people that they have a right to look to the Government for support. It tends to undermine the independence of the people and helps them to feel that it is the duty of the Government to help them get a living. It opens the way to very great corruption when a saving of \$500 can be made by two houses by the passage of this bill in shipping catalogues. The commercial spirit of the age and the opportunities afforded, the eagerness to get rich quick and a public sentiment that bows to wealth, without asking any questions as to how it was attained, makes the temptation opened by this bill, if passed, too great for the ordinary man to resist.

Desire a Fair Fight.

It means that old-fashioned honesty and independence must take a back seat. We are opposed to the bill because it is an effort on the part of the catalogue and mail order houses to get the Government to pay the expenses of their travelling men. The retail trade of this country does not want any legislation in their favor. Neither do they want any legislation favoring any other class. This is a fair fight and no favor.

HEATING AND PLUMBING

A Canadian Iron Pipe Mill.

AS with most industries in Canada, the establishment of iron pipe works in Canada has been only after many difficulties were overcome. At first the proper quality of pipe was not secured, and the opinion was freely expressed that iron pipe could not be made in Canada.

But determination and enterprise have worked together with such continuity that to-day there seems no doubt of the future of the industry in the country. Plumbers agree that to-day Canadian iron pipe suffers nothing by comparison of its quality with imported pipe. And the Canadian production is increasing.

Good things were expected of The Page-Hersey Iron and Tube Co.,

unionists demanded that he should force the non-unionist to join their union. This he refused to do, and the men went on strike. It was the old issue of the open or closed shop.

The firm did not worry, and the next morning the places of the strikers were filled. No difficulty was experienced in securing competent workmen.

Iron Pipe Lower.

Owing to the pressure of competition the price of iron pipe has been lowered all along the way. Canadian manufacturers are getting a better grip on the trade and are making their prices to hold the market for themselves as much as possible. The prices now quoted are 15 to

The architects are not willing to bind themselves to the extent of inserting an arbitration clause in their contracts, because they say that ultimately both employers and employed will please themselves, and when their own interests are at stake they cannot always be relied upon to assume an attitude of equity and impartiality. The arbitration clause, they think, will not mean any improvement on present conditions.

Special Meeting of Montreal Master Plumbers.

A special meeting of The Master Plumbers' Association, of Montreal, was held last week to discuss the proposals made to them by the Journeymen Plumbers. The agreement made about a year ago between the masters and the journeymen has not been strictly adhered to, and the latter are now making some new proposals as to the schedule of wages and general conditions of the trade. At last week's meeting of the Master Plumbers' nothing definite was decided upon, but as we go to press another meeting is being held, at which it is likely that some definite course of action will be decided upon. In the meantime the officers of the Association are not disposed to discuss the matter. It is understood, however, that the Master Plumbers think any further concessions are out of the question. They think that trade conditions will not allow of an advance in wages.

Building Permits Issued.

TORONTO.

Wm. E. Weale, six attached two-storey brick dwellings on Russet avenue, to cost \$9,000.

R. C. Vaughan, one pair two-storey brick dwellings on Euclid avenue, to cost \$4,000.

H. S. Mara, two pair semi-detached two-storey dwellings on Bellwoods avenue, to cost \$5,200.

H. S. Mara, two semi-detached two-storey brick dwellings on Gore Vale avenue, to cost \$5,200.

Canadian Northern Railway Co., vaults and staircase on corner of King and Toronto streets, to cost \$5,000.

Lillie C. Suydam, a pair of semi-detached two-storey and attic brick dwellings on Cottingham street, to cost \$6,000.



Interior View of Page-Hersey Mill, Guelph, Ont.

Guelph, Ont., and good things have been realized. This mill, which was described in last week's issue of this paper, is equipped with all the requisities for the most economical production of the best grade of pipe. The Canadian trade will be interested in the interior view of the mill herewith given.

Six Plumbers Strike.

One morning last week, six plumbers in the employ of Lessard & Harris, master plumbers and roofers, St. Elizabeth street, Montreal, quit work on the order of their union. The complaint was that a non-unionist was being employed. To a city newspaper Mr. Harris stated that the

20c. lower for small sizes, with a corresponding reduction in large sizes.

It is maintained by jobbers that this reduction is likely to be the last made by the trade for some time, and that the next change will be an advance.

Arbitration Between Builders and Laborers.

The proposal by the Building Trades Council, Toronto, to settle all matters of dispute between employers and laborers by arbitration is meeting with opposition from the Association of Architects. One architect, who is a member of the association, when interviewed on the subject, claimed that the scheme is not workable.

THE BRAND FOR 1904



It brings you business, satisfaction, success. Think it over for the coming season. Look at our "ads" and how we help you.

Ramsays Paints—Money-Makers.

A. RAMSAY & SON
MONTREAL

EST'D
1842

THE PAINT
MAKERS

LOOK OUT

DON'T
GET STUCK ON
SPURIOUS GREENS
"LUCAS" IMPERIAL
has this label
in colors. **FRENCH**

DEALERS and PAINTERS, BEWARE!
Insist on the genuine.

John Lucas & Co.
PAINT MAKERS,
NEW YORK, PHILADELPHIA, CHICAGO



Our Talk of Quality Means "Quality."

Every dealer consults his own interests and the permanency of his trade when he stocks

Boeckh's Household and Paint Brushes.

They invariably prove the most satisfactory to the consumer, because they are made to wear, and every customer is looking for and will stay with the dealer who gives the best value. If you don't your competitor will.

UNITED FACTORIES, LIMITED.

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OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cano's Newmarket Factories.

MONTREAL BRANCH: 1 and 3 DeBresoles St.

LONDON BRANCH: 71 Dundas St.

INDUSTRIAL GOSSIP

Hardware and Metal will be pleased to receive from any authoritative source industrial news of any sort, the location of companies, establishment of or enlargement of mills, factories, foundries or other manufacturing concerns, etc. All such correspondence will be treated as confidential when desired.

THE Dominion Salt Co., Limited, Sarnia, Ont., have been incorporated with a capital of \$200,000, to make and deal in salt. The directors are J. M. Dyer, M. Moore, F. F. Pardee, F. C. Norris and C. D. Wonsley, all of Sarnia.

The Peterboro' Cold Storage and Provision Co., Limited, Peterboro', Ont., have been incorporated with a share capital of \$300,000, to acquire the pork packing establishment of Geo. Carton in Township of North Monaghan, in Peterborough County. The directors are Jas. Middleton, M. Carton, W. H. Jeffs, Wm. Anderson, and J. W. Miller, all of Peterboro'.

The Gilman Door Co., Limited, Trenton, Ont., have been incorporated with a capital of \$100,000, to carry on the business of a manufacturer and dealer in lumber, pulp, paper, doors, window sashes, etc. The directors are D. Gilman, R. Weddell, both of Trenton, S. H. Blake, E. W. McNeill and R. Gowans, all of Toronto.

Toronto Junction is becoming quite an industrial centre. Six hundred employees are engaged there by the C.P.R., 271 by the Dodge Mfg. Co., Limited; 237 by the Canada Cycle and Motor Co.; 236 by Heintzman & Co.; 172 by the Gurney Foundry Co.; 149 by the Wilkinson Plow Co., and 287 by other firms. About half of these have to live in Toronto owing to difficulty in getting houses to live in at the "Junction."

NOTES.

The Wm. Davies Co., Toronto, are making a five-storey addition to their factory, 96x48 feet. A sprinkling system and a steam heating system will be installed.

The Wolverine Fish Co., Limited, incorporated in Michigan, have been licensed to carry on a general fish and cold storage business with a maximum capital of \$30,000.

The Ontario Securities Co., Limited, Toronto, have been incorporated with a capital of \$200,000, to conduct a general brokerage business. The directors are C. H. Fuller, G. D. Lewis and G. B. Woods, all of Toronto.

The Ripley Acetylene Gas Co., Limited, Ripley, Ont., have been incorporated

with a capital of \$2,000, to produce and sell acetylene gas for illuminating purposes. The directors are R. J. Graham, A. Munn, W. J. Crawford, W. H. Goodhue and S. G. Jackson, all of Ripley.

The Crown Lumber Co., Limited, Woodstock, Ont., have been incorporated with a capital of \$40,000 to deal in timber lands and to cut timber. The directors are B. W. Yates, W. C. Duffus, both of Detroit, and A. J. Wilkes, Brantford, Ont.

William Blackley, Limited, Toronto, have been incorporated with a capital of \$10,000, to carry on the business of a dry goods and millinery firm. The directors are Wm. Blackley, F. B. Allan, A. G. Blackley and Myra Blackley, all of Toronto; and H. J. Tharle, Buffalo.

The Slated Relief Map Co., Limited, Toronto, have been incorporated with a capital of \$40,000, to carry on the business of general printers, engravers, publishers and stationers. The directors are W. Scott, R. W. Doan, M. Moyer, A. B. Shantz and Q. J. Clark, all of Toronto.

The Wilcox Mfg. Co., of Ontario, Limited, London, have been incorporated with a share capital of \$40,000, to manufacture and deal in hardware, hardware specialties and hardware sundries. The directors are De Witt Simpson, W. S. Ferris, both of Aurora, U.S.; and C. E. Santo, of London.

The Dominion Coal and Coke Co., Limited, Montreal, have been incorporated with a share capital of \$4,500,000, to carry on in all its branches the business of a coal mining company. The directors are F. Thompson, R. G. Heneker, W. J. Henderson, W. G. Mitchell and W. S. Macalister, all of Montreal.

ELECTRIC POWER FOR ONTARIO.

THE Municipal Power Commission, having been completed by the addition of Mr. Ross, the electrical expert, will at once set to work on a report of cost. This report P. W. Ellis, a member of the Commission, states, will be of the most comprehensive character. Subsidiary reports will be obtained from hydraulic engineers on cost of development, from electrical engineers on

cost of electrical construction of all kinds, from civil engineers as to right of way, and from expert accountants to enable the municipalities to finance the proposition. That will show not only what the cost of development and transmission is to each municipality, but at what figure electricity may be sold by that municipality, whatever its circumstances, at a sufficient figure to meet all questions of sinking fund, maintenance, wear and tear, etc. The services of the accountant will be of particular advantage in placing the municipality in a sound financial position. The whole report, at the same time, will be so concise and clear that any councillor or ratepayer will understand it at a glance.

Mr. Ellis is quite sanguine of the success of the undertaking, and points out how much Toronto would benefit thereby. The lowest cost of electric power, even to large consumers, is \$60 per horsepower, whereas Hamilton is offering it for \$20 per horsepower, Bracebridge for \$14 per horsepower, Peterboro for \$12 per horsepower, and so all round, showing how much more advantageous such places are for manufacturers. Properly developed, municipal power could be sold at \$15 per horsepower in Toronto. He points to the great success of the waterworks in Toronto, notwithstanding the wants of continuity of management. This defect is remedied in the power commission, for the act makes the commission permanent. The commissioners have no thought of spoliation of vested interests, but do not see why municipalities should continue to pay for watered stock and stock speculation. The report of the commission will probably take four or five months to prepare.

Mr. Ellis and Ald. Spence appeared before the Toronto Board of Control this week to urge that Toronto assume its share of the expenses of preparing the report of the commission. The proportion was based on a rate of \$88.23 per million of assessment, which would make the city's share \$12,000 if only six municipalities would join. But many others were sure to do so, and that would further reduce the cost. The Controllers were doubtful whether Council would undertake so large an expenditure at the end of the year, but they decided to recommend that the matter be reported on by the Electric Energy Committee, whose report will reach Council on December 28th.

Don't Forget the Name. . .

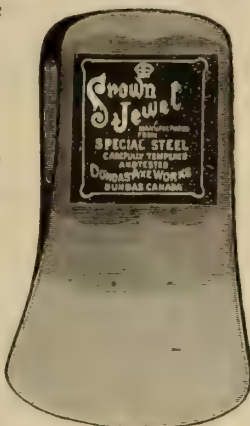
**NEWMAN'S INVINCIBLE
FLOOR SPRINGS****Strong, Quick, Reliable, Effective.**

Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.

W. NEWMAN & SONS, Birmingham.

We have made further improvements in our "Crown Jewel" Axe. There is no axe that will sell more readily at a good profit.

Dundas Axe Works,
DUNDAS, ONT.

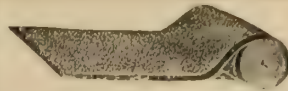
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**For Roofing, Siding,
Eaves-Trough, Con-
ductor Pipe, Etc.**

You buy Corrugated Iron from some source. Have you ever written us on the subject? We ship promptly and anywhere, and our prices are right—from your point of view.

A. B. ORMSBY & CO.,
Cor. Queen and George Streets,
TORONTO, ONT.

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.



Write for free samples
Agents being placed in every district

Arrow Brand Asphalt Ready Roofing

Easy to lay—lasts long—needs no painting, as it comes in rolls already surfaced with gravel.

A. C. JENKING, Sole Selling Agents,
Room 215 Coristine Building, - - **MONTREAL.**

Will Hold Up a Shelf!

That's what a shelf bracket is for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO.,
New Haven, Conn., U.S.A.

\$2 FOR THIS SMALL SUM THE **\$2**
MANUFACTURER and SUPPLY MERCHANT

may keep posted on new openings for trade.

The CANADIAN CONTRACT RECORD

reports weekly all projected building and other construction works throughout Canada as well as new business enterprises.

Send your name and address with \$2 for a year's subscription to

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\$2 TORONTO and MONTREAL **\$2**

MADE IN ENGLAND.
HACK SAW BLADES
MADE BY
CHAS. BAYNES
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THE "SUN" BRAND PORTLAND CEMENT.

We make only one quality and that the best. Ask us for quotations.

The Sun Portland Cement Co., Limited
OWEN SOUND
JAS. A. CLINE, Managing Director.

The Hanover Portland Cement Co., Limited

HANOVER, ONTARIO.

Manufacturers of "Saugeen Brand"
the Celebrated **OF PORTLAND CEMENT.**

Prices on application.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,
Cables—Emlyn Engineering Works,
Machinery, Newport. **NEWPORT, MON., ENGLAND.**

**STEEL
Shelf Brackets**

TRY A SAMPLE LOT. THEY WILL TELL YOU THE
TALE BETTER THAN WE CAN.

ASK YOUR JOBBER

Grand River Metal Works

GALT, - ONT. LIMITED

ATKINS HIGH-GRADE, CROSS-CUT SAWS

ARE SUPERIOR TO ALL OTHERS IN MATERIAL, TEMPER, WORKMANSHIP, FINISH AND CUTTING QUALITIES.

OUR VICTOR, TUTTLE TOOTH AND SEGMENT GROUND SAWS ARE THE FAVORITES IN THE CAMPS



E. C. ATKINS & CO.,
INCORPORATED.

Factories and Home Office: INDIANAPOLIS, IND., U.S.A.

H. P. HUBBARD, Sales Agent for Canada. Toronto Office: 30 Front St. East. Tel. Main 1896.

LEADING MANUFACTURERS OF HIGH-GRADE, CROSS-CUT, HAND, BAND, CIRCULAR, HACK, BACK, WOOD AND SMALL SAWS OF ALL KINDS.

Write for Catalogue and Prices

IRON ^{AND} STEEL

Round Edge Tire, Flats,
Rounds and Squares,
Half Rounds, Ovals, Half Ovals,
Band Iron,
Wrought Washers.

LONDON ROLLING MILL CO., Limited,
LONDON, CANADA.

PAGE-HERSEY IRON & TUBE CO.,

GUELPH, CANADA,

Limited

MANUFACTURERS OF

BLACK AND GALVANIZED

WROUGHT MERCHANT PIPE

OF SUPERIOR QUALITY AND FINISH.

The New Century Ball-Bearing Washing Machine.



Not the cheapest but decidedly the best Washing
Machine made.

Five to seven minutes only required for a tubful.
The operator need not stand when using it, and there is practically
no wear on garments.

Full information given on application.

THE DOWSWELL MANUFACTURING CO.,

Hamilton, Ont.

Limited.

W. L. HALDIMAND & SON, Montreal, - Eastern Agents.



Pleasant Negotiating.

When you have that
feeling of confidence in
your argument, it is a
pleasure to talk. But no
talk is necessary with the

DUNLOP

SIDE WIRE TIRE

RETURNED

APR 11 1901

Cut 22-1/2

Post

because it is a convincing argument in itself. It is an improvement
that has improved. The retaining wires of this tire are set outside the
rubber and rest upon cross bars that are vulcanized into it. The
bearing, coming into force that the wire exerts upon the rubber is thus
counteracted. Brings out and displays the wearing and resilient qual-
ities of rubber as no other tire-fastening can. We are the sole makers
in Canada.

WRITE FOR CATALOGUE.



THE DUNLOP TIRE CO., Limited,
TORONTO, CANADA.

Agencies: Montreal, St. John, Winnipeg, Vancouver.

Builders' and Contractors' Supplies

How to Lay Cement Floor.

THE following procedure for laying a cement floor is given by a correspondent: In laying a cement floor, first determine your level and fall. You can either fall to middle or one end. We suppose you put fall to one end farthest from kennel. Excavate 4 inches from level, allow about $2\frac{1}{2}$ inches for fall. This will keep it dry. Then get some old brickstone or rubble, throw in, and break over in their bed to $2\frac{1}{2}$ inches in depth with hammer. This will make solid bottom as well as key for concrete. Then get your gravel, ground slag, or granite chippings, whichever is the cheapest in your locality; put three barrows of one of these and one barrow of sand to one bag of cement; turn over twice dry, and then wet up, and turn once more. If you are going to put railings round, put boards on edge, about 4 or 5 inches deep, to hold up rubble and concrete. These would be best put to finished face of concrete, and they will act as screeds; put in stakes to hold boards in position. You will now be ready for laying concrete, which should average $1\frac{1}{2}$ inches in depth. If you have not boards up, lay a screed down either side to the level of finished floor about 6 inches wide. This will be a guide for your lath, which should be about 4 feet long. Fill in the middle with concrete, and work off with lath to level of screed, to insure a true face. Allow about three hours for it to stiffen, then face up nice and smooth with a plasterer's steel float. Do not lay concrete on soil or clay, or it will bend and crack before long; and if the air is frosty, cover over for a day or two with bags or matting, or it will skin, and ruin the face. It will take about 1 cartload of brick rubbish, 6 barrows of gravel, 2 of sand, and 2 bags of cement.

The Building Trade.

Toronto architects say it is probable that there will not be as much building going on in the city next year as this, and give as a reason the scarcity of building material and labor and the high prices prevailing generally. In building Toronto is keeping nicely up to requirements, with a fair and even amount of construction in progress continually.

The Front & Woods Co., Smith's Falls, have purchased a lot in Souris, Man., and will erect large implement warehouse.

J. F. Brown, architect, Toronto, is getting out plans for the reconstruction of

Baptist churches at Hespeler and Peterboro respectively.

The Bank of Montreal are considering a proposal to erect a bank building at Hochelaga, Montreal.

Ingersoll, Ont., ratepayers will at the municipal elections vote on a by-law to spend \$20,000 on municipal buildings.

Low Cement Prices in United States.

The United States Cement market has been demoralized by overproduction. At a meeting of manufacturers in New York last week it was brought out that where as the American manufacturers heretofore have been unable to supply the United States market, there has accumulated since the strikes among the building trades of New York and New England a surplus of 2,000,000 barrels of Portland cement. From a price of between \$1.35 and \$1.50 a barrel for material in bulk at the mills it has decreased to between 90c. and \$1 a barrel.

It has been found by the manufacturers that the price of the product had decreased far below what they considered a fair one, and temporary cessation of operations, it was believed would raise it to a normal figure again. Several of the larger works will be closed down in consequence, and it is hoped to in this way

work off the surplus and restore prices to a profitable basis.

A delegation representing capitalists who desire to develop the water power at Fort Francis, Ont., have interviewed the Government asking for privileges, the exact nature of which they will not disclose. It is expected, however, that the construction of the power works will be started before long.

A CORRECTION.

Editor HARDWARE AND METAL,—

In one of your recent issues there is a paragraph regarding wire netting, wire, etc., reading thus: "Rylands Bros., Ltd., Warrington, England, have appointed Jaffee & Sons, of Manchester, as sole agents for the sale of their manufactures in Canada. Mr. Alexander Gibb, 13 St. John street, Montreal, the Canadian representative of Jaffee & Sons, will be glad to furnish quotations of netting, and plain or barb wire."

We think that for the reliability of your paper it would be wise if you corrected this. Messrs. Jaffe & Sons are not sole agents for Messrs. Rylands in Canada, which statement may be amply proved by access to Messrs. Rylands letter on the subject held by our Mr. Pelton, 388 St. Paul street, Montreal.

JOHN SHAW & SONS, WOLVERHAMPTON, Ltd.

H. W. Birch.

Wolverhampton, Dec. 2, 1903.

APOLLO

Why use poor galvanized iron at all?

Apollo is cheaper, even for average work.

It is so workable.

Quick service.

Return a whole sheet for an inch of fault.

American Sheet Steel Company, New York
Representatives for Canada
B. & S. H. Thompson & Company
38 St. Sulpice Street
Montreal

Henry Boker's "Montreal Hockey"



A Special Pattern for Experienced Players.
Made of the finest Crucible Tool Steel, carefully tempered.
FOR SALE BY LEADING WHOLESALE HOUSES.

CURRENT MARKET QUOTATIONS.

Dec. 18, 1903

These prices are for such quantities and conditions as are usually ordered by retail buyers. Orders being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lead and Frag and Strains
 5 and 28 lb. ingots, 100 lb. \$29.50 \$30.50

TIN PLATES

Charcoal Plates Bright		Per box.
M. I. S. equal to Bradley		
1 C. usual sizes		\$8.50
1 N. " "		8.00
1 X. " "		9.50
Famous, equal to Bradley		
1 C. " "		6.75
1 N. " "		8.25
1 X. " "		9.75
Raven and Vulture Grades		
1 C. " "		4.50
1 N. " "		5.50
1 X. " "		6.50
1 N. N. " "		7.50

Dumfries Crown Best Double Coated Tinned		Per box
1 C. " "		5.50
1 N. " "		6.50
1 X. " "		7.50
Alway's Best Standard Quality		
1 C. " "		4.50
1 N. " "		5.50
1 X. " "		6.50

Coke Plates Bright		
Bessemer Steel		
1 C. " " size, 14x20		3.65
1 C. " " special sizes, base		3.90
20x28		7.75

Charcoal Plates Tinned		
Dean or J. G. Grade		
1 C. 20x28 112 sheets		6.75
1 X. Tinned Tin		10.50

Charcoal Tin Boiler Plates		
Cookley Grade		
1 C. 14x56 50 sheets (base)		7.00
14x60		
14x65		

Tinned Sheets		
72x30 up to 24 gauge		7.50
28		8.00

IRON AND STEEL.

Common bar, per 100 lb.	2.00
Refrined	2.40
Horse shoe iron	2.40
Hoop steel, 1 1/2 to 3 in. base	2.90
Sleigh shoe steel	2.10
Tire steel	2.20
Reel machinery	3.00
Tie rail steel	2.85
T. Pipe, 4 ft. x 1/2 in. steel, per lb.	0.12
Isosap's tool steel	0.13
Morton's tool steel	0.12
Black Diamond and "B.C." tool steel	0.10
Chas. Leonard's tool steel	0.08
Jonas & Colver's tool steel	0.10
" " Air Hardening	0.70
Drill steel, per lb.	0.08
Russia Iron	
Genuine	0.11
Imitation Dom Crown	0.06

STEEL BOILER PLATE

1 in.	2.50
3/16 in.	2.60
1/2 in. and thicker	2.50

RABBIT METAL.

Tandem, A.	per lb.	0.27
B.		0.21
C.		0.11
Frictionless Metal		0.23

Syracuse Smelting Works:

Aluminum, genuine	0.45
Government	0.44
Tough	0.40
Hard	0.40
Dynamo	0.30
Special	0.25
Harmony	0.22
Car Box	0.20
Extra	0.15

The Canada Metal Co.:

Imperial, genuine	0.40
Metallic	0.30
Hercules	0.20
Star	0.15
No. 1	0.12
No. 2	0.10
No. 3	0.06
No. 4	0.05

Geo. Langwell & Son.

No. 1	0.08
No. 2	0.07
No. 3	0.05
Extra	0.09

BLACK SHEETS.

Montreal Toronto		
10 and 16 gauge	2.25	2.55
18 gauge	2.30	2.60
20	2.30	2.60
22 to 24 gauge	2.35	2.70
26	2.40	2.80
28	2.40	2.90

COPPER WIRE.

Discount, 50 per cent.	
Ordinary	2.65
All bright	3.50

CANADA PLATES.

Ordinary. Dom.		
18x24x32	4.25	4.35
60	4.30	4.40
20x28x60	8.30	8.70
64	9.00	9.20

GALVANIZED SHEETS.

Fleur-de-Lis Comet Bell. Head		
16 gauge	3.65	3.75
18 to 24 gauge	3.75	3.75
26	4.00	4.00
28	4.25	4.05

American brands, \$4.40 for 28 gauge. Less than case lots 10 to 15c. extra.

CHAIN

Proof coil, 3-16 in., per 100 lb. 6.10

5-16	6.10
3-16	4.70
1-16	4.00
1-16	3.80
1-16	3.70
1-16	3.55
1-16	3.35
1-16	3.30

Halder, Kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.
Jack chain, iron, single and double, discount 35 p.c.	
Jack chain, brass, single and double, discount 40 p.c.	

COPPER.

Ingot. Per 100 lb.		
Casting	13.50	14.00
Bars.		
Cut lengths, round, 1 to 2 in.	23.00	25.00
round and square, 1 to 2 inches	23.00	25.00

Sheet

Plain, 16 oz., 14x48 and 14x60	20.00
Plain, 14 oz.	21.00
Tinned copper sheet	24.00
Planished	32.00

Braziers (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	0.22
35 to 45	0.21
50-lb. and above	0.20

BOILER AND T.K. PITTS.

Plain tinned, per lb.	0.28
Spun, per lb.	0.32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent	
Sheets, hard-rolled, 2x4	0.23
Tubing, base, per lb.	0.23

ZINC SPELTER.

Foreign, per 100 lb.	6.00
Domestic	6.25

ZINC SHEET.

5-cwt. casks	6.15
Part casks	6.50

LEAD.

Imported Pig, per 100 lb.	3.20
Bar, per lb.	0.05
Sheets, 2 1/2 lb. sq. ft., by roll	0.06
Sheets, 3 to 6 lb.	0.06

NOTE: Cut sheets 5c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 35 p.c. lvs. f.o.b. Toronto.

NOTE: Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

ANTIMONY.

Cookson's	per lb.	7.50
		8.00

SHOT.

Common, \$6.50 per 100 lb.; chilled, \$7.00 per 100 lb.; buck, seal and ball, \$7.50. Discount, 17 1/2 p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

PLUMBING GOODS.

BATH TUBS.

Zinc	6.00
Copper, discount 20 per cent. off revised list.	

BATHS.

Standard Enameled.	
5 1/2 ft. rolled rim, 1st quality	23.00
5 1/2 " 2nd	20.00

CLOSETS.

Plain York or Ontario Syphon Jet	\$9.60
Emb.	10.20
Fittings	1.00
Plain Simplex Syphon Jet	9.00
Emb.	7.50
Fittings	1.25
Low Down Elgin or Teutonic, plain	6.00
Low cmb.	6.50
Plain Richelieu	4.25
Connections	1.25
Closet connection	1.25
Basins, P.O., 14-in.	0.63
Basins, oval, 17 x 14-in.	1.50
Basins, 19 x 15-in.	2.00

IRON PIPE

Black pipe		Per 100 feet.
1/2 inch		3.25
3/4 " "		2.30
1 " "		2.45
1 1/2 " "		2.55
2 " "		2.85
2 1/2 " "		3.65
3 " "		5.20
4 " "		7.35
6 " "		8.95
8 " "		12.95
10 " "		17.25
12 " "		22.75
14 " "		28.75
16 " "		35.25
18 " "		41.00
20 " "		44.00
24 " "		57.50

Galvanized pipe

1/2 inch	3.20
3/4 " "	3.45
1 " "	3.90
1 1/2 " "	5.00
2 " "	7.20
2 1/2 " "	10.05
3 " "	12.20
4 " "	16.85

Malleable Fittings—Discount 15 p.c.

Cast Iron Fittings
 On unions, 55 per cent.; on nipples, 60 per cent.; headers and flanged unions, 52 1/2 per cent.; bushings, plugs and other than standard 57 1/2 per cent.

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 per cent.
 Cushion work, discount 50 per cent.
 Fuller work, discount 65 per cent.
 6 dozen lots and over of the above, extra discount 10 per cent.
 Lever handle Stops and Waste, discount 60 per cent. With, in lots of 2 dozen and over an extra discount of 10 per cent.
 Globe, Angle and Check Valves, discount 55 per cent.

Standard Globe, Angle and Check Valves, discount 60 per cent.
 Radiator Valves discount 55 per cent.
 Standard Radiator Valves, discount 60 per cent.

Patent Quick-Opening Valves, discount 65 per cent.
 No. 1 compression bath cock, net 2.00
 No. 4 " " " 2.00
 No. 7 Fuller's " " " 2.20
 No. 43 " " " 2.35

Patent Compression Cushion, basin cock, hot and cold, per doz. 15.06
 Patent Compression Cushion, bath cock, No. 2208 " 2.25
 Square head brass cocks, discount 55 per cent. iron 50 to 60

Competition Globe, Angle and Check Valve discount 70 per cent.
 Thompson Smoke-test Machine \$25.00

RANGE BOILERS.

Dominion, 30 gallon	5.50
" 35 " "	6.50
" 40 " "	7.50
Ronald's Galvanized, 30 gallon,	7.40
" 35 " "	8.40
" 40 " "	9.60
Copper, 30 gallon	22.00
" 35 " "	24.00
" 40 " "	28.00

Discount off copper boilers 15 per cent.

SOIL PIPE AND FITTINGS.

Light soil pipe, discount, 50 and 10 per cent. fittings, discount 50 and 10 per cent.
 Med. and Extra heavy pipe and fittings, dis. 55 and 5 per cent.
 7 and 8-in. pipe, discount 40 and 5 per cent.

SOLDER.

Per lb.		
Bar, half-and-half, guaranteed		0.19
Bar, half-and-half, commercial		0.18
Refined		0.18
Wiping		0.17

PAINTS AND OILS.

BLUESTONE.

Casks, for spraying	5.50
100-lb. lots do per lb.	0.08

COLORS IN OIL.

25-lb. tins, Standard Quality.		
Venetian red, per lb.	0.03	0.05
Chrome yellow	0.12	0.14
Golden ochre	0.07	0.10
French "		0.08
Marine black		0.04
Chrome green		0.10
French Imperial green		0.14
Signwriters' black		0.16
Umber	0.04	0.06
Sienna	0.04	0.07

WADE & BUTCHER'S

"SPECIAL" Razors

Are unequalled for quality and finish.

JAMES HUTTON & CO., - MONTREAL

Sole Agents for Canada.

COLORS, DRY.

Common ochre, bbls.	1 15	1 30
Yellow ochre (J.F.L.S.) bbls.	2 00	2 00
Brussels ochre.	2 00	2 00
Venetian red, bbl.	1 50	2 25
English oxides, per cwt.	3 00	3 25
American oxides, bbls.	1 25	2 75
Canadian oxides, bbls.	1 25	1 75
Super magnetic oxides, 93 p.c.	2 00	2 25
Burnt sienna, pure, per lb.	0 10	0 10
umber.	0 08	0 10
Raw umber.	0 08	0 10
Drop black, pure.	0 10	0 18
Chrome yellow, pure.	0 10	0 18
Chrome greens, pure per lb.	0 09	0 10
Golden ochre.	0 03	0 04
Ultramarine blue, in 28-lb. boxes, per lb.	0 06	0 12
Fire proof mineral, per 100 lb.	1 00	1 00
Genuine Eng. Litharge, per lb.	0 07	0 07
Mortar color, per 100 lb.	1 25	1 50
Pure Indian red, No. 45, lb.	0 08	0 10
Whiting (common), bbl.	0 55	0 50
English vermilion in 30-lb. bgs.	0 85	0 85

CASTOR OIL.

British, 1st qual, in cases, per lb.	0 08½	0 09½
small lots.	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal.	0 50	0 55
Pure olive.	1 40	1 40
neatsfoot.	0 90	0 90

WHITE LEAD.

Pure.	Per 100 lb.	
No. 1.	4 75	
No. 2.	4 50	
No. 3.	4 25	
No. 4.	3 87½	
Munro's Select Flake White.	3 50	
Elephant and Decorators Pure.	4 75	
Brandram's Genuine.	4 75	
Decorative.		
"Monarch" brand.		
Decorator's Pure.	4 75	
Sterling Pure.	5 00	
Island City Pure.	5 00	
Essex Genuine.	5 25	
Ramsay's Pure Lead.	4 75	5 00
Ramsay's Exterior.	4 50	4 75

RED LEAD.

Genuine, 560 lb. casks, per cwt.	\$4 75	\$5 00
Genuine, 100 lb. kegs.	5 25	5 50
No. 1, 560 lb. casks, per cwt.	4 00	4 25
No. 1, 100 lb. kegs, per cwt.	4 25	4 50

WHITE ZINC.

Extra Red Seal.	0 06	0 08
No. 1.	0 05½	0 07
No. 2.	0 05	0 06

DRY WHITE LEAD.

Pure, casks.		
Pure, kegs.		
No. 1, casks.		
No. 1, kegs.		

PREPARED PAINTS.

In ½, 1 and 1-gallon tins.		
Pure, per gallon.	1 20	
Second qualities, per gallon.	1 00	
Barn (in bbls.).	0 60	0 90
The Sherwin-Williams paints.	1 40	
Canada Paint Co.'s pure.	1 25	
Toronto Lead & Color Co.'s pure.	1 25	
Sanderson & Fenry's pure.	1 20	
Standard Co.'s "New Era."	1 30	
"Globe" barn.	60	
Francis-Frost Co.'s "Ark" Bd.	1 25	
British Navy deck.	1 50	
Henderson & Potts's "Anchor."	1 35	
Globe Paint Co.'s mixed.	1 30	
"barn and bridge."	0 75	
Ramsay's paints, Pure, per gal.	1 20	
Outside, bbls.	1 00	
Island City House Paint.	0 55	0 65
"Thistle."	1 25	
"Floor."	1 25	
National.	1 05	

PATTY.

Bulk in bbls.	1 70	
Bulk in less quantity.	1 95	
Bladders in bbls.	2 00	
Bladders in kegs, boxes or loose.	2 25	
25-lb. tins.	2 25	
12½ lb. tins.	2 50	
Bladders in bulk or tins less than 100 lb.	2 50	

VARNISHES.

In 5-gal. lots.	Per gal.	Net.
Carriage, No. 1.	1 50	1 60
Pale durable body.	4 10	4 25
"rubbing."	2 85	3 20
Gold size, japan.	1 50	1 60
No. 1 brown japan.	0 85	0 90
Elastic oak.	1 50	
Furniture, extra.	1 10	1 25
No. 1.	0 90	1 00
Hard oil finish.	1 35	1 50
Light oil finish.	1 60	1 70
Damar.	1 75	2 00
Shellac, white.	2 40	2 50
orange.	2 30	2 40
Turpentine, brown japan.	1 10	1 20
black japan.	1 10	1 20
No. 1.	0 85	0 90
Elastilite varnish, 1 gal. can, each.	2 00	
Granitine floor finish, per gal.	2 75	
Maple Leaf coach enamels; size 1.	\$1.20	
size 2, 70c.; size 3, 40c. each.		
Sherwin-Williams' kopal varnish, assorted		
case, from 1 gal., \$2.50.		

GLUE.

Common.	0 08	0 09
French medal.	0 10	0 14
White, extra.	0 18	0 22
Gelatin.		
Strip.	0 18	0 20
Coopers.	0 19	0 20
Huttner.		
Ground.	0 12	0 16
Cologne, genuine.		

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 per cent.	
Rim Fire Pistol, discount 40 p.c., American.	
Rim Fire Cartridges, Dominion, 50 and 5 p.c.	
Central Fire Pistol and Rifle, 10 p.c., Amer.	
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.	
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent.	
Central Fire, Military and Sporting, American, add 5 per cent. to list. B.B. Caps, discount 40 per cent. American.	
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 per cent. advance on list.	
Brass Shot Shells, 55 per cent.	
Primers, Dom., 30 per cent.; American, \$1.50.	

Wads.

per lb.	
Best thick white felt wadding, in ½-bags.	\$ 00
Best thick brown or grey felt wads, in ½-lb. bags.	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges.	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge.	0 23
Best thick white card wads, in boxes of 500 each, 8 gauge.	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges.	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge.	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge.	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each.	Per M.
11 and smaller gauge.	0 60
9 and 10 gauges.	0 70
7 and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge.	1 15
9 and 10 gauges.	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES.

Discount 20 per cent.	
ANVILS.	
Wright's, 80-lb. and over.	0 102
Hay Budden, 80-lb. and over.	0 09½
Brook's, 80-lb. and over.	0 11½

AUGERS.

Gilmour's, discount 65 and 5 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes.	5 50	6 00
Boys' Axes.	6 25	7 00
Splitting Axes.	7 00	12 00
Handled Axes.	7 50	10 00

AXLE GREASE.

Ordinary, per gross.	5 75	6 00
Best quality.	13 00	15 00

BELLS.

Hand.

Brass, 60 per cent.			
Nickel, 55 per cent.			
	Cow.		
American make, discount 63½ per cent.			
Canadian, discount 45 and 50 per cent.			
	Door.		
Gongs, Sargent's	5 50	8 00	
" Peterboro', discount 46 per cent.			
	Farm.		

House.

American, per lb.	0 35	0 40
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BELLOWS.

Hand, per doz.	3 35	4 75
Moulders, per doz.	7 50	10 00
Blacksmiths', discount 10 per cent.		

BELTING.

Extra, 60 per cent.	
Standard, 60 and 10 per cent.	
No. 1, not wider than 6 in., 60, 10 and 10 per cent.	
Agricultural, not wider than 4 in., 75 per cent.	

BITS.

Auger.

Gilmour's, discount 60 and 5 per cent.	
Rockford, discount 50 and 10 per cent.	
Jennings' Gen., net list.	

Car.

Gilmour's, 47½ to 50 per cent.	
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Expansive.

Gimlet.		
Clark's, per doz	0 65	0 90
Diamond, Shell, per doz.....	1 00	1 50
Nail and Spike, per gross.....	2 25	5 20

BLIND AND RED STAPLES.

All sizes, per lb.	0 07½	0 12
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BOLTS AND NUTS.

	Per cent.
Carriage Bolts, common (\$1 list)	
" 3-16 and ½ "	60
" 3-16 and ½ "	55 and 5
" 7-16 and up "	35
" full sq. (\$2.40 list)	60
" Norway Iron (\$3 list)	60
Machine Bolts, all sizes, ½ and less.	60
Machine Bolts, 7-16 and up.	55 and 5
Plough Bolts.	55 and 5
Blank Bolts.	55 and 5
Bolt Ends.	55 and 5
Sleigh Shoe Bolts.	70
Coach Screws, cone point.	70
Nuts, square, all sizes, 4c. per lb. off.	
Nuts, hexagon, all sizes, 4c. per lb. off.	
Stove Rods, per lb., 5½ to 6c.	
Small and medium, ball.	4 25
Small heel.	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.	
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BROILERS.

Light, discount 65 to 67½ per cent.	
Reversible, discount 65 to 67½ per cent.	
Vegetable, per doz., discount 37½ per cent.	
Hemis, No. 8.	6 00
Hemis, No. 9.	7 00
Queen City.	7 50

BUTCHERS' CLEAVERS.

German.	per doz.	6 00	11 00
American.	per doz.	12 00	20 00

BUTCHER KNIVES.

Bailey's.	per doz.	0 60	6 30
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BUILDING PAPER, ETC.

BUILDING PAPER, ETC.	
Tarred Felt, per 100 lb.	1 85
Ready roofing, 2-ply, not under 45 lb. per roll	0 90
Ready roofing, 3-ply, not under 65 lb., per roll	1 15
Carpet Felt	per ton 45 00
Heavy Straw Sheathing	per ton 35 00
Dry Sheathing	per roll, 400 sq. ft. 0 40
Tar	" 400 " 0 50
Dry Fibre	" 400 " 0 55
Tarred Fibre	" 400 " 0 65
O. K. & I. X. L.	" 400 " 0 70
Resin-sized	" 400 " 0 45
Oiled Sheathing	" 600 " 1 00
Oiled	" 400 " 0 70
Roof Coating, in barrels	per gal. 0 17
Roof	" small packages 0 25
Refined Tar	per barrel 5 00
Coal Tar	" 4 00
Coal Tar, less than barrels	per gal. 0 15
Roofing Pitch	per 100 lb. 1 10

BULL RINGS.

Copper, \$2.00 for 2½-inch, and \$1.90 for 2-inch.	
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BUTTS.

Wrought Brass, net revised list.	
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Cast Iron.

Loose Pin, discount 60 per cent.	
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Wrought Steel.

Wrought Steel.		
Fast Joint, discount 65, 10 and 2½ per cent.		
Loose Pin, discount 65, 10 and 2½ per cent.		
Berlin Bronzed, discount 70, 70 and 5 per cent		
Gen. B ronzed	per pair	0 40 0 65

CARPET STRETCHERS.

American.	per doz.	1 00	1 50
Bullard's.	per doz.		6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.	
Plate, discount 52½ to 57½ per cent.	

CATTLE LEADERS.

Nos. 31 and 32.	per gross	8 50	9 50
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CHALK.

CHALK.		
Carpenters' Colored, per gross	0 45	0 75
White lump.....per cwt.	0 60	0 65
Red	0 05	0 06
Crayon.....per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.	
Broad's, discount 60 and 10 per cent.	
Warnock's, discount 50 and 10 per cent.	
P. S. & W. Extra, discount 60 and 10 per cent.	

CHURN.

Revolving Churns, metal frames. No. 0, \$5	
No. 1, \$8.50; No. 2, \$9.00; No. 3, \$10.00	
No. 4, \$12.00; No. 5, \$16.00 each.	
wood frames, 20c. each less than the above	
Discounts. Factors, 30 and 30 per cent	
to O. Ottawa, Kingston and Montreal, 40 and	
15 per cent. Terms 4 months or 3 per cent	
cash in 30 days.	

Churn frames, including bearings, levers, etc.	
Nos. 0, 1, 2 and 3, wood, \$2.40, and 4 and	
5, \$2.85. Metal frames, 25c. extra. Dis-	
count 15 per cent., net 30 days.	

CLIPS.

Axle, discount 65 per cent.	
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"Same Quality as Last"

These are the words used by our old customers when ordering more goods, and their meaning is easily understood.

Our Building Papers, Roofing Felts and Wire Edged Ready Roofing are made to give satisfaction to the **User**, and those are the kind of goods the Dealer wants.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

COMPASSES, DIVIDERS, ETC.

American, discount 62½ to 65 per cent.

CONDUCTOR PIPE

Plain or Corrugated

2 inch	per 100 feet	3 00
3 "	" "	4 00
4 "	" "	5 25
5 "	" "	6 75
6 "	" "	9 00

CRADLES, GRAIN

Canadian, discount 20 to 25 per cent.

CROSSCUT SAW HANDLES

S & D, No 3	per pair	0 17½
S & D, " 5	" "	0 22½
S & D, " 6	" "	0 15
Boynton pattern	" "	0 20

DOOR SPRINGS

Torrey's Rod (15 p.c.), per doz.	2 00
Coil	0 88 1 60
English	2 00 4 00

DRAW KNIVES

Cosch and Wagon, discount 50 and 10 per cent.
Carpenters' discount 60 and 10 per cent.

DRILLS

Hand and Breast
Muller's Falls, per doz., net list

DRILL BITS

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS

Common, cork-lined, discount 35 per cent.

FLAUGHTROUGHS

10 inch per 100 ft. 10

ELBOWS (stovepipe)

and 6 inch, common	per doz.	1 20
7 inch	" "	1 35
Polished, 1½ in. per dozen extra	" "	

ESCUTCHEONS

Discount 40 per cent.

ESCUTCHEON PINS

Iron, discount 40 per cent.

FACTORY MILK CANS

Discount off revised list, 40 per cent.

FILES AND RASPS

Great Western	70 and 10 per cent.
Arcade	70 " 10 "
Kearney & Foot	70 " 10 "
Dunlop's	70 " 10 "
Amesbury	70 " 10 "
J. Barton Smith	70 " 10 "
McGowan	70 " 10 "
Eagle	70 " 10 "
Nicholson, 90 and 10 to 90, 10 and 5	
Royal	80 " 75 "
Globe	70 to 75 "
Black Diamond, 60 and 10 to 60, 10 and 5 per cent.	
Jowett's, English list, 25 to 27½ per cent.	
Nicholson File Co.'s "simplicity" file handle, per gross 50c. to \$1.50	

GLASS

Window Box Price

Size United Inches.	Per 50 ft.	Per 100 ft.	D. Diamond Per 50 ft.	Per 100 ft.
Under 25	2 0	3 80	6 75	
25 to 40	2 10	4 00	7 25	
41 to 50		4 50	8 75	
51 to 60		4 75	10 00	
61 to 70		5 00	11 5	
71 to 80		5 50	12 50	
81 to 85			14 00	
86 to 90			16 50	
91 to 95			18 00	
96 to 100			20 00	

A discount of 25 per cent. is offered on Double Diamond.

GAUGES

Marking, Mortise, Etc.

Stanley's discount 50 to 55 per cent.

Wire Gauges

Winn's, Nos. 26 to 33 each 1 65 2 40

HALTERS

Rope, 3 inch	per gross	9 00
Rope, 1 to 1½ inch	" "	14 00
Leather, 1-inch	per doz.	3 87½ 4 00
Leather, 1½ "	" "	5 15 5 20
Web	" "	1 87 2 45

HAMMERS

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.

TACK

Magnetic per doz. 1 10 1 20

SLEDGE

Canadian per lb. 0 07½ 0 08½

Ball Pean.

English and Canadian, per lb. 0 22 0 25

HANDLES

Axe, 2nd growth, per doz. net 3 00 4 00

tore door, per doz. 1 00 1 50

FORK

C. & B., discount 40 per cent., revised list.

Hoe

C. & B., discount 40 per cent., revised list.

Saw

American per doz. 1 00 1 25

Plane

American per gross 3 15 3 75

Hammer and Hatchet

Canadian, discount 40 per cent.

Cross-Cut Saws

Canadian per pair 0 13½

HANGERS

doz. pairs.

Steel barn door, 5 85 6 00

Stearns, 4-inch 5 00

" 5-inch 6 50

Lanes covered

No. 11, 5-foot run 8 40

No. 11½, 10-foot run 10 80

No. 12, 10-foot run 12 00

No. 14, 15-foot run 21 00

Lane's O.N.T. track, per foot 0 04½

HARVEST TOOLS

Discount 60 per cent.

HATCHETS

Canadian, discount 40 to 42½ per cent.

HAIR ENAMEL

Hen, dozen & Pelt's "Anchor Brand"

HINGES

Blind, Parker's, discount 15½ per cent.

Heavy T and strap, 4 in., per lb. 0 06½

" 5-in. " 0 06½

" 6-in. " 0 06

" 8-in. " 0 07½

" 10-in. " 0 05½

Light T and strap, discount 65 and 5 per cent.

Screw hook and hinge

9 to 10 in. per 100 lb. 4 50

12 in. up " 3 25

Spring per doz. pairs 12 00

HOES

Garden, Mortar, etc., discount 60 per cent.

Planter per doz. 4 00 4 50

HOLLOW WARE

Discount 45 and 5 per cent.

HOOSES

Cast Iron

Bird cage, per doz. 0 50 1 10

Clothes line	0 27	0 63
Harness	0 72	0 88
Hat and coat	per gro.	1 00 3 00
Chandelier	per doz.	0 50 1 00

Wrought hooks and staples Canadian discount 47½ per cent.

Wire

Hat and coat, discount 45 per cent.

Bolt, per 1,000 0 60

Screw, bright, discount 55 per cent.

HORSE NAILS

"C" brand, 40, 10 and 7½ per cent. off list

"M" brand, 55, per cent.

Countersunk, 55 per cent.

"Monarch," 50 and 7½ per cent. dis.

HORSESHOES

F. O. B. Montreal

No. 2 No. 1

and and

larger smaller

Light, medium and heavy 3 65 3 90

Snow shoes 3 90 4 15

Steel Shoes

XL, sizes 1 to 5 5 35

Light, No. 2 and larger 3 80

No. 1 and smaller 4 05

Featherweight, all sizes 0 to 4 5 35

Toeweight, all sizes 1 to 4 6 60

JAPANNED WARE

Discount and 5 per cent. off list, June 1899

ICE PICKS

Star per doz. 00 3 25

KETTLES

Brass spun 7½ per cent. discount off new list.

Copper per lb. 0 30 0 50

American, 60 and 10 to 65 and 5 per cent.

KEYS

Lock, Canadian dis. 40 to 40 and 10 per cent.

Cabinet, trunk and padlock

American per gross 1 00 0 60

KNOBBS

Door, japanned and N.P., per doz. 1 50 2 50

Bronze, Berlin per doz. 2 75 3 25

Bronze, Genuine " 6 00 9 00

Shutter, porcelain, F. & L.

screw per gross 1 30 4 00

White door knobs, per doz. 1 00

HAY KNIVES

Net prices.

LAMP WICKS

Discount, 60 per cent.

LANTERNS

Cold Blast per doz. 7 00

No. 3, "Wright's" 8 50

Ordinary, with O burner 4 00

Dashboard, cold blast 9 00

No. 0 " 5 75

Japanning, 50c. per doz. extra.

LEMON SQUEEZERS

Porcelain lined per doz. 2 20 5 60

Galvanized " 1 87 3 85

King, wood " 2 75 2 90

King, glass " 4 00 4 50

All glass " 0 50 0 90

LINES

Fish per gross 1 05 2 50

Chalk " 1 90 7 40

LAWN MOWERS

Woodyatt, 12-in. wheel 7 50

Star " 5 50

Daisy " (incl) 2 45

Philadelphia, 12-in. wheel 6 50

Ontario, " 14 25

Discount, 50 per cent.

Maxwell & Sons

10-in. high wheel 7 50 10 00

9-in. " 5 50 6 25

8-in. " 49 0 5 50

Discount 50 per cent.

LOCKS

Canadian, 40 to 40 and 10 per cent.

Russell & Erwin per doz. 3 00 3 25

Cabinet.
Eagle, discount 30 per cent.

Padlocks.
English and Am. per doz. 0 50 6 00
Eagle, discount 20 to 25 per cent.

MACHINE SCREWS

Iron and Brass.

Flat head, discount 25 per cent.

Round head, discount 20 per cent.

MALLETS

Tinsmiths per doz. 1 25 1 50

Carpenters, hickory " 1 25 3 75

Lignum Vitae " 3 85 5 00

Caulking, each " 0 60 2 00

MATTOCKS

Canadian per doz. 5 50 6 50

MEAT CUTTERS

American, discount 33½ per cent.

German, 15 per cent.

Gem per doz. each 1 15

MILK CAN TRIMMINGS

Discount 25 per cent.

NAILS

2d and 3d Cut. 3 45 3 45

3d " 3 10 3 12

4 and 5d. " 2 85 2 95

6 and 7d. " 2 75 2 80

8 and 9d. " 2 60 2 60

10 and 12d. " 2 55 2 55

16 and 20d. " 2 50 2 50

30, 40, 50 and 60d (base) " 2 45 2 45

Cut nails in carlots 5c. less.

Wire nails in carlots are \$2.40.

Steel cut nails 10c. extra.

Miscellaneous wire nails, discount 75 per cent.

Couplers' nails, discount 30 per cent.

NAIL PULLERS

German and American 1 75 50

NAIL SETS

Square, round and octagon,

per gross 3 38

Remington

Hammerless Shot Gun

GUARANTEED FOR NITRO POWDERS

Grade K. Made with
Remington blued
steel barrels.



Send for Catalogue containing
complete description of Guns,
\$25.00 to \$250.00, mailed free.

Grade K E D Made
with Damascus
barrels and Auto-
matic Ejector.

REMINGTON ARMS CO., ILION, N.Y., 313-317 Broadway, New York.
SOLD BY LEADING CANADIAN DEALERS. 86-88 First St., San Francisco, Cal.
NOT RETAILED BY THE MANUFACTURERS.

PLANE IRONS.
English per doz. 2 00 5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discount
37 1/2 to 40 per cent
Button's imitation per doz. 5 00 9 00
German " 0 60 60

PRESSED SPIKES.

Discount 20 per cent.

PULLEYS.

Hothouse per doz. 0 55 1 00
Axle " 0 22 0 33
Screw " 0 27 1 00
Awning " 0 35 2 50

PUMPS.

Canadian cistern 1 80 3 60
Canadian pitcher spout 1 40 2 10

PUNCHES.

Saddler's per doz. 1 00 1 85
Conductor's 9 00 15 00
Finners, solid per set 0 72
" hollow per inch 1 00

RAKES.

Wood per doz. net 1 20 up.

RAZORS.

Elliot's 4 00 18 00
Geo. Butler's & Co.'s 4 00 18 00
Boker's 7 50 11 00
" King Cutter 12 50 15 00
Wade & Butcher's 3 60 10 00
Theile & Quack's 7 00 12 00
Bailey's 6 00 12 00
Bailey's Brantford 10 00 11 00
Carbo Magnetic 15 00
Griffon Barber's Favorite 10 75
Griffon No. 65 13 00
Griffon Safety Razors 13 50
Griffon Stropping Machines 13 50
Lewis Bros. "Klean Kutter" 8 50 10 50

REGISTERS.

Discount 40 per cent.

RIVETS AND BURS.

Iron Rivets, black and tinned, discount 60 and
10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, 1c.
per lb.
Extras on Iron Rivets in 1/2-lb. cartons, 1c.
per lb.
Copper Rivets, with usual proportion burrs, 45
per cent. discount. Cartons, 1c. per lb.
extra, net.
Copper Burrs only, discount 30 and 10 per cent.
Extras on Tinned or Coppered Rivets, 1/2-lb.
cartons, 1c. per lb.

RIVET SETS.

Canadian, discount 35 to 37 1/2 per cent.

ROPE, ETC.

Sisal 0 11
Pure Manila 0 14
"British" Manila 0 12
Cotton, 3-16 inch and larger 0 00
" 5-32 inch 0 00
" 1/2 inch 0 15
Russia Deep Sea 0 08
Jute 0 11
Lath Yarn, single 0 11
" double 0 11
Sisal bed cord, 48 feet per doz. 0 65
" 60 feet " 0 80
" 72 feet " 0 95

RULES.

Boxwood, discount 55 per cent.
Ivory, discount 37 1/2 to 40 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished per set 0 70
" No. 50, nickel-plated, " 0 80

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent
Emery, discount 40 per cent.
Garnet (Ruton's): 5 to 10 per cent. advance
on list

SAP SPOUTS.

Bronzed iron with hooks per 1,000 9 50

SAWS.

Hand, Disston's, discount 12 1/2 per cent.
S. & D., discount 40 per cent.
Crosscut, Disston's, per foot 0 35 0 55
S. & D., discount 35 per cent. on Nos. 2 and 3
Hack, complete each 0 75 2 75
" frame only 0

SASH WEIGHTS.

Sectional per 100 lb. 2 25
Solid 1 75

SASH CORD.

Per lb. 0 22 0 25

SAW SETS.

Lincoln and Whiting 4 75
Hand Sets, No. 1 Woodyatt (Morrill) 4 25
X-Cut Sets, No. 3 Woodyatt (Morrill) 9 50

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne -
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
Dominion, discount 55 per cent.
Richfield, discount 55 per cent.
Warren's new Standard, discount 40 per cent.
" Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's per doz. 0 65 1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut
stained, 4-in. style per doz. 6 80
Common doors, 2 or 3 panel, yellow and
green stained, 4-in. style per doz. 7 00
Common doors, 2 or 3 panel, in natural
colors, oil finish per doz. 8 15
3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87 1/2
per cent.
Wood, R. H., bright, dis. 82 1/2 per cent.
" F. H., brass, dis. 80 per cent.
" R. H., dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., dis. 70 per cent.
Drive Screws, dis. 87 1/2 per doz. 3 25 4 00
Bench, wood " 4 25 5 00
" iron " 4 25 5 00
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net 6 00 9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Bailey Cutlery Co., full nickled, discou
and 2 1/2 per cent.
Bailey Cutlery, Japan Handles, discount 67 1/2
per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SINKS.

Cast iron, 16 x 24 0 85
" 18 x 30 1 00
" 18 x 36 1 40

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews 4 50 11 50

SOLDERING IRONS.

1, 1 1/2-lb. per lb. 37

SQUARES.

Iron, No. 493 per doz. 2 40 2 55
" No. 494 " 3 25 3 40
Steel, discount 60 to 60 and 5 per cent.
Try and Bevel, discount 50 to 52 1/2 per cent.

STAMPED WARE.

Plain, discount 75 and 12 1/2 per cent. off re-
vised list.
Retinned, discount 75 per cent. off revised list.

STAPLES.

Galvanized 3 60
Plain 2 80
Coopers', discount 45 per cent
Poultry netting staples, discount 40 per cent

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita per lb. 0 28 0 60
Hindustan " 0 06 0 07
" slip " 0 09 0 09
Labrador " 0 13
" Axe " 0 15
Turkey " 0 30
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe per gross 3 50 5 00
Grind, 2-in., 40 to 200 lb., per ton 25 00
" under 40 lb., " 28 00
" under 2 in. thick, " 29 00

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 00
7 inch 7 50

ENAMELINE STOVE POLISH.

No. 4, 3 doz. in case, net cash 4 80
No. 6, 3 doz. in case, " 8 40

TACKS, BRADS, ETC.

Carpet tacks, blued 80 and 15
" tinned 80 and 20
" (in kegs) 40
Cut tacks, blued, in dozens only 80
" 1 weights 60
Swedes cut tacks, blued and tinned
In bulk 80 and 10
In dozens 75
Swedes, upholsterers', bulk 85, 12 1/2 and 12 1/2
brush, blued and tinned
bulk 70
Swedes, gimp, blued, tinned and
japaned 75 and 12 1/2
Zinc tacks 35
Leather carpet tacks 35
Copper tacks 30
Copper nails 32
Trunk nails, black 65 and 5
Trunk nails, tinned 65 and 10
Clout nails, blued 65 and 5
Chair nails 35
Patent brads 40
Fine finishing 40
Lining tacks, in papers 10
" in bulk 15
Solid heads, in bulk 75
Saddle nails, in papers 15
" in bulk 15
Tufting buttons, 22 line, in doz-
ens only 60
Zinc glaziers' points 5
Double pointed tacks, papers 90 and 10
bulk 40
Clinch and duck rivets 45

TAPE LINES.

English, ass skin per doz. 2 75 5 00
English, Patent Leather 5 30 9 75
Chesterman's each 0 80 2 85
" steel each 0 80 8 00

TINNERS' SNIPS.

Bailey's, discount 25 per cent.

THERMOMETERS.

Tin case and dairy, discount 75 to 75 and 10
per cent.

TRAPS (steel.)

Game, Newhouse, discount 25 per cent.
Game, H. & N. P. S. & W., 65 per cent
Game, steel, 72 1/2, 75 per cent.

TROWELS.

Disston's, discount 10 per cent.
German per doz. 4 75 6 00
S. & D., discount 35 per cent.

TWINES.

Bag, Russian per lb. 0 27
Wrapping, cotton, 3-ply 0 19
" 4-ply 0 23
Mattress per lb. 0 33 0 45
Staging 0 27 0 35

WIVES.

Wright's 0 13
Brook's 0 12
Pine Vise, Hinge, No. 1 3 30
" No. 2 5 50
Saw Vise 4 50 9 00

COLUMBIA HARDWARE CO.

Blacksmiths (discount) 60 per cent.
parallel (discount) 45 per cent.

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White
discount 50 per cent
Diamond, Famous, Premier, discount 50 and
10 per cent
Granite or Pearl, Imperial, Crescent, discount
50, 10 and 10 per cent

WIRE.

Smooth Steel Wire

No. 9-9 gauge \$2 50
10 " 6c extra
11 " 12c
12 " 20c
13 " 30c
14 " 40c
15 " 55c
16 " 70c

Add 60c for coppering and 82 for tinning
Extra net per 100 lb. Oil-wire 30c.
spring wire \$1 25, special hay baling wire 30c.
best steel wire 75c, bright soft drawn 15c.
charcoal (extra quality) \$1 25, packed in casks
or cases 15c, bagging and packing 10c, 50
and 100-lb. bundles 10c, in 25-lb. bundles
15c, in 5 and 10-lb. bundles 25c, in 1-lb.
banks, 50c, in 1/2-lb. banks 75c, in 1/4-lb.
banks 81c

Fine Steel Wire, discount 25 per cent.

List of extras: In 100-lb. coils: No. 17,
85 No. 18, 85 50 No. 19, 86 No. 20, 86 65
No. 21, 87 No. 22, 87 30 No. 23, 87 65 No.
24, 88 No. 25, 89 No. 26, 89 50 No. 27,
810 No. 28, 811 No. 29, 812 No. 30, 813
No. 31, 814 No. 32, 815 No. 33, 816 No. 34,
817. Extras net-tinned wire, Nos. 17-25,
82 Nos. 26-31, 84-Nos. 32-34, 86 Coppered,
8c, oiling, 10c, in 25-lb. bundles, 15c, in 5
and 10-lb. bundles, 25c, in 1-lb. banks, 50c
in 1/2-lb. banks, 38c, in 1/4-lb. banks, 30c -
packed in casks or cases, 15c, bagging or
packing, 10c.

Brass wire, discount 60 per cent. off the list.

Copper wire, discount 60 per cent. net cash
30 days, f.o.b. factory.

Galvanized wire, per 100 lb. - Nos. 4 and 5,
83 70 to 83 70 Nos. 6, 7, 8, 88 15 to 83 15
No. 9, 82 55 No. 10, 83 20 to 83 20
No. 11, 83 25 to 83 25 No. 12, 82 6
No. 13, 82 75 No. 14, 83 75 to 83 75
No. 15, 84 30 No. 16, 84 30 Base sizes, Nos.
6 to 9, 82 27 1/2 f.o.b. Cleveland. In carlots
12 1/2c less.

Clothes Line Wire, regular 7 strand, No. 17,
84 65; No. 18, 82 90; No. 19, 82 60. Hollow
6 strand, No. 17, 84 30; No. 18, 82 70; No.
19, 82 55; No. 20, 82 30, f.o.b. Hamilton,
Toronto, Montreal.

WIRE FENCING.

Galvanized barb 2 80
Galvanized, plain twist 2 90
Galvanized barb, f.o.b. Cleveland, \$2 55; in
less than carlots, and \$2 45 in carlots

COILED SPRING WIRE.

High Carbon, No. 9 \$2 75
" No. 11 3 40
" No. 12 2 95

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net... 1 50
Terms, 3 per cent. off 30 days

WASTE COTTON.

Colored per lb. 0
White 0 08

WRENCHES.

Acme, discount 35 to 37 1/2 per cent
Agricultural, discount 60 per cent
Crescent, discount 20 to 25 per cent
Towers Engineer each 2 00
G. & K.'s Pipe per doz. 5 80 6 00
Burrell's Pipe each 3 00
Pocket per doz. 0 25 2 90

WRINGERS.

Leader per doz. 30 00 33 00
Royal Canadian 24 00
Royal American 24 00
Sampson 24 00
Lightning 27 00

Terms, 4 months, or 3 per cent. 30 days

WROUGHT IRON WASHERS.

Canadian make, discount 40 per cent.

James Cartland & Son

Manufacturers of every description of
CABINET BUILDERS' FURNISHING AND NAVAL BRASSFOUNDRY
BIRMINGHAM, ENGLAND.



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THE CANADIAN RUBBER CO. of Montreal.

MANUFACTURERS OF

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Hose, Packing,
Valves, Gaskets,
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We make a specialty of

HORSE SHOE PADS

the best in the market.

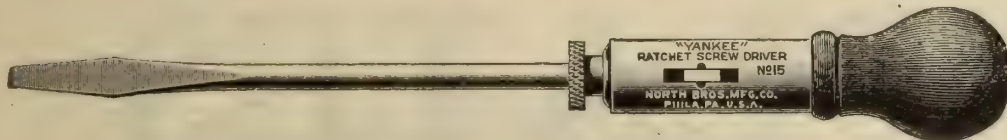
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Other Tools are very
good Tools, but

“YANKEE TOOLS” ARE BETTER



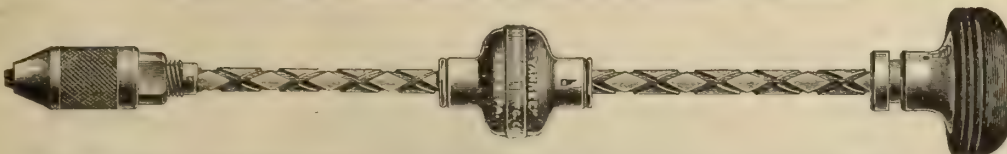
No. 15. “Yankee” Ratchet Screw Driver, with Finger Turn on Blade.



No. 30. “Yankee” Spiral-Ratchet Screw Driver, Right and Left Hand.



No. 41. “Yankee” Automatic Drill, Eight Drill Points in Handle.



No. 50. “Yankee” Reciprocating Drill for Iron, Steel, Brass, Wood, etc.



No. 60.
Pocket Magazine
Screw Driver.

Our “YANKEE” Tool Book
tells all about them. Mailed
free on application.

Manufacturers also of

**LIGHTNING,
GEM and
BLIZZARD
Ice Cream Freezers.**

**Toy Freezers,
Ice Shaves and
Ice Chippers.**

**Fluting Machines,
Hand Fluters.**

**Sold by Leading Jobbers
in Canada.**

NORTH BROS. MFG. CO.,

Philadelphia, Pa., U.S.A.

THOS. BIRKETT & SON CO.,
LIMITED
OTTAWA, ONT.

WHOLESALE HARDWARE for
CHRISTMAS TRADE

We have a large assortment of

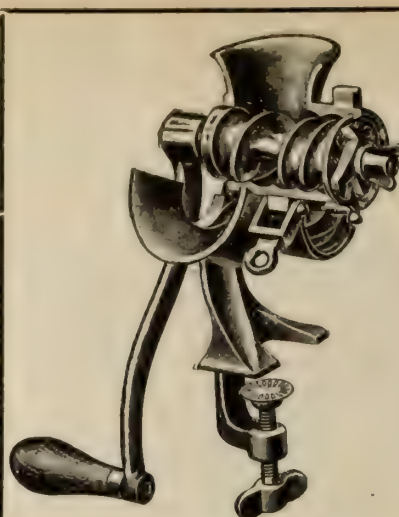
CARVERS SETS or
PAIRS,

IN SILK LINED AND
LEATHER BOUND CASES

Seasonable Goods Always Ready for Prompt
Shipment.

Skates, Cross-Cut Saws,
Horse Blankets.

Lumbermen's Supplies



The
Russwin
Food
Cutter.

CLEANLINESS.

There is no drip from the Russwin to soil clothing and floors. The gutter carries all juices to the dish—they are not deposited upon the floor. The machine itself is quickly cleaned with the least possible effort. Write for Booklets, Posters and Electrotypes to assist you.

Russell & Erwin Mfg. Co.
New Britain, Conn., U.S.A.

TINPLATES

STANDARD SIZES IN STOCK.

SPECIAL SIZES IMPORTED.

M. & L. SAMUEL, BENJAMIN & CO.

General Importers and Exporters and Metal Merchants

27 Wellington St. West,

—TORONTO, ONT.

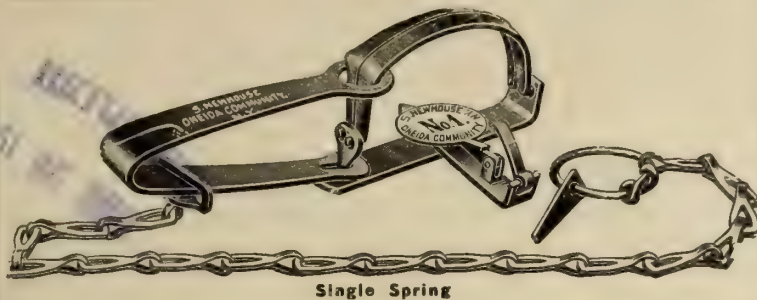
EUROPEAN HOUSE—16 PHILPOT LANE, LONDON, ENG.

HE WHO HESITATES, Etc.

Many dealers, last winter, experienced great difficulty in being supplied with

GAME TRAPS,

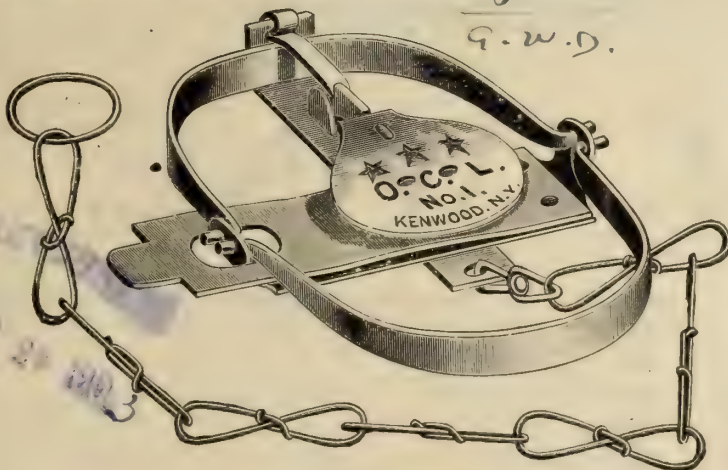
due to not ordering a full supply early in the season. As a friendly caution we would advise our customers to anticipate their wants NOW. Indications point to a repetition of the scarcity in game traps—same as last season. We are prepared for large orders. Below we enumerate the traps regularly carried in stock.

YOU CAN ORDER DIRECT FROM THIS LIST

Single Spring



Double Spring



Star

No.	Kind of Trap.	Spread of Jaws.
0	rat or gopher	3½ ins.
1	muskrat	4 "
1½	mink	4⅞ "
2	fox	4⅞ "
2½	otter	5 "
3	otter	5½ "
4	beaver	6½ "
4½	wolf	8 "
5	bear	11¾ "
50	bear (small)	10 "

Single Spring Traps

(With or without chain.)

H. & N.	Nos. 0, 1, 1½,
VICTOR	" 0, 1, 1½,
NEWHOUSE	" 0, 1, 1½, 2½

No. 2½ has teeth, used for catching otter on their "slides".

Double Spring Traps

(With or without chain.)

H. & N.	Nos. 2, 3, 4
VICTOR	" 2, 3, 4
NEWHOUSE	" 2, 3, 4

(With chain.)

NEWHOUSE	Nos. 4½, 50, 5
----------	----------------

Nos. 50 and 5 have teeth.

Star Traps

(With or without chain.)

STAR	Nos. 0, 1, 2, Single Spring
	" 2¼, 3, 4, Double "

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LOW**LEWIS BROS & CO.,**SHIP
QUICK

WHOLESALE HARDWARE.

TORONTO, 87 YORK ST.

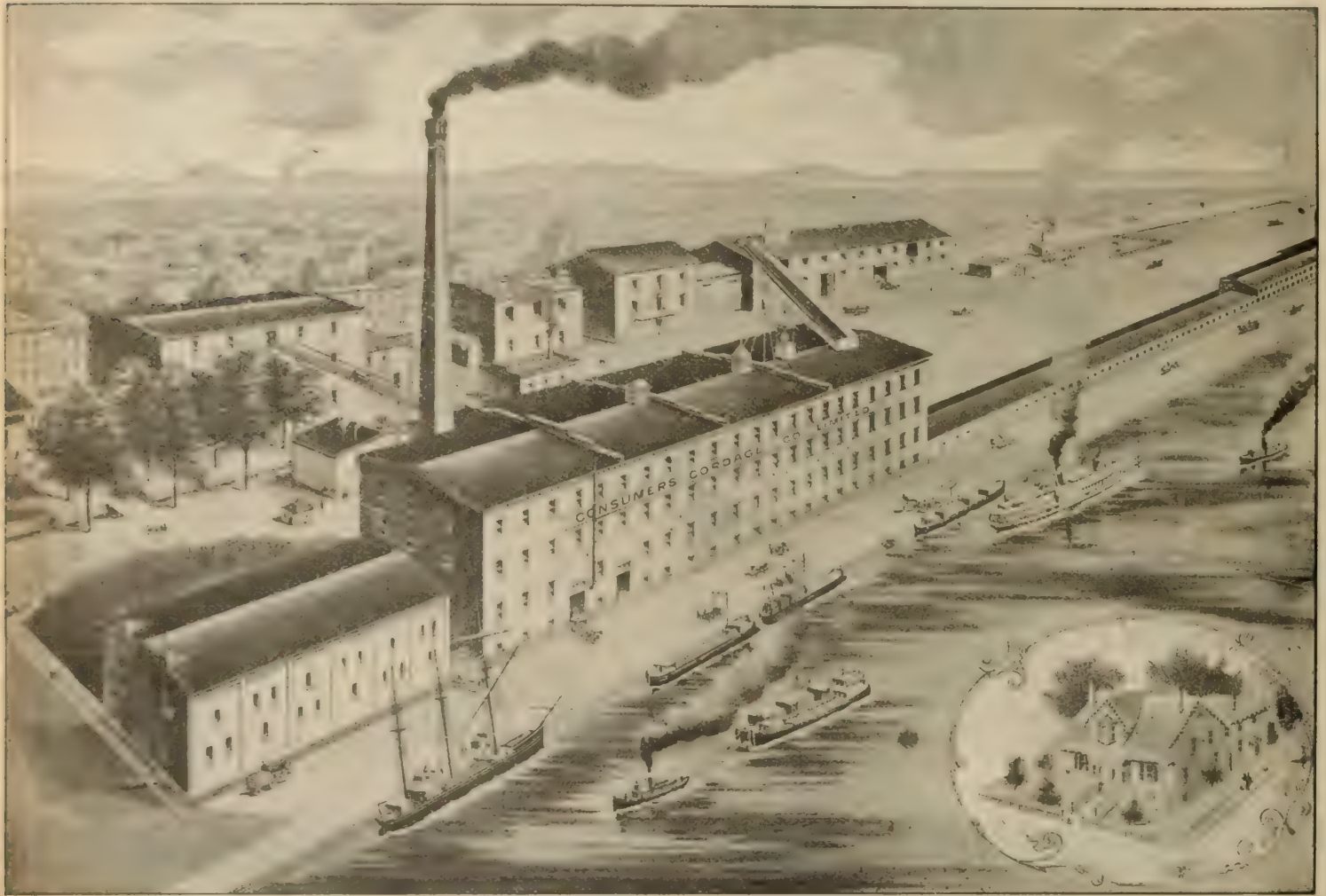
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CONSUMERS CORDAGE COMPANY, Limited



MONTREAL MILL, ESTABLISHED 1825.

BINDER TWINE.

We manufacture the following brands :

Blue Ribbon	-	650 ft. per pound.		
Red Cap	- -	600 ft.	"	"
Tiger	- - -	550 ft.	"	"
Golden Crown		500 ft.	"	"
Standard	- -	500 ft.	"	"
Sisal	- - -	500 ft.	"	"

The above Brands have stood the test for years, and are the Farmers' Favorites.

Out of 14 lots of Binder Twine, seized and confiscated by the Government Binder Twine Inspector this year, only one was Canadian.

Dealers, who handle our Twine, will secure a satisfactory article, and, at the same time, help to build up one of our oldest industries.

See our Samples before placing your order elsewhere.

Consumers Cordage Company, Limited.

Head Office, Montreal, Que.

Man, Horse and Carriage Clothing



THE LION BRAND.

Branch Agency:
W. LOUIS HALDIMAND, JR.,
36 St. Dixie Street,
MONTREAL, QUE.

Branch Agency:
CHAS. THOMPSON,
420 Cordova St.,
VANCOUVER, B.C.

Fishermen's Clothing, Horse Covers, Dash Aprons,
Teamsters' Clothing, Wagon Covers, Knee Rugs

ASK FOR QUOTATIONS.

The Guelph Waterproof Clothing Co., Guelph, Ontario.



COVERT MFG. CO.

West Troy, N.Y.

Auto Screw Jack

Harness Snaps Chain, Rope and Web
Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICE

PRIEST'S CLIPPERS

Largest Variety,
Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and
Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

Oneida Community Goods

HALTERS, COW TIES, SNAPS, etc., etc.,

In all sizes and styles. May be had of all
Jobbers throughout Canada.

Factory—NIAGARA FALLS, ONT

MERIT has made

SOLARINE

METAL POLISHES

Standard—and in continual demand.
They will enable you to secure an increasing
trade in your locality.
Our advertising matter is up-to-date.
Send for circular and blotter.

Solarine Depot, - 60 George St., Toronto

We desire to call your attention to some of our specialties which are handled extensively
by the general hardware trade.

Horse Blankets (all kinds)

Rubber and Oiled Knee Rugs

Burlington-Stay-on Blankets

Plush and Woollen Knee Rugs

If you handle the above, it will be of interest to you to write us.

The Trees, Spriggs Co., Limited,
Winnipeg, Man.

Samuel Trees & Co., Toronto

Importers and Manufacturers of Saddlery Goods.

Hardware Dealers Will Find the Most Call for

LEHMAN

Carriage and
Sleigh
Heaters



during October, No-
vember, December
and January. They
are recognized
throughout the world
as the **Best Heater**
money and skilled
labor can produce.

They burn **LEHMAN COAL** at a cost of 4 cent per hour and from which there is no
smoke, smell or danger. They are ready sellers and always give satisfaction.
Therefore if you wish to make friends you should handle the **BEST**.

Lehman Heaters and Coal.

200,000 in use. It will pay you to keep a stock of our goods on hand as the
demand this year will be larger than ever before. Circular and price list for the asking.

Lehman Bros., Mfrs.

10 Bond Street,
NEW YORK.

J. W. Erringer,

Gen. West., Sales Agent,
45 E. Congress St., CHICAGO, ILL.

(Mention HARDWARE AND METAL when writing.)



The Sales You Lose...

represent just so much money lost. In the matter of robes, for example, you
can do a clean cut, profitable business if you sell the right sort of robes.

"Arctic" Buffalo Robes

are sensible, durable, attractive, profitable. They are easily sold, for they
sell themselves, with a very little talk on your part. Order a sample.

Made of rich, dark brown fur, lined with red or dark green Astrachan cloth, interlined with rubber;
nicely trimmed; rain, wind and moth proof; 52 x 54; 62 x 54; 72 x 54

Berlin Robe & Clothing Co.,

Berlin, Ontario.

LIMITED

DO IT NOW

Buy
True
Brand



Fencing
Pliers

BEST GOODS

RIGHT PRICES

E. F. WALTER & CO., 166 and 168 McGill St., **Montreal**

H. S. HOWLAND, SONS & CO., Limited
37-39 West Front Street, **TORONTO.**

"Semper Idem" Razor.



"ALWAYS THE SAME"

This Razor is made by Henry Boker, is the same quality as the "King Cutter," but with *our* brand, "Semper Idem" stamped on the blade. If you desire a first-class Razor, try the "Semper Idem."

YOU WILL LIKE IT.



Steel Frame Churn.

DAVID MAXWELL & SONS

ST. MARYS, ONT., CANADA.

"Maxwell Favorite Churn" Lawn Mowers.

PATENTED FEATURES: Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive, and Detachable Driving Link. Improved for season of 1904. Steel or Wood Frame as desired.

High and Low Wheels, from 12 in. to 20 in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

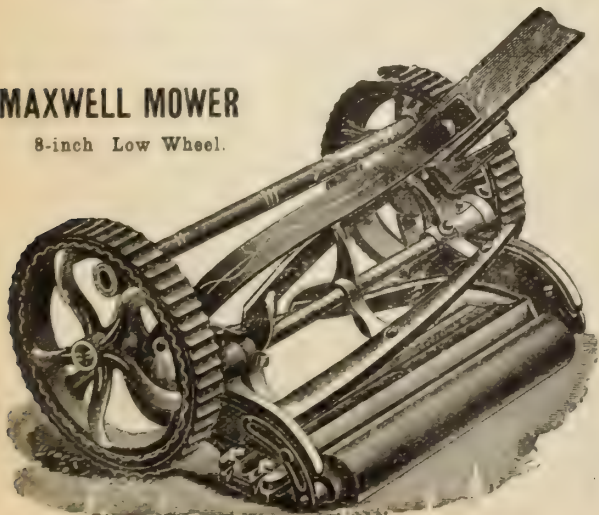
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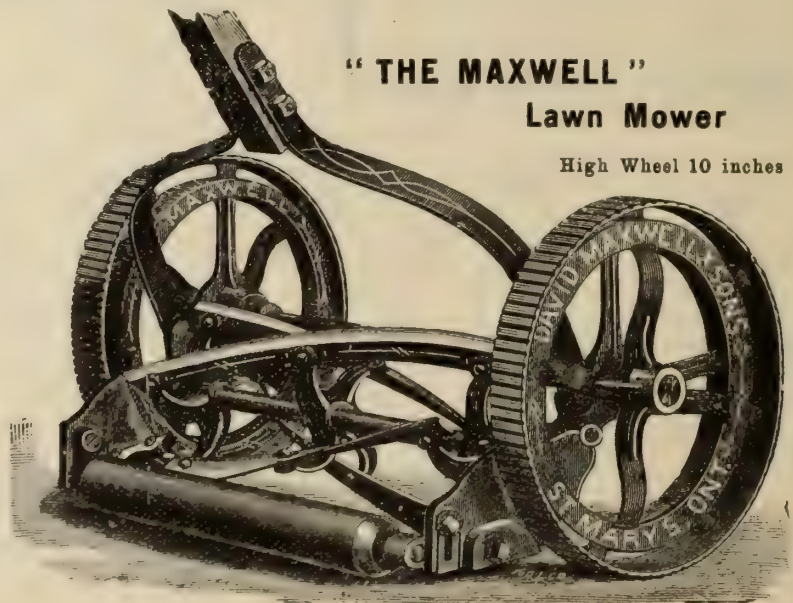
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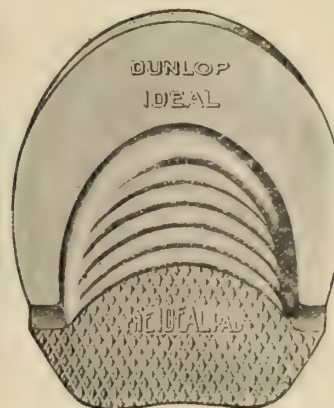
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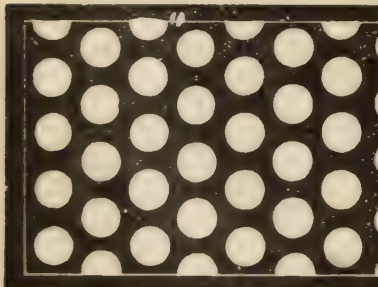
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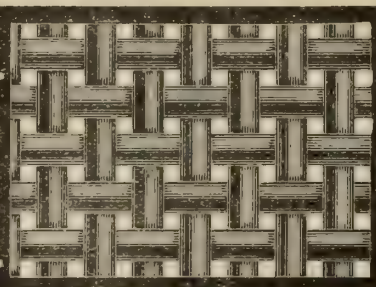
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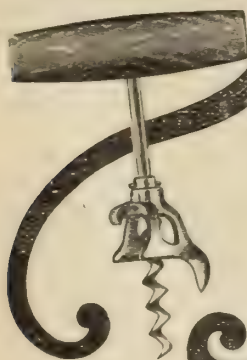
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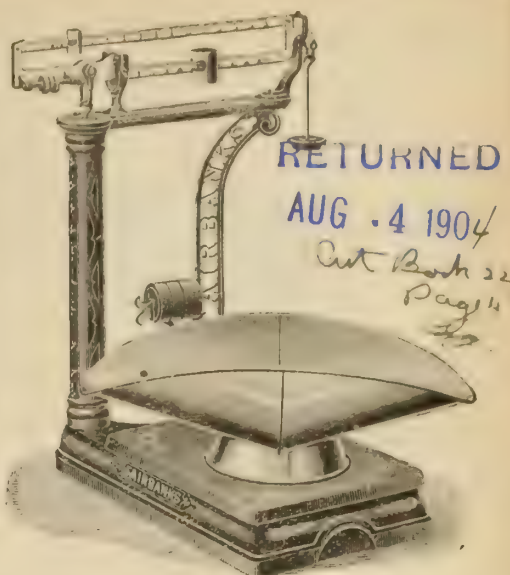
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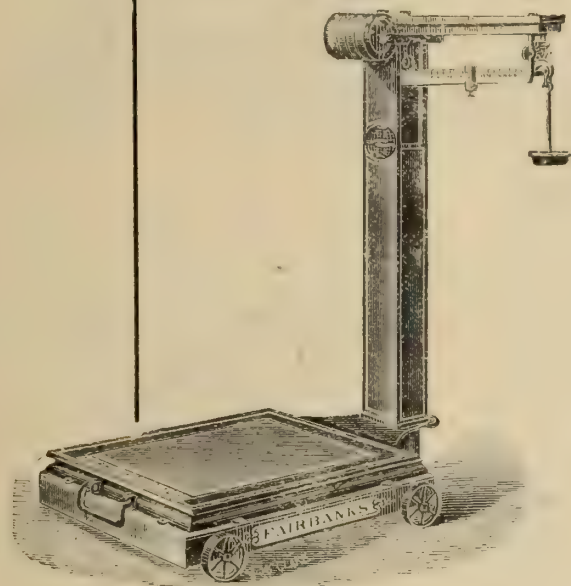
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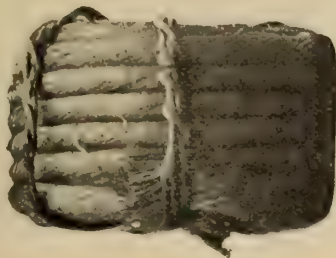
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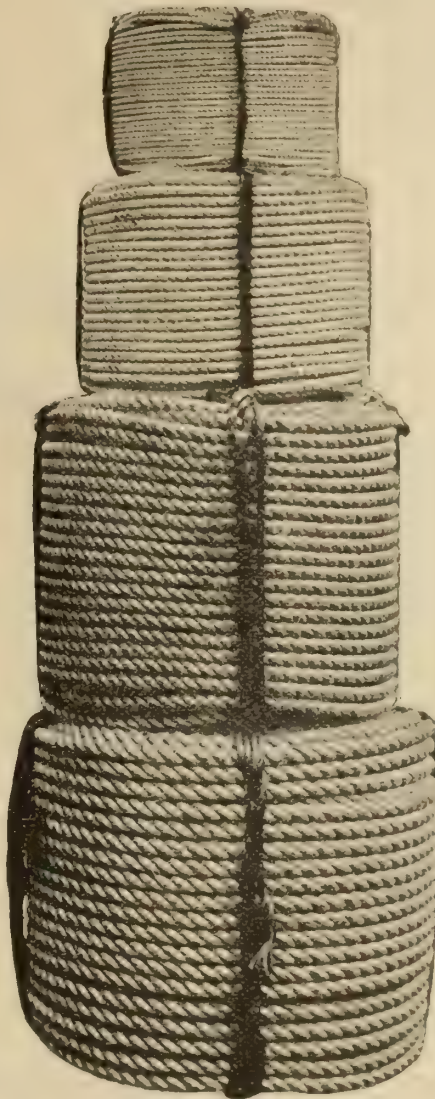
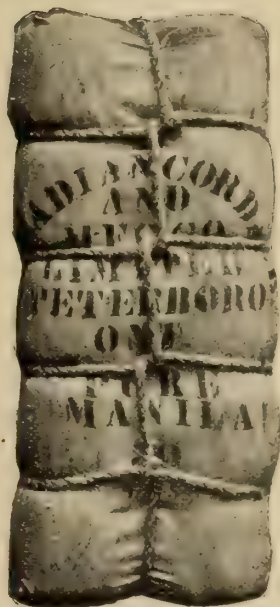
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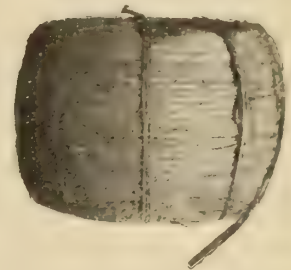
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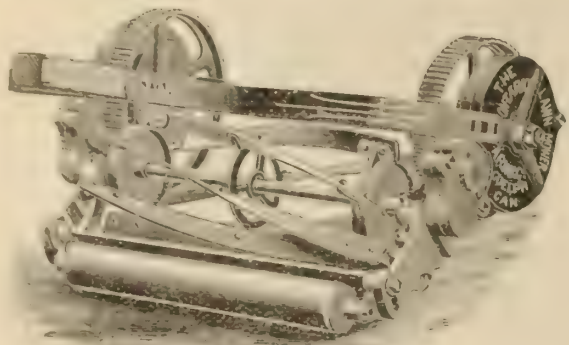
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The largest and best equipped Hardware Factory in Canada.

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We thank our customers for the very large share of business with which we have been favored during the past year.

We are making preparations to do a larger trade than ever next year, and prompt shipment of orders may be relied upon.

We wish one and all a Happy and Prosperous New Year.

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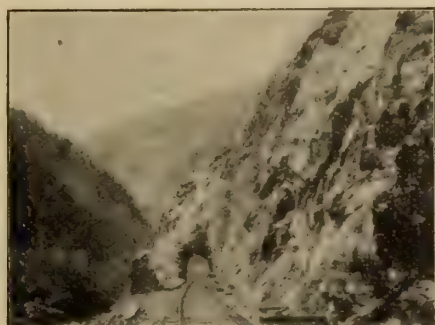
TORONTO, CANADA.

IMPRESSIONS OF THE GREAT WEST

Gathered During a Transcontinental Tour with the Canadian Manufacturers' Association.

By W. L. E.

IN a former article I referred to certain obstacles set up by Nature which the C.P.R. had surmounted. There was another of these upon which I did not touch. That was in regard to the water supply. The iron horse, like man, cannot exist without an



Tunnel on the C.P.R. above Yale.

abundant supply of water, and good water at that. When one gets well into the Great West, a great deal of the water supply is impregnated with alkali. The veriest tyro in engineering science knows very well that alkali is by no means helpful for steam producing, on account of the effect it has upon the machinery of the locomotive. When high pressure of steam is needed a great deal of difficulty is sometimes experienced in obtaining it on account of the presence of alkali in the water. The C.P.R. has spent, so one of the officials of the road informed me, a great deal of money in trying to overcome this difficulty. Although something has been accomplished there is a great deal yet to be done, and the company are still experimenting and at considerable expense. The fuel, too, is not always the best for steam producing purposes, and we had more than one experience of this, when, on account of our heavy train, the locomotives were taxed to a greater extent than usual, for it will be remembered that ours was the largest passenger train that ever went through the Canadian Rockies.

The trouble with the coal is that it sometimes clinkers a great deal. The same difficulty in regard to fuel is also experienced by the steamers plying on the Kootenay and Arrowhead Lakes. Talking about fuel reminds me that in the coal, obtained in some mines in British Columbia, is to be found a flinty

stone of unusual hardness. When going down the Kootenay lakes the engineer of our steamer picked out two or three of those stones. But while they are useless as fuel, they present a pretty appearance when polished, looking like ebony after being rubbed a few minutes. The edge of one of these flinty stones will cut glass with as much ease as an ordinary diamond. The engineer of our steamer informed us that he always used them for cutting the steam gauges.

* * *

Besides seeing much and learning much about the beauty and great possibilities of the Great West and British Columbia, the members of our party gained a great deal of knowledge in regard to business matters. With an excursion party made



One of the Avenues in Stanley Park, Vancouver

up almost altogether of practical business men, it was natural that even the vastness and the beauty of the West and of British Columbia could not keep them from turning their minds now and then to matters more utilitarian. Almost in spite of themselves, when we stopped at a city or town, for either a day or an hour, quite a few in our party visited customers or possible customers located thereat. Many of them came back with substantial orders in their note books, but all came back with a great deal of knowledge gained as to the requirements of their respective trades in the different parts of the Great West. They learned in some instances that the kind of goods that were made for the east were lacking in one or more

essentials for the requirements of the West. And what struck me as most commendable indeed, was that where an eastern manufacturer found that some little change was required in the article he manufactured, in order to make it more acceptable to the business men and consumers in the West, he was quite ready to try and do so. I do not remember one eastern manufacturer objecting to making any changes along the desired lines. "Well," said one man, "We do not make our goods in that particular way, but we shall have to do so if we are to get a share of the trade in the West." This was in substance what every man seemed prepared to do. As long as Canadians exhibit this progressive spirit, we need not have any fear for the industrial future of this country. It is only when conservatism breeds stubbornness that there is any need of fear; and manufacturers as well as business men of all classes in Canada are gradually becoming more and more persuaded of this fact.

* * *

One subject that my newspaper curiosity induced me to investigate was the attitude of the business men of the Great West and British Columbia toward the tariff. My opportunities were not as numerous as they would have been had we had three months instead of a little over three weeks to cover the 7,000 miles of our journey to and from the Coast; but still I had opportunities. In Winnipeg I called upon a number of wholesale



A View from The C.P.R. Station at Kootenay Landing

houses engaged in different branches of trade, and tried, in every instance, to ascertain their opinion in regard to this most important question. Not in one instance, as far as my memory serves me,

any and of the wholesalers of Winnipeg in favor of an increase in the duty. Some of them, it is true, were free traders from their no other view could, of course, have been expected, but those who were avowed protectionists held similar views. This viewpoint I found to obtain among wholesalers and retailers in practically every city and town in Manitoba and the Territories at which we stopped long enough to be afforded opportunity to call on a few of the business men. "Why, a higher tariff," said one Winnipeg wholesaler, "would almost lead to a revolution in the West." Of course, this was an exaggeration, but still it shows that a strong feeling against an increase in

in getting promptly filled orders they have placed with manufacturers in Eastern Canada, on account of the fact that the latter have simply not been able to supply the demand. I found the feeling among a good many merchants in Manitoba and the Northwest Territories very strong on this point. They felt very much annoyed, because in many instances, orders placed months before had not up to that time been delivered. Said one wholesaler, pointing to a line of goods on the floor of his warehouse: "There is a line of goods, which, under ordinary circumstances, I should have had seven carloads of, but would you believe me, all I have so far been able to

NEW PAPER FACTORY.

AS our readers will remember the Alex. McArthur & Co., Montreal, large factory and paper mills of were totally destroyed by fire in the early part of September. The firm at once decided to rebuild and they have pushed matters so energetically that within a fortnight they expect to be able to resume operations. The new factory is built on Harbour and Logan streets on the site of the old one. It is the same size as that destroyed by fire, but the machinery will be newer and quite up-to-date. Alex. McArthur & Co. are an old and long established firm and their friends and customers will be glad to learn that they will be able so soon to resume operations. In addition to building paper, etc., they are large dealers in coal tar, pitch and roofing material and in these lines have built up an extensive trade.

THE U. S. TINPLATE CENTRE.

A Sharon, Pa., despatch states that when the plans of the American Tin Plate Company are carried out the plant here will consist of 70 pot mills giving employment to nearly 6,000 hands. The present plant consists of 20 mills and 50 more are to be added. The Muskegon Tin Plate, at Muskegon, Mich., consisting of eight pot mills, is to be abandoned and moved to Sharon. Part of the machinery has already arrived. It is also stated that the Falcon mill of the Tin Plate Combine at Niles, Ohio, is to be brought here. In addition to these two plants the sheet steel plant, consisting of 15 mills, is to be converted into a tin plate plant.

The Dominion Paper Box Co., Toronto, have been incorporated with a capital of \$95,000 to take over the plant and business of The Dominion Paper Box Co., of Toronto. The directors are A. Jephcott, W. C. Jephcott, H. A. Jephcott and A. E. Jephcott, all of Toronto

WIRE NAILS TACKS WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.



A Scene in Beacon Hill Park, Victoria, B.C.

the tariff exists among the business men in Manitoba and the Great West. In British Columbia, on the other hand, the movement for a higher tariff found much more favor, particularly among the owners of the lumber mills, who feel strongly on the fact that while the lumber mills of the United States have easy access to the Canadian market, the Canadian lumbermen are practically shut out from the market to the south of them. From what I could gather on my journey to the Coast and back, I would say that the people in the West are, as a rule, moderate protectionists, for while I heard so many objections to any increase in the tariff I failed to hear few, if any, as far as my memory serves me, in favor of a reduction in the tariff.

One thing that no doubt tends to make business men and retailers in the Great West opponents of a higher tariff, is the fact that during the last year or two, they have experienced no little difficulty

get since the first of January last, is one carload." I feel, therefore, that I am quite within the bounds of reason when I say that a great deal of the antipathy of the merchants of the West to a higher tariff is born of the fact that the home manufacturers, on account of the excessive demand which has been made upon them in the past year or two, have not been able to supply the demand. I am perfectly aware that in the United States the manufacturers have also been overtaxed, but it seems to me that seeing the great future of the Canadian Great West they have been particularly aggressive in getting business there, and particularly zealous about keeping it. They are certainly sparing no pains, and, much as we dislike to see the trade going from our own manufacturers, one cannot help but admire the enterprise of our neighbors to the south. But while admiring their enterprise, we should be stimulated to greater effort on our part.

CATALOGUES, BOOKLETS, ETC.

HARDWARE AND METAL would be pleased to review catalogues, booklets or other such publications issued by manufacturers or wholesale dealers selling to the hardware, plumbing, machinery or metal trades. Retailers desiring such publications may also have inserted a note to that effect. No charge will be made for these services.

GRAND RIVER METAL WORKS.

A company which is going the right way about securing attention and a good connection with the hardware trade is the Grand River Metal Works of Galt, Ont., manufacturers of hardware specialties. They are now issuing a trade catalogue with illustrations and descriptions of the wrought staples, hasps and hooks with staples, gate hooks, shelf brackets, door bolts, carpet stretchers, snow shovels, etc. Copies of the booklet will be sent to readers of this paper on demand. The firm also offer to forward samples to any of the trade asking for same. Mention this paper.

STORE FIXTURES.

The Toronto Brass Mfg. Co. offer to the trade a comprehensive catalogue of the store fixtures of all kinds made by them, including brass railings for windows, cash carriers, brackets, stands, mirrors, step ladders, etc. This will be sent to any reader of "Hardware and Metal" on request.

KRUG BROS. & CO.

Hardwaremen in many towns in the Dominion pay considerable attention to furniture lines. One of the most comprehensive catalogues of this line is that issued by Krug Bros. & Co., Chesley, Ont. A full and quite attractive line is made by this firm, and any of the trade interested in furniture might do well to get their catalogue.

H. F. FALKNER CALENDAR.

The attractiveness of life and action and artistic merit make the calendar issued by H. F. Falkner, manufacturer and dealer in saddlery specialties, Toronto, an exceedingly attractive one. The feature of the calendar is a life-like drawing of two cowboys on western "pintos," riding in hot chase. "Trailing the Rustlers," from a painting by H. W. Hansen. The trade in writing for this calendar are requested to mention this paper.

THE MASSEY-HARRIS CALENDAR.

The Massey-Harris Co., Toronto, are sending out an art poster calendar, the central figure of which is a charming maid in evening dress. The calendar about the drawing is ornamented with standing stalks of the golden grain which has done so much towards Canada's progress. Near the calendar pad is a list of the lines made by The Massey Harris Co., including grain binders, stripper harvesters, grain and corn harvesters, mowers,

THE
STANDARD
PARIS GREEN
OF
CANADA

**BERGER'S
PARIS GREEN**

Sure death to bugs—It kills.

Berger's Paris Green still leads—more of it sold in Canada last year than ever before.

It's kept rigidly to government standard—has strongest poisoning qualities. It's the most popular green with dealer and consumer. It's most economical—farmer doesn't have to go over his crop twice.

If you want the Paris Green trade, write us about Berger's.

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS

Cleveland, Chicago, New York, Newark, Boston, Kansas City,
San Francisco, Los Angeles, San Diego, Minneapolis, Montreal,
Toronto, Winnipeg, London, Eng.

CANADIAN HEADQUARTERS AND FACTORIES,
1112 21 St. Antoine St., Montreal, Que.

RETURNED
APR 18 1904
Ent Book 18
Page 13

reapers, rakes, tedders, ensilage, straw and root cutters, root pulpers, cultivators, harrows, seeders, sowers, drills, wagons, sleighs and plows. Mention this paper and use your own letter paper when writing for this calendar.

IVER JOHNSON CALENDAR.

The Iver-Johnson Arms calendar this year is a brightly lithographed drawing, by A. Von Buest, of a young sports-woman, who, dressed in fedora hat, red shooting jacket, short skirts, etc., makes an attractive picture as she sits on a country rail fence looking at her quarry, a red fox. This catalogue is not for general distribution, but readers of "Hardware and Metal" can probably secure a copy.

THE MARLIN DESK CALENDAR

The Marlin Fire Arms Co., New Haven, Conn., have gotten out this year a desk

calendar of the same size as that issued last year, but of even more artistic design. Framed with a rich blue, relieved by white scrolls, is a sharp looking sportsman with gun, peering through the long grasses for game. In the background is a nice bit of landscape brightened by the rays of the rising sun. The colors are well blended, the subject fitting and the framed effect unique. Readers of "Hardware and Metal" are requested to send stamp to defray postage on these dainty, useful calendars.

Considerable surprise was occasioned in the trade over the announcement that The James Cooper Mfg. Co. of Montreal, Canada, have been placed in the hands of a receiver. This concern, it will be remembered, are the Canadian manufacturers producing the Ingersoll-Sergeant mining machinery and appliances. They have recently equipped a fine large new plant with machine tools secured to a large extent in this country. Iron Age

Business Changes

ONTARIO.

F A CARPENTER & CO., wholesale dealers in steamfitters' supplies, Hamilton, are offering to compromise.

E. Lanone, general merchant, St. Onge, is offering to compromise.

T. W. Pollock, hardware and grocery dealer, Ruthven, has sold out.

C. M. Wilson & Co., general merchants, Vienna, have sold out to J. Burgess.

J. W. Watson, general merchant, Minden, has advertised his business for sale.

J. Marshall, hardware merchant, Oil Springs, has advertised his business for sale.

Davis & Eizerman, proprietors of a planing mill, Mitchell, have advertised their business for sale.

J. T. Reid & Co., plumbers, Smith's Falls, are offering their stock for sale at 30c. on the dollar, cash.

QUEBEC.

J. A. Lacerte & Cie., general merchants, Ste. Severe, have registered.

H. Girard, general merchant, St. Paul's Bay, has effected a compromise.

The Montreal Waste Paper Co., Montreal, have dissolved partnership.

Bell & Archambault, wood and coal dealers, Lachine, have registered.

G. J. Lunn & Co., machinists, Montreal, have dissolved partnership.

J. N. Arcand & Cie., painters, Moot real, have dissolved partnership.

O. S. Bissonnette, general merchant and liquor dealer, Coteau du Lac, is dead.

J. O. Lemire & Co., general merchants, St. Guillaume D'Upton, have assigned.

B. Ledoux & Co., carriage makers, Montreal, have dissolved partnership.

The Ledoux Carriage Co., carriage manufacturers, Montreal, have registered.

La Compagnie de Reperation Ideal, manufacturers of heaters, St. Hyacinthe, have registered.

The assets of L. A. Levesque & Co., hardware dealers, Ville Marie, are advertised to be sold December 30.

The assets of J. C. Lessard, general merchant, St. Remi de Tingwick, were advertised to be sold 21st inst.

The firm name of The Matane Gold-Copper Mining Co., Matane, has been

IVER JOHNSON

AUTOMATIC

REVOLVERS

Have the Largest Sale of any Revolver in the World.



WHY ?

1st. Because they are absolutely safe; accidental discharge is impossible, and others are not.

2nd. Because they possess an intrinsic value not to be found in any other make.

3rd. Because they are the best advertised, and being the best advertised are the best known, and most demanded, etc.

Many other reasons could be stated, but we are prevented for lack of space; but send for our FIRE ARMS Catalog, it tells the whole story.

Automatic Hammerless.

IVER JOHNSON'S ARMS & CYCLE WORKS,
New York Office, No. 99 Chambers St. FITCHBURG, MASS.

changed to The Matane Mining & Smelting Co.

Lefavre & Taschereau, have been appointed curators to J. Bornais, proprietor of a saw and planing mill, St. Raymond.

McQuat & McRae, foundry, machine and hardware, Lachute Mills, have dissolved, and have been succeeded by T. McQuat & Sons.

J. Belisle & Frere, general merchants, St. Stanislaus de Champlain, has made an assignment. The assets are advertised to be sold 21th inst.

NEW BRUNSWICK.

Mrs. E. McLean, general merchant, Bathurst, and H. Meahan & Co., grocers and millinery merchants, Bathurst, have been burned out. Loss covered by insurance.

W. D. Gunning, harnessmaker, Bathurst, has been burned out; no insurance; also R. D. Southwood, hardware and dry goods merchant, Bathurst; loss covered by insurance.

NOVA SCOTIA.

The consent for M. O. Kirkpatrick, general merchant, Diligent River, to do business in her own name has been registered.

MANITOBA AND N.W.T.

Bell Bros., general merchants, Regina, have been succeeded by A. Bell.

AN IMMENSE BRIDGE.

THE magnitude of the new Williamsburg bridge, near the Brooklyn bridge, in New York, is evidenced by the following comparative figures :

	Wmsburg. feet.	Brooklyn. feet.
Greatest length.....	7,264	5,989
Main span	1,600	1,595
Land spans	930	596
Manhattan approach	2,606	1,562
Brooklyn approach	1,865	971
Center height above mean high water	140	135
Tower height above mean high water	332	272
Width.....	118	85
Diameter of cables (inches)....	18 3/4	15 3/4
Number of wires in each.....	5,296	7,700
Miles of wire in cables.....	17,432	14,361
Strength of each cable—tons permanent weight suspended	24,500	12,200

FACILITIES FOR HANDLING TRAFFIC.

Williamsburg Bridge—Two foot walks, 21 feet; two bicycle paths, 14 feet; two elevated railroad tracks, 22 feet; four trolley tracks, 40 feet; two roadways, 40 feet. Total width of roadways equal to 137 feet.

Brooklyn Bridge—One foot walk, 15 feet; two bridge cable tracks, 22 feet; two trolley tracks and two roadways, 36 feet. Total width of roadways equal to 73 feet.

H. S. HOWLAND, SONS & CO.,

LIMITED

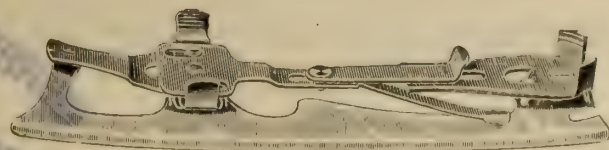
WHOLESALE
ONLY

37-39 West Front Street,

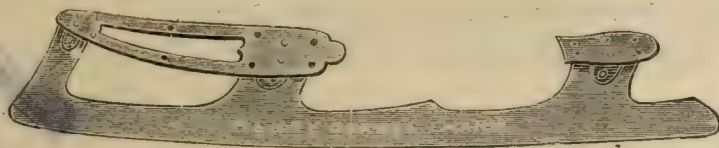
Toronto.

ONLY
WHOLESALE

IN STOCK TO-DAY.

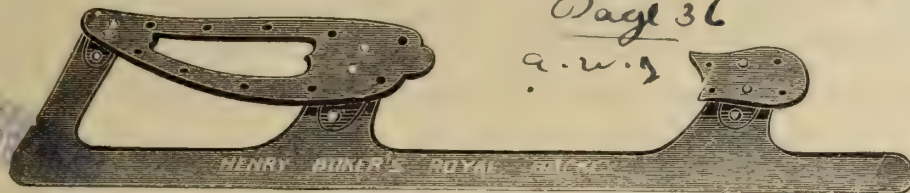


Nos. 5, 9.



No. 1422.

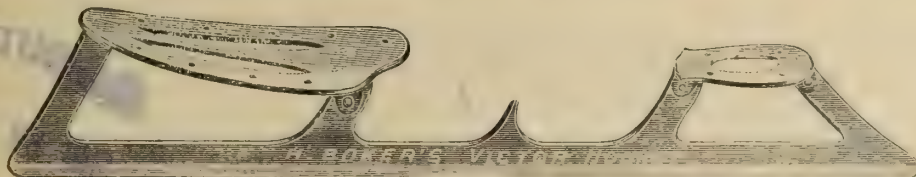
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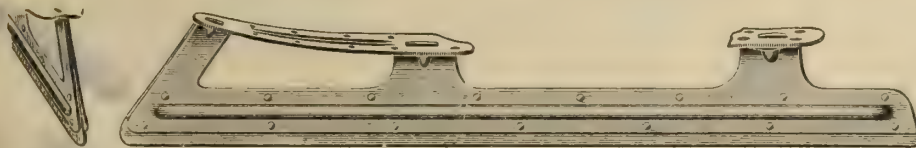
Nos. 531, 532.



Nos. 631, 632.



No. 694.



No. 9537.

SPRING SKATES.

No.	List Price.
5 Polished	\$0.74 per pair
All sizes, 7 to 12½ in.	
9 Plated	1.20 "
Sizes 9, 9½ and 12-in.	

LADIES' SKATES.

No.		
415 Ordinary Quality	1.08 "	
Sizes 8, 8½ in.		
1422 Best Quality, Plated	2.36 "	
Sizes 8½, 9, 9½ in.		
1424 Concave Blades, Plated	2.81 "	
Sizes 8, 8½, 9, 9½, 10½, 11½ in.		

HOCKEY SKATES.

No.		
530¼ Ordinary Quality	50 "	
All sizes, 7½ to 12-in.		
515 Ordinary Quality, Plated	1.08 "	
Size 12-in.		
531 Best Quality, Blued Tops	1.70 "	
Sizes 8½, 9, 9½, 10, 10½, 11, 11½ in.		
532 Best Quality, Plated	2.30 "	
Sizes 8½, 9, 9½, 10, 11-in.		

No.		
631 Best Quality, Blued Tops	1.80 "	
Sizes 10, 10½, 11, 11½ in.		
632 Best Quality, Plated	2.46 "	
Sizes 10, 10½, 11, 11½ in.		
634 Concave Blades, Plated	2.96 "	
Sizes 9, 9½, 10, 10½, 11½ in.		

No.		
692 Plain Blades, Plated	3.30 "	
Sizes 10½, 11½, 12 in.		
694 Concave Blades, Plated	4.00 "	
Sizes 9, 9½, 10, 10½, 11, 11½ in.		

No.		
9537 "Lightning," Plated	5.80 "	
Sizes 9½, 10½, 11, 11½, 12-in.		

LIST PRICES SUBJECT TO SATISFACTORY TRADE DISCOUNT.

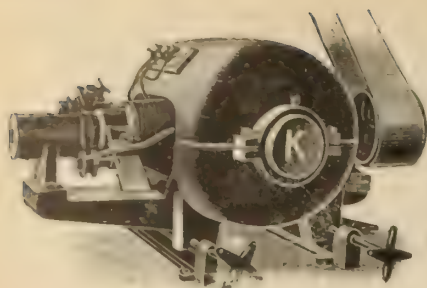
H. S. HOWLAND, SONS & CO. LIMITED, Toronto.

OUR prices are right

GRAHAM NAILS ARE THE BEST.

Factory: Dufferin Street, Toronto

WE ship promptly



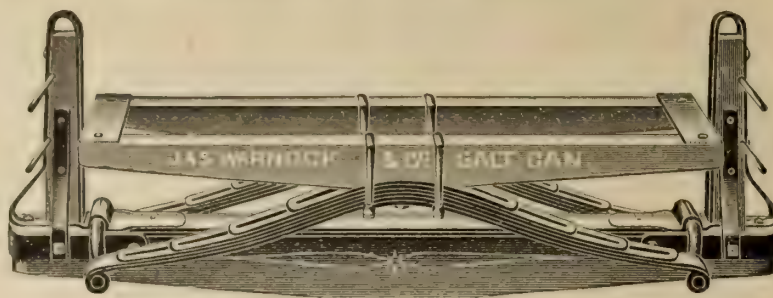
Kay Electric Dynamo and Motor Co., Limited

Manufacturers of Dynamos and Motors for all purposes, direct and alternating currents. Special attention given to repairs.

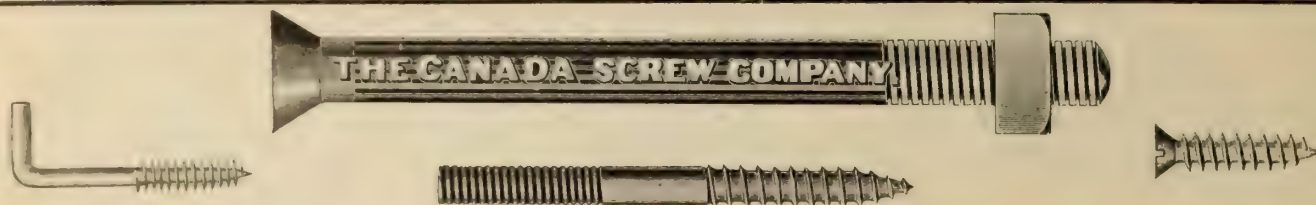
Office and Works: 219-221 Queen St. East, Toronto.
Phone Main 1251. Estimates cheerfully given.

"THE PEERLESS"

is the best Bolster Spring ever produced. A fine line for the hardware trade. Write Us for Prices



JAMES WARNOCK & CO., - GALT, ONT.

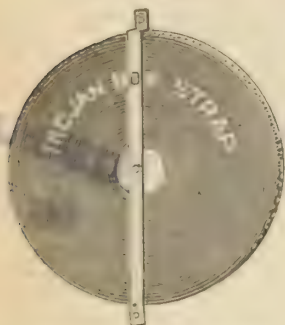


WOOD SCREWS, MACHINE SCREWS,

WIRE NAILS, BRIGHT WIRE GOODS, WIRE IN COILS AND STRAIGHT LENGTHS.

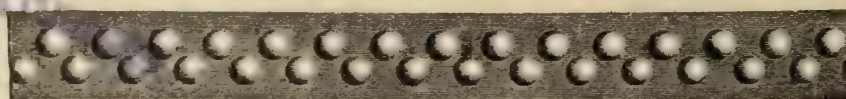
TORONTO HAMILTON MONTREAL

Made in 3 widths
1/2, 3/4 and 1 in.



Packed in cases of 20 tools,
100 feet each.

Improved Trojan Box Strapping.

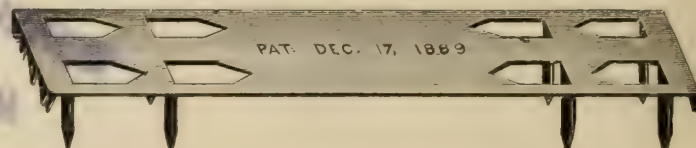


Self-drawing Strapping.



*all in cut hook 14
Dangle 47.*

Clutch Nails for Corners.



Box Board Fasteners.



Used in place of tongue and groove, also for shooks.

Shingle Bands;

Hoop Iron, Gal. and Plain.

WRITE FOR CATALOGUE.

Wishing the Trade the Compliments of the Season.

J. N. WARMINTON

43 Scott St.,
TORONTO.

207 St. James St.,
MONTREAL.

MACHINERY

The Machinery Markets.

TORONTO.

IN view of the increasing dullness in the United States machinery market much surprise as well as satisfaction with the condition of affairs is expressed here. It is particularly pleasing to Toronto machinery houses that the Canadian market has not been seriously influenced by depression in the United States as has been the case to a considerable extent in years past. However, while business on the Toronto market is unprecedented in its activity for this season of the year, there has been during the past week a falling off as compared with former weeks, at least in some lines, notably in wood-working machinery. The sale of engines and boilers has increased rather than diminished while a steady business is doing in machine tools generally. The position of the motor machine market is fairly bright. Manufacturers of electrical machinery and electric light apparatus report business active.

The H. W. Petrie Machinery Co. report that business is brisk. They say that they have not noticed to any appreciable extent the slight falling off of orders that characterizes the market in general. They have just shipped a carload of machinery to Port Arthur for the new machine shop of Whalen & Bowman, in that town. Another carload of machinery, consisting of boilers, engines and wood-working machinery, has just been shipped to Edmonton, for the Northwest Machinery Co. They are also shipping just now a complete equipment for a planing mill to Hemling & Grant, of Didsbury, Alta. A double engine and double drum hoisting has just been sent to Gravenhurst to Mickle, Dymont & Son.

The Canada Foundry Co. have a large amount of work on hand at the present time.

The Canadian General Electric Co. have been quite busy during the past week.

T. M. Maguire & Son, machinists and millwrights, have a fair amount of work on hand.

W. H. Banfield & Son, machinists and die-makers, report business very good, indeed exceptionally good for this time of the year.

The Pendrith Machinery Co. have contracts on hand to keep them busy for some time to come.

The Jones & Moore Electric Co. say that business with them is very good indeed, which is rather unusual at this time of the year.

Sutton & Co., machinists and die-makers, report business exceptionally good.

The A. R. Williams Machinery Co. say that business is remarkably good for this time of the year. Generally the two weeks before Christmas are rather dull, but these two weeks have certainly proved an exception. The market has been slightly quieter this week than last but not to a very appreciable extent.

The Levy, Weston & McLean Machinery Co. report the market quite bright, but have noticed slight depreciation in the volume of business during the past week. This was most felt in the line of wood-working machinery. Boilers and engines are selling well at the present time, and also machinery for machine shop equipment.

MONTREAL.

A round of the Montreal machinery firms shows that there is a general feeling of optimism among the trade. It is considered that business conditions in Canada are satisfactory and that with continued prosperity there will be many new factories built all requiring new engines and general machinery. In good times, too, most manufacturers install new machinery. The only danger feared is a continued and permanent decline in values in the United States. Of course a general decline there would react seriously on values in Canada. That is the fear of machinery men and at present it is impossible to predict the outcome.

The Fairbanks Company report that the outlook for machinery of all kinds and machine tools is very promising at present. Business is naturally very

quiet at present for this is always the quiet season of the year. Most buyers are holding off until after the beginning of the year, but inquiries are frequent and a good trade is expected. Asked as to what will be the effect in Canada of present conditions in the United States our informant assured us that there are already signs of an improvement across the border. He had just come to Canada two weeks ago from the United States and was conversant with conditions there. Two things had combined to cause the present flurry, the unsettled state of the labor market all Summer and the trouble in Wall street. But labor conditions are now more favorable and the outlook is much improved. A number of the large steel works are again preparing to enlarge, thus showing their confidence in the future. There is, therefore, a slight improvement now which will mean much a couple of months hence.

The Laurie Engine Company report business very brisk in engines of almost all horse-powers. A reference to our column of Machinery and Electrical Notes will show that they have a number of large contracts on hand. For engines they consider the present outlook very favorable indeed. In machine tools and similar goods business is now on the quiet side, but this is the usual condition of affairs at this time of year. Trade conditions are considered very satisfactory for December. The only danger is the present flurry in the United States which may disturb values here. As to the effect of U. S. conditions the company would venture no opinion.

W. H. Nolan, of the Canada Machinery Agency, reports that trade prospects are good. The present year is the best he has ever known. Asked as to the effect on the Canadian market of the present decline in the United States Mr. Nolan said it was not troubling him very much. He believes there will be continued prosperity in Canada and new factories will require new machinery. Business is quiet just now but that is only to be expected at this season.

ECONOMICAL PRODUCTION OF COKE.

THE phenomenal growth of the steel industry in America has caused such a demand for coke for smelting purposes that the manufacture of coke in recent years has assumed enormous proportions. Indeed so great has been the demand that for the last four or five years there has been a steady race between it and the supply, the supply being for the most part somewhat behind the demand. As a result of this the price of coke has soared to a considerable height, and therefore the manufacturer of coke has devoted himself to methods of production which are quick, without much regard for the economy of these methods. Of course this is quite natural since the abnormal value of coke has made it inadvisable to take the time to erect the plants necessary for the economical manufacture of coke, as is done in older places such as Belgium, France and Germany.

Take for instance the great Connellsville region in Pennsylvania. There during the last five years has been produced all the coke to supply the immense steel industries in the Pittsburgh district, and it has been a question of how to increase the coke production most rapidly in order to secure the greatest profits from the abnormal price.

The making of coke consists of the heating of bituminous coal, out of contact with air, to such a temperature that practically all volatile constituents are separated and expelled in gaseous form, leaving a residue of almost pure carbon. This carbon is known as coke. Owing to the physical properties it has assumed during the process of heating, it is admirably adapted for use as a fuel in the blast furnaces.

In Europe successful efforts have been made to recover these volatile constituents of the coal, and to make them into marketable productions. In America very little attention has been paid to these by-products of coking because of the time required to erect the necessary plant. Thus in the region before mentioned the simple and quickly erected bee-hive oven, in which coke and coke only is produced, has had the field practically to itself.

However, this state of affairs cannot last long. The supply will soon be equal to the demand, and therefore it is only a matter of time until the value of coke in America will be reduced until it will be no longer possible to use non-economic methods in its manufacture. Then attention will be turned to the produc-

tion in the most economical manner, and the saving of the waste products.

The coke industry had its origin in the efforts of the English iron masters of the seventeenth and eighteenth centuries to produce a fuel which would take the place of charcoal for smelting purposes. The rapid disappearance of the virgin forests made it impossible to carry on the iron and steel industry, and thus the need of obtaining a substitute. The first coke oven was very crude, but despite its crudeness it has been used in America quite frequently during the last four or five years, because of the quickness with which it can be constructed. It is, in fact, not an oven at all, but merely consists of a heap of coal covered over with a thick layer of earth to prevent the ingress of air. Sufficient air for the necessary combustion is allowed to enter through small openings, and the supply is regulated by attendants. This method was taken directly from the process of charcoal manufacture. As time went on the ovens were gradually improved. Greater economy was exercised in the methods, and the waste products were recovered and put to practical use.

The common forms in which the volatile constituents of coal are recovered are: Illuminating gas, coal tar and ammonia. The plants for the manufacture of coke where the recovery of these by-products are carried on is, of course, much more complicated than the simple coke oven, and hence a good reason for the non-economic production of coke as a rule in America.

This advance in the economic production has been specially marked in Germany, France and Belgium, and many different kinds of ovens have been invented in those countries.

Two of the most important types of the up-to-date by-product coke ovens are the Otto-Hoffmann and the Semet-Solvay. The Otto-Hoffmann oven has met with marked success in Germany and in America it has outstripped all other types. The Semet-Solvay oven differs somewhat from the Otto-Hoffmann. The primary aim of the originator was simplicity of construction, and for that reason it lacks some of the appliances of its rival the Otto-Hoffmann.

Although it is a fact that the majority of manufacturers of coke in America have been entirely taken up with the production of coke in the simplest and quickest way possible without making any attempt to recover the by-products,

still the by-product oven, since its introduction on this side of the Atlantic, some 12 years ago, has made some advances, and during the last year or so has begun to attract more attention than formerly. The first one to be erected in America was of the Semet-Solvay type, and was constructed at Syracuse, N.Y., in 1891. The second was built in 1895 for the Dunbar Furnace Company at Dunbar, Pa. It is also of the Semet-Solvay type. The next was an Otto-Hoffmann, constructed in 1896, at the Cambria Iron Works, at Johnstown, Pa. That firm found it impossible to produce the quality of coke they wished in the bee-hive oven, and therefore tried the by-product furnace with satisfactory results. Therefore it has been shown that a better quality of coke can be produced in the by-product oven than in the ordinary type. Since the installation of this oven the advance has been steady. In the United States since then there has been a considerable number of by-product plants constructed, among them being one for the Riverside Iron Works at Wheeling, W.V., one for the Tennessee Coal, Iron and Railroad Co., at Ensley Ala., one at Hamilton, Ohio, for the Hamilton Otto Coke Co., and one at Camden, N.J., for the South Jersey Gas, Electric and Traction Co. In Canada the first plant to be installed was at Halifax, N.S., for the purpose of lighting and heating the city, the coke finding a market in the city as fuel. This was constructed in 1898. In 1901 a large plant was constructed at Sydney, N.S., for the Dominion Iron and Steel Company. There, although products of the plant are used for heating purposes, the gas and tar being used in open-hearth furnaces.

Before long the unnatural conditions which now exist in the coking industry will disappear; the supply will be quite sufficient to meet the demand, and the price will lower accordingly. When that time comes the day of the simple bee-hive oven will be over, and it will be supplanted by the by-product oven. Where now stand a colony of these hive shaped ovens there will in all probability, be erected a complete by-product coking plant, and then the industry will be conducted on an economical basis as it is in European coke centres.

Will Open Branch in Montreal.

In order to better serve the continually increasing demands for its comprehensive line of power transmission machinery and to enable it to continue the

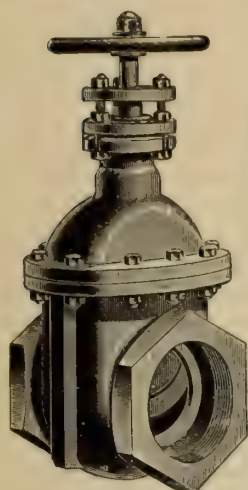
Bread, Milk and Trade Checks

Made of BRASS or ALUMINUM.

SEND FOR PRICES.

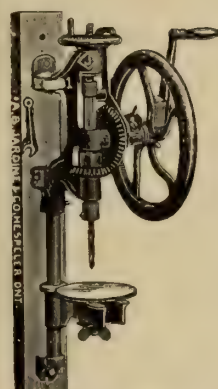
STENCILS, STEEL STAMPS,
RUBBER STAMPS, ETC.**Hamilton Stamp & Stencil Works,**

HAMILTON, ONT.

**We Make
Good****VALVES**Write for Catalogue.
It tells all about
them.**The Kerr Engine Co.**

LIMITED

Walkerville, Ont.

TRADE MARK
REGISTERED**Blacksmiths'
Hand
Drills.****The very
best.****A. B. JARDINE & CO.
HESPELER, ONT.****"Say, Friend,"**

your aim should be to start up for yourself.

Why Workfrom morn till night for somebody else instead of
pushing a business for yourself and thus reap the full
profit of your labor?**We Will**start men of ability and good character in every
County in the Dominion.

WRITE FOR PARTICULARS TO

The Empire Machine and Metal Stamping Co.

1012 Yonge St.

- TORONTO,

Limited

Canadian Metal for Canadians.**IMPERIAL BABBITT.** — Perfect anti-friction, no matter what the speed or the
crushing weight. Satisfactory wherever and whenever used. Why experiment with new
and foreign-made metals, when a Canada-made, thoroughly tried and absolutely reliable
metal is at your command?**THE CANADA METAL CO., WILLIAM STREET, TORONTO**

CAP SCREWS.

SET SCREWS.

Square and Hexagon

COLD PRESSED NUTS

FINISHED.

SEMI-FINISHED.

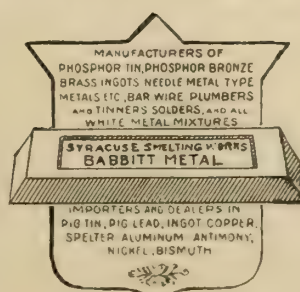
Canada Foundry Company,

LIMITED.

Head Office, TORONTO, ONT.

District Offices — Montreal, Halifax, Ottawa, Winnipeg
Vancouver, Victoria, Rossland.**Use Syracuse Babbitt Metal**

IT IS THE BEST MADE.

Wire, Triangular and Bar Solder, Pig
Tin, Lead, Ingot Copper, Ingot Brass,
Antimony, Aluminum, Bismuth, Zinc
Spelter, Phosphor Bronze, Nickel, etc.,
always in stock.

FOR

Paper and Pulp Mills,
Saw and Wood-Working Machinery,
Cotton and Silk Mills,
Dynamos, Marine Engines,
and all kinds of
Machinery Bearings.Canadian Works, Montreal, P.Q.
American Works, Syracuse, N.Y.
Head Office American Works, 94 Gold St., New York.**SYRACUSE SMELTING WORKS**

main feature of service that has always been a noteworthy characteristic of the company, the Dodge Mfg. Co., of Toronto, of Toronto Junction, will on January 15 open extensive and commodious quarters at 419 St. James street, Montreal. This will be pleasing news to the many users of transmission machinery in and around Montreal and the east, and is a step that keeps pace with the fast development of Canadian manufacturing. A competent staff will be in charge of the new branch and will spare no efforts to increase the efficiency of the service of the company both for the users and the trade.

The Montreal Elevator Contract.

The Dodge Mfg. Co., Toronto, have completed its large undertaking to furnish the machinery and special castings for the new million bushel elevator of

Electricity in Steel Making.

IN any summary of the causes of our success in steel manufacture, great stress must be laid upon the early and multiplied adaptation of electricity as a motive power in the thousand and one uses to which it has lent itself so admirably, says the Scientific American. Among other applications that come to mind there are: the overhead travelling electric crane; the electric charging machine that picks up a box containing a ton of mixture, thrusts it into the furnace, empties and withdraws it; the electric conveyer; the electric elevator for loading the blast furnaces; the electric buggies that receive the heated ingot after it has been lifted from the soaking pits and runs it down to the mill; electric machines for pushing the blooms in at one end of the furnace, and electric tongs for gripping them and pulling them out at the other end. These

is given them, repayable \$1,000 and interest yearly.

N. Thompson, of Vancouver, has completed arrangements with the Dominion Government for a floating dry dock in Vancouver harbor, to cost \$1,000,000, to be 500 feet long and to have a lifting capacity of 11,000 tons.

The works of the Cramp Steel Co., Collingwood, Ont., are ready for operations, but as the company is in financial difficulties they are not to be started at once. Major Currie, secretary of the company, states that the difficulties are but temporary.

Sherbrooke, Que., has voted \$200,000 to buy out the Electric Light Co., not including their gas plant. For some time there was a movement to start an independent plant, but the opposition was keenly bitter. The proposal to buy out the present plant is less resented and is expected to go through.

The Government commission, to inspect the various plants which use the thermo-electric process for the smelting of iron ores and the making of steel, has been chosen. The commission consists of Dr. Haanel, Superintendent of Mines, and Mr. C. E. Brown, assistant and works engineer for the Canadian General Electric Company, of Peterboro'.

The Polson Iron Works, Toronto, have the contract for the building of one of the two new vessels destined for the fisheries protection service. The other cruiser will be constructed by the Vickers, Maxim Co. The one to be built by the Polson Iron Works will be a twin-screw, 176 feet long, 22 feet beam and 540 tons. Her speed will be 16 knots. She will outvie in speed and armament anything on the great lakes. Both vessels are to be completed in six months.

Capitalists in New York, Buffalo, Montreal, Quebec and Ottawa have made a proposition to Stratford, Ont., to build an electric railway from St. Joseph, on Lake Huron, through Zurich, Hensall, Chiselhurst, Cromarty, Staffa, Russellville, Fullarton's Corners, Carlingford, and Avonton. They ask exemption of taxes on plant within the city for 20 years, and the right to furnish light and power and a 50-year franchise, and would commence the work on May 1, and finish on December 31, 1904.

The Vulcan Iron Works, Winnipeg, this year added to its works a foundry, the dimensions of which are 100x200 feet. In this building will be cast all pieces used in the construction of boilers and engines and all the other machinery manufactured or repaired by this concern. The big addition to this department will necessitate enlargement in other departments, and the present intention is to build, next year, new boiler, blacksmith and machine shops, and to largely increase the staff of employees in almost every department.



General View of The Canada Foundry Co.'s Works, Toronto.

the Harbor Commissioners at Montreal and in carrying out its part of the work has delivered about 250 tons of elevator machinery and special castings. The huge steel marine leg that has been successfully placed in this elevator is said to be the largest in Canada and its successful completion, together with the rest of the work, has won the cordial approval of the contractors, the Government inspectors and engineers. This job shows the extent of the facilities of the Dodge Company since its many additions and its plant to-day, consisting of a modern foundry with a 15 ton per hour cupola capacity, travelling cranes, up-to-date machine shops and tool rooms, pattern shops, fireproof pattern stores, general offices and expert engineering departments, is well worthy of a visit.

are a few of the uses of electricity, to say nothing of pneumatic and hydraulic power, that, conjointly with similar exhibitions of ingenuity, forethought, and administrative skill in mine, ship, and railroad, have enabled our manufacturers to sell "three pounds of steel for two cents," while paying the highest wages in the world to labor and returning the princeliest of fortunes to capital.

Machinery and Electrical Notes.

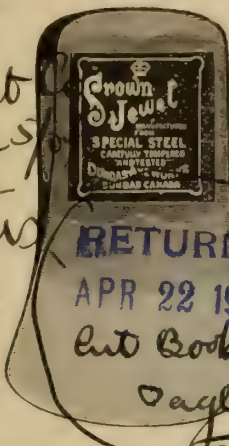
F. T. Wilkes, secretary-treasurer of the Waterous Engine Works Co., Brantford, Ont., is dead.

The Empire Carpet Co. have a proposition before Dundas, Ont., to locate works there, to instal plant, machinery, etc., if a loan of \$15,000 at 4 per cent.

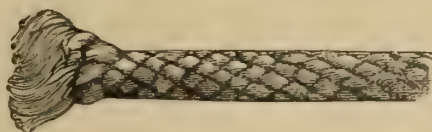
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improvements in our
Maclean Cut
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April 25
Axe. There is no
axe that will sell
more readily at
good profit.

Dundas Axe
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Buy the Best.

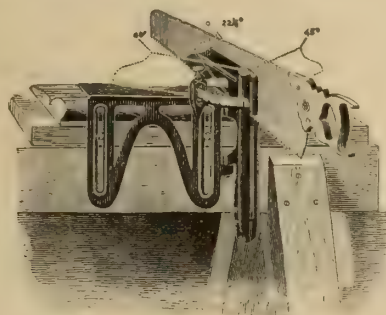


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Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
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Any cross-cut or hand-saw can be used any width or depth of moulding can be cut.

Our 159 Improved Mitre Box can be used on top of ladders, scaffolds, or any place a mitre box is required.

Send for the Green Book of Hardware Specialties for further particulars and price.

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Mfrs. of Cutlery and Hardware Specialties.

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NIAGARA FALLS, CANADA.

Manufacturers of **FLATWARE, CUTLERY and ELECTRO PLATE.**
Ask for our Catalogue and Quotations.



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RETAILERS

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ELECTRO-PLATING.

Get your customers to commit to you for replating their shabby silverware. Then communicate with me to find out what it will cost to restore to original beauty these pieces. You will make some money; so will I, and your customer will pay the bill cheerfully.

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**Stitched Cotton
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Superior to all others.

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Pulp and Paper Mills, Cotton, Woollen,
Cement and Saw Mills, Machine Shops
and Electric Powers.

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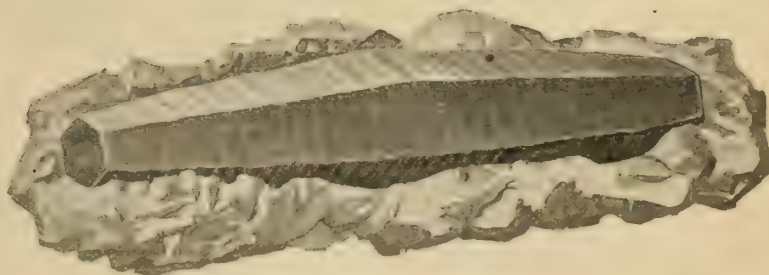
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HAMILTON, CANADA.

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"MAPLE LEAF BELT DRESSING"

Craig Mine Crystal Corundum



EMBEDDED IN FELDSPAR.

CRYSTALLIZATION INTENSIFIES HARDNESS.

The diamond is crystallized carbon. Corundum is crystallized alumina and next in hardness to the diamond. Emery is iron ore containing 30 per cent. to 40 per cent. of corundum, only part of which is crystallized. The absence of this iron in Craig Mine Crystal Corundum prevents that burning which renders the use of emery so unsatisfactory.

The Canada Corundum Company, Limited
TORONTO, CANADA.

THE LATE JOHN WATSON, OF AYR.

THROUGH the death of John Watson, of Ayr, Ont., which occurred suddenly on Tuesday, 15th inst., the village of Ayr loses its practical founder, the County of Waterloo one of its most able promoters, and the Dominion of Canada a citizen who for over 50 years played a large part in the ever-growing manufacturing industries of this country. Almost during the more active years of his business life, 1850-1890, the name of John Watson, of Ayr, was a household word throughout a large portion of the Dominion.

Born in Glasgow, Scotland, in 1820, he was at the early age of eight years bound as an apprentice to the trade of mending, at which he served for a period of seven years, learning the trade in all its branches. He then worked as a carterman in England, Ireland and Scotland from 1835-1842, and was working in London in 1840 when the late Queen Victoria was married.

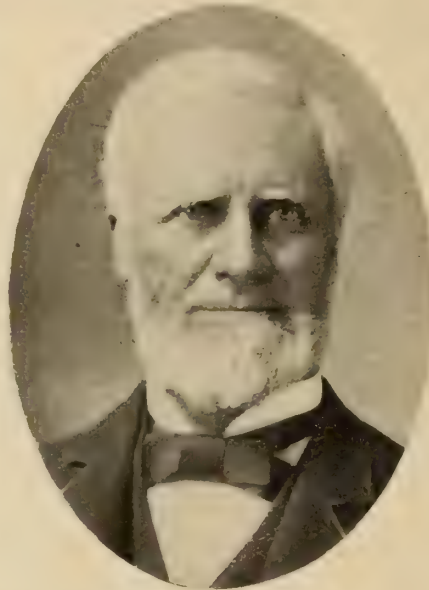
Having gathered together enough money to pay his passage to America, he sailed from Liverpool in 1843. He landed in New York and made his way to Troy, New York State. Mr. Watson would often relate a little incident which took place here, from which he said he learned an excellent lesson. He applied at one of the foundries for work. He was asked if he could make pots (with the making of which he was quite familiar). He said he would try. The manager said they had a shop full now who were trying and did not want any more. This was a lesson to him, and he came to the conclusion that since he had left Scotland and was now in America it would not do to be too canny and cautious.

But his Scotch perseverance stood him in good stead. He tramped from shop to shop between New York and Buffalo with his kit on his back, taking work as he could get it. From Buffalo he came to Hamilton, and, when asked by Fisher & McQuestrain—who were then running a shop where the Royal Hotel now stands—if he could make stoves, he promptly replied yes, no "trying" this time. Working in the same shop with him here was the late James Stewart, who afterwards became head of the firm of James Stewart & Co., stove manufacturers, of Hamilton.

In 1845 he went to Galt and was employed by Fisher & Lutz for two years. It was while working in Galt he matured his plans for starting at first on a small scale the subsequently celebrated Ayr Foundry. At first he was his own manager, bookkeeper and foreman. Hamilton at that time was the cheap wholesale centre for the West, and from there his raw material was teamed to Ayr. In

his early days when he had to go to Hamilton on business, he would walk to Galt, after working for hours, and take the stage to Hamilton. This he continued to do for years till, as he himself would relate, on his return one night he sat down under a tree to rest, and made up his mind that the business would have to support a horse. That was the last time he walked.

His business grew rapidly, and in 1857 he was employing seven moulders, was making castings daily and had seven teams on the road. In those days goods were sold chiefly by the personal canvass, and a man could not sit down in his office and write an advertisement which in a few days would reach all the dealers in the country. At this time he was



The late John Watson, of Ayr.

making stoves as well as agricultural implements, but as the demand for farm machinery increased he gradually dropped the manufacture of stoves and concentrated his energy on farm machinery, making all kinds of agricultural implements from a plow to a threshing machine.

He was always on the alert for anything new in farm machinery, and had the faculty of at once seeing the practicability of a machine, noting its strong as well as its weak points. When we look back at the evolution of the different lines of agricultural implements we can safely say there is no line which he has not improved and added to its usefulness.

Let me give one or two incidents which not only demonstrate his sagacity and good judgment, but also the determined character of the man and his confidence in himself. He made regular visits to the United States fairs and was ever on the lookout for improvements. In 1871 he introduced from the United States, where it had just been put on the market, the light single mower. This he believed marked a long stride in ad-

vance in mowers. He exhibited it at the Provincial trial, held at Paris, Ont., in 1871, where, although it did its work thoroughly, yet it was such a departure from the mowers then in use in style and principle, in simplicity and lightness, that the judges practically threw it out of the competition. Mr. Watson, however, had faith in his own judgment, and started in to manufacture them. He had no reason to regret this step, as it quickly made its way to the front, and the heavy style of mower soon became a thing of the past.

He was also instrumental in introducing the light single reaper, which changed the style of reapers from the heavy cumbersome kind then in use to one little more than half the weight which would accomplish the same work. These were not steps, but leaps and bounds, in the evolution of reapers and mowers, and, while not the inventor of them, he was one of the few men to recognize their usefulness and to have sufficient confidence in his judgment to adopt them.

During his life he probably made a larger variety of agricultural implements than any other manufacturer in the business. At the Provincial Exhibition held in Ottawa in 1879 he exhibited a collection of agricultural implements which numbered 52 articles, and it is safe to say there is not one of these articles he had not improved and made more useful. For this collection he received a gold medal. He was always a leading exhibitor at all the principal fairs in Canada, and received many gold medals from these competitions.

Not only was he successful at home, but at the Centennial Exhibition held in 1876 he obtained the only gold medal coming to Canada for agricultural implements. He also received medals from Paris, France; Queensland, Australia; International Exhibition, at Buffalo, etc.

He at different times exported machines to England, Scotland, Ireland, Germany, France, Russia, Belgravia, Cape Colony, South America and New Zealand.

He was a devoted and lifelong friend of the late Hon. George Brown, and in 1846 canvassed Galt personally with him for *The Globe*. He wrote an article for *The Farm Journal*, published by the late George Brown, "How to Test a Plow-share." This was copied by many of the papers in England and the United States. His career in brief furnishes one of the best examples on record of the energy, push, perseverance and tact by which characteristic Scotchmen the world over so frequently rise by their own unaided efforts from the bottom to the very top rung of the ladder. He was a man of sterling qualities of heart and hand and public spirited to the last degree. He was appointed by the Ontario Government in 1880 to the Ontario Agricultural Commission, and was chairman of the section relating to labor-saving machinery for farm. For this he received \$200, which he handed over to one of the charitable institutions of Waterloo County.

He was a strong advocate of free schools in the early days when it was a live question, fully appreciating the value of an education, which he himself had not had the chance of obtaining.

The business founded by Mr. Watson is being continued by his two sons under the style of The John Watson Mfg. Co.

Good advertising has made the Oxford Hot Water Heater known to thousands. Good material and good construction have placed it in the front rank.

The Oxford Hot Water Heater

is the furnace you should handle if you want to do a satisfactory business.

The Gurney Foundry Company, Limited.

Toronto

Winnipeg

Vancouver

The Gurney-Massey Company, Limited,

Montreal.

Greetings

Wishing all our Friends and Patrons

A Very Merry Christmas

and

A Happy and Prosperous New Year.

The THOS. DAVIDSON MFG. CO., Limited
MONTREAL.

STOVES AND TINWARE.

American Stoves in Canada.

THAT American competitors are doing a larger business than ever in the Canadian market, says a Toronto, Canada, correspondent, is unquestionable, but it is not by any means certain that their operations are unprofitable to themselves or presently embarrassing to Canadian manufacturers, for in most lines the latter have still all they can do. If Americans are capturing a lot of business, it is not altogether because they are underbidding Canadians, but partly because the latter cannot supply the goods. This is especially the case in regard to stoves. Though Canada has a largely increased capacity of producing stoves—new foundries having been started and old ones extended within the last few years—the demand exceeds the home supply. The trade is unusually active this Autumn, especially in the West, where immigrants are rushing in and where everybody is doing well. So pressed have some Canadian stove manufacturers been of late that they have turned over a large number of their orders to American manufacturers making stoves of the same name and pattern. But Americans have been active in the West. Of stoves they are known to have shipped in 60 car-loads since the beginning of the season in September. These come from Detroit, St. Louis, Chicago, Milwaukee and other Western cities. While the home manufacturers cannot fairly feel aggrieved over the loss of trade that it is out of their power to do, they have a natural reluctance to allow the Americans to get such a grasp on the market, for, once in the field, they will be likely to remain there. Lieutenant-Colonel Gartshore, manager of the McClary Mfg. Co., London, Ont., one of the largest stove making concerns in the country, says their travellers report considerable price cutting by Americans in the West. The company are preparing for competition next year by marking down catalogue prices. In his opinion, the present duty of 25 per cent. ought to be increased to 40.—The Metal Worker.

The McClary Co.'s Winnipeg Branch.

The Winnipeg Telegram gives its readers the following information: The McClary Mfg. Co. have largely increased the capacity of their warehouse on Bannatyne avenue east. Its dimensions are 50 x 100, and to the four storeys and a basement, which constituted the building, were this year added two additional storeys. The McClary's are one of the firms that were attracted to Winnipeg by the boom of 1882. In that year a branch was opened here, and though at times things looked dark in the West, this firm never had any doubt regarding the country's future. Their hopes have been realized, and in the last few years their business has grown to enormous proportions, that of the last year being especially large. The company handle stoves, ranges and furnaces, and all its business between Port Arthur and the Rockies is handled through the Winnipeg branch. The company have factories in Hamilton and London, Ont., and their head office is in London. J. W. Driscoll is manager of the local branch, and he has under him three travellers and 28 people in the warehouse.

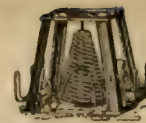
Where the Tin Goes.

The consumption of tin may be summed up thus (approximately): One-third utilized in the manufacture of tinplate, one-half represented by alloys, while the rest is accounted for as tinfoil and products of the chemical industry.

Toronto Plumbers to Meet.

The Toronto Master Plumbers and Steam Fitters' Association will hold their second open meeting on Monday night, December 28th. As Mr. Geo. Clapper-ton will take charge of the meeting an interesting time is assured.

Consolidated Rubber Tile Co. of San-ada, Montreal, have been incorporated with a capital of \$50,000 to manufacture and deal in interlocking rubber tiling and to manufacture and deal in rubber goods generally. The directors are W. P. Kearney, G. Langlois, W. Jack, C. F. Moore and J. B. Panze, all of Montreal.



Wire-Cone Incan-1 Toaster

Only perfect Bread Toaster for Gas or Gasoline Stoves. No smoky taste to bread toasted on this toaster. Write for prices.

H. O. Edy, Montreal. E. T. Wright & Co., Hamilton.
HARKINS & WILLIS,

Manufacturers and Inventors, ANN HARBOR, Mich.

Apply all the tests to

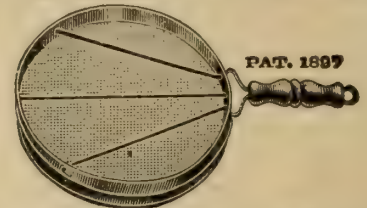
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and it will fill the bill every time.

Whether for durability or economy, satisfaction to the user, or saleability, it never fails to meet every requirement. Write for samples and prices.

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For Sale by: J. H. HANSON, Montreal
BATTY STOVE & HARDWARE CO., Toronto



PAT. 1897

The FAIRGRIEVE GAS TOASTER

Retails at 25c. The only Toaster guaranteed to toast on gas, gasoline or blue flame oil stoves without taste or smell. Write for prices.

THE FAIRGRIEVE MAN'FG. CO.,
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NEVER DRIP A DROP

THE NEW TEA STRAINER



FITS ANY
TEA POT

**Meets a popular
need.** A side line
you cannot afford
to be without.

RETAILS AT
10 CENTS.

Imperial Tea Strainer Co.,
MONTREAL.



When placing your order for **WRIGHT'S Cold Blast Lantern**, which is the only genuine Cold Blast Lantern made. They are the best, and we will guarantee prices against all other makers for this season and for next.

E. T. Wright & Co., Manufacturers, Hamilton and Montreal.

Have you
tried it?
Tried what?
**SELLING
MANTELS.**



This is in your line of business, and it will
pay you.

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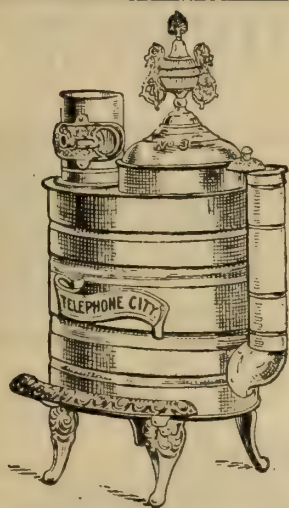
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RAT and MOUSE TRAPS**

Strongest Traps Made.

Prices Exactly Right.

CANADIAN AGENTS

Edwin H. Grenfell & Co., London, Ont.



"By Actual Test

we find your Air-Tight Stoves to be
the best in the market to-day.
Kindly reserve agency for us."

Pretty good testimony, we think.
What do you think?

Send for booklet.

TELEPHONE CITY STOVES, Limited
BRANTFORD, Canada.

ROME

means perfection in
the manufacture of

Nickled-Plated Copperware

A FULL LINE ALWAYS CARRIED IN STOCK IN WINNIPEG

WRITE FOR CATALOGUE, OR BETTER STILL, SEND US A SAMPLE ORDER.

Coltart & Cameron

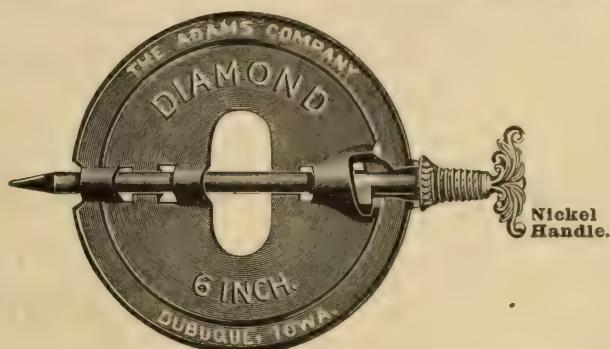
Special attention given to
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cars.

Manufacturers' Agents and Warehousemen,
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DIAMOND STOVE PIPE DAMPER.

U.S. Patent June 25th, 1895

Canadian Patent December 14th, 1895



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Built like a bicycle with bicycle con-
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Bar Iron
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Wire Nails

Horse Shoes
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Spikes and Tacks.

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Successors to Peck, Benny & Co.

Manufacturers of



Brands

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WORKS: LACHINE CANAL.

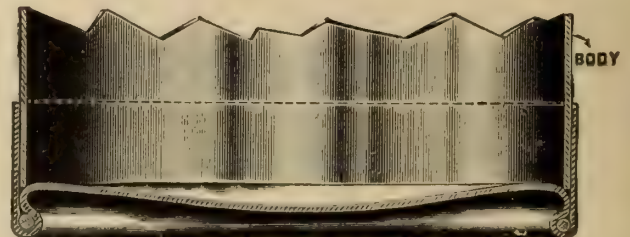
"Samson" Milk Can Trimmings.

Strongest, neatest, most sanitary
and only one-piece bottom made.

Has no seams or rivets to cor-
rode and collect dirt.

Every bottom in each size is of an
exact diameter. Being stamped out with
a die—not spun—there can be no variation as in
a bottom made in several pieces.

Requires less solder and work in putting
together than pieced bottoms—also wears longer.



Section of "Samson" Milk Can Bottom.



PATENTED, JULY, 23, 1900

The McClary Manufacturing Co.

London, Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B.

"EVERYTHING FOR THE TINSHOP."

HARDWARE AND METAL

President:

JOHN BAYNE MACLEAN,

Montreal.

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COMPLIMENTS OF THE SEASON.

MERRY Christmas and a Prosperous New Year! How pleasant is the old phrase to the ear! Pass it on to your neighbor. Let the world see that the trials and disappointments of life, the losses and vexations of business have still left to you that modicum of kindly feeling which contributes so much to a better spirit in all the relationships of life.

Be an optimist. There is need of optimism in Canada, as in other countries, to-day. There has been too much talk of the depression which is to come but which by every kind of reckoning is as far distant as ever. With heavy immigration and unprecedented railway construction anticipated during the coming year, with our retail stores, our workshops and our factories—everything, save our gaols—busier than ever, what reason have Canadians for pessimism? Why should they give serious heed to prophecies of depression and disaster?—

Has your business fallen off during the last year? Or have you not secur-

ed the proportion of profit which is necessary to make business "worth while"? Then do not blame the result on the conditions of trade in the country. The wholesale houses say that business has been of larger volume than ever during the year this in spite of the depression prevailing in the United States; the larger retailers in such luxuries as diamonds, furs, pianos, etc., say that buying has been exceptionally generous.

So, if things have not been coming your way do not go around kicking about depression, about dull times. Spruce up! Brighten up your store! Nine chances to one you will discover that the depression has been restricted in a large measure to yourself, that your neighbors are buoyant with the good cheer and warmth of optimism.

So join the optimists! Hide your worries behind the glad smile of friendly greeting and mayhap in adding to the general spirit of pleasantness your old troubles may be materially reduced if not altogether effaced.

MUNICIPAL ELECTIONS.

THIS is the open season for candidates, aspirants for municipal honors. How some of the aspirants have the assurance to aspire is beyond the ken of most of us, but nevertheless they are out year after year and often are elected because the voters get tired of turning them down or because of the dearth of good men in the field.

The curse of our political system, Federal, Provincial and municipal is the difficulty of getting good business men to take upon them the burden and honor of public service. Our successful business men are often too busy getting rich to interest themselves in how our public affairs are managed unless the consequent mismanagement affects them personally in a pecuniary manner. This may be due to selfishness or to mere carelessness or again it may be due to a feeling of distaste at the prospect of entering a field which has often been made uninviting by the class of men who have arrogated to themselves

its direction. In any event men who have proved their capacity by success in their own business are under a moral and civic obligation to lend their services to the community in which they have won their success for the common interest.

It is indeed true that a man of business may not be able to spare the time necessary to enter the Provincial or Dominion Parliament, but he certainly can take his part in the municipal government where the effects of wise and unwise administration are more immediately felt, where question of abstract policy are largely eliminated and where the business to be transacted is just that sort of business which a man of affairs meets with every day in his own sphere.

Nominations are now at hand and our business men should turn out in full force and if called upon to enter the field they should be prepared to make some sacrifice of personal comfort and accept.

Again in the selection of men from the list of would-be's, Canada is fortunately free from the system across the border where every man from a State judge to a poundkeeper is elected on party grounds and not on grounds of personal worth. We have still something to look forward to in the line of improvement, however, and that is in making business ability rather than mere jolly-good-fellowship the standard to which our municipal fathers must conform. Business men owe it to themselves to see that a fair proportion of our councillors aldermen, reeves and mayors in 1904 be chosen from their ranks.

TERMS ON WRAPPING PAPER.

MANUFACTURERS of and wholesale dealers in wrapping paper have, possibly as a result of the successful shortening of terms by jobbers in other lines, decided to shorten their terms of credit. The terms now are 60 days, net; 30 days 2 per cent., whereas formerly they were 90 days, net; 30 days, 3 per cent.

THE CORDAGE SITUATION.

LATER advices come to hand confirming what was said in these columns some weeks ago as to the strength of the cordage market. Some attempts have been made in the United States to break values by circulating reports to the effect that production of manila hemp is much in excess of previous years. From reliable information which has been furnished us it is evident that there is no truth in these stories. The manila hemp market is regarded as a reliable guide to all other rope values. Hence the fact that its statistical position is now known to be very strong should have a steadying effect upon all cordage values. It is now estimated that the visible supply of the world excluding stocks held by manufacturers, which can not be heavy, and including stocks lying in Manila, is 300,000 bales. At this time last year the visible supply for the world was 375,000 bales. These figures indicate a very strong position indeed in view of the enormous receipts; they show that the trade of the world is absorbing freely all supplies.

In the Philippines the market is strongly held and authorities on the situation who have devoted much time to its investigation are convinced that stocks inside the Philippines in the various islands are light and that no hemp is being held back. Our source of information we consider thoroughly reliable. It should relieve any uncertainty as to the situation.

NOTES OF C.I.F. CASE.

A FEW errors and omissions inadvertently crept into our account in last two issues of the C.I.F. action. Mr. H. MacLaren, one of the witnesses for the prosecution, has had over 40 years' business experience in Montreal instead of 14 years as stated. Mr. Wm. Tammion, the English witness, who testified for the prosecution, represents the firm of Rockwood Bros., Sheffield, England. It might have been mentioned that Mr. James D. Bell represents

Jevons & Co. Mr. H. Townsend, insurance agent, who gave evidence in the case, represents Lloyds.

It should have been mentioned that the plaintiffs filed their previous contracts with the defendants, the object being to show that these contracts called for delivery at dates later than that on which the contract for the annealed hay wire unvarnished in question was made. His Honor stated from the bench that the evidence as to custom was too conflicting to be of any service in the case and hence he gave instructions that the evidence need not be transcribed. At time of writing the decision had not been given, but it is expected every day and should be in time for publication in our next issue.

NOTICE TO ADVERTISERS.

Friday Next being New Year's Day, the forms of **HARDWARE AND METAL** will go to press one day earlier than usual for the issue of January 2.

Will advertisers please note that all new copy and changes must be in our hands on Tuesday the 29th inst. We cannot guarantee to change advertisements after that date. All reading matter must be received by Wednesday.

THE PUBLISHERS.

FIRMNESS IN COTTON GOODS.

ONE feature of the rather quiet hardware market is the steady advance in goods in which cotton forms a large part. The exceptionally high prices, due to a short cotton crop and to manipulation of the cotton market, have had the effect of causing a tendency to "soar" on the part of all cotton lines.

Lines which are particularly affected are cotton rope and twine, in which advances of 4 to 7c. all along the line are reported.

The state of prices may be judged from the following quotations, which are now given out by jobbers: Cotton sashcord, "Hercules," 29 to 30c.; Star, 36 to 38c.; cotton rope, 3-16 and up, 20 1-2 to 22c.; 5-32, 25 to 27c.; 1-8-in., 25 1-2 to 28c.; cotton twine, 3 ply, 22 to 24c.; 4 ply, 26 to 28c.

Even these prices are not guaranteed. Manufacturers refuse to take orders except for immediate delivery as they cannot be sure how the raw material market will turn. It is the general opinion, however, that prices will be well maintained. And as jobbers are inclined to take advantage of advances made by the manufacturers there seems to be every reason to expect a continuance of high prices.

OPENING FOR A HARDWARE
STORE.

A CORRESPONDENT in Niagara Falls, Ont., member of a large manufacturing firm, writes to "Hardware and Metal" that there is an "extraordinarily good opening" in that city for a large first-class hardware store, with plumbing, steam-fitting, etc., in connection. The business would need to be sufficiently capitalized to keep in touch with the local manufacturers and the large power companies there. We merely pass along the suggestion.

Personal Mention.

Mr. J. Hofmann, general sales agent for Canada of the American Axe and Tool Company, is spending Christmas in New York with relatives and friends.

Mr. Harry Martin, British Columbia representative of H. S. Howland, Sons & Co. is spending his Christmas holidays with his family in Toronto and vicinity.

Mr. H. Symonds, who for many years represented G. Butler & Co., Limited, Westenhelm & Son, etc., Sheffield, in Canada, called in at the London office of "Hardware and Metal" recently to renew old acquaintance. Mr. Symonds is now with W. S. Laycock & Co., makers of railway supplies, London, England.

Members of the 1899 executive of the Canadian Manufacturers' Association, on Tuesday evening gave a dinner to Mr. T. A. Russell, general manager of the Canada Cycle and Motor Co., and ex-treasurer of the C.M.A. The dinner was to mark the good will of the 1899 executive to Mr. Russell on the occasion of his marriage to Miss Olive Brown, of Toronto, which took place on Christmas Eve.

A Business Man on The University Question.

THE affairs of the University of Toronto were the subject of an address by Mr. W. T. White, B.A., manager of The National Trust Co., before the Canadian Club of Toronto, Monday noon last. The University question is one of great importance and growing interest to the business men not alone of Ontario but of Canada at large, and while Mr. White's address had particular reference to The University of Toronto it cannot fail to be read with interest by our Maritime friends who find their universities handicapped by the same lack of funds which has long been a drag to Ontario's provincial university, and who are even now grappling with the problem of University Federation, a problem which Toronto has just solved by the admission of Trinity to the sisterhood of educational institutions centered in Queen's Park.

The Canadian Club were happy in their choice of a man to speak to business men on the University question. Mr. White is at once an honored Alumnus of The University of Toronto, a graduate in arts and law, and a business man of prominence and experience, who is thus fortunately able to treat his subject from the point of view of the practical man of business, and at the same time appreciate the situation as a non-university man might not be able to do.

For some years after graduation Mr. White was a successful newspaper man—a line of work where experience is more readily acquired than wealth. From newspaper work, in which he did City Hall assignments, he entered the Assessment Commissioner's office, which he left to become manager of The National Trust Company, where his success has been marked, and where he has built up a reputation as a particularly broad-minded and far-seeing business man.

Mr. White, whose address was heard by several hundred members of the club, assumed that the scientific and technical side of the university training needed no defence, as all realized the great service it has done to manufacturing interests and the importance of present investigations to an industrial progress. The arts department, however, might need a defence before a gathering of business men.

The fact that many men without any attendance at college had possessed themselves of a fair share of the knowledge imparted in a university course was no argument that such a course was of no advantage. For men of great natural capacity and sincere love of learning no course of training yet devised by man was quite the equal of a university course in arts. It enlightened his mind, strengthened its faculties, and developed its powers. It gave him precision of thought and developed the power of concentration and right methods of thought. The knowledge obtained broadened and refined the man.

EVENING CLASSES.

"And when we develop proper ideals at our university, and it stands with open doors with late afternoon and evening classes for our younger men in offices, and when leaders among the business men here begin to recognize, as they have long since recognized in the United States, what a mass of trained intelligence lies ready to their hand, with the publication of each annual class list, then we shall certainly, from the graduates of our universities, get great business men as well as great preachers, lawyers, and doctors."

INFLUENCE OF UNIVERSITY.

The influence of the university on the teaching, in legal and medical professions was admitted. When the strain of living became less intense men would be able to give more careful thought to the affairs of the State, and our politicians and orators would also be drawn from the

ranks of the college graduates.

The moral benefit of a university training was incalculable. It developed all that was best and noblest in thought and character. The philosopher and student, attached solely to his books, were both of service to mankind in helping to lift us above mere worship of Mammon.

AT A STANDSTILL.

"University education is at a standstill. We have not kept pace with the times," said Mr. White. "We are being outranked and outclassed by the least important of our neighboring States, and have lost that supremacy which we used to be taught was enjoyed by Ontario. Toronto University needs money for new buildings, for equipment, for staff, and unless her wants are supplied, she must sink to third or fourth rank."

MONETARY NEEDS.

A \$200,000 laboratory was needed for the department of physics. A botanical plant and laboratory, an astronomical observatory, an extension to the library, a central heating and lighting plant were a few of the things needed. These alone would require \$500,000.

Mr. White then compared the revenue of the university with those of similar institutions. The total contribution of the Government, he said, was about \$100,000. Michigan State University received in the last fiscal year \$550,000, of which \$400,000 was revenue and the balance for buildings and repairs. Minnesota, less populous and less wealthy than Ontario, gave \$200,000 this year to her university, which also received \$100,000 from the Federal Government. It was absolutely necessary that the revenue of Toronto University should be doubled, and why should the province not resort to direct taxation for the purpose of the university, so that everybody's son might be benefitted?

"One-tenth of a mill upon the general assessment of Ontario, collected through the municipalities, and rendered to the

Provincial Treasurer, will just about solve the problem of additional revenue and interest upon the capital expenditure, which could be easily and readily financed upon the credit of the province by the issue of debentures."

This money might be raised in other ways, by taxes on railways, or franchise-holding corporations.

MEN ALSO NEEDED.

Men were needed also, men of intellect, character, individuality, and wide sympathies. Political influence should not be allowed to enter into the all-important matter of appointment. The power should be vested in a board of trustees, responsible to the public, who should be given sufficient money to employ and retain the best men. Advancement should come through merit and character alone.

It is only fair to the Government to say that they have been doing much better lately, and the new School of Practical Science and the grant to convocation hall were the first fruits of a change of heart. Personally he felt that Mr. Ross realized fully the importance of university work, but was fearful of outrunning public opinion. Mr. Whitney, leader of the Opposition, took a very sympathetic view of university affairs and would assist and not obstruct the Government in connection with any increased grant. He was satisfied that there are enough men in the hall, always including the omnipresent press, to bring it about that neither Government nor Opposition dare refuse to oppose the adequate maintenance of higher education in this province. He believed there is an undue apprehension as to the farmers opposing grants for higher education. The sons of farmers had gone higher in education than the sons of any other class in Ontario, and all that was needed was a statesman full of his subject presenting the facts fairly to the House and to the country.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Hardware.

Montreal, December 24th, 1903.

THE weekly round of the jobbing trade shows that wholesalers in general are well pleased with the volume of business passing. There has, of course, been a marked falling off in the trade in staples since the close of navigation, but the sorting orders received from all parts of the country have amounted in the aggregate to a very considerable volume of business. The holiday trade now over is reported to have been away ahead of any previous year. Payments are variously reported as being fair to good. There is no doubt that they are not by any means so satisfactory as might be desired, but there has been a considerable improvement during the last two months. There have been a few changes in price during the week. The discount on pressed spikes is now 25 per cent., the decline in price being due to slack business. New prices on spring hinges for 1904 will be found below. It is hinted that there may be an advance in screen wire cloth after the first of January. The retail hardware man would make no mistake in sending in his orders for 1904 goods without delay. Cotton twine and rope have seen a further advance and the price of sash cord has also been increased. Common mirrors are dearer, the advance being from 5 to 10 per cent. Several wholesale houses are now taking stock. The general outlook for 1904 is considered very satisfactory.

Spring Hinges—The price has been fixed for 1904 as follows: No. 5, \$17.25 per gross; No. 10, \$18 per gross; No. 20, \$10.50; No. 120, \$20; No. 51, \$9.25; No. 50, \$27.50.

Wire Nails—There is nothing to add to the remarks in our last issue. There are still some good large orders to be filled and as stocks are low, the local mills are still working night and day. Prices as quoted for several months past are unchanged. We quote \$2.40 per keg in carlots, and \$2.45 per keg in small lots f.o.b. Gananoque, Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

Cut Nails—Trade in cut nails is now very quiet. Prices are steady and un-

changed. We quote: \$2.45 per keg f.o.b. Montreal; carlots \$2.40.

Fence Staples—There is little or nothing doing at present in fence staples, but there is said to be considerable inquiry for 1904. Prospects are reported good. We quote as follows: \$3 per 100-lb. keg for galvanized, and \$2.80 for bright; 25 to 50-lb. packages, 25c extra.

Pressed Spikes—The discount is now 25 per cent.

Horsenails—Trade is still fairly active at unchanged discounts. We quote: "M" brand, "Oval" and "New City" heads, 55 per cent.; "Countersunk" heads, 55 per cent.; "C" brand, 40, 10 and 7 1-2 per cent. off; "Monarch," 50 and 7 1-2 per cent. and "Peerless," 50 per cent.

Horseshoes—Trade continues active, but there is quite a perceptible slackening during the last few days. Price are well maintained. We quote: Iron shoes, light and medium pattern, No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; X. L. steel shoes, new light pattern, sizes 1 to 5, \$5.35; light steel shoes, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05; featherweight, all sizes, 0 to 4, \$5.35; toe weight, all sizes, 1 to 4, \$6.60. Shoes more than one size in a keg, 10c. per keg extra f.o.b. Montreal only.

Sleighbells—There has been an excellent holiday trade in sleighbells. A number of belated orders came in early in the week. We quote the following unchanged prices: Back straps, 30c. to \$2 each; body straps, 70c. to \$2.50 each; shaft gongs, 2 bells, 20c.; 3 bells, 35 to 60c.; 4 bells, 55c. to \$3 each; brass team bells, No. 1, \$1.90 per dozen; No. 2, \$2.40 per dozen; No. 3, \$2.70 per dozen; No. 4, \$3.70 per dozen; No. 5, \$4.65 per dozen; York eve bells, No. 10, \$1.35 per dozen; No. 12, \$1.65; No. 14, \$1.90; saddle gongs, \$1.10 to \$3 each.

Skates—This has been a remarkably good season for skates and it is by no means over yet. The holiday trade has been very large; in fact some houses are short on a few sizes which are in particular demand. We quote the following unchanged prices which are firmly maintained: Halifax pattern, 37c. per pair; nickel-plated, 65c.; ladies' nickel-plated, 55c. to \$1.25; ladies' concave nickel-plated, \$1.45; plain hockey, 27c. to \$1.35; nickel-plated hockey, 60c. to \$2.50; double end hockey, \$1.65 to \$3. Skate straps, 70c. to \$1.35.

Hockey Sticks—Prices are firmly maintained by most houses as all wooden goods are difficult to get. Trade

has been very active. We quote: Best second-growth goalkeeper's, \$3.80 per dozen; ash, \$2.70; elm, \$2.18; boys' elm, \$1.10. Regulation pucks, \$1.50 per dozen; boys', \$1.15 per dozen.

Fire Shovels—Still in seasonable demand. We quote: No. 70, 39c. per dozen; No. 55, 55 to 82c. per dozen; No. 57, 82c. to \$1.10 per dozen; No. 60, 70 to 88c. per dozen; No. 65, \$1.10 to \$1.23 per dozen; Duplex, No. 7, 96c. per doz.; No. 9, \$1.20 per dozen; No. 11, \$1.54 per dozen.

Snow Shovels—In seasonable request at unchanged prices. We quote the following prices: "Habitant," \$2.50 to \$2.75 per dozen; "Victor," 30 per cent. off; steel railroad shovels, 45 per cent. off.

Screen Wire Cloth—The price was fixed some time ago at \$1.45 1-2 per 100 square feet. As noted above, it is quite probable that there will be an advance early in January. A hint to the wise is sufficient.

Galvanized Wire—There are very few present transactions but a few large orders for 1904, have been booked during the last 10 days. We quote again the following firm and unchanged prices: No. 5, \$3.70; Nos. 6, 7 and 8, \$3.15; No. 9, \$2.55; No. 10, \$3.20; No. 11, \$3.25; No. 12, \$2.65; No. 13, \$2.75; No. 14, \$3.75. In carlots, f.o.b. Cleveland: No. 5, \$2.20; Nos. 6, 7, 8 and 9, \$2.15; No. 10, \$2.20; No. 11, \$2.25; No. 12, \$2.30; No. 13, \$2.40; No. 14, \$2.50. In less than carlots, 12 1-2c. per 100 lb. extra charged.

Barb Wire—There is considerable inquiry for 1904 delivery. We quote again as follows: \$2.80 per 100 lb. f.o.b. Montreal, and \$2.55 f.o.b. Cleveland. Carlots of 15 tons, \$2.45 f.o.b. Cleveland.

Smooth Steel Wire—The market is quiet at present and there are no features of special interest to note. Prices remain unchanged as follows: Bright and annealed, \$2.50 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Compered wire, 60c.; tinned wire, \$2; oiling, 10c.; spring wire, \$1.25; best steel wire, 75c.; bright soft-drawn, 15c.; hay-baling wire, 20 to 25c.

Fine Steel Wire—Trade is quiet at present. The discount continues 25 per cent. with net extras as follows: 1 and 2-lb. hanks, 25c. per 100 lb.; 1-2-lb. hanks, 37 1-2c., and 1-4-lb. hanks, 50c.

Brass Wire—Business is fair at unchanged discount, viz., 60 per cent.

Copper Wire—Business fair; discount 60 per cent.

Rivets and Burrs—Business is considered very satisfactory. We again the following prices: Best iron rivets,

section carriage and wagon box, black rivets, tinned do., 'coopers' rivets and tinned swede rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

Bolts and Nuts—Trade is said to be satisfactory. We quote: Carriage bolts, common (\$1.00) list, 3-16 and 1-4 diameter, 60 per cent.; carriage bolts, common (\$1.00) list, 5-16 and 3-8 diameter, 55 and 5 per cent.; carriage bolts, common (\$1.00) list, 7-16 diameter and up, 55 per cent.; carriage bolts, full square (\$2.40) list, 60 per cent.; carriage bolts, Norway iron (\$3.00) list, 60 per cent.; machine bolts, 3-8 diameter and under, 60 per cent.; machine bolts, 7-16 diameter and larger, 55 and 5 per cent.; plow bolts, 55 and 5 per cent.; blank bolts, 55 and 5 per cent.; bolt ends, 55 and 5 per cent.; sleigh shoe bolts, 70 per cent.; coach screws, cone point, 70 per cent.; nuts, square, all sizes, 4c. per lb. off; nuts, hexagon, all sizes, 4 1-4c. per lb. off.

Cutlery—All kinds of cutlery are in splendid demand. Jobbing houses complain that the English and German manufacturers are months behind with their orders. This, however, is nothing new. The holiday trade for 1903 beats the record of any previous year.

Screws—A number of sorting orders are reported this week. Trade is considered satisfactory for the season of the year. Discounts are unchanged as follows: Round head bright, 82 1-2 per cent.; flat head bright, 87 1-2 per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

Shot—Sorting orders during the week have amounted in the aggregate to a volume of business considered very satisfactory. We again quote as follows: Ordinary drop shot, A.A.A. to dust, \$6.50 per 100 lb.; chilled, Nos. 1 to 10, \$7 per 100 lb.; buck and seal, \$7.50 per 100 lb.; ball, \$8 per 100 lb. Trade discount 17 1-2 per cent. f.o.b. Montreal, Toronto, Hamilton, London, St. John, N.B., and Halifax.

Lanterns—Prices remain unchanged. Our quotations are as follows: Lift, hinged or tilt, \$4 to \$4.25 per doz.; cold blast No. 2, \$7 to \$7.50; painted dashboard, \$6.50 to \$6.75; plain dashboard, \$6 to \$6.25; searchlight, \$20 to \$24 doz.; brass cold blast, small, \$9.75 to \$10.

Cordage—In another column will be found an article showing the strong statistical position of the manila hemp market. There seems no reasonable doubt that prices will be well maintained. In sympathy with the general advance in cottons, cotton twine and sash cord have seen a further advance. We quote as follows: Pure manila, 14 1-2c.; British pure manila, 12c.; sisal, 11 1-2c.; double lathvarn, 11c.; single lathvarn, 10 1-2c.; Russian tarred spunvarn 13 1-2c.; jute rope, 3-8-in. in

diam. and upwards, 9c.; cotton rope, 17 1-4c.; cotton twine, 19 and 23c. for 3 and 4 ply. Cotton bedcord, 90c. to \$1.70, according to length. Sash cord 27 to 28c.

Building Paper—In seasonable demand. We quote as follows: Tarred felt, \$1.85 per 100 lb.; 2-ply ready roofing, 90c. per roll; 3-ply, \$1.15 per roll; carpet felt, \$2.25 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O.K. and I.X.L., 70c. per roll; heavy straw and sheathing, \$35 per ton; slaters' felt, 65c. per roll.

Firebricks—Trade so far this season has been very disappointing. There is almost nothing doing at present. English are quoted at \$16 to \$22 per 1,000 and Scotch at \$17 to \$22.

Cement—There is little if anything doing in cement just now. Prices are unchanged as follows: Canadian cement, \$1.90 to \$2.25; German, \$2.25 to \$2.40; English, \$2.15 to \$2.25; Belgian, \$1.70 to \$1.95 per bbl., ex store, and American, \$2.20 to \$2.40 ex-cars.

Plumbing Goods.

The season of 1903 has evidently been a prosperous one for the plumbers, judging from the large orders which the supply houses have received. Business is still wonderfully good considering the lateness of the season. Prices of iron pipe are subject to discounts of as much as 10 per cent. in some cases. Other prices are firm.

Lead Pipe—Business is considered very satisfactory. Composition and waste are selling at 8c. and ordinary at 7c. The discount is 35 per cent.

Iron Pipe—Business is quite up to the usual standard. The remarks made last week as to discounts on the prices quoted may be repeated. For small lots the prices below are maintained, but for good orders discounts as high as 10 per cent are obtainable. Subject to these remarks, we quote the following prices: Standard pipe, per 100 feet, in lengths under 19 feet—black, 1-8-in., \$2.30; 1-4-in., \$2.30; 3-8-in., \$2.55; 1-2-in., \$2.85; 3-4-in., \$3.65; 1-in., \$5.20; 1 1-4-in., \$7.35; 1 1-2-in., \$8.95; 2-in., \$12.55. Galvanized—1-4-in., \$3.20; 3-8-in., \$3.45; 1-2-in., \$3.90; 3-4-in., \$5; 1-in., \$7.20; 1 1-4-in., \$10.05; 1 1-2-in., \$12.20; 2-in., \$16.85. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, 1-2-in., \$4.20; 3-4-in., \$5.25; 1-in., \$7.55; 1 1-4-in., \$10.55; 1 1-2-in., \$12.75; 2-in., \$17.60. Galvanized—1-2 in., \$5.20; 3-4-in., \$6.65; 1-in., \$9.55; 1 1-4-in., \$13.25; 1 1-2-in., \$16; 2-in., \$21.

Soil Pipe and Fittings—In steady request at the following unchanged discounts from the list prices: Light soil pipe, 3 to 6-in., 50 and 10 per cent.; medium and extra heavy soil pipe, 2 and 6-in., 60 per cent.; extra heavy soil pipe, 8-in., 45 per cent. Light fittings, 2 to 6-in., 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-in., 60 and 5 per cent.; extra heavy fittings 8-in., 45 per cent.

Solder—The demand is steady. Prices are reported very firm. We quote: Wire solder, 17 1-2c.; bar, 17c.

METALS.

As stated last week, most buyers are busy taking stock or preparing to do so. For this reason as well as the natural desire to make as good a showing as possible for the year they are not buying heavily at present. Most purchases have been only for immediate requirements. A number of good sales of galvanized iron for 1904 Spring delivery are, however, reported to us this week. Competition between Welsh and American tinplates has continued very keen and a few large sales have been made during the last ten days. Close buyers are watching the market carefully. Owing to the increasing strength of the tin market tinplates have stiffened somewhat and some sales are reported at an advance of about 5c. per box. In pig iron there is very little activity at present; prices have been slightly advanced for the Winter months. We quote is not yet on the market. Ingot copper is very firm but no advance has as yet been made locally on the prices quoted in last issue.

Pig Iron—Trade is very quiet at present as most buyers are now well stocked. A slight nominal advance has been made in Summerlee and Middlesboro' for The Winter months. We quote the following prices: Summerlee, \$19.50 to \$20; Carron, No. 1, \$21; do., No. 3, \$18.50 to \$19; Middlesboro', No. 3, \$17 to \$17.50; Ayersome, No. 1, \$20; do., No. 3, \$19.40.

Bar Iron—Trade is fairly active and is said to show some improvement. We quote as follows: Merchants' bar, \$1.85; horseshoe iron, \$2.10; forged iron, \$2.05.

Black Sheets—Trade is fairly active at present; prices are unchanged. We quote as follows: 28 gauge, \$4.25; 26 gauge, \$2.40; 22 to 24 gauge, \$2.35; 18 to 20 gauge, \$2.30, and 8 to 10 gauge, \$2.40.

Galvanized Iron—Some large sales have been made during the last ten days for delivery in Spring of 1904. Prices have been well maintained and we again quote as follows: Gorbals' "Best Best," \$4.30; 28 Queen's Head, \$4.30; Apollo, 10 3-4 oz., \$4.30; Fleur-de-Lis, \$4; Comet, \$4; Bell brand, \$4. In less than case lots 25c. extra.

Tinplates—As was noted above the firmness in the tin market has stiffened prices of tinplates and some large orders have been executed at an advance of about 5c. per box. There is now very strong competition between sellers of Welsh and American tinplates. We quote generally: Cokes, \$3.75 and charcoals, \$4.

Ingot Tin—The tin market is now very firm and it is thought that present conditions will rule for some time. Some jobbing houses are still quoting as low as 30c. for large lots but this is a very close price. It would not be possible to obtain new goods to fill orders at that

and houses meeting this figure are accumulating from stocks on hand. The market is very firm, and an advance seems certain. We quote 30 to 32c.

Terne Plates—Prices are unchanged. We quote: \$6.75 to \$7.

Ceil Chains—A fairly active trade is reported at the following unchanged and steady prices: No. 6, 10c.; No. 4, 0c.; No. 4, 81-2c.; No. 2, 1-1/4 to 1-1/2, \$6.10; 5-16-inch, \$4.70; 1-8-in., \$4.7-16-in., \$3.80; 1-2-in., \$3.70; 3-16-in., \$3.55; 5-8-in., \$3.35; 3-4-in., \$3.20; 7-8-in., \$3.25; and 1-in., \$3.20, with 10c allowance on carlots.

Canada Plates—We quote: 52s., \$2.40; 60s., \$2.45 to \$2.50; 75s., \$2.55; full polished, \$4.60, and galvanized, \$4 to \$4.10, galvanized, 60s., \$4.25 to \$4.35.

Steel—Business is fair. We quote: S. & J. sheet, \$1.95 to \$2; tire, \$2 to \$2.10; spring, \$2.75 to \$3; reeled machinery, \$2.75 to \$3; toe calk, \$2.60; machinery (iron finish) \$2.50; square harrow, \$2.50.

Tool Steel—The volume of business passing is considered very satisfactory. We quote the following unchanged prices: Black Diamond, 8 to 9c.; Sanderson's, 8 to 9c., according to the grade; Jessop's, 13c.; Jonas & Colver's, 10 to 20c.; "Air Hardening," 50 to 65c. per lb.; Conqueror, 71-4c.

Ingot Copper—The situation as described last week remains unchanged. No actual change has been made in quotations here, but the market is very firm and concessions are unobtainable. We quote \$13.50 to \$13.75 per 100 lbs.

Pig Lead—Quoted at \$3.20 to \$3.30.

Sheet Zinc—A fair amount of business is passing at steady prices. We quote \$6.15 to \$6.25 for cash lots; smaller quantities, \$6.50.

Zinc Spelter—The price is nominally 6c., but it is understood that concessions are obtainable for good orders.

Scrap Metals—There is very little actual business passing and in the absence of actual transactions it is difficult to quote with any degree of exactitude. Machinery scrap is scarce and in good demand. Hence prices are firm. Copper is likewise firm owing to the stiffening in the ingot copper market. Other prices are weak. We quote as follows: Heavy copper and wire, 91-2 to 10c per lb.; light copper 10c.; heavy red brass, 10c.; heavy yellow, 81-2c.; light brass, 51-2c.; lead, 21-4 to 21-2c.; zinc, 23-4 to 3c.; iron, No. 1 wrought, \$11 to \$12; machinery scrap, \$13 to \$15; stove plate, \$12; malleable and steel, \$6; mixed country rags, 60 to 70c. per 100 lb.; old rubbers 6 to 61-2c. per lb.

Ashes.

The market continues steady at unchanged prices. We quote:

First grade, per cwt.	5 95	6 00
Second grade	5 55	
Third grade	5 25	
Pearls, per 100 lb.	7 00	7 25

Hides.

Stocks are accumulating rapidly owing to large receipts from country points. Prices are as follows:

No. 1 beef hides	0 08 1/2	0 09
No. 2	0 07 1/2	0 08
No. 3	0 06 1/2	0 07
Lamb skins	0 75	
No. 1 cat skins	0 10	
No. 2	0 08	

Market Notes.

Although prices on all wooden goods are higher the Canada Hardware Company, of Montreal, are selling their stock of hockey sticks of a high grade quality at a reduction. The reason is that they want to clear this line.

ONTARIO MARKETS.

HARDWARE.

Toronto, December, 24, 1903.

BUSINESS has been this week largely confined to telegraph, telephone and mail orders to be sent in a hurry by express. Freight business is about as small at this season as at any time of the year. A feature of the season has been the heavy demand for Christmas lines, which would indicate that either the hardware trade are paying more attention to this line or that the buying public are in a better position to buy presents. The only change in prices is in cotton goods which are materially higher, owing to the exceptionally high prices of cotton goods.

Wire—There is not much doing, though an occasional sorting order comes in. Prices are steady.

Wire and Cut Nails—A few sorting orders come in. Prices are steady. We quote the base price for nails at \$2.45 per keg, fo.b. Toronto.

Screws—There is a fairly good business at unchanged prices. We quote as follows: Flat head bright, 87 1-2 per cent discount; round head bright 82 1-2 per cent.; flat head brass, 80 per cent.; round head brass, 75 per cent.; round head bronze, 70 per cent.; flat head bronze, 75 per cent.

Rivets and Burrs—Business is quiet and prices unchanged. Our quotations are: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.

Bolts and Nuts—There is not much doing. United States business is not now being offered in any quantity. Our quotations are as follows: Carriage bolts, common (\$1 list), 3-16 and 1-4-in., 60 per cent.; 5-16 and 3-8-in., 55 and 5 per cent.; 7-16 and up, 55 per cent.; carriage bolts, full square (\$2.40 list), 60 per cent.; carriage bolts, Norway iron (\$3 list), 60 per cent.; machine bolts, 3-8 and less, 60 per cent.; 7-16 and up, 55 and 5 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.

Cordage—A fair amount of business is going through. In addition to the advance in cotton goods noted two weeks ago there is another rise this time of from 4 to 7c per lb. We quote: Pure manila, 141-2c.; British pure manila,

12c.; sisal, 111-2c.; double lath yarn, 111-2c.; single lath yarn, 11c.; double shingle yarn, 111-2c.; single shingle yarn, 11c.; sashcord "Hercules," 29 to 30c.; "Star," 36 to 40c.; cotton rope, 3-16-in. and up, 201-2 to 22c.; 5-32-in., 25 to 27c.; 1-8-in., 25 to 28c.; cotton twine, 3-ply, 22 to 24c.; 4-ply, 26 to 28c.

Cutlery—Several rush orders have come in this week. Jobbers speak of the season as one of the best for many years.

Skates—A good business is doing, orders coming in from a wide area.

Harness—Sleighbells and horse robes have been a particularly active line all season. Prices keep steady.

Woodenware—Business is quiet. We quote per dozen: Washboards, Victor, \$1.35; Crown, \$1.45; Improved Globe, \$1.60; Standard Globe, \$1.70; Original solid Globe, \$2; Superior Solid Back Globe, \$2.15; Jubilee, \$2.10; Pony, 95c.; Dominion King (glass), \$3.10. Tubs, No. 0, \$10.50; No. 1, \$8.50; No. 2, \$7.50; No. 3, \$6.50. Pails, No. 1, 2 hoops, \$1.75 and \$1.90.

Building Paper—The market in building paper is quiet this week. Our quotations are as follows: Tarred felt, \$1.85 per 100 lb.; 2-ply ready roofing, 90c. per roll; 3-ply, \$1.15 per roll; carpet felt, \$2.25 per 100 lb.; dry sheathing, 40c. per roll; tar sheathing, 50c. per roll; dry fibre, 55c. per roll; tarred fibre, 65c. per roll; O.K. and I.X.L., 70c. per roll; heavy straw and sheathing, \$35 per ton; slaters' felt, 60c. per roll.

Cement—The cement market is dead at present. Our quotations are: Canadian Portland at \$2.05 to \$2.65 Toronto, and \$1.65 to \$1.90 at the works; American Portland, \$2 Toronto.

Firebricks—There is a fair demand for firebricks this week, with prospects of good sales after the holidays. Our quotations are: 28 to 33c. for English, and 30 to 35c. for Scotch.

PLUMBING GOODS.

A fair business has been turned over during the week though, of course, there is never much doing at this season. Prices are steady throughout.

Lead Pipe—There is not much doing. We quote as follows: Lead, 7c.; lead waste pipe, 8c.; discount 35 per cent.

Soil Pipe and Fittings—An excellent trade continues; prices unchanged. We quote: Light soil pipe, 45 and 5 per cent.; light soil pipe fittings, 50 and 5 per cent.; medium and extra heavy pipe and fittings, 55 and 5 per cent.; 7 and 8-in. pipe, 40 and 5 per cent.

Iron Pipe Fittings—Business is keeping up satisfactorily. We quote discounts as follows: Malleable fittings, 15 per cent.; cast iron (not standard), 571-2 per cent.; headers, 521-2 per cent.; flanged unions, 521-2 per cent.; bushings and plugs, 571-2 per cent.; unions, 55 per cent.; nipples, 2-in., 65 per cent.; nipples, 21-2 to 6-in., inclusive, 60 per cent.

Range Boilers—A good business is doing, with discounts at 15 per cent.

PORTLAND CEMENT

CANADIAN, ENGLISH,
GERMAN and BELGIAN.
FIRE BRICKS, FIRE CLAY,
ENAMELLED BRICKS, all colors.
BUILDING BRICKS.
SEWER PIPES, CULVERT PIPES,
WHEELBARROWS,
FOUNDERS' and CON-
TRACTORS' SUPPLIES.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

. . FULL STOCK

Salt Glazed Vitrified

Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON**BRAND "DESERONTO."**

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond McCall & Co.

MONTREAL, QUE.

or to

Canada Iron Furnace Co.

MIDLAND, ONT. Limited

Brass Goods—A good trade is doing at steady prices.

Iron Pipe—Though prices were materially lowered last week the market is still rather easy. We quote f.o.b. Toronto as follows: 1-8-in., \$3.25; 1-4-in., \$2.40; 3-8-in., \$2.55; 1-2-in., \$2.85; 3-4-in., \$3.65; 1-in., \$5.20; 1 1/4-in., \$7.35; 1 1/2-in., \$8.95; 2-in., \$12.55; 2 1/2-in., \$17.25; 3-in., \$22.75; 3 1/2-in., \$28.75; 4-in., \$35.25.

METALS.

A quiet, steady market is the situation this week. Stocktaking is the order of the day. The season has been a satisfactory one, despite the falling market. Prices are now, however steady. The tendency of ingot metals seems, in fact, to be upwards.

Pig Iron—The market is steady, prices being without change. A fair volume of business is doing. Prices of Midland and Hamilton iron are nominally \$18.50 for No. 1 and 18 for No. 2 at the mills.

Bar Iron—A steady trade is doing. Prices are weak but no further reductions are noted this week. Quotations are now as follows: \$1.85 f.o.b. Toronto for extras cut to length while rolling; 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft. 20c., over 20 ft. by special agreement according to length and size.

Black Sheets—Prices are unchanged, a fair business doing. We quote: 10 to 16 gauge, \$2.50; 18 to 20 gauge, \$2.70; 22 to 24 gauge, \$2.90; 30 gauge, \$3.

Canada Plates—An active demand at steady prices. Prices are unchanged. We quote: All dull, \$2.60; half-polished, \$2.70; and all-bright, \$3.50.

Tin—Prices continue to advance on outside markets. This has stimulated buying here as local quotations have not been changed yet. We quote prices at \$29.50 to \$30.50.

Galvanized Sheets—A fair trade is doing at steady prices. We quote: Queen's Head, \$4.25 to \$4.50 for 28 gauge; American, \$4.40 for 24 gauge; Bell brand, \$4.25 for 28 gauge; Gordon Crown, \$4.25 for 28 gauge.

Tinplates—A better feeling prevails. There is more competition from United States houses than formerly. A more active demand is noted. We quote as follows: Coke plates, bright, 14x20, \$3.75; charcoal plates, \$4.25.

Copper—Prices in British and U. S. markets are still stiffening. The local market, while considerably stronger, shows no change, prices being as follows: Ingot copper, \$14, and sheet copper, \$20 per 100 pounds.

Brass—There is a fair trade, with the discount steady at 15 per cent.

Lead—A considerable advance is reported at outside market, but local quotations are steady. We quote: \$3.30 per 100 lb. for pig lead and \$3.65 for bar lead.

Zinc Spelter—Prices show an upward tendency at primary market, but the

"DOMINION CROWN"
Polished Sheet Steel.

Best substitute for Russia Iron.
Unequalled value.

A. C. LESLIE & CO.

509-512 Merchants Bank Building,
MONTREAL.

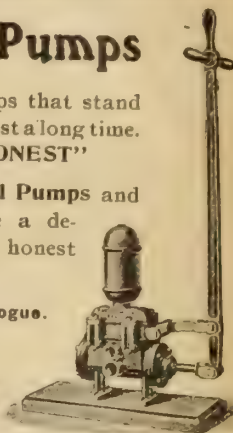
Honest Pumps

We make pumps that stand hard work and last a long time. They're built "HONEST"

Sell McDougall Pumps and you'll soon have a demand for other honest goods.

Send for Catalogue.

The
R. McDougall Co.
Limited
Galt, Ont.

**FOLDING
COUNTER SEAT.**

Nothing like it on the market. Always out of the way takes up little or no space. Warranted not to break or get out of order. Frame of malleable iron, aluminum or apau finish; seat solid oak or maple, mahogany or walnut finish.

SAMPLE SEAT, sent anywhere in Canada, safely boxed, charges prepaid, for \$2.00.

Also other hardware novelties. Send for circular.

NOVELTY MFG. CO.,

237 King St. E., TORONTO

**NOVA SCOTIA STEEL
& COAL Co., Limited****NEW GLASGOW, N.S.**

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

OPEN HEARTH STEEL

local situation is unchanged at 6 to 11.25 per lb.

Zinc Sheets. The market is firm and active business doing. We quote: Cask lots, \$5.75 to \$7, and part casks, \$7 to \$7.25.

Solder. Good trade doing. Prices are still strengthening. We quote: Guaranteed half and half at 18c., and wiping, 17.

Old Material. No special feature is to be noted this week. The predicted advance in prices has not come yet. No. 1 wrought is as low, if not lower than last week. We quote: Heavy copper and wire, 10c. per lb.; light copper, 9c. per lb.; heavy red brass, 9.5-10c. per lb.; heavy yellow brass, 8c. per lb.; light brass, 5c. per lb.; lead, 2.1-4c. per lb.; scrap zinc, 3c. per lb.; iron, No. 1 wrought, \$10.50; No. 2 wrought, \$11; machinery cast scrap, \$14; stoveplate, \$10; malleable and steel, \$6; old rubbers, 6.1-8c. per lb.; country mixed rags, 50c. per 100 lb.

Petroleum. No change is to be noted in the market this week. There is a brisk demand for the refined product at the following unchanged prices: Canadian prime white, 19.1-2c.; Canadian water white, 21.1-2c.; American prime white, 20.1-2c.; American water white, 22c. ex-warehouse.

Hides, Skins and Wool.

The prospects are a little brighter for the hide market this week, dealers forming a fair demand. Skins also are in better demand, with lamb and sheepskins 5c. higher in price. Wool continues on a low basis with prices unchanged. We quote:

HIDES

No. 1 green, per lb.	0 97 1/2
" 2 " " "	0 06 1/2
" 1 " " " "	0 08
" 2 " " " "	0 07
Cured, per lb.	0 08 1/2

CALFSKINS.

Vend skins, No. 1, 6 to 10 inclusive	0 09
" 2 " " "	0 07
" 1 " " " "	0 08
" 2 " " " "	0 06
Black and shagreen, each	0 60
Lamb and sheepskins	0 85

WOOL.

Unwashed wool, per lb.	0 09	0 16
Flower wool	0 16	0 17 1/2
Washed wool, super, per lb.	0 17	0 19
" extra	0 20	0 21
Tallow, per lb.	0 04 1/2	0 04 3/4

MANITOBA MARKETS.

WINNIPEG, December 19, 1903.

FOR two weeks no change has occurred in any line of hardware, paints, oils or petroleum. This is nothing unusual at this season of the year. There has been changes in the East, but they will not go into effect here until such time as trade begins to move more actively after the turn of the year. There is a steady trade doing all the time, and some of it is for outfits for new stores at different points, and compared with the trade of the season at flood it is dull.

More and more the retail hardware stores go in for fancy goods suitable for Christmas, and an increasing quantity of silver, both plated and sterling, is carried, and fancy cutlery is of course a heavy



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of
Set and Cap Screws, Special Milled Work, Engine Studs,
Etc. Cold Punched Nuts of every variety of finish.
INGERSOLL, ONT.

NEW RAILS

Sessenwein Bros.,

103 Shannon St.
.. MONTREAL.

12, 14, 16, 18, 20, 24, 30, 35 and 56 lbs. to
the Yard—carried in STOCK for prompt ship-
ment. TRACK REQUISITES.

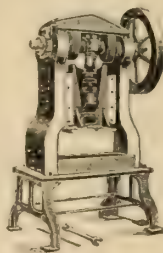
We invite
inquiries
for

STEEL RAILS,

BROWN & CO.), CEMENT, FIREBRICKS, ORE BAGS, GRAIN BAGS, ETC.

BAR IRON, PIG IRON, GALVAN-
IZED IRON, CANADA PLATES,
TINPLATES, WIRE ROPE (W. B.

C. F. JACKSON & CO., Limited, IMPORTERS and COMMISSION MERCHANTS
151 Hastings St. W., VANCOUVER, B.C., and LIVERPOOL, ENGLAND.

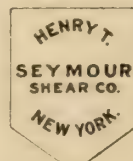


G. A. Crosby & Co. of Ontario, SARNIA, ONT.

Manufacturers of

Patent Automatic Can Making Machinery, Presses,
Dies and Special Machinery for Working Sheet Metal

H. W. Petrie, 141-145 Front Street West, TORONTO—Selling Agent.



SEYMOUR SHEARS

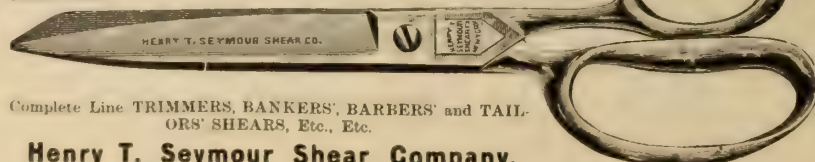
HAVE BEEN THE

Standard for over Half a Century.

"QUALITY UNQUESTIONED."

Each pair of our shears bears the above trade mark.

TRADE MARK



TRADE MARK

Complete Line TRIMMERS, BANKERS', BARBERS' and TAIL-
ORS' SHEARS, Etc., Etc.

Henry T. Seymour Shear Company.

WIEBUSCH & HILGER, Limited, NEW YORK, Sole Agents.

Latent Cata-
logue will be
sent in
exchange for
your business
card

SPRINGS

FLAT—SPIRAL OR VOLUTE

INTERESTING CATALOG MAILED ON APPLICATION

THE WALLACE BARNES CO.
BRISTOL CONN.

line. The hardware store of Winnipeg this season almost vie with the jewellers and silversmiths in the display of silver goods of all kinds. In addition to the ornamental, the strictly useful is not forgotten, and there has been a great trade in tripod kettles, chaffing dishes and similar lines. A collection of novel kitchen conveniences has met with approval as a gift, largely, it is presumed, to young housekeepers, of which there is ever an abundant supply in Winnipeg.

We quote :

Barbed wire, 100 lb.	\$3 15
Plain galvanized, 6 to 8	3 39
" 9	2 50
Plain galvanized, 10	3 50
" 12	3 10
" 13	3 20
" 14	3 90
" 15	4 45
" 16	4 60
Barbed wire, 100 lb.	3 25
Plain twist	3 25
Staples	3 65
Oiled annealed wire, 10	3 42
" 11	3 48
" 12	3 56
" 13	3 66
" 14	3 76
" 15	3 91

Annealed wires (uncoiled) 100c. less.

Horsenails, 40 per cent. discount.

Horseshoes, iron, No. 0 to No. 1	\$4 75
No. 2 and larger	4 45
Snow shoes, No. 0 to No. 1	4 60
No. 2 and larger	4 45
Steel, No. 0 to No. 1	4 45
No. 2 and larger	4 20

Cut Nails—

2d 1 in.	\$4 10	Wire Nails—	1 in.	4 25
3d Fin. 1½ in.	4 10		1½ in.	4 20
3d 1½ in.	3 75		1¾ in.	3 80
4d 1½ in.	3 50		1½ in.	3 60
5d 1½ in.	3 50		1¾ in.	3 60
6d 2 in.	3 40		2 in.	3 50
8d 2½ in.	3 25		2½ in.	3 35
10d 3 in.	3 20		3 in.	3 30
20d 4 in.	3 15		3½ in.	3 25
30d 4½ in.	3 10		4 in.	3 20
40d 5 in.	3 10		4½ in.	3 20
50d 5½ in.	3 10		5 in.	3 20
60d 6 in.	3 10		5½ in.	3 20
			6 in.	3 20

See last week's quotations for wire.

Bar iron, \$2.60 basis.

Swedish iron, \$4.75 basis.

Sleigh shoe steel	2 85
Spring steel	3 25
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 16 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 gauge	3 90
26 gauge	4 00
28 gauge	4 10
Galvanized iron, Apollo, 16 gauge	4 00
18 and 20 gauge	4 00
22 and 24 gauge	4 25
26 gauge	4 25
28 gauge	4 50
30 gauge or 10½ oz	4 75
Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.	
Queen's Head, 24 gauge	4 25
26 gauge	4 50
28	4 75
Extra sheets, 36-in. wide, an advance of 25 p.c. per 100 lb.	
Genuine Russian, per lb.	11
Imitation	07 10 08
Tinned, 24 gauge, 100 lb	8 00
26 gauge	8 50
Tinplate, 1C charcoal, 20 x 28, box	10 00
" IX	12 00
" IXX	14 00
Ingot tin	35
Canada plate, 18 x 21, 18 x 24 and 20 x 28	3 25
Canada plate, full polished	4 00

IMPROVED BUILDING MATERIALS.

All the newest and most effective ideas are embodied in our metallic goods.

The points that make for convenience in handling—for long duration—for most efficient service.

The points that make fully satisfied customers. Isn't it to your own interest to sell the goods that never require an after apology or explanation? Consult our catalogue for full information about our metallic

CEILING, CORNICES, LATHING,
SHINGLES, SKYLIGHTS, CORRUGATED IRON,
SIDINGS, VENTILATORS, FINIALS.

And other goods for all kinds of architectural purposes.

The Metallic Roofing Co., Limited

Wholesale Manufacturers,

TORONTO

MONTREAL

WINNIPEG

Sheet zinc, cask lots, 100 lb	7 50	Ammunition, cartridges, Dominion R.F.	50 p.
Broken lots	8 00	Dominion, C.F., pistol	30 p.c.
Pig lead, 100 lb	5 50	" military	15 p.c.
Black iron pipe, ½ inch	3 30	American R.F.	30 p.c.
" ¾ "	3 30	C.F. pistol	5 p.c.
" 1 "	3 40	C.F. military	10 p.c. advance
" 1½ "	3 70	Loaded shells:	
Black iron pipe, ¾ inch	4 35	Eley's soft, 12 gauge black	15 00
" 1 "	6 25	chilled, 12 gauge	10 50
" 1½ "	8 70	soft, 10 gauge	19 50
" 2 "	10 50	chilled, 10 gauge	21 50
Rope, sisal, 7-16 and larger, basis	11 75	Shot, Ordinary, per 100 lb	6 20
Manila, 7-16 and larger, basis	15 25	Chilled	6 60
Lathyrn	11 25	Powder, F.F., keg	4 75
Solder	20	F.F.G.	5 00
Axes, chopping	\$ 6 75 to 12 00	Tinware, pressed, retinned	70 and 10 p.c.
" double bits	12 00 to 18 00	plain	75 and 2½ p.c.
Bluestone	5 70	Japanned ware	37½ p.c.
Screws, flat head, iron, bright	85 and 10 p.c.	Enamelled ware, white	45 p.c.
Round "	80 p.c.	" Famous	50 and 10 p.c.
Flat " brass	75 and 10 p.c.	Imperial	50 and 10 p.c.
Round "	70 and 10 p.c.	Green Wire Cloth	1 50
Coach	65 p.c.		
Bolts, carriage	50 p.c.	PETROLEUM.	
Machine	50 and 5 p.c.	Water white American	27½ c.
Tire	60 and 5 p.c.	Prime white American	25½ c.
Bolts, Sleigh shoe	65 p.c.	Water white Canadian	25½ c.
Plough	50 p.c.	Prime white Canadian	24½ c.
Flat head stove	60 and 5 p.c.		
Round head	60 and 5 p.c.	SCRAP.	
Elevator	60 p.c.	No. 1 cast iron	\$14 to 15
Rivets, iron	50 and 10 p.c.	No. 2	7
Copper, No. 8	32	Wrought iron scrap	5
No. 12	36	Copper (heavy)	8½ c. per lb.
Coil chain, 3-16 inch	10½	Yellow brass (heavy)	7½ c.
" ¼ inch	8½	Light brass	5c. to 6c.
" 5-16 inch	5½	Lead pipe, or tea lead	2c. to 2½ c.
" ¾ inch	5½	Zinc scrap	1c.
" 7-16 inch	5		
" ¾ to ¾ inch	4½	PAINTS, OILS AND GLASS.	
Spades and shovels	40 and 5 p.c.	Turpentine, pure, in barrels	\$ 0 90
Harvest tools	60 p.c.	Less than barrel lots	0 95
Axe handles, turned, s.g. hickory, doz.	\$3 15	Linseed oil, raw	0 57
No. 1	1 90	Boiled	0 60
No. 2	1 60	Lubricating oils, Eldorado castor	0 28½
Octagon extra	2 30	Eldorado engine	0 27½
No. 1	1 60	Atlantic red	0 33½
Files common	70 and 10 p.c.	Renown engine	0 42
Diamond	60 p.c.	Black oil	19½ to 21½
Building paper:		Cylinder oil (according to grade)	55 to 74
Anchor, plain	65c.	Harness oil	0 56
" tarred	70c.	Neatsfoot oil	1 00
Pure fibre, plain	65c.	Steam refined oil	0 85
" tarred	80c.	Sperm oil	2 00
		Pure castor oil, first pressure	0 10
		Lubricating oil	0 10

NOVA SCOTIA MARKETS.

Halifax, Dec. 21, 1903

BUSINESS is quiet and travellers are returning for the holidays. The committees of the Maritime Provinces held their annual dinner at the Halifax Hotel to-morrow evening, when about 125 are expected to be present. At the meeting of the association last, W. B. Arthur of W. B. Arthur & Co., hardware dealers, was re-elected president. The association has grown considerably during the year, both in numerical and financial strength.

From a trade standpoint the principal event of the week was the meeting of the Hardware Council here on Thursday last. At this time all wholesale dealers in the Maritime Provinces were represented. Prices generally were discussed, and on many goods, such as leads, zincs, oils, tapers, etc. it was decided to make no reductions in quotations at present. This means that such goods will remain unchanged until at least after the meeting of the Canadian Hardware Association in January. The Canadian representative of The American Steel and Wire Co. was present, and it was decided to enter into a contract with that company for the year's supply of plain and barbed wire fencing, the contract to continue in force until next November. The prices agreed upon are not yet ready to be made public, but it is understood that such prices and terms on this commodity will be about the same as those of last year.

Lead and oil continues weak, and there has been a recent decline of 1c. per Imperial gallon. The Halifax quotation is now 50c. for raw in barrels. Further advances in naval stores are noted. Pine tar, resin, and ship's pitch are still going up with a very strong tendency. Cables from England note an advance of 42 per ton on pig lead, which has been dull for some time. The discounts on carriage bolts have been revised.

American net makers advise dealers here of an advance in price of cotton nets, while sheets are advanced 25c., and mounted nets 2c. with a likelihood of further advances. These advances have gone into effect here. American twines generally are now 2c. higher here than a year ago, and on some lines 4c. higher. The result of these advances will be that some of the demand will be switched off to Scotch and English goods, which remain unchanged.

A company, comprising New York and Toronto capitalists, are seeking incorporation here with an authorized capital of \$25,000,000, to operate extensive copper deposits at Chateaup, Cape Breton. Dr. Gelpin, Deputy Commissioner of Mines for Nova Scotia, expresses the opinion that if the present indications of the size of the ore deposits are maintained the undertaking may rank among the largest copper mines in the world.

PRESIDENT GEORGE CAVERHILL.

AS was mentioned in our last issue, George Caverhill, head of the Montreal hardware firm of Caverhill, Learmont & Co., has been unanimously chosen president of the Montreal

Metal and Hardware Manufacturers' and Merchants' Association. That Mr. Caverhill is well fitted by his business experience and knowledge of general trade conditions to fill this important position is the general verdict of Montreal business men.

Mr. Caverhill has had a long and varied experience in the hardware business. He was first connected with Crathern and Caverhill, and in days gone by he had charge of that firm's city trade. He had the reputation in these days of being a hard, consistent worker and a very successful salesman. It was then that he gained the respect and confidence of Montreal business men and made for himself a host of friends, many of whom are now expressing their pleasure at the fact that still



PRESIDENT GEORGE CAVERHILL

another honor has been conferred on him.

The firm of Caverhill, Learmont & Co. succeeded to the business of Crathern & Caverhill, taking over first the shelf goods department and later the heavy goods. Under Mr. Caverhill's supervision and the co-operation of other members of the firm the business has steadily grown until Caverhill, Learmont & Co. are well known and highly respected from the Atlantic to the Pacific.

Mr. Caverhill's business interests are many and varied. We believe that the hardware business claims the most of his attention, but he is also director of a number of important companies. Among these might be mentioned the Richelieu and Ontario Navigation Company, the Montreal Loan and Mortgage Company, and the Royal Victorian Insurance Company.

BACK FROM ST. LOUIS.

WL. CRIGHTON, advertising agent of the Intercolonial Railway, was in the city yesterday on his return from St. Louis, where he has been on business for the Government railways. It is the intention of the railway if suitable space can be secured, to make a big display of the attractions of the Maritime Provinces to Summer tourists, fishermen looking for salmon, trout and bass, and hunters in search of big game, such as the moose, bear, caribou and deer, which will be done by means of large photographs and actual specimens of fish and game. Electrical effects will also be introduced. The demand for space in all the buildings far exceeds the supply and this despite the tremendous area at the directorate's disposal. A comparison with the World's Fair at Chicago and the Pan-American at Buffalo is largely in favor of the St. Louis Exposition. The Transportation Building, for instance, has a floor space of 525 feet by 1,300 feet, and the total area under roof of the main exposition buildings is 131 acres or nearly 50 acres larger than the Columbian Exposition at Chicago, and just as the buildings are as colossal in size so will the exhibition be in scope. Several of the important buildings are completed and the advanced condition of the other main buildings assures the opening of the Exposition April 30th, 1904. The buildings are bewildering in their beauty, the designers having been given a free hand, the results, therefore, being unique in architectural originality. It would appear, therefore, to be a safe statement to make that it will be impossible to see again their like or equal. The question of accommodation has been dealt with in an intelligent manner by the directorate, most of the principal hotels being under contract not to exceed their rates in vogue at the present time and which are normal. Numerous hotels are in the course of erection. A new feature in World's Fairs is the erection of an hotel of two thousand rooms at moderate prices in the actual exposition. Over 500 restaurants will cater to the hungry. A list of hotels, boarding houses and private accommodations has been compiled and will shortly be in the hands of the principal railway agents. Canada's "Famous Train" "The Maritime Express," running between Montreal, Quebec, St. John, Halifax and the Sydneys compares more than favorably with the much advertised trains in the States, and particularly so with regard to dining car service, the full course meals at a uniform price of 75 cents being a marvel of cheapness. Mr. Crighton adds he must pay tribute to the courtesy of the St. Louis people in general to visitors to their beautiful city, their willingness to direct strangers carrying out the best traditions of Southern customs.

Another year's experience has brought the product of our seven factories—representing 7,000 different varieties and a combined output of 10,000 dozen Files and Rasps daily—

Nearer the Perfection Mark

RETURNED

APR -7 1904

Cut Book 17

Page 56

JWS

Than Ever Before.

RETURNED

APR -7 1904

Our goods are sold in every prominent city throughout this country and Europe, and we rarely hear of a complaint being made against any of our brands.

But we are not infallible—it is human to make mistakes—we expect them and are responsible for the same; but we do not hesitate to give *an absolute warranty* with every package of files leaving either of our factories.

The **DOMINION WORKS** now ranks as one of our best plants, having been fully equipped with the most modern machinery, which enables us to supply our Canadian customers with a class of goods equal to those produced at either of our other factories.

We start the New Year with such facilities as will enable us to meet all demands promptly, relieving the jobber of the expense of carrying a large stock, such as is necessary in handling foreign files.

Were it necessary, we could publish *countless testimonials*, both from this country and Europe, in praise of the quality of our product. The most effective recommendation, however, is the steadily increasing demand from all parts of the world.

We extend to our Canadian friends and Customers, generally, from the Atlantic to the Pacific, our Best Wishes for a Happy and Prosperous New Year.

NICHOLSON FILE CO.

Dominion Works,

Port Hope, Ont.

WALTER GROSE, Selling Agent, MONTREAL.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

John C.
Kirkwood,

TORONTO.

NOTE: If you are discussing the principles and practice of advertising, subscribers are invited to send Mr. Kirkwood specimens of the material and other advertising for the purpose of review in this department. Address care of Department of Advertising, *Hardware and Metal*.

THERE is a hardware merchant in Manitoba whose blood was red and whose handshake was hearty. His name is E. Crouter, and I take up his advertisement in his local paper for consideration in this week's issue of "Hardware and Metal." The advertisement, as it appeared originally, was two columns wide, and extended the full depth of the paper and was surrounded by a deep border, a little too heavy, but perhaps the publisher used the best he had. The advertisement starts out temptingly, "Jollier than Ever!" is a contagious sort of greeting. We feel the blood in us warm up responsively. But there is a likelihood when the headlines are so strong and so conspicuously displayed, that many readers will content themselves with a glance at these and skip everything else. "Housewife," "McClary," "Father and Big Brother," "Young Folks"—and a goodly number of readers have done with the whole advertisement. The space cost too much for these few words—words which tell nothing, and which provoke little curiosity.

It is all right to emphasize by type display leading sections, but avoid making the type shout. A quiet, unobtrusive type will do better work. I shall not say more about this matter, but pass on to some other points worth noting.

The style is cheery, and the suggestive character of the advertisement good, but there is a wish all the time that Mr. Crouter would give prices and some more specific items concerning the lines he names. When planning Christmas gifts we are continually wanting to know "how much it costs," and when the prices are not supplied we are disappointed.

Suppose I were to go into a hardware store and inquire about lamps, and the salesman points to a tableful and says, "A fine line, ranging from \$1.25 to \$5." am I satisfied? What I want him to do is to pick up a lamp, tell me about it, and its points and its price. The catalogues of the big department stores

give excellent examples of terse descriptions, and may be profitably studied to this end.

Jollier Than Ever!

WHO! WHY, OLD SANTA to be sure. How do we know? Well, because he left a larger cargo than ever at our store this year, which certainly speaks well for his temper. And such a variety of goods, that they'll surely delight the heart of old and young. The

HOUSEWIFE

would be pleased with a FANCY LAMP for the parlor, a nice CARVING SET, a handsome piece of SILVERWARE, one of the new ROASTING FANS, or perhaps she is needing a new RANGE. What better time for supplying this need than at yule-tide and remember the

McCLARY

loads wherever it is sold; that every range is guaranteed to be constructed of the best steel plate, and prices ten per cent cheaper than other makes of the same standard. Lastly, we are not here to-day and gone to-morrow; we are here to stay and answer for it if these ranges do not prove to be all what we say. For the

Father and Big Brother.

If they are smokers, we can surely suit them. Pipes all prices and kinds. Some in Cases, would make a handsome gift. Also some beautiful fancy handle Razor Strops, Sleigh bells, Curling Brooms, Etc. For the

Young Folks.

SANTA surely meant them to have a good time this Winter when he sent such a large stock of SKATES and STRAPS, HOCKEY STICKS, Etc. We have also a large line of Jack Knives from Ten Cent ones for the little boy, up to the finest grade. A fine line of Scissors, a set in a handsome leather case would make a suitable give for your industrious lady friend

SKATES SHARPENED ON SHORTEST
NOTICE

THE FINEST LINE OF AXES IN TOWN
ODORLESS CREMATORY CLOSETS

E. CROUTER

Hardware Merchant.

Another thing about this advertisement is that it is too rapid, rather breathless. It is written so breezily that the reader gets to the end quickly, but

alas, he hasn't remembered much; things have been suggested to be as soon forgotten.

This leads back to the same conclusion; namely, that there should be something definite, something concrete, in addition to generalities. The talk on the McClary stoves is of the right sort, yet it leaves unanswered some natural and inevitable questions. It is always well after a general statement to follow up with details and prices. Crack the nut, and let the people see the meat inside the shell. The closing section of the advertisement is not good. "Skates sharpened on shortest notice" is all right, because it is seasonable, and a sufficient statement in itself. But after having a relatively long talk on Christmas gifts, it weakens the whole statement to close with a reference to axes and odorless closets. It is far better to wait for another week, and devote specific attention to these things, than to mention them out of place, and in the most casual way.

Advertising is "telling to sell." It is not merely giving news; and one can't sell goods if he talks too much or too abstractedly. One thing at a time, presented briefly, temptingly, and sufficiently, is the way to sell goods—the way to advertise.

Not every man at the head of a business or behind a counter is a good salesman. He may lack in many directions. He can take orders, but to create a desire for and to sell goods that beforehand were not wanted, is beyond him. Such a man is pretty certain to be a failure when it comes to writing his advertisements. I would suggest to him that the preparation of the advertisement be entrusted to his most effective salesman. He may be at sea at first, but it won't be very long before he will get the right idea; and some friendly assistance, coupled with his own good sense, ought to make him doubly valuable to his employer.

A good many men who advertise give one the impression that they don't be-



**We Extend Hearty Greetings
to all our customers
From the Atlantic to the Pacific
and wish them**



**A Very Happy and Prosperous
New Year.**

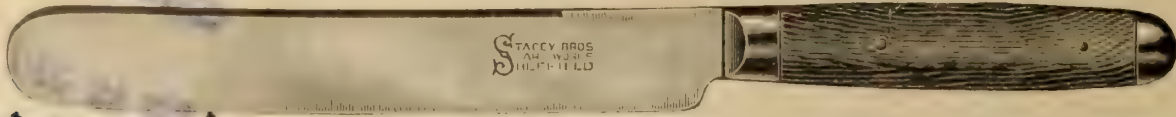
Thanking all for past favors, we remain,

Sincerely,

**Caverhill, Learmont & Co.,
Montreal and Winnipeg.**

STACEY BROS.,

ARK WORKS, Bishop St.,
SHEFFIELD, - ENGLAND.



No. 8816.

Cut book 14
Manufacturers of all kinds of Cutlery, including Shell Bolster, Iveride, Tables and Carvers, Butcher Knives, Steels and Pocket Knives, also Electro-Plated Fish Eaters and Desserts.

have in advertising. They have bought space in their local paper and then neglected to use it. They fill it with something or other, but they do not rely on what is said to make sales or to attract customers. Mr. Crofter does not seem to be of this sort. He gets warmth into his talk and that counts. What I say to him I say to others: Tell the public what you want them to know about you and your store and your goods and tell them, too, what they want to know. Don't make the talk too one-sided. Consider the reader, and answer some of the questions he may feel like asking. This is the way to keep him interested. Sales follow when interest is developed. Advertising is "telling to sell."

We make the
finest reproductions possible
from half-tones.

No need of new
drawings when
good copies can
be furnished.

We make all kinds
of designs and
illustrative cuts.



*Cut north
page 44
cut*

THE RYLANDS AGENCY.

Editor "Hardware and Metal"

My attention has been called to a letter on page 59 of your issue, December 19, signed John Shaw & Sons, Wolverhampton, taking exception to the item which appeared in your paper under date of October 21, stating that Jaffie & Sons, of Manchester had been appointed sole agents for Rylands Bros. for the sale of their manufactures in Canada. I think, before you published the letter in question, as they distinctly state that they have proofs that Jaffie & Sons are not sole agents for Rylands Bros. in Canada, that you should have examined said proofs, and I am satisfied it is simply a matter of quibbling over the terms used in stating the facts to your readers. I, as agent for Jaffie & Sons, gave the information to your reporter and my authority for so doing is a letter dated October 14 from Jaffie & Sons, Manchester, and of which the following is an exact copy:

Wire netting and other goods of Rylands manufacture.

We are pleased to inform you that we have come to an agreement with Messrs. Rylands whereby we have the sole sale in Canada of their netting, wire

LEGG BROS. ENGRAVING CO.

5 Jordon Street,

TORONTO.

100 GOOD ADS. FOR A HARDWARE STORE

A collection of 100 original ads.—effective copy, attractively displayed and illustrated—advertising most everything sold in a hardware store. Sent postpaid on receipt of a dollar bill.

W. ARTHUR LYDIATT, - - TORONTO, CANADA

\$1.00

etc. and if you think it advisable, you may advise the trade to this effect.

If Messrs. Rylands had cancelled this agreement with Jaffie & Sons I am satisfied that I would have been advised of it, but in the absence of anything to the contrary, I must maintain that the information printed in your issue of October 21 is substantially correct.

Yours truly,

ALEXANDER GIBB.

Montreal, Dec. 21, 1903.

N. H. Turcotte, general merchant, Ste. Eulalie, Nicolet County, has assigned to V. E. Paradis.

CANADIAN TRADE IN SOUTH AFRICA.

Mr. Jardine, Canadian Trade Commissioner, now in London, said in a recent interview, that South Africa would soon recover if the white settlers work as hard as the Canadian farmers. Manitoba hard wheat flour had proved itself the best in all competition. Canada was doing a large trade in agricultural implements and carriages. The Imperial sentiment offset hundreds of American agents. Cattle disease had prevented Rhodesia from being a splendid agricultural district.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion. Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittance to cover cost **must** accompany all advertisements. In **no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

SITUATIONS VACANT.

WANTED—Hardware Clerk; steady employment to good man; state age, experience, and salary expected. The Western Hardware Co., Regina, Assa. (1)

SITUATIONS WANTED.

WANTED—Experienced Traveller wants position calling upon hardware trade in Eastern Ontario, or manager of retail hardware store. Address Box 240, Gananoque, Ont. (1)

FOR SALE.

Sale of stock of hardware and shop supplies by tender. The extensive and old-established business of J. HENDERSON in Town of Collingwood. Owner retiring.

Collingwood is one of the most flourishing and progressive Towns in Canada and has brightest outlook for the future. It has largest and most up-to-date dry dock and shipbuilding plant on the Upper Lakes where largest vessels are built and repaired. It has also large saw mills, export meat-packing plant, flour mill, grain elevator, planing mills, tannery, foundry, etc., which give employment to a large number of hands. It has also near completion large steel manufacturing plant and rolling mills, wire mills, nail factory and furniture factory. It is headquarters of large line of steamboats which give it connection with all points on the lakes. Harbor is now crowded with steamboats which will fit out there in Spring. It is a terminal of Grand Trunk Railway and also an objective point of railways now under construction and projected. Written tenders for above stock will be received up to the 15th day of January, 1904 by the undersigned, from whom conditions and terms of tender and other information can be obtained on application.

Building for sale or rent.

J. HENDERSON,
Hardware Merchant, Collingwood



Welland Canal.

Tenders for supplies for the year 1904.

SEALED TENDERS for supplies, addressed to the Superintendent Engineer, Welland Canal, St. Catharines, will be received until 2 o'clock on Tuesday, the 12th of January, 1904, for the supply and delivery of various articles of Timber, Hardware, Castings, Fuel, Paints, Oils, etc., for use on the Welland Canal and its branches for the year 1904. Specifications, forms of tender and other information may be obtained at the Superintendent Engineer's office St. Catharines, on and after Monday, the 21st December, 1903.

The lowest or any tender not necessarily accepted.

By order,

L. K. JONES,

Secretary

Department of Railways and Canals.

Ottawa, December 19th, 1903

BRITISH BUSINESS CHANCES.

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

FREE INSERTION

in "Commercial Intelligence," to the Editor

'SELL'S COMMERCIAL INTELLIGENCE,'

Temple House, Tallis St., Temple Avenue,
London, E.C.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Free communicating should give reference as to bonafides.

N B—A free specimen copy will be sent on receipt of a post card.

PRESIDENT DOMINION TRAVELLERS.

J. S. N. DOUGALL, of McCaskill, Dougall & Co., has been elected president of the Dominion Commercial Travellers' Association, the vote being Dougall 1273 and George Mann 811. In addition to the election of president, the following directors were chosen: W. Beauchamp, T. S. Currie, W. J. Egan, W. B. Mathews and J. F. Dubreuil.

The applications for membership show a considerable increase over that of any previous year; the number of new members enrolled was 737, their average age being 30 years; 367 failed to renew their subscriptions, making present membership 4,434, a gain of 370 over last year. Death claims in comparison with the increasing membership may be considered very few, numbering 33, as against 32 for each of the three preceeding years. The claims arising therefrom amount to \$30,900, being \$1,400 less than last year.

The treasurer's statement shows that the sum of \$19,000 has been invested. This amount is secured by first mortgage on real estate bearing 5 per cent. Five thousand five hundred dollars have been realized on matured loans. The net surplus for the year carried to capital account was \$19,942.77, which now reaches the handsome sum of \$222,947.30.

The annual dinner will be held at the St. Lawrence Hall, Montreal, Dec. 30.

NORTHWEST TRAVELLERS.

THE twenty-first annual meeting of the Northwest Commercial Travellers' Association was held Saturday night last, in Board of Trade rooms, Winnipeg. A very large attendance was present. The reports showed a total membership of 1,241, an increase for the year of 267. The Winnipeg membership reaches 881. Receipts for year amounted to \$13,669, and the total funds to credit of Association aggregate \$51,713. Of this \$38,692 constitutes the Mortuary Benefit Fund. The officers elected for the ensuing year were:

President—F. H. Agnew

Vice-President—F. C. Fahey.

Treasurer—L. C. McIntyre.

Secretary—F. C. Cox.

Directors—R. McGowan, F. M. Morgan, T. A. Anderson, F. W. Drewry, G. F. Bryan, John Horne, W. W. Bole, J. A. McTaggart, D. J. Dyson.

Officers for British Columbia:—

Vancouver—Vice-President—James Beveridge.

Directors—T. Parkinson and A. H. Walbridge.

Victoria—Vice-President—H. G. Wilson.

Director—J. C. Devlin.

New Westminster—Vice-President—J. C. Cunningham.

Kootenay—Vice-President—Jos Lawrence.

Hardware and Metal

Shake The Tree — There's Money In It

Different ways of getting fruit.
Some ripens and falls—just naturally.
Some is picked.
For the balance you must shake the tree.

Different ways of getting business, too.
Some just comes your way naturally—(nowadays very little comes this way).
Other business you send your travellers out to "pick."
A lot more of it you have to advertise in **HARDWARE AND METAL** to get.
This latter kind is worth having, too—there's money in it.
Shake!

Hardware and Metal
Montreal
and
Toronto.

Dept. of Advertising Service

PAINT, OIL AND BRUSH TRADES

RETAILERS AND CUT PRICES.

IT has been the misfortune of philanthropists in all ages to be misunderstood. A few weeks ago there appeared in these columns an article under the heading "Philanthropy in the Paint Business," in which some reference was made to the unselfish efforts of the paint and oil manufacturers and jobbers to supply the retail trade with white lead and oil at the lowest possible prices. It was pointed out that these gentlemen are no longer in business to make money, that their only object is to give away as much as possible. All this is the jobber doing for the retailer and yet in conversation with "Hardware and Metal" a retail hardware man who is an extensive dealer in paints and oils took exception to the article. He said that the inference from the article was that this cutting is a benefit to the retailer. He does not think it is.

If the manufacturer has been unable owing to the stress of competition to maintain his prices neither has the retailer been able to do so. Had retail prices been maintained at anything like the former figures the profits derived would have been very considerable. But competition among retailers has been just as keen as competition among manufacturers and the price cutting among the latter has in many parts of the country led to slaughter sales among the former.

For months past, the merry war of prices has been in progress among the manufacturers when values had suffered a considerable decline many retailers believing that this state of affairs could not last long, began to buy heavy stocks as a speculation. They argued that manufacturers were then making little or no profit and that it was unlikely they would long continue to do business on such an unsatisfactory basis. Being few in number they should be able to make some arrangement by which a reasonable profit could be obtained. The reasoning seemed sound and most retailers thought it good policy to buy heavily.

But no sooner did they commence to make their heavy purchases than values suffered a further decline. The manufacturers were anxious for business even at a loss and competition became keener than ever. Retailers who had bought heavily at what they thought were rock bottom prices saw another tumble in values. They have since waited in vain for the rise which they had thought inevitable.

There never yet was a community of retailers, and there probably never will be until the millenium, in which there is not at least one dealer with the reputation among his competitors of being a reckless price cutter. He is not always so much to blame as his rivals would have you believe but "that is another story." When one man commences to cut prices his business rivals consider themselves forced in self-defence to follow his example. Every cut in lead or glass by the manufacturers and jobbers has been the signal for renewed cutting among retailers. The latter have played the price cutting game with the same insane folly as the former.

The interests of the trade in general are best served by staple prices. The cutting referred to has worked nothing but injury to all concerned. The consumer has derived some benefit, but at the expense of the different branches of the trade all of whom have surely a right to a fair and reasonable profit.

Winnipeg Paint and Glass Co.

WHEN completed the new warehouse of the Winnipeg Paint and Glass Company in Notre Dame street east will be among the really handsome buildings of Winnipeg. It will rise six stories high off a high foundation and will be solid stone, with a cut stone front. Its dimensions will be 60 by 88, and in the rear a private track affords facilities for shipping that are well nigh perfect. Only three stories will be erected this year. A temporary roof will then be thrown over it and it will be occupied by the company, and with the opening of Spring it will be

rushed to completion. The company was incorporated on January 1, 1903, and the fact that a warehouse such as has been described has been undertaken during the first year of the company's business tells eloquently of success. The lines it deals in are sash, doors, blinds, window and plate glass, mouldings, floorings, hardwood finishings, and paints and oils. In the front of the ground floor of the new building will be a large retail store and showroom, and the rear will be used as a shipping room. The general offices will be in the first floor; the top floor will be used as workshops for painters and glaziers, and all the rest of the building will be used for storing stock. In an area under the street pavement, and separated from the building by fire-proof doors, will be stored oils, turpentine and other material of a dangerously inflammable description.—Winnipeg Telegram.

"Doryphora Decemlineata."

In the Canada Paint Company's readable advertisement which appears upon another page in this issue will be found an instructive, and, withal, an amusing dissertation upon what is popularly known as the potato bug. They seem to have had a champion drawing made of a "King Potato Bug," which is reproduced in their advertisement, and the persistent use of the Canada Paint's pure Paris green is suggested to totally annihilate the beetle "with the varri-gated back." May such efforts meet with success is the cry of the long-suffering yeoman!

Visited the Canada Paint Company.

The Canada Paint Company of Montreal have had the pleasure of a visit from two well-known hardware men. These were A. Buehler, of the J. H. Ashdown Hardware Company, of Winnipeg, and C. A. Whitman, of the Hobbs Hardware Company, London. The latter spent some time inspecting the various processes of color making and seemed much interested in what he saw in the factory.

LINSEED OIL

Raw and Boiled

"GUARANTEED PURE"

MANUFACTURED BY

**Canada Linseed Oil Mills,
MONTREAL.**



BARRELS WANTED!!

We are open to buy good sound, oak
Linseed Oil, Turpentine, Varnish, and
Machine Oil Barrels.

If You Buy

Varnishes

Paints

Japans

Colors

Lacquers

Glues

Stains

Bronzes

Fillers

Chamois

Sponges

WRITE TO

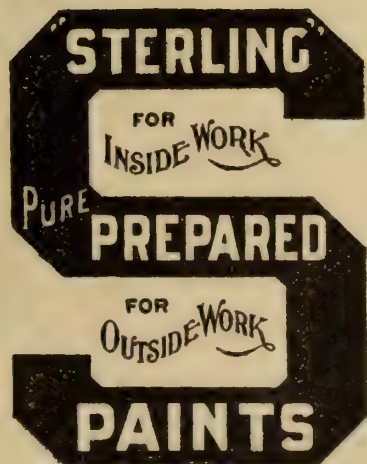
R. C. JAMIESON & CO.

LIMITED

MONTREAL.

AGENTS FOR ASPINALL'S ENAMEL.

The Essentials of a Good Oil Paint.



Any paint to be good must (1) work properly ; (2) it must dry in a reasonable time ; (3) it must wear well ; (4) it must produce a satisfactory appearance, and (5) it must exclude moisture from the material it covers. In addition to these qualities it must be sold at a reasonable cost to make it a good selling line for retailers.

STERLING PAINTS

combine all these essentials, so that sales once made promote satisfactory dealings. To introduce STERLING PAINTS in localities where their good qualities are not so well known, we have some new advertising schemes that are most effective. Retailers who handle STERLING PAINTS will do the big paint business next Spring. Only one agent in each locality—so you'd better write us about the agency for your town at once.

THE STERLING PAINT PEOPLE

(GRANT-HAMILTON OIL CO., LIMITED)

Toronto

Montreal

Winnipeg

Paint and Oil Markets.

MONTREAL.

The advance in turpentine predicted last week, has taken place but as yet it is very slight. It is understood, however, that turpentine is very firmly held and a further advance would be no surprise. Linseed oil is unchanged and there are no new features to note. The market this week is reported rather sluggish, but there is never much activity in the paint and oil trade at this season of the year. Nearly all the travellers are now off the road and are busily employed in the warehouses and factories getting in touch with new ideas in the color trade. The general outlook is considered very satisfactory. As was mentioned last week all staples such as red lead, zinc, and oxides are held very firmly since the close of navigation. It is said that cutting in white lead is by no means so pronounced as it was some weeks ago. We quote:

Ground White Lead—Best brands, Government standard, \$4.60 to \$4.75; No. 1, \$4.25 to \$4.40; No. 2, \$4 to \$4.10; No. 3, \$3.67 1-2 to \$3.77 1-2; No. 4, \$3.30 to \$3.40, all f.o.b. Montreal. Terms, four months, or 3 per cent. off for cash in 30 days.

Dry White Lead.—\$4.25 in casks, and in kegs \$4.50.

Dry White Zinc.—Pure dry, in casks, 61-4c.; in 100-lb. kegs, 63-4c.; No. 1, zinc, in casks, 51-4c.; in 100-lb kegs, 53-4c.

White Zinc (ground in oil)—Pure; 25-lb. irons, 8c.; No. 1, 7c.; No. 2, 6c.

Putty.—We quote: Bulk, in barrels, \$1.50; in 25-lb. tins and irons, \$1.85; bladded putty in barrels, \$1.75.

Orange Mineral.—Casks, 7c.; 100-lb. kegs, 71-4c.; smaller quantities, 81-4c.

Red Leads.—Genuine red lead, in casks, \$4.25; in 100-lb. kegs, \$4.50; in less quantities, \$5.50 per 100 lb. No. 1 red lead, casks \$3; kegs, \$4.25, and smaller quantities, \$5.25.

Litharge.—Ground, casks, 5c.; in less quantities, 51-2c.; flake litharge, casks, \$5; smalls, \$5.50 per 100 lb.

Linseed Oil.—Raw, 1 to 4 barrels, 46c.; 5 to 9 barrels, 45c.; boiled, 1 to 4 barrels, 49c.; 5 to 9 barrels, 48c. Terms, net cash 30 days. Delivered in Ontario between Montreal and Oshawa at 2c. per gallon advance.

Turpentine.—Single barrels 84c.; 2 to 4 barrels, 83c. Standard gallon of 8.6 pounds. Terms, net cash in 30 days.

Benzine.—25 to 26c.

Shellac Varnish.—Pure white, \$2.60 to \$2.80; pure orange, \$2.60 to \$2.80; No. 1 orange shellac, \$2.40 to \$2.60.

Mixed Paints.—\$1.20 to \$1.40 per gallon.

Castor Oil.—83-4 to 91-4c. in wholesale lots, and 1-2c. additional for small lots.

TORONTO.

There is not much business doing. Travellers are off the road for the holidays and preparations for stocktaking are in progress. No changes in prices are reported. We quote:

White Lead—Ex-Toronto, pure white lead, \$4.75; No. 1, \$4.30; No. 2, \$4; No. 3, \$3.60; No. 4, \$3.35 in packages of 25 lb. and upwards; 1-2c. per lb. extra will be charged for 121-2-lb. packages; genuine dry white lead, in casks, \$4.87 1-2.

Red Lead—Genuine, in casks of 560 lb., \$4.75 to \$5; ditto, in kegs of 100 lb., \$5.25 to \$5.50; No. 1, in casks of 560 lb., \$4 to \$4.25; ditto, in kegs of 100 lb., \$4.25 to \$4.50.

Litharge—Genuine, 6 to 61-2c.

White Zinc—Genuine, French V.M., in casks, \$6 to \$6.25; Lehigh, in casks, \$6 to \$6.25.

Shingle Stain—In 5-gallon lots, 60 to 85c. per gallon.

Paris White—90c. to \$1 per 100 lb.

Whiting—60 to 65c. per 100 lb.; Gilders' whiting, 75 to 80c.

Shellac—Pure orange, in, barrels \$2.45; white, \$2.60 per gallon; No. 1, 15c. less; in less quantities 30c. extra, including price of can.

Pumice Stone—Powdered, \$2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots and 8c. in bbls.

Linseed Oil—Raw, 1 to 2 bbls., 50c.; boiled, 53c.; 3 to 5 bbls., raw, 49c.; boiled, 52c.; 6 to 9 bbls., raw, 48c.; boiled, 51c., delivered. To Toronto, Hamilton and London, 2c. less.

Turpentine—Single bbls., 86c.; 2 to 4 bbls., 85c., delivered; 5 bbls. and over, open. Toronto, Hamilton and London, 2c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

Glues—Broken sheet, in 200-lb. bbls., 8 to 81-2c. per lb.; cabinet glue, in bbls., 11 1-2 to 12c.; emery glue, in bbls., 17c.;

bookbinders', ground, 10 1-2c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

Putty—Common, \$1.65; pure, bladders in barrels, \$2.25; bladders, in 100-lb. kegs, \$2.40; bulk, in barrels, \$2.05; bulk, less than barrels and up to 100 lb., \$2.95.

Plaster Paris—New Brunswick, \$2 per bbl.

Liquid Paints—Pure, \$1.20 to \$1.40 per gallon; No. 1, \$1.10 per gallon.

Barn Paints—65 to 70c. per gallon.

Castor Oil—English, in cases, 71-2 to 8c. per pound, and 81-2 to 9c. for single tins.

Paris Green—English pure, Petroleum bbls., 141-4c.; arsenic kegs, 141-2c.; 50 and 100-lb drums, 15c.; 1-lb. packages, 16c.; 1-lb. tins, 17c.; 1-2-lb. packages, 1-2-lb. tins, 19c.

ST. JOHN.

Oils—This is the time of harvest. The very firm prices in burning oil continue. Already there is some future business being done in lubricatings. The market is very firm. Linseeds are weak, and for this reason orders so far booked are small. Turpentine, on the other hand, is too high for any special movement. Fish oils are much higher than usual on this market.

Window Glass.

MONTREAL.

Prices as quoted for some weeks past are unchanged. There is still considerable talk of cutting, but there seems to be no doubt that prices are now being maintained much better than at any time during the last six weeks or two months. We quote: First break, 50 feet, \$1.70; second brake, \$1.80 for 50 feet. First break, 100 feet, \$3.25; second break, \$3.45; third break, \$3.95; fourth break, \$4.20.

TORONTO.

A few orders come in. Cutting is still reported. We quote prices nominally as follows: Star, under 26 in., nominally as follows: Star, under 26 in., \$3.10; 26 to 40 in., \$3.30; 41 to 50 in., \$3.70; 51 to 60 in., \$4; 61 to 70 in., \$5; 71 to 80 in., \$4.30 net, Toronto, Hamilton and London.

MacLean & Hood, general merchants, Underwood, have assigned to O Wade, Toronto

CHURCH'S

ALABASTINE

Is admirable adapted for tinting and decorating the walls of public buildings, such as churches, halls, school houses, etc. The interior of factories should be coated with Alabastine, because IT WILL NOT BURN. The ease of application, the economy, the healthfulness, and the fact that it does not rub or scale—but on the contrary HARDENS WITH AGE—these things have made Alabastine a public necessity.

SELL ALABASTINE. It pays you well, and sells with the minimum of effort. ORDER NOW for 1904, either direct or through any wholesale Hardware or Paint Dealer. For particulars address

THE ALABASTINE CO., Limited, PARIS, ONT.

Standard Paint & Varnish Works
Limited

Makers of High-Grade Varnishes, Japans,
Paints, Colors and Enamels.

WINDSOR, ONT.

R. E. THORNE, 768 Craig St.,
MONTREAL

Wholesale Agent and Importer

Dry Colors, Ochres, Bronze Powders,
Aluminum Powder, Schlag Metal,
Bronze Liquids and Varnishes.

Toronto Office—29 Melinda St.

GENUINE

PRATTS ASTRAL LAMP OIL

Sold in all countries and recognized as the
highest grade oil manufactured.

WHOLESALE ONLY.

THE QUEEN CITY OIL COMPANY, Limited,
TORONTO, ONT.

HARDWARE AND METAL is the only journal in Canada concerning
itself with the paint, oil and glass interests. Its markets are trust-
worthy and full.

Heartiest Greetings

for Christmas Tide and the New Year

to our many friends among the readers of HARDWARE AND METAL.

The Consolidated Plate Glass Co.,

TORONTO

MONTREAL

LONDON

OTTAWA

WINNIPEG.

Paints and Paints

Some are good, some poor. If **GLOBE PAINTS** were
poor they wouldn't be 9 years on the market. It takes
a good article to live as long as that. We are not only
living, but growing. That means a good deal.

—When our salesman calls on you, pay good heed
to what he has to say.

The Globe Paint Co.,

Limited
422-424 Adelaide St. W., Toronto.



"Island City" Paint and Varnish Works



Our "Island City" Enamel Paints
are the best in the market—17 artistic shades.

Our "Island City" Aluminum, Gold
and Silver Paints can be used with
great satisfaction on Furnaces, Radiators, all
sorts of Furniture and Ornaments that require
renovating.

P. D. DODS & CO., Proprietors, Montreal, Toronto, Vancouver.

PATENT RIGHTS SOLD.

IN a recent issue, mention was made of the fact that the manager of the Imperial Tea Strainer Company had gone to England to dispose of his patent rights in that country of the "Never Drip a Drop" tea and coffee strainer. He returned to Montreal last week after a successful business trip, having succeeded in disposing of his English rights to good advantage. He is now preparing to bring his ingenious little strainer prominently before the hardware trade of Canada and there can be no doubt that its merits should warrant success.

As may be remembered from a previous notice, this strainer is of a different type from the ordinary kind to which we are accustomed. As the name implies, the strainer does not cause any dripping on the tablecloth.

Although only a short time on the market, the strainer has met with a gratifying reception from consumers and trade. As it retails at 10c., it is very easily sold. Hardware dealers may obtain full information and supplies by communicating with The Imperial Tea Strainer Company, Montreal.

HOTEL.

THE Fairbanks Co., 41 Front street west, Toronto, have been awarded the contract for the installation of a steel construction wagon scale to be placed in the roadway directly west of the King Edward Hotel. As traffic would be constantly passing over this scale and as it is about 30 feet above the floor of the boiler room below, the problem presented was somewhat difficult, but it has been satisfactorily solved.

A coping of 18-inch I beams around the scale is provided to which the corner irons of scale are riveted; the scale levers hanging from these corner irons, and a novel protection device is added in the shape of structural steel material hanging from the coping just below the levers of the scale so that if, at any time, through accident or any of the pivots of scale should break, there will be no danger of the scale dropping through to the basement below. The scale platform, of structural steel, is built up by means of I beams running in both directions, and the whole platform is covered with 3/8-inch boiler-

plate, on top of which are put asphalt paving blocks, the top platform of the scale being on an angle to conform to the curvature of the roadway. The double beam will rest on a short iron pillar outfit in the boiler room below. The total weight of steel and iron in this scale is over 9,000 pounds.

IMPORTANCE OF PROMPTNESS.

A MAN of affairs with world-wide reputation, has said that in the great whirlpool of business life promptitude is one of the two qualities essential to greatness. One seldom comes across a really successful man who has not the habit of promptness strongly developed. The man who is constantly missing his train, who is invariably late in keeping appointments, or who is habitually behind time in meeting his bills, fails to inspire confidence in the minds of those with whom he is concerned. Notwithstanding bushels of honesty and good intentions to his credit.

The story is told of a young man who missed a good position for want of punctuality. The late Cornelius Vanderbilt made an appointment with him to interview the president of a railroad on his behalf, who had a vacancy on his clerical staff. The young man called on the day appointed, twenty minutes after the hour named, only to find Mr. Vanderbilt out.

A few days later the young man succeeded in seeing him again, and, on being asked why he did not keep his appointment, replied: "Why, Mr. Vanderbilt, I was here at twenty minutes past ten!" "But the appointment was at ten o'clock," he was reminded. "Oh, I know that," was the flippant reply, "but I did not think fifteen or twenty minutes would make any difference." "Indeed," said Mr. Vanderbilt, sternly, "you will find that punctuality in keeping appointments does make a great deal of difference. In this instance your lack of promptness has deprived you of the place you desired; for the appointment was made on the very day upon which you were to meet me. Furthermore, let me advise you, young man, that you have no right to consider twenty minutes of my time of so little value that I can afford to wait for you. Why, sir, I managed to keep two other appointments of importance within that time."



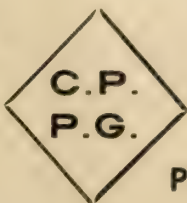
The Colorado Beetle or to give him the Latin term, **DORYPHORA DECIMLINEATA**, commonly known as the Potato Bug, is an undesirable immigrant from "Uncle Sam" who does not respect the Boundary Line or the Alien Act. Like the Lily of the Valley it is not neither does it spin; unlike the lily it is not famous for its beauty and being a vagrant, he wears ten stripes after the manner of a penitentiary bird. Moreover, the bug hath a voracious appetite which, as Shakespeare says "Age does not diminish nor custom stale."

Herein is the potato bug's weakness. It devours the tender leaf of the succulent potato, and, at the same time, encompasses its own destruction. **PROVIDED**, however, that the vine has been judiciously sprinkled with the **CANADA PAINT COMPANY'S PURE PARIS GREEN**. This Green has been endorsed by the Department of Agriculture at Ottawa and is the noted insecticide bearing death and destruction to potato bugs, slugs and all leaf-eating insects.

The dealers who purchase the Paris Green made by the Canada Paint Company have this Canadian Company's guarantee of its purity and the security that its death-dealing qualities will bring havoc amongst the pests which are the bane of the farmer. May the use of the C. P. Co.'s Green be universal and bring the Potato Bug an

UNHAPPY NEW YEAR

DEATH
TO
THE
BUG



LIFE
TO
THE
POTATO

A Merry Christmas

to all our friends and Patrons
is our sincerest wish.

Before you decide what paint to stock for the coming year, we wish you to know something about Anchor Liquid Paint.

Everyone who has not yet handled Anchor Liquid Paint may not know that the only white lead used in its manufacture is Brandram's B. B. Genuine—the standard of the world.

Such being the case, does it not stand to reason that the above fact, coupled with our long experience, skilled workmen, and modern factories, produces a liquid paint that can be approached by no other?

Thirty years ago we started to manufacture ready-mixed paints. We feel grateful for the patronage extended to us during that time, and trust to receive the same co-operation and support in the future as in the past. In our Anchor Brand goods we aim to have but one quality, and that the "BEST."



Send us a post card
and let us tell you
all about them.



4
J. Henderson & Potts, Limited, Halifax.
J. Henderson & Potts Co., Limited, Montreal.

INDUSTRIAL GOSSIP

HARDWARE AND METAL will be pleased to receive from any authoritative source industrial news of any sort, the conditions of incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, new machinery, etc. All such correspondence will be treated as confidential when desired.

THE Lumber Lumber Co., Montreal, have been incorporated with a capital of \$120,000 to carry on the lumber and pulp business in all its branches. The directors are P. La Ferrière, S. P. Stearns, R. Forget, D. Coyle and R. Fielder, all of Montreal.

The International Iron Mining Co., Port Arthur, Ont., have been incorporated with a capital of \$1,000,000 to carry on in all its branches the operations of mining, milling and reduction companies.

The directors are J. E. McCarthy, J. Murray, J. T. Hickman, H. R. Spence and T. A. Merritt, all of Duluth, U. S. A.

The Northern Industrial Co., Montreal, have been incorporated with a capital of \$500,000 to manufacture and deal in charcoal as well as all the by-products of such an industry. The directors are R. Prefontaine, D. H. Prefontaine, Hon. Raymond Prefontaine, Minister of Marine and Fisheries; and J. L. Perron, all of Montreal.

The Sudbury Rink Co., Sudbury, Ont., have been incorporated with a capital of \$100,000 to erect buildings in Sudbury for skating, curling, etc. The directors are R. Martin, S. Fournier, W. J. Montgomery, D. Baikie, J. McLeod, Wm. Chalmers, J. A. Orr, S. E. Wright, J. Fowler, J. S. Gill, J. G. Henry, and J. T. Black, all of Sudbury.

The International Nickel Co., Sudbury, Ont., have acquired and brought under one management the several properties of The Canadian Copper Co. and The Orford Copper Co., at Copper Cliff, Ont. The company are putting up new plants at Copper Cliff which will have a capacity for the treatment of 1,000 to 1,500 tons of ore daily. They are also about to install a new Bessemer plant. All the machinery installation in the new works will be of Canadian make with the exception of the planing engines, which will be built in Chicago.

NOTES.

John Watson, president of The John Watson Mfg. Co., of Ayr, Ont., is dead.

It is rumored that negotiations are in progress for the purchase of the Algoma Central Railway by Messrs Mackenzie & Mann.

At a meeting of the directors of The Dominion Iron & Steel Co., at Montreal, on December 17 it was decided to enlarge the manufacture of steel rails.

At the meeting of The Dominion Coal Co. and The Dominion Iron & Steel Co. in Montreal on December 17, J. H. Plummer was elected president of the coal company.

The Eastern Building Co., Hamilton, have been incorporated with a capital of \$80,000 to deal in real estate. The directors are J. J. Scott, R. N. Hope, J. D. Gansby and J. H. Publow, all of Hamilton.

The Freehold Realty Co., Toronto, have been incorporated with a capital of \$50,000 to deal in stocks. The directors are J. S. Lovell, W. Bain, R. Gowans, E. W. McNeill, R. Richardson and H. P. Blackwood.

W. H. Lailey & Co., Toronto, have been incorporated with a capital of \$100,000 to manufacture and deal in clothing, woollen and other goods. The directors are W. H. Lailey, C. E. Lailey and Frank Maile, all of Toronto.

J. H. Whicher & Son, Warton, Ont., have been incorporated with a capital of \$5,000 to manufacture and deal in drugs. The directors are J. H. Whicher, H. L. Whicher, A. H. Whicher, A. S. Whicher and H. L. Cowan, all of Warton.

The Canadian Consolidated Oil Co., Hamilton, have been incorporated with a capital of \$1,000,000 to deal in crude and refined petroleum oil. The directors are E. R. Clarkson, T. Ramsay, Jas. Dixon, L. Bauer and H. P. Coburn, all of Hamilton.

The Empire Carpet Co., Dundas, Ont., have been incorporated with a capital of \$75,000 to manufacture and deal in carpets, rugs, etc. The directors are J. G. Morley, Hamilton; T. Etherington, St. Catharines; and J. F. McAllister, Toronto.

The Northern Consolidated Holding Co., have been incorporated with a capital of \$8,000,000 to deal in bonds and debentures. The directors are J. S. Lovell, Wm. Bain, E. W. McNeill, R. Gowans and R. Richardson, all of Toronto.

Imperial Button Works, Montreal, have been incorporated with a capital of \$100,000 to purchase the Imperial Button Works, of Montreal. The directors are T. Lidstone, A. W. Belfry, M. McFarlane, R. H. Welden and F. C. Saunders, all of Montreal.

The Automobile and Supply Co., Toronto, have been incorporated with a capital of \$10,000 to manufacture and

repair automobiles, locomobiles, motor cars, carriages, etc. The directors are G. H. Gooderham, U. S. Smith, and W. A. Littlejohn.

Ladies' Wear, Limited, Toronto, have been incorporated with a capital of \$100,000 to manufacture and deal in all kinds of ladies' wearing apparel. The directors are S. K. Currie, J. P. Watson, G. F. Watson, A. E. Hills and F. P. Evans, all of Toronto.

The Canadian Camera Co., Toronto, have been incorporated with a capital of \$60,000 to manufacture and deal in cameras and accessory photographic supplies. The directors are F. L. Hallford, E. O. Weston, R. C. Weston, and A. P. Gill, all of Toronto.

The Enterprise Hosiery and Underwear Co., Toronto Junction, have been incorporated with a capital of \$40,000 to manufacture and deal in knitted garments and whitewear. The directors are T. Prest, Wm. Smith and J. A. Ferson, all of Toronto Junction.

Jaffray Bros., Galt, Ont., have been incorporated with a capital of \$20,000 to purchase the business and plant of Jaffray Bros., of Galt. The directors are R. M. Jaffray, J. P. Jaffray, A. E. Jaffray and A. G. Donaldson, all of Galt; and T. Arntfield, of Hespeler.

The Lockerby Bros., Montreal, have been incorporated with a capital of \$100,000 to acquire the business of Lockerby Bros., grocers, Montreal. The directors are D. L. Lockerby, A. L. Lockerby, E. R. Ebbitt, C. A. Lockerby and P. Davidson, all of Montreal.

Walter Thompson & Son, London, Ont., have been incorporated with a capital of \$49,000 to carry on a general milling and grain business. The directors are W. Thompson, Mitchell, Ont.; W. W. Thompson, H. Thompson, both of London; and J. H. Thompson, of Seaforth.

The Novi-Modi Costume Co., Toronto, have been incorporated with a capital of \$99,000 to manufacture and deal in clothing and general dry goods. The directors are H. C. Boulter, A. S. Bowlers, J. J. Gibbons, H. F. Gooderham and F. D. Hogg, all of Toronto.

The Cape Breton Steamship Co., Sydney, N.S., have been incorporated with a capital of \$40,000 to carry on the business of a ship owner. The directors are R. Harrington, D. Rudderham, J. C. Peter, H. C. Harrington, J. A. Younge, W. Horne, W. Hackett, all of Sydney.

The Provincial Department of Mines of Nova Scotia has confirmed the report of the finding of very extensive deposits of nickeliferous copper at Cheticamp in the northern part of Cape Breton. One ore body is said to be 270 feet wide, carrying gold and silver as well as copper.

**NEWMAN'S PATENT
INVINCIBLE FLOOR SPRINGS**

Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies. MADE SOLELY BY

W. NEWMAN & SONS, Birmingham.

Corrugated Iron

**For Roofing, Siding,
Eaves-Trough, Con-
ductor Pipe, Etc.**

You buy Corrugated Iron from some source. Have you ever written us on the subject? We ship promptly and anywhere, and our prices are right—from your point of view.

A. B. ORMSBY & CO.,

Cor. Queen and George Streets,
TORONTO, ONT.

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.



Write for free samples.
Agents being placed in every district

Arrow Brand Asphalt Ready Roofing

Easy to lay—lasts long—needs no painting, as it comes in rolls already surfaced with gravel.

A. C. JENKING, Sole Selling Agents,

Room 215 Coristine Building, - - MONTREAL.

**Will Hold Up a Shelf!**

That's what a shelf bracket is for.

For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO.,

New Haven, Conn., U.S.A.

**The Grey and Bruce Portland
Cement Company of Shallow
Lake, Limited,**

Manufacturers of

"Hercules" and "Lion" Brands

of

PORTLAND CEMENT

Unsurpassed for Sidewalks, Floors, and all
work requiring the Highest Grade
of Portland Cement.

HEAD OFFICE: OWEN SOUND.

MADE IN ENGLAND
HACK SAW BLADES
MADE BY
CHAS. BAYNES
KNUZDEN BROOK
BLACKBURN

THE "SUN" BRAND PORTLAND CEMENT.

We make only one quality and that the best.
Ask us for quotations.

The Sun Portland Cement Co., Limited
OWEN SOUND

JAS. A. CLINE, Managing Director.

The Hanover Portland Cement Co., Limited

HANOVER, ONTARIO.

Manufacturers of
the Celebrated **"Saugeen Brand"**
OF PORTLAND CEMENT.

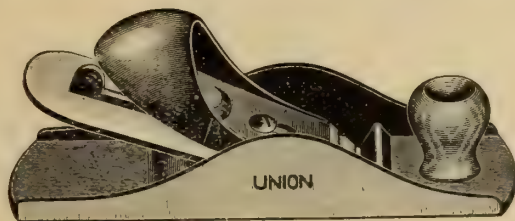
Prices on application.

"THE EMLYN" SAW BENCH

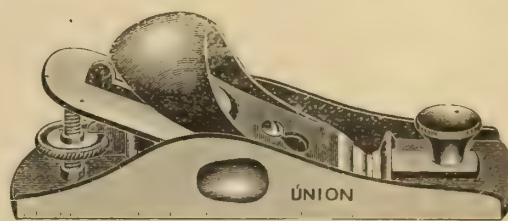
Made in 6 sizes. Best value obtainable. Specially
designed for export. With or without "Emlyn"
Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables— Emlyn Engineering Works
Machinery, Newport. -NEWPORT, MON., ENGLAND

UNION IRON and WOOD PLANER.

No. 110.



No. 9 1/2.

UNEQUALLED IN QUALITY AND FINISH.

Union Mfg. Co., - - - New Britain, Conn.
FOR SALE BY ALL PRINCIPAL HARDWARE DEALERS.

The Saw That Sells Itself.

When placed in the hands of the intelligent mechanic the ATKINS High Grade Silver Steel Hand Saw sells itself. You simply show it and the saw does the rest.

ATKINS Silver Steel Hand Saws with Perfection Handles are warranted the FINEST Saws on earth in material, temper, grinding and finish.

Write for Catalogue and Prices.

E. C. ATKINS & CO.

H. P. HUBBARD, Sales Agent for Canada.

Toronto Office: 30 Front St. East. Tel. Main 1896



**ATKINS
ALWAYS AHEAD**

Leading Saw and Tool Manufacturers

Factories: INDIANAPOLIS, IND.
Northwestern Branch: Minneapolis, Minn.

Window and Interior Displays

Timely Hints and Suggestions

THE stores are by no means few that use up all their best trims for the Christmas season, and for weeks afterwards, and sometimes during the rest of the year, neglect the window and interior as far as care in arrangement is concerned. There are scarcely a dozen merchants in the country who do not pay some special attention to the decoration of their stores during the holiday season. It may not take the form of elaborate arrangements, or striking mechanical and electrical effects, but however simple, an effort is at least shown.

But why tasty windows should be considered of great benefit at Christmas time and of no importance through the remaining part of the year cannot readily be seen. If the passersby will stop to look at a window at one time there is no reason why they could not be induced to do the same at any other time. The general characteristics of the public do not change with the season. And yet may a merchant implies by his actions that a well-dressed window is of no use at any other period than during the middle two weeks of December. After that, well he has a sufficient number of regular customers, or he is too busy, or the expense is too great, or there are a dozen other excuses at his tongue's end. His very anxiety, however, to please the public at one season of the year proves that he has faith in the attractive window.

Keep up the interest in window dressing throughout the year. Show the public that you are interested in them all the year round, and appreciate their estimation of good displays. Don't allow the few weeks following Christmas to find you with carelessly arranged interior and

show window. The hardware stock is composed for the most part of staples, and business is therefore done at all times. Customers must have hardware whether in December or June, and every hardware merchant should remember that he has to be constantly on the move to obtain this trade.

the wall side shows an assortment of saws tacked up in a circular form. In the window frame are stuck several knives in various sizes.

The floor display is rather disconnectedly arranged. Carpenter's tools occupy almost the whole of the space, but they are displayed with a lack of symmetry that detracts seriously from the value of the window. Planes, hammers, bits and squares are arranged in a rather haphazard manner, and there is nothing to attract the eye.

There is, however, a novel plan adopted in the lower part of the window. There are practically three floors, admitting three different kinds of displays, all visible, and yet conflicting very little with each other. This is a plan which might be used more often with good effect, and is arranged by simply building up skeleton platforms that can be removed at pleasure.

A RETAILER'S EXPERIENCE.

Until a few years ago our Christmas trade was like the oyster in the boarding house soup, "not in it," but for the last two or three years we have made an extra effort during the holiday season with our windows, and I know that we have had our share of the trade, if not more, says a shrewd retailer. In this display we use evergreen and cotton for the background, and show a lot of

both necessary and desirable articles, such as roasters, flour sifters, meat choppers, etc.

In a display of tinware suspend the small tin articles in festoons across the top of the window, or from opposite corners. If your window is large enough, show all the articles of iron, tin, granite, nickel-plate and aluminum to be found in a model kitchen.



Dressed by R. A. Wylie for J. W. Peacock, Toronto

This Week's Illustration.

An unfortunate feature of the window display dressed by R. A. Wylie for J. W. Peacock, Toronto, is that many of the best points have not been brought out distinctly enough in the photograph for the cut to show them. The background is filled up with a large advertising sign of a saw manufacturing company, and

WHAT'S IN A NAME ?

If it is "Hubbard & Blake Mfg. Co." or "Isaiah Blood" on a Scythe, it represents Excellence in Quality, Correct Shapes, Attractive Finishes and Interesting Prices. They stand for lines that, ever since they were first put on the market over 40 years ago, have been meeting with increased sales annually, which is pretty strong evidence in favor of their popularity.

THEY BRING THE PROFITS

Consider also the things that serve to solidify your business, such as having a reputation for handling the "Highest Grade of Merchandise." Is that not worth a great deal? The surest way by which this can be achieved in your Agricultural Tool Department, is by selling Scythes of either of the above brands. They will help to add prestige to your store, increase your business, strengthen you with the old customers and bring new ones.

We spare no expense in getting the Very Best Material and Workmen obtainable.

LOOK FOR THE STAMP ON THE HEEL

"H. & B. Mfg. Co.,
Oakland, Me."

or

"Isaiah Blood,
Ballston Spa, N.Y."

Our catalogue contains complete illustrations, descriptions and price list of the various patterns and finishes. Make known your wish for a copy and we will cheerfully comply.

If your Jobber cannot supply you, write us direct.

MADE ONLY BY

THE AMERICAN AXE & TOOL CO.

J. HOFMANN, Manager of Sales, Canada

Inc.

CORISTINE BUILDING

MONTREAL.

We beg to express to our many friends in the Dominion, our sincere thanks for the favors and courtesies extended us during the past year, and to wish them the

Compliments of the Season.

HEATING AND PLUMBING

MONTREAL PLUMBERS OPPOSE JOURNEY- MEN'S UNION.

AS was mentioned in our last issue a special meeting of the Master Plumbers' Association of Montreal was being held as we went to press to discuss some proposals made to them by the journeymen plumbers with regard to a new schedule of wages and general conditions of the trade. The journeymen plumbers are organized as Local Union 144 of the United Association of Journeymen Plumbers, Gas, Steam and Hot Water Fitters of the United States and Canada. The union recently demanded an increase in wages, a reduction of hours of labor and a number of other changes to go into effect May 1st, 1904. The master plumbers are not disposed to grant these demands and at the meeting referred to above they drew up an agreement which is now being signed by nearly every master plumber of Montreal. The text of the agreement is as follows:

"Whereas, it is essential that the master plumbers and steamfitters in Montreal and vicinity hereinafter called the subscribers, unite to protect their material interests; now therefore these presents witness:

"That the commercial firms and individual employers whose signatures are hereto attached have mutually agreed, and hereby severally and reciprocally bind and oblige themselves as follows:

"1. Local 144 of United Association of Journeymen Plumbers, Gas, Steam and Hot Water Fitters of the United States and Canada shall not be recognized in any manner whatsoever on and after the 1st day of May, 1904.

"2. In the event of a strike being declared by Local Union 144 against any of the subscribers to this agreement, all the subscribers shall immediately lock out all members of the Local Union 144 then in their employ.

"3. Should such lockout be inaugurated every subscriber shall meet daily at 11 o'clock in the morning, at a place to be designated, to exchange views and to confer together to secure united action.

"4. Subscribers shall retain the right to negotiate individually with any journeyman plumber or steamfitter, whether a member of the union or not, and arrange such scale of wages as he may see fit.

"5. Any subscriber who is bound by any contract in force at the signing of this agreement, and which is not completed on the 1st of May, 1904, shall have the right from the said date and until the completion of the said contract to require any or all of the other subscribers to furnish assistance for the completion of the said contract, and the subscribers shall aid in securing such assistance, the intention of the present clause being that all the subscribers hereto shall assist as far as possible in the fulfilment of all contracts now in force and which are not completed by the 1st of May next.

"It is distinctly understood, however, that the present clause shall not apply to any contract entered into after the signing of this agreement.

"6. The subscribers and each of them severally bind themselves to pay into a fund, as liquidated damages for the violation of any clause in the present agreement, the sums set opposite their respective names, and based upon the following scale:

Employers of	1 to 3 journeymen	\$200
"	" 4 to 6 "	300
"	" 7 to 10 "	400
"	" 11 to 15 "	500
"	" 16 to 20 "	600
"	" 21 and over	750

"As an admission of said liability, and to secure the prompt payment of said damages, each of the said subscribers has deposited with A. Champagne, J. W. Harris, J. Ballantyne, as trustees, his cheque of the said amount, bearing date the 1st of May, 1904, and the said trustees are hereby specially authorized to draw the amount of the said cheques and to dispose of the same as provided in clause 9 hereof.

"7. The provisions of clauses 5 and 6 hereof shall apply to such subscribers only as have union shops.

"8. The subscribers agree that their liability in damages under clause 5 hereof and for the amounts therein stated shall immediately arise in the event of a decision of the subscribers to the effect that the present agreement has been violated, which decision shall be sufficiently evidenced by a resolution adopted by a vote of the majority of those present at a meeting of subscribers called by any one of the subscribers hereto, of which meeting a written notice has been given to all the subscribers by registered letter, mailed prepaid, to the usual place of business of the subscribers, two clear days before the time fixed for such meeting.

"9. Any and all moneys received as damages for violation of this contract shall be disposed of by the trustees in accordance with the terms of resolution adopted at a general meeting duly called as in the last section provided.

"10. The clauses of this agreement relating to damages are hereby specially declared to be of the essence of this contract without which the same would not have been made, and binding upon all subscribers.

"11. And to those presents intervened A. Champagne, J. W. Harris, J. Ballantyne, trustees, who declare they have taken communication of the foregoing contract, and to have received the cheques herein referred to, and bind and oblige themselves to hold the same in trust for the purposes of this agreement, and to act in all matters pertaining thereto under the instructions of a general meeting of the subscribers as herein provided."

Just what will be the outcome of the present situation it would be unsafe to predict. A strike has been expected for some time and the bold action of the master plumbers is likely either to precipitate a crisis or settle the whole matter in favor of the employers. A strike just now would be an inconvenience, but it would not embarrass the master plumbers nearly so much as it would a month or six weeks ago. Business is already commencing to slacken and January is expected to be a quiet month.

A
GLAD
CHRISTMAS

TO YOU !

A. RAMSAY & SON
MONTREAL

EST'D
1842

THE PAINT
MAKERS

We sell

Pig Iron.
Ingot Tin.
Ingot Copper.
Zinc Spelter.
Pig Lead.
Babbit Metals.
Soldier.
Cotton Waste.

We buy

Scrap Rubber of all kinds.

—Rubber Boots and Shoes
—Rubber Bicycle Tires.
—Rubber Carriage Tires.
—Rubber Hose.
—Rubber Springs.

We buy

Drosses of all kinds.

—Tin,
—Lead,
—Type Metal,
—Zinc

Brass Ashes.
Metal Residues.

We buy

Scrap Metal

—Iron,
—Copper,
—Brass,
—Zinc,
—Lead.

FRANKEL BROTHERS,

MONTREAL,

92-98 Wellington St.

TORONTO,

116-120 George St

EMPIRE MFG. CO.

MANUFACTURERS OF

HIGH-CLASS, UP-TO-DATE

Plumbers' and Steamfitters' Supplies

Estimates on Special Castings and Work.

Sole manufacturers of the STEVENS EMPIRE LOW-DOWN COMBINATION CLOSET, the only up-to-date low-down Closet on the market.

We make the **Webber Pattern Gate Valve**, the best and most improved Gate Valve on the market; **Genuine Jenkins Disc Valves**, and **Standard Valves**.

We use nothing but the best selected steam metal. All our goods are made from new improved designed patterns. Send for samples and prices. Highest price paid for old Copper and Brass.

ORDERS SOLICITED.

EMPIRE MFG. CO.,- 443 Talbot St., LONDON



STEVENS IMPROVED



We extend to the Trade

and our numerous **Customers** and **Friends** throughout **Canada** a very

HAPPY and PROSPEROUS NEW YEAR.

Lockerby & McComb, 65 Shannon St., Montreal

Bell Telephone Main 1989.

Canadian Distributors

Shelby Seamless Tubes.

We carry a stock at both our Montreal and Toronto Warehouses, from $\frac{1}{4}$ in. to 3 in. O. D., and from 22 Ga. to $\frac{1}{4}$ in. Wall, more than 125 different sizes, and supply anything required to special order.

USES :—New uses are being found every day for this material, and by its means **production** is **cheapened** in almost every class of manufacture, and we name a few of the uses, as follows :

Shafting Collars and **Rings**, **Rubber Hose**, Poles and Mandrels, Bushings of all kinds, Hollow Shafting, Ball and Roller Bearings and Sleeves, Pneumatic Tubes, Typewriters, Bicycles, and Automobile and Frame Construction.

John Millen & Sons,

Montreal ————— **and** ————— **Toronto.**



Think of our Name

when you are in the market for the best lines of Valves, Steam Specialties, Brass Work, Gas and Electric Lighting Fixtures, Plumbing Supplies and Bathroom Accessories. We want every dealer in Canada to know the advantages which our lines offer, and to understand that if they carry our line they will get the trade in their vicinity, because our name stands for perfect goods.

Jas. Morrison Brass Mfg. Co., Limited, - - Toronto, Ont.

Trouble with Furnace Work.

THE greatest trouble with the furnace jobs of to-day is that most of the figuring is guess work, and the men who figure on them do not know how they will install the job until they get the stock on the ground, and then they expect the tinner to make up what they have neglected to do, writes Geo. J. Gleason, in the American Artizan. They expect any makeshift kind of a job to give good results, and the first instruction the tinner gets is we cannot do too much as the boss figured very low in order to get the work. Another thing is that tinner in general are wrong in their ideas of cold air supply. I have seen many jobs, taking from six to eight pipes, running from 8 inches to 12 inches in size, hot air and one little 14x16 cold air return from the inside. Now there are men going around selling furnaces that tell the retailer to use all inside air and return back, as it saves fuel. Now how is it when you have a large house to heat and all the fresh air you get comes in around the doors and windows? I do not wonder at the sickness throughout the land. Give me a good furnace connected with good, fresh, out-door air as a cold air supply, and if you do not know how to figure the size of the hot air pipe in comparison to the size of the room you better stop and learn, for that will be the first step to a good heating plant. Next I am pleased to see what an advance the side wall register is making, and if I had my way there would be no more floor registers used anywhere, as a sidewall is a great deal better in many ways. The old saying is a true one yet, "be sure you are right, then go ahead," it applies to heating as well as anything else. The place to begin is to start when you make an estimate. Plan everything just as if you were sure of the job and was ready to start setting the heater, then you will not waste time after trying to do a cheap job and make it work. I want to hear from other men of the experienced type. I have over twenty years' constant experience and know what I am talking about.

Canada Radiator Works.

The construction of the new plant of the Canada Radiator Works at Lachine, near Montreal, is now well under way. The buildings will form a quadrangle, three sides 300x405x406 being enclosed and, are to be all of brick and stone

except the coke, sand rooms and coal sheds, which will be in the centre. They will be large enough to employ about 250 hands, including 40 moulders. The productive capacity will be six times that of the present works at Port Hope. When established in their new works, which will be immediately on their completion, the Canada Radiator Co. will continue to manufacture their present style of radiators, and will also make boilers and do a light foundry business.

Building Permits Issued.**MONTREAL.**

Seminary of St. Sulpice, 1,710 Notre Dame street, to erect on Hotel-de-Ville (St. Louis), two two-storey second-class houses, each forming two dwellings, dimensions 50 x 50; to cost \$3,500 each.

Chateauguay & Northern Railway Co., Montreal, to erect on Moreau and St. Catherine's streets a freight shed, dimensions 250 x 36; to cost \$5,000.

F. E. Came, Temple Building, to erect on Moreau and Ontario streets a factory, dimensions 54 x 200; to cost \$7,000.

W. & J. S. Wylie, 228 Bleury street, to erect on Berthelet street a warehouse, dimensions 45 x 105; to cost \$3,000.

Jos. Potvin, 16 Marquette, for alterations to 16 Marquette; to cost \$800.

The Montreal Brewing Co., Notre Dame and St. Timothee streets, for alterations to warehouse 10 to 20 St. Timothee street; to cost \$20,000.

The Grand Trunk Railway, for altera-

tions to shed on Mountain street; to cost \$1,500.

Sisters of Good Shepherd, 500 Sherbrooke street, for alterations to 176 Sherbrooke street; to cost \$1,500.

Art. Paquette, 600 St. Catherine, for alterations to store at 600 St. Catherine; to cost \$300.

J. A. Jacques, 821 Charvoix, for alterations to house and store on Charvoix and St. Patrick streets; to cost \$200.

TORONTO.

W. J. Hewitt, one pair semi-detached two-storey brick and wood dwellings on Langley avenue; to cost \$3,000.

W. A. Elliot, three detached stone and brick dwellings on Rose avenue; to cost \$9,000.

John Dick, one-storey brick engine and boiler house on Don Esplanade; to cost \$2,000.

Mrs. Vaux Chadwick, a two-storey brick dwelling on Poplar Plains road; to cost \$3,800.

A. C. Gibson, four detached two-storey brick and roughcast dwellings on West avenue; to cost \$5,100.

M. J. Stewart, six detached two and one-half storey brick dwellings on Walmer road; to cost \$19,000.

J. Wheller, three pairs of semi-detached two-storey brick dwellings on Victor avenue; to cost \$11,000.

E. Taylor, a two-and-one-half-storey pair of brick dwellings on Delaware avenue; to cost \$3,000.

Mr. Ausman, a two-and one-half storey brick dwelling on Albany avenue; to cost \$3,200.

MOST BEAUTIFUL IRON

is Wood's Patent-Planished charcoal sheet iron.

Many years ago, the only such iron was Russia; it isn't exactly the same.

Today 98 per cent is Wood's and 2 per cent Russia.

Quick service.

Return a whole sheet for an inch of fault.

American Sheet Steel Company, New York

Representatives for Canada

B. & S. H. Thompson & Company

53 St. Sulpice Street
Montreal

Henry Boker's "Montreal Hockey"



A Special Pattern for Experienced Players.
Made of the finest Crucible Tool Steel, carefully tempered.

FOR SALE BY LEADING WHOLESALE HOUSES.

CURRENT MARKET QUOTATIONS.

Dec. 24, 1903

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN

Latent and Flag Strains
 26 and 28-lb ingots 100 lb \$29.50 \$30.50

TINPLATES

Charcoal Plates Bright

M.E.S. equal to Bradley	Per box
1 C. usual sizes	\$6.50
1 X N	8.00
1 X N	9.50

Famous, equal to Bradley	Per box
1 C.	6.75
1 X N	8.25
1 X N	9.75

Raven and Vulture Grades	Per box
1 C. usual sizes	4.50
1 X N	5.50
1 X N	6.50
1 X N	7.50

"Dominion Crown Best Coated Tinned	Per box
1 C.	5.50
1 X N	6.50
1 X N	7.50

"Allways Best Standard Quality	Per box
1 C.	4.50
1 X N	5.50
1 X N	6.50

Coke Plates Bright

Bessemer Steel	Per box
1 C. usual sizes 14x20	3.50
1 C. special sizes, case	3.50
20x28	7.75

Charcoal Plates Tempe

Dean or J. G. Grade	Per box
1 C. 20x28 112 sheets	6.75
1 X N. Tempe Tin	10.50

Charcoal Tin Boiler Plates

Cooking Grade	Per box
1 X N 14x20 50 sheets box	1.00
14x20	1.00
14x20	1.00

Tinned Sheets

72x50 in to 24 gauge	Per box
25	7.50
25	8.00

IRON AND STEEL

Common bar, per 100 lb	2.00
Refined	2.40
Hemphill bar	2.40
Hempstead bar	2.50
Single shoe steel	2.10
Tire steel	2.30
Round machinery	3.00
Round steel	2.85
T. Fresh Cut, round steel, per lb	0.12
Marion's tool steel	0.14
Black Diamond and P.C.C. tool steel	0.12
Chas. Leonard's tool steel	0.10
Jonas & Colvins tool steel	0.10
Drill steel, per lb	0.08
Russell Iron	0.11
Imitation Iron Crown	0.06

STEEL BOILER PLATE

2 in	2.50	2.60
3 in	2.60	2.70
4 in and thicker	2.50	2.60

RABBIT METAL

"Tandem," A	per lb.	0.27
"B	"	0.21
"C	"	0.11
Frictionless Metal	"	0.23

Syracuse Smelting Works:		
Aluminum, genuine	0.45	
Government, "	0.44	
Tough, "	0.40	
Hard, "	0.40	
Dynamo	0.30	
Special	0.25	
Harmony	0.22	
Car Box	0.20	
Extra	0.15	

The Canada Metal Co.:		
Imperial, genuine	0.40	
Metallic	0.30	
Heracles	0.20	
Star	0.15	
No 1	0.12	
No 2	0.10	
No 3	0.06	
No 4	0.05	

Geo. Langwell & Son		
No 1	0.08	
No 2	0.07	
No 3	0.05	
Extra	0.09	

BLACK SHEETS

	Montreal	Toronto
10 and 16 gauge	2.25	2.55
18 gauge	2.30	2.60
20	2.30	2.60
22 to 24 gauge	2.35	2.70
26	2.40	2.80
28	2.40	2.90

COPPER WIRE

Discount, 50 per cent.

CANADA PLATES

Ordinary	2.65
All bright	3.50
Galvanized Canada Plates	

18x24x52	4.25	4.35
60	4.50	4.60
20x28x80	8.50	8.70
94	9.00	9.20

GALVANIZED SHEETS

Flouride-Lis Comet Bell	Queen's Head
16 gauge	3.65
18 to 24 gauge	3.75
20	4.00
22	4.25
24	4.45
American boards, \$4.40 for 28 gauge less than case lots 10 to 15c. extra.	

CHAIN

Proof coil, 3 1/2 in., per 100 lb	6.16
" 1 1/2	4.70
" 1 1/4	4.60
" 1 1/2	3.80
" 1 1/4	3.70
" 1 1/2	3.55
" 1 1/4	3.35
" 1 1/2	3.30

Halter, kennel and post chains, 40 to 40 and 5 percent.	
Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.
Jack chain, iron, single and double, discount 35 p.c.	
Jack chain, brass, single and double, discount 40 p.c.	

COPPER

	Ingot	Per 100 lb.
Casting	13.50	14.00

Bars.		
Cut lengths, round, 1/2 to 1 in.	23.00	25.00
" round and square, 1 to 2 inches	23.00	25.00

Sheet.		
Plain, 16 oz., 14x48 and 14x60	20.00	
Plain, 14 oz.	21.00	
Tinned copper sheet	24.00	
Planished	32.00	

Braziers (in sheets).		
4x6 ft., 25 to 30 lb. each, per lb.	0.22	
" 35 to 45	0.21	
" 50-lb. and above	0.20	

BOILER AND T.K. PITTS.		
Plain tinned, per lb	0.28	
Spun, per lb.	0.32	

BRASS.		
Rod and Sheet, 14 to 30 gauge, 15 per cent		
Sheets, hard-rolled, 2x4	0.23	
Tubing, base, per lb.	0.23	

ZINC SPELTER.		
Foreign, per 100 lb	6.00	6.25
Domestic		

ZINC SHEET.		
5-cwt. casks	6.15	6.50
Part casks	6.50	7.00

LEAD.		
Imported Pig, per 100 lb.	3.20	3.30
Bar, per lb.	0.05	
Sheets, 25 lb. sq. ft., by roll	0.06	
Sheets, 3 to 6 lb.	0.06	

NOTE. Cut sheets 1c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 35 p.c. list f.o.b. Toronto.

NOTE. Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

ANTIMONY.		
Cookson's	per lb.	7.50 8.00

SHOT.
 Common, \$6.50 per 100 lb.; chilled, \$7.00 per 100 lb.; buck, seal and ball, \$7.50. Discount, 17 1/2 p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

PLUMBING GOODS.

BATH TUBS.

Zinc 6.00
 Copper, discount 20 per cent. off revised list.

BATHS.

Standard Enameled	
5 1/2 ft. rolled rim, 1st quality	23.00
5 1/2 " " 2nd	20.00

CLOSETS.

Plain York or Ontario Syphon Jet	\$9.60
Emb.	10.20
Fittings	1.00
Plain Simplex Syphon Jet	9.00
Emb.	7.50
Fittings	1.25
Low Down Elgin or Teutonic, plain	6.00
Low	6.50
Plain Richelieu	4.25
Emb.	4.50
Connections	1.25
Closet connection	1.25
Basins, P.O., 14 in.	0.63
Basins, oval, 12 x 14 in.	1.50
Basins, 19 x 15 in.	2.00

IRON PIPE

Black pipe	Per 100 feet.
1/2 inch	3.25
3/4 "	2.30
1 "	2.55
1 1/4 "	2.85
1 1/2 "	3.65
2 "	5.20
2 1/2 "	7.35
3 "	8.35
3 1/2 "	12.55
4 "	17.25
4 1/2 "	22.75
5 "	28.75
5 1/2 "	35.25
6 "	41.00
6 1/2 "	44.00
7 "	57.50

Galvanized pipe—		
1 inch	3.20	
1 1/4 "	3.45	
1 1/2 "	3.90	
2 "	5.00	
2 1/2 "	7.20	
3 "	10.05	
3 1/2 "	12.20	
4 "	16.85	

Malleable Fittings—Discount 15 p.c.
 Cast Iron Fittings—

On unions, 55 per cent.; on nipples, 60 per cent.; headers and flanged unions, 52 1/2 per cent.; bushings, plugs and other than standard 57 1/2 per cent.

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 per cent.
 Cushion work, discount 50 per cent.
 Fuller work, discount 65 per cent.
 6 dozen lots and over of the above, extra discount 10 per cent.

Lever handle Stops and Waste, discount 60 per cent. With, in lots of 2 dozen and over an extra discount of 10 per cent.

Globe, Angle and Check Valves, discount 55 per cent.
 Standard Globe, Angle and Check Valves, discount 60 per cent.
 Radiator Valves discount 55 per cent.
 Standard Radiator Valves, discount 60 per cent.

Patent Quick-Opening Valves, discount 65 per cent.
 No. 1 compression bath cock, net 2.00
 No. 4 " " " 2.00
 No. 7 Fuller's " " 2.20
 No. 4 1/2 " " 2.35

Patent Compression Cushion, basin cock, hot and cold, per doz. 15.00
 Patent Compression Cushion, bath cock, No. 2208, 2.25
 Square head brass cocks, discount 55 per cent. iron " 50 to 60

Competition Globe, Angle and Check Valve discount 70 per cent.
 Thompson Smoke-test Machine \$25.00

RANGE BOILERS.

Dominion, 30 gallon	net 5.50
" 35 "	6.50
" 40 "	7.50
Ronald's Galvanized, 30 gallon, "	7.40
" 35 " "	8.40
" 40 " "	9.60
Copper, 30 gallon	22.00
" 35 " "	24.00
" 40 " "	28.00

SOIL PIPE AND FITTINGS.

Light soil pipe, discount, 50 and 10 per cent. fittings, discount 50 and 10 p.c.
 Med. and Extra heavy pipe and fittings, dis. 35 and 5 per cent.
 7 and 8 in. pipe, discount 40 and 5 per cent.

SOLDER.

	Per lb.
Bar, half-and-half, guaranteed	0.19
Bar, half-and-half, commercial	0.18
Refined	0.18
Wiping	0.17

PAINTS AND OILS.

BLUESTONE.

Casks, for spraying	5.50
100-lb. lots do per lb.	0.08

COLORS IN OIL.

25-lb. tins, Standard Quality.

Venetian red, per lb.	0.03	0.05
Chrome yellow	0.12	0.14
Golden ochre	0.07	0.10
French	0.06	
Mauve black	0.04	
Chrome green	0.10	
French Imperial green	0.14	
Signwriters' black	0.16	
Umber	0.04	0.06
Sienna	0.04	0.07

JOSEPH RODGERS & SONS

SHEFFIELD, ENGLAND.

Limited

Each blade of our Goods bears the exact mark here represented.

JAMES HUTTON & CO., MONTREAL

SOLE AGENTS
IN CANADA.



COLORS, DRY.	
Common ochre, bbls.	1 15
Yellow ochre (J.F.L.S.) bbls.	2 00
Brussels ochre.	2 00
Venetian red, bbl.	1 50
English oxides, per cwt.	3 00
American oxides, bbls.	1 25
Canadian oxides, bbls.	1 25
Pure magnetic oxides, 93 p.c.	2 00
Burnt sienna, pure, per lb.	0 10
Raw umber.	0 08
Drop black, pure	0 10
Chrome yellow, pure	0 18
Chrome greens, pure per lb.	0 09
Golden ochre	0 03
Ultramarine blue, in 28-lb. boxes, per lb.	0 06
Fire proof mineral, per 100 lb.	1 00
Genuine Eng. Litharge, per lb.	0 07
Mortar color, per 100 lb.	1 25
Pure Indian red, No. 45, lb.	0 08
Whiting (common), bbl.	0 55
English vermilion in 30-lb. bgs.	0 85

CASTOR OIL.	
British, 1st. qual. in cases, per lb.	0 08½
small lots	0 10

COD OIL, ETC.	
Cod oil, per gal.	0 50
Pure olive.	1 40
neatsfoot	0 90

WHITE LEAD.	
Pure.	4 75
No. 1.	4 50
No. 2.	4 25
No. 3.	3 75
No. 4.	3 50
Munro's Select Flake White.	4 75
Elephant and Decorators' Pure	4 75
Brandram's Genuine	
Decorative.	
No. 1.	
"Monarch" brand	
Decorator's Pure	4 75
Sterling Pure	5 00
Island City Pure	5 00
Essex Genuine	5 25
Ramsay's Pure Lead	4 75
Ramsay's Exterior	4 50

RED LEAD.	
Genuine, 560 lb. casks, per cwt.	\$4 75
Genuine, 100 lb. kegs.	5 25
No. 1, 560 lb. casks, per cwt.	4 00
No. 1, 100 lb. kegs, per cwt.	4 25

WHITE ZINC.	
Extra Red Seal	0 06
No. 1	0 05½
No. 2	0 05

DRY WHITE LEAD.	
Pure, casks	
Pure, kegs	
No. 1, casks	
No. 1, kegs	

PREPARED PAINTS.	
In ½, 1 and 1-gallon tins.	
Pure, per gallon	1 20
Second qualities, per gallon	1 00
Barn (in bbls.)	0 60
The Sherwin-Williams paints	
Canada Paint Co.'s pure	1 25
Toronto Lead & Color Co.'s pure	1 25
Sanderson Peary's pure	1 20
Standard Co.'s "New Era"	1 30
"Globe" barn	60
Francis-Frost Co.'s "Ark" B'd	1 25
British Navy deck	1 50
Henderson & Potts's "Anchor"	1 35
Globe Paint Co.'s mixed	1 30
barn and bridge	0 75
Ramsay's paints, Pure, per gal.	1 20
Thistle	1 00
Outside, bbls	0 55
Island City House Paint	1 25
Floor	1 25
National	1 05

PUTTY.	
Bulk in bbls.	1 70
Bulk in less quantity	1 95
Bladders in bbls.	2 00
Bladders in kegs, boxes or loose.	2 25
25-lb. tins.	2 25
12½ lb. tins.	2 50
Bladders in bulk or tins less than 100 lb.	2 50

VARNISHES.	
In 5-gal. lots.	Per gal. Net.
Carriage, No. 1	1 50 1 60
Pale durable body.	4 10 4 25
"rubbing	2 85 3 20
Gold size, japan.	1 50 1 60
No. 1 brown japan.	0 85 0 90
Elastic oak	1 50
Furniture, extra.	1 10 1 25
No. 1.	0 90 1 00
Hard oil finish.	1 35 1 50
Light oil finish.	1 60 1 70
Shellac, white	1 75 2 00
"orange	2 30 2 40
Turpentine, brown japan	1 10 1 20
black japan	1 10 1 20
No. 1.	0 85 0 90
Elastilite varnish, 1 gal. can, each.	2 00
Granitine floor finish, per gal.	2 75
Maple Leaf coach enamels; size 1, \$1.20; size 2, 70c.; size 3, 40c. each.	
Sherwin-Williams' kopal varnish, assorted case, from 1 gal., \$2.50.	

GLUE.	
Common	0 08
French metal.	0 10
White, extra	0 18
Gelatine	0 18
Strip	0 18
Coopers	0 19
Huttner	
Ground	0 12
Cologne, genuine	0 16

HARDWARE.

AMMUNITION.

Cartridges.	
B. B. Caps Dominion, 50 and 5 per cent.	
Rim Fire Pistol, discount 40 p.c., American.	
Rim Fire Cartridges, Dominion, 50 and 5 p.c.	
Central Fire Pistol and Rifle, 10 p.c., Amer.	
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.	
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent.	
Central Fire, Military and Sporting, American, add 5 per cent. to list. B.B. Caps, discount 40 per cent., American.	
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 per cent. advance on list.	
Brass Shot Shells, 55 per cent.	
Primers, Dom., 30 per cent.; American, \$1.50.	

Wads.	
per lb.	
Best thick white felt wadding, in ½-lb. bags	\$ 00
Best thick brown or grey felt wads, in ½-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES.	
Discount 20 per cent.	
ANVILS.	
Wright's, 80-lb. and over.	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½

AUGERS.	
Gilmour's, discount 65 and 5 per cent. off list.	

AXES.	
Chopping Axes	
Single bit, per doz.	7 00 10 00
Double bit, " "	10 00 18 00
Bench Axes, 40 per cent.	
Broad Axes, 25 per cent.	
Hunters' Axes.	5 50 6 00
Boys' Axes	6 25 7 00
Splitting Axes	7 00 12 00
Handled Axes	7 50 10 00

AXLE GREASE.	
Ordinary, per gross	5 75 6 00
Best quality	13 00 15 00

BELLS.	
Hand.	
Brass, 60 per cent.	
Nickel, 55 per cent.	

Cow.	
American make, discount 63½ per cent.	
Canadian, discount 45 and 50 per cent.	

Door.	
Gongs, Sargent's	5 50 8 00
"Peterboro", discount 46 per cent.	
Farm.	
American, each	1 25 3 00

House.	
American, per lb.	0 35 0 40

BELLOWS.	
Hand, per doz.	3 35 4 75
Moulders, per doz.	7 50 10 00
Blacksmiths', discount 10 per cent.	

BELTING.	
Extra, 60 per cent.	
Standard, 60 and 10 per cent.	
No. 1, not wider than 6 in., 60, 10 and 10 per cent.	
Agricultural, not wider than 4 in., 75 per cent.	

BITS.	
Auger.	
Gilmour's, discount 60 and 5 per cent.	
Rockford, discount 50 and 10 per cent.	
Jennings' Gen., net list.	

Car.	
Gilmour's, 47½ to 50 per cent.	
Expansive.	
Clark's, 40 per cent.	

Gimlet.	
Clark's, per doz.	0 65 0 90
Diamond, Shell, per doz.	1 00 1 50
Nail and Spike, per gross	2 25 5 20

BLIND AND RED STAPLES.	
All sizes, per lb.	0 07½ 0 12

BOLTS AND NUTS	
Per cent.	
Carriage Bolts, common (\$1 list)	
" 3-16 and ½"	60
" 3-16 and ¾"	55 and 5
" 7-16 and up	55
" full sq. (\$2.40 list)	60
" Norway Iron (\$3 list)	60

Machine Bolts, all sizes, ½ and less	
Machine Bolts, 7-16 and up.	55 and 5
Plough Bolts	55 and 5
Blank Bolts	55 and 5
Bolt Ends	55 and 5
Sleigh Shoe Bolts.	70
Coach Screws, cone point.	70
Nuts, square, all sizes, 4c. per lb. off.	
Nuts, hexagon, all sizes, 4c. per lb. off.	
Stove Rods, per lb., 5½ to 6c.	

BOOT CALKS.	
Small and medium, ball	per M. 4 25
Small heel	4 50

BRIGHT WIRE GOODS.	
Discount 62½ per cent.	

BROILERS.	
Light, discount 65 to 67½ per cent.	
Reversible, discount 65 to 67½ per cent.	
Vegetable, per doz., discount 37½ per cent.	
Henis, No. 8	6 00
Henis, No. 9	7 00
Queen City	7 50

BUTCHERS' CLEAVERS.	
German	per doz. 6 00 11 00
American	" 12 00 20 00

BUTCHER KNIVES.	
Bailey's	per doz. 0 60 6 30

BUILDING PAPER, ETC.	
Tarred Felt, per 100 lb.	1 85
Ready roofing, 2-ply, not under 45 lb.	
Ready roofing, 3-ply, not under 65 lb., per roll	1 15
Carpet Felt	per ton 45 00
Heavy Straw Sheathing	per ton 35 00
Dry Sheathing	per roll, 400 sq. ft. 0 40
Tar	" 400 " 0 50
Dry Fibre	" 400 " 0 55
Tarred Fibre	" 400 " 0 65
O. K. & I. X. L.	" 400 " 0 70
Resin-sized	" 400 " 0 45
Oiled Sheathing	" 400 " 1 00
Roof Coating, in barrels	per gal. 0 17
Roof " small packages	0 25
Refined Tar	per barrel 5 00
Coal Tar	" 4 00
Coal Tar, less than barrels	per gal. 0 15
Roofing Pitch	per 100 lb. 1 10

BULL RINGS.	
Copper, \$2.00 for 2½-inch, and \$1.90 for 2-inch.	

BUTTS.	
Wrought Brass, net revised list.	
Cast Iron.	
Loose Pin, discount 60 per cent.	

Wrought Steel.	
Fast Joint, discount 65, 10 and 2½ per cent.	
Loose Pin, discount 65, 10 and 2½ per cent.	
Berlin Bronzed, discount 70, 70 and 5 per cent.	
Gen. B. ronzed	per pair 0 40 0 65

CARPET STRETCHERS.	
American	per doz. 1 00 1 50
Bullard's	" 6 50

CASTORS.	
Bed, new list, discount 55 to 57½ per cent.	
Plate, discount 52½ to 57½ per cent.	

CATTLE LEADERS.	
Nos. 31 and 32	per gross 8 50 9 50

CHALK.	
Carpenters' Colored, per gross	0 45 0 75
White lump	per cwt. 0 60 0 65
Red	0 05 0 08
Crayon	per gross 0 14 0 18

CHISELS.	
Socket, Framing and Firmer.	
Broad's, discount 60 and 10 per cent.	
Warnock's, discount 50 and 10 per cent.	
P. S. & W. Extra, discount 60 and 10 per cent.	

CHURN	
Revolving Churns, metal frames—No. 0, \$3	
No. 1, \$8.50; No. 2, \$9.00; No. 3, \$10.00	
No. 4, \$12.00; No. 5, \$16.00 each. Ditto	
wood frames, 20c. each less than the above	
Discounts: Factories, 30 and 30 per cent	
f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. Terms 4 months or 3 per cent. cash in 30 days.	
Churn frames, including bearings, levers, etc.	
Nos. 0, 1, 2 and 3, wood, \$2.40; and 4 and 5, \$2.85. Metal frames, 25c. extra. Discount 15 per cent., net 30 days.	

CLIPS.	
Axle, discount 65 per cent.	

"Same Quality as Last"

These are the words used by our old customers when ordering more goods, and their meaning is easily understood.

Our Building Papers, Roofing Felts and Wire Edged Ready Roofing are made to give satisfaction to the User, and those are the kind of goods the Dealer wants.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

COMPASSES, DIVIDERS, ETC.
American, discount 62½ to 65 per cent.

CONDUCTOR PIPE.
Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	"	4 00
4 "	"	5 25
5 "	"	6 75
6 "	"	9 00

CRADLES, GRAIN.

Canadian, discount 20 to 25 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 17½
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod (15 p.c.), per doz.	2 00
Coil	0 88 1 60
English	2 00 4 00

DRAW KNIVES.

Coach and Waggon, discount 50 and 10 per cent.
Carpenters' discount 60 and 10 per cent.

DRILLS.

Hand and Breast.
Millar's Falls, per doz., net list.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch per 100 ft. | 10 |

ELBOWS (stovepipe.)

and 6-inch, common	per doz.	1 20
7-inch	"	1 35
Polished, 15c. per dozen extra.		

ESCUTCHEONS.

Discount 40 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10	per cent.
Arcade	70 " 10	"
Kearney & Foot	70 " 10	"
Diamond	70 " 10	"
American	70 " 10	"
J. Barton Smith	70 " 10	"
McClellan	70 " 10	"
Eagle	70 " 10	"
Nicholson, 60 and 10 to 60, 10 and 5		"
Royal	80	"
Globe	70 to 75	"
Black Diamond, 60 and 10 to 60, 10 and 5 per cent.		"
Jowitt's, English list, 25 to 27½ per cent.		"
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to \$1.50		"

GLASS.

Window. Box Price.

Size United Inches.	Per 50 ft.	Per 100 ft.	D. Diamond Per 50 ft.	Per 100 ft.
Under 28	3 10	6 75		
28 to 40	3 30	7 25		
41 to 50	3 70	8 75		
51 to 60	4 00	10 00		
61 to 70	5 00	11 50		
71 to 80	5 30	12 50		
81 to 85		14 00		
86 to 90		16 50		
91 to 95		18 00		
96 to 100		20 00		

A discount of 25 per cent. is offered on "Double Diamond."

GAUGES.

Marking, Mortise, Etc.

Stanley's, discount 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33 each | 1 65 | 2 40 |

HALTERS.

Rope, ½-inch	per gross	9 00
Rope, ¾-inch	"	14 00
Rope, 1-inch	"	3 87½ 4 00
Leather, 1-inch	"	5 15 5 20
Web	"	1 87 2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.

Tack.

Magnetic per doz. | 1 10 | 1 20 |

Sledge.

Canadian per lb. | 0 07½ | 0 08½ |

Ball Pean.

English and Canadian, per lb. 0 22 | 0 25 |

HANDLES.

Axe, 2nd growth, per doz. net 3 00 | 4 00 |

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American per doz. | 1 00 | 1 25 |

Plane.

American per gross | 3 15 | 3 75 |

Hammer and Hatchet.

Canadian, discount 40 per cent.

Cross-Cut Saws.

Canadian per pair | 0 13½ |

HANGERS.

Steel barn door 5 85 | 6 00 |

Stearns, 4-inch 5 00 |

" 5-inch 6 50 |

Lane's covered—

No. 11, 5-foot run 8 40 |

No. 11½, 10-foot run 10 80 |

No. 12, 10-foot run 12 60 |

No. 14, 15-foot run 21 00 |

Lane's O.N.T. track, per foot 0 04½ |

HARVEST TOOLS.

Discount 60 per cent.

HATCHETS.

Canadian, discount 40 to 42½ per cent.

HAT ENAMEL.

Hen derson & Potts' "Anchor Brand"

HINGES.

Blind, Parker's, discount 16½ per cent.

Heavy T and strap, 4-in., per lb. 0 06½ |

" 5-in., " 0 06½ |

" 6-in., " 0 06½ |

" 8-in., " 0 05½ |

" 10-in., " 0 05½ |

Light T and strap, discount 65 and 5 per cent.

Screw hook and hinge—

6 to 10 in. per 100 lb. 4 50 |

12 in. up 3 25 |

Spring per gross pairs | 12 00 |

HOES.

Garden, Mortar, etc., discount 60 per cent.

Planter per doz. | 4 00 | 4 50 |

HOLLOW WARE.

Discount 45 and 5 per cent.

HOOKS.

Cast Iron.

Bird cage per doz. | 0 50 | 1 10 |

Clothes line " | 0 27 | 0 63 |

Harness " | 0 72 | 0 88 |

Hat and coat per gross | 1 00 | 3 00 |

Chandelier per doz. | 0 50 | 1 00 |

Wrought Iron.

Wrought hooks and staples Canadian discount 47½ per cent.

Wire.

Hat and coat, discount 45 per cent.

Belt per 1,000 | 0 60 |

Screw, bright, discount 55 per cent.

HORSE NAILS.

"C" brand, 40, 10 and 7½ per cent. off list

"M" brand, 55, per cent.

Countersunk, 55 per cent.

"Monarch," 50 and 7½ per cent.

"Peerless," 50 per cent. dis.

HORSESHOES.

Iron Shoes.

Light, medium and heavy 3 65 | 3 90 |

Snow shoes 3 90 | 4 15 |

Steel Shoes.

XL, sizes 1 to 5 5 35 |

Light, No. 2 and larger 3 80 |

No. 1 and smaller 4 05 |

Featherweight, all sizes 0 to 4 5 35 |

Toeweight, all sizes 1 to 4 6 60 |

JAPANNED WARE.

Discount and 5 per cent. off list, June 1899

ICE PICKS.

Star per doz. | 00 | 3 25 |

KETTLES.

Brass spun 7½ per cent. discount off new list.

Copper per lb. | 0 30 | 0 50 |

American, 60 and 10 to 65 and 5 per cent.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent.

Cabinet, trunk and padlock.

American per gross | 0 60 |

KNOBBS.

Door, japanned and N.P., per

doz. 1 50 | 2 50 |

Bronze, Berlin per doz. | 2 75 | 3 25 |

Bronze, Genuine " | 6 00 | 9 00 |

Shutter, porcelain, F. & L.

screw per gross | 1 30 | 4 00 |

White door knobs per doz. | 1 00 |

Net prices.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast per doz. | 7 00 |

No. 3, "Wright's" " | 8 50 |

Ordinary, with O burner " | 4 00 |

Dashboard, cold blast " | 9 00 |

No. 0 " | 5 75 |

Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.

Porcelain lined per doz. | 2 20 | 5 60 |

Galvanized " | 1 87 | 3 85 |

King, wood " | 2 75 | 2 90 |

King, glass " | 4 00 | 4 50 |

All glass " | 0 50 | 0 90 |

LINES.

Fish per gross | 1 05 | 2 50 |

Chalk " | 1 90 | 7 40 |

LAWN MOWERS.

Woodyatt, 12-in. wheel 7 50 |

Star 5 50 |

Daisy (net) | 2 45 |

Philadelphia, 12-in. wheel 6 50 |

Ontario 14 25 |

Discount, 50 per cent.

Maxwell & Sons:

10½-in. high wheel 7 50 | 10 00 |

9-in. 5 50 | 6 25 |

8-in. 49 0 | 5 50 |

Discount 50 per cent.

LOCKS.

Canadian, 40 to 40 and 10 per cent.

Russell & Erwin per doz. | 3 00 | 3 25 |

Cabinet.

Eagle, discount 30 per cent.

Padlocks.

English and Am. per doz. 0 50 | 6 00 |

Eagle, discount 20 to 25 per cent.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 per cent.

Round head, discount 20 per cent.

MALLETS.

Tinsmiths' per doz. | 1 25 | 1 50 |

Carpenters' hickory, " " | 1 25 | 3 75 |

Lignum Vitae " | 3 85 | 5 00 |

Caulking, each " | 0 60 | 2 00 |

MATTOCKS.

Canadian per doz. | 5 50 | 6 50 |

MEAT CUTTERS.

American, discount 33½ per cent.

German, 15 per cent.

Gem each | 1 15 |

MILK CAN TRIMMINGS.

Discount 25 per cent.

NAILS.

2d and 3d Cut. | 3 45 | 3 45 |

3d " | 3 10 | 3 12 |

4 and 5d " | 2 85 | 2 95 |

6 and 7d " | 2 75 | 2 80 |

U. M. C. AMMUNITION

for big game shooting is half sold before it is offered by the retailer. This is due to the long-standing reputation and the thorough advertising behind it.

U. M. C. IS EASY TO SELL.

NEW CATALOGUE.

The Union Metallic Cartridge Co.

AGENCY, 313 BROADWAY, N.Y.

FACTORY, BRIDGEPORT, CONN.

DEPOT, SAN FRANCISCO, CAL.

PLANE IRONS.		SAP SPOUTS.		STAPLES.		ENAMELLED WARE.	
English.....per doz.	2 00 5 00	Bronzed iron with hooks....per 1,000	9 50	Galvanized.....	3 00	White, Princess, Turquoise, Blue and White	
PLIERS AND NIPPERS.		SAWS.		Plain.....	2 80	discount 50 per cent.....	
Button's genuine, per doz. pairs, discount		Hand, Disston's, discount 12½ per cent.		Coopers', discount 45 per cent.		Diamond, Famous, Premier, discount 50 and	
37½ to 40 per cent.		S. & D., discount 40 per cent.		Poultry netting staples, discount 40 per cent.		10 per cent.....	
Button's imitation.....per doz.	5 00 9 00	Crosscut, Disston's....per foot	0 35 0 55	STOCKS AND DIES.		Granite or Pearl, Imperial, Crescent, discount	
German.....	0 60 60	S. & D., discount 35 per cent. on Nos. 2 and 3.		American discount 25 per cent.		50, 10 and 10 per cent.	
PRESSED SPIKES.		Hack, complete.....each	0 75 2 75	STONE.		WIRE.	
Discount 20 per cent.		" frame only.....	0	Washita.....per lb.	0 28 0 60	No. 0-9 gauge.....	\$2 50
PULLEYS.		SASH WEIGHTS.		Hindustan.....	0 06 0 07	Smooth Steel Wire.....	
Hothouse.....per doz.	0 55 1 00	Sectional.....per 100 lb.	2 25	Labrador slip.....	0 09 0 09	10 ".....	6c. extra.
Axle.....	0 22 0 33	Solid.....	1 75	Turkey.....	0 15 0 15	11 ".....	12c. "
Screw.....	0 27 1 00	SASH CORD.		" Axe.....	0 50 0 50	12 ".....	20c. "
Awning.....	0 35 2 50	Per lb.....	0 22 0 25	Arkansas.....	1 50 1 50	13 ".....	30c. "
PUMPS.		SAW SETS.		Water-of-Ayr.....	0 10 0 10	14 ".....	40c. "
Canadian cistern.....	1 80 3 60	Lincoln and Whiting.....	4 75	Scythe.....per gross	3 50 5 00	15 ".....	55c. "
Canadian pitcher spout.....	1 40 2 10	Hand Sets, No. 1 Woodyatt (Morrill) 4 25		Grind, 2-in., 40 to 200 lb., per ton	25 00	16 ".....	70c. "
PUNCHES.		X-Cut Sets, No. 3 Woodyatt (Morrill) 9 50		" under 40 lb., "	28 00	Add 60c. for coppering and \$2 for tinning.	
Saddler's.....per doz.	1 00 1 85	SCALES.		" under 2 in. thick, "	29 00	Extra net per 100 lb.—Oiled wire 10c.,	
Conductor's.....	9 00 15 00	Gurney Standard, 40 per cent.		STOVEPIPES.		spring wire \$1.25, special hay baling wire 30c.,	
Finners', solid.....per set	0 72	Gurney Champion, 50 per cent.		5 and 6 inch, per 100 lengths.....	7 00	best steel wire 75c., bright soft drawn 15c.,	
" hollow.....per inch	1 00	Burrow, Stewart & Milne—		7 inch.....	7 50	charcoal (extra quality) \$1.25, packed in casks	
RAKES.		Imperial Standard, discount 40 per cent.		ENAMELINE STOVE POLISH.		or cases 15c., bagging and papering 10c., 50	
Wood.....per doz. net	1 20 up.	Weight Beams, discount 35 per cent.		No. 4, 3 doz. in case, net cash.....	4 80	and 100-lb. bundles 10c., in 25-lb. bundles	
RAZORS.		Champion Scales, discount 50 per cent.		No. 6, 3 doz. in ase.....	8 40	15c., in 5 and 10-lb. bundles 25c., in 1-lb.	
Elliot's.....	4 00 18 00	Fairbanks standard, discount 35 per cent.		TACKS, BRADS, ETC.		hanks, 50c., in ½-lb. hanks 75c., in ¼-lb.	
Geo. Butler's & Co.'s.....	4 00 18 00	" Dominion, discount 55 per cent.		Carpet tacks, blue.....	80 and 15	hanks \$1.	
Boker's.....	7 50 11 00	" Richelieu, discount 55 per cent.		" " tinned.....	80 and 20	Fine Steel Wire, discount 25 per cent.	
" King Cutter.....	12 50 15 00	Warren's new Standard, discount 40 per cent.		" " (in kegs).....	40	List of extras: In 100-lb. lots: No. 17,	
Wade & Butcher's.....	7 00 12 00	" Champion, discount 50 per cent.		Cut tacks, blue, in dozens only	80	\$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65—	
Thiele & Quack's.....	3 60 10 00	" Weightbeams, discount 35 per cent.		" ½ weights.....	60	No. 21, \$7—No. 22, \$7.30—No. 23, \$7.65—	
Bailey's.....	6 00 12 00	SCREW DRIVERS.		Swedes cut tacks, blue and tinned—	80 and 10	24, \$8—No. 25, \$9—No. 26, \$9.50—No. 27,	
Bailey's Brantford.....	10 00 11 00	Sargent's.....per doz.	0 65 1 00	In bulk.....	80 and 10	\$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—	
Carbo Magnetic.....	15 00	SCREEN DOORS.		In dozens.....	75	No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34,	
Griffon Barber's Favorite.....	10 75	Common doors, 2 or 3 panel, walnut		Swedes, upholsterers', bulk.....	85, 12½ and 12½	\$17. Extras net—tinned wire, Nos. 17-25,	
Griffon No. 65.....	13 00	stained, 4-in. style.....per doz.	6 80	brush, blue and tinned	70	\$2—Nos. 26-31, \$4—Nos. 32-34, \$5. Coppered,	
Griffon Safety Razors.....	13 50	Common doors, 2 or 3 panel, yellow and		bulk.....	70	5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5	
Griffon Stropping Machines.....	23 50	green stained, 4-in. style.....per doz.	7 00	Swedes, gimps, blue, tinned and	75 and 12½	and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.	
Lewis Bros. "Klean Kutter" 8 50 10 50		Common doors, 2 or 3 panel, in natural		Japaned.....	35	—in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—	
REGISTERS.		colors, oil finish.....per doz.	8 15	Zinc tacks.....	35	packed in casks or cases, 15c.—bagging or	
Discount 40 per cent.		3-in. style 20c. per dozen less.		Leather carpet tacks.....	55	papering, 10c.	
RIVETS AND BURRS.		SCREWS.		Copper tacks.....	50	Brass wire, discount 60 per cent. off the list.	
Iron Rivets, black and tinned, discount 60 and		Wood, F. H., bright and steel, discount 87½		Copper nails.....	52½	Copper wire, discount 60 per cent. net cash	
10 per cent.		per cent.		Trunk nails, black.....	65 and 5	30 days, f.o.b. factory.	
Iron Burrs, discount 55 per cent.		Wood, R. H., bright, dis. 82½ per cent.		Trunk nails, tinned.....	65 and 10	Galvanized wire, per 100 lb.—Nos. 4 and 5,	
Extras on Iron Rivets in ½-lb. cartons, 1c.		" F. H., brass, dis. 80 per cent.		Clout nails, blue.....	65 and 5	\$3.70 to \$3.70—Nos. 6, 7, 8, \$3.15 to \$3.15	
per lb.		" R. H., " dis. 75 per cent.		Chair nails.....	35	—No. 9, \$2.55—No. 10, \$3.20 to \$3.20	
Extras on Iron Rivets in ¼-lb. cartons, 1c.		" F. H., bronze, dis. 75 per cent.		Fine finishing.....	40	—No. 11, \$3.25 to \$3.25—No. 12, \$2.65	
per lb.		" R. H., " dis. 70 per cent.		Lining tacks, in papers.....	10	—No. 13, \$2.75—No. 14, \$3.75 to \$3.75—	
Copper Rivets, with usual proportion burrs, 45		Drive Screws, dis. 87½ per cent.		" " solid heads, in bulk	15	No. 15, \$4.30—No. 16, \$4.30. Base sizes, Nos.	
per cent. discount. Cartons, 1c. per lb.		Bench, wood.....per doz.	3 25 4 00	Saddle nails, in papers.....	10	6 to 9, \$2.27½ f.o.b. Cleveland. In carlots	
extra, net.		iron.....	4 25 5 00	" in bulk.....	15	12c. less.	
Copper Burrs only, discount 30 and 10 per cent.		Set, case hardened, dis. 60 per cent.		Tufting buttons, 22 line, in doz-	60	Clothes Line Wire, regular 7 strand, No. 17,	
Extras on Tinned or Coppered Rivets, ¼-lb.		Square Cap, dis. 50 and 5 per cent.		ens only.....	60	\$4.65; No. 18, \$2.90; No. 19, \$2.60. Hollow	
cartons, 1c. per lb.		Hexagon Cap, dis. 45 per cent.		Zinc glaziers' points.....	90 and 10	6 strand, No. 17, \$4.30; No. 18, \$2.70; No.	
RIVET SETS.		SCYTHES.		Double pointed tacks, papers.....	40	19, \$2.35; No. 20, \$2.30, f.o.b. Hamilton,	
Canadian, discount 35 to 37½ per cent.		Per doz. net.....	6 00 9 00	" " bulk.....	90 and 10	Toronto, Montreal.	
ROPE, ETC.		SCYTHE SNATHS.		Clinch and duck rivets.....	45	WIRE FENCING.	
Steel.....	0 11½	Canadian, discount 40 per cent.		TAPE LINES.		Galvanized barb.....	2 80
Pure Manila.....	0 14½	SHEARS.		English, ass skin.....per doz.	2 75 5 00	Galvanized, plain twist.....	2 90
" British " Manila.....	0 12	Bailey Cutlery Co., full nicked, discon		English, Patent Leather.....	5 50 9 75	Galvanized barb, f.o.b. Cleveland, \$2 55½ in	
Cotton, 3-16 inch and larger.....	0 00	and 2½ per cent.		Chesterman's.....each	0 90 2 85	less than carlots, and \$2 45 in carlots.	
" 5-32 inch.....	0 00	Bailey Cutlery, Japan Handles, discount 67½		" steel.....each	0 80 8 00	COILED SPRING WIRE.	
" ¼ inch.....	0 00	per cent.		TINNERS' SNIPS.		High Carbon, No. 9.....	\$2 75
Russia Deep Sea.....	0 15	Seymour's, discount 50 and 10 per cent.		Bailey's, discount 25 per cent.		" No. 11.....	3 40
Jute.....	0 08	SHOVELS AND SPADES.		THERMOMETERS.		" No. 12.....	2 95
Lath Yarn, single.....	0 11	Canadian, discount 45 per cent.		Tin case and dairy, discount 75 to 75 and 10		WIRE CLOTH.	
" double.....	0 11½	SINKS.		per cent.		Painted Screen, per 100 sq. ft., net.....	1 50
Sisal bed cord, 48 feet.....per doz.	0 65	Cast iron, 16 x 24.....	0 85	TRAPS (steel.)		Terms, 3 per cent. off 30 days.	
" 60 feet.....	0 80	" 18 x 30.....	1 00	Game, Newhouse, discount 25 per cent.		Colored.....per lb.	0
" 72 feet.....	0 95	" 18 x 36.....	1 40	Game, H. & N., P. S. & W., 65 per cent.		White.....	0 08
RULES.		SNAPS.		Game, steel, 72½, 75 per cent.		WRENCHES.	
Boxwood, discount 55 per cent.		Harness, German, discount 25 per cent.		TROWELS.		Acme, discount 35 to 37½ per cent.	
Ivory, discount 37½ to 40 per cent.		Lock, Andrews.....	4 50 11 50	Disston's, discount 10 per cent.		Agricultural, discount 60 per cent.	
SAD IRONS.		SOLDERING IRONS.		German.....per doz.	4 75 6 00	Coe's Genuine, discount 20 to 25 per cent.	
Mrs. Potts, No. 55, polished.....per set	0 70	1, ½-lb.....per lb.	37	S. & D., discount 35 per cent.		Towers' Engineer.....each	2 00 7 00
" No. 50, nickle-plated, " 0 80		2-lb. or over.....	0 34	TWINES.		" S.....per doz.	5 80 6 00
SAND AND EMERY PAPER.		Iron, No. 493.....per doz.	2 40 2 55	Bag, Russian.....per lb.	0 27	G. & K.'s Pipe.....	3 40
B. & A. sand, discount, 40 and 5 per cent.		" No. 494.....	3 25 3 40	Wrapping, cotton, 3-ply.....	0 23	Burrell's Pipe.....each	3 00
Emery, discount 40 per cent.		Steel, discount 60 to 60 and 5 per cent.		Mattress.....per lb.	0 33 0 45	Pocket.....per doz.	0 25 2 90
Garnet (Rurton's), 5 to 10 per cent. advance		Try and Bevel, discount 50 to 52½ per cent.		Staging.....	0 27 0 35	WRINGERS.	
can list		STAMPED WARE.		VISES.		Leader.....per doz.	30 00 33 00
		Plain, discount 75 and 12½ per cent. off re-		Wright's.....	0 13½	Royal Canadian.....	24 00
		vised list.		Brook's.....	0 12½	".....	24 00
		Retinned, discount 75 per cent. off revised list.		Pipe Vise, Hinge, No. 1.....	3 50	Royal American.....	24 00
				" No. 2.....	5 50	Sampson.....	24 00
				Saw Vise.....	4 50 9 00	Lightning.....	27 00
				Columbia Hardware Co.		Terms, 4 months, or 3 per cent. 30 days.	
				Blacksmiths' (discount) 60 per cent.		WROUGHT IRON WASHERS.	
				parallel (discount) 45 per cent.		Canadian make, discount 40 per cent.	

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American Axe and Tool Co., Montreal.
Dundas Axe Works, Dundas, Ont.

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Canada Metal Co., Toronto.
Fairbanks Co., Montreal and Toronto.
Langwell's, Montreal.
Synacuse Smelting Works, Montreal.

Belting, Hose, etc.

Canadian Rubber Co., Montreal and Toronto.
Dominion Belting Co., Hamilton.
Gutta Percha and Rubber Mfg. Co., Toronto.
Pullman Mfg. Co., Rochester, N.Y.

Box Straps.

Dartnell, E. F., Montreal.
Warrington, J. N., Montreal, Que.

Brushes and Brooms.

Unitel Factories, Toronto.

Buffalo Robes.

Berlin Robe & Clothing Co., Berlin, Ont.

Carpenters' and Builders' Tools and Supplies.

Atkins, E. C., & Co., Indianapolis, Ind.
Bayl, Chas., Blackburn, Eng.
Bliss, R., Mfg. Co., Pawtucket, R.I.
Cartland, Jas., & Sons, Birmingham, Eng.
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Lewis, Rice, & Son, Toronto.
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Metallic Roofing Co., Toronto.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Ontario Tack Co., Hamilton, Ont.
Ormsby, A. B., & Co., Toronto.
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Union Mfg. Co., New Britain, Conn.

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Hallwood Cash Register Co., Toronto.

Churns.

Maxwell, David, & Sons, St. Marys.

Clippers—All Kinds.

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Cordage.

Canadian Cordage and Mfg. Co., Peterborough, Ont.
Consumers' Cordage Co., Montreal.
Edinburgh Roperie and Sailcloth Co., Montreal.
Hamilton Cotton Co., Hamilton.

Corundum.

Canada Corundum Co., Toronto.

Counter Seats.

Novelty Mfg. Co., Toronto.

Cutlery.

Bailey Cutlery Co., Brantford, Ont.
Birkett, Thos., & Son Co., Ottawa.
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Heinisch, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, James, & Co., Montreal.
Korn, Geo. W., Razor Mfg. Co., Little Valley, N.Y.
Lampough, F. W., & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Smith & Hemenway Co., New York.
Wiebusch & Hilger, New York.

Educational.

Canadian Coll. College, Toronto.
St. Margaret's College, Toronto.
Western Business College, Toronto.

Electro-Plating.

Sutherland, D., Toronto.

Engravers.

Legg Bros., Toronto.

Files and Rasps.

Barnett Co., G. & H., Philadelphia, Pa.
Nicholson File Co., Port Hope.

Financial Institutions.

Bradstreet Co.

Firearms and Ammunition.

Hamilton Rifle Co., Plymouth, Mich.
Iver Johnson's Arms and Cycle Works, Fitchburg, Mass.
Lewis Bros., & Co., Montreal.
Remington Arms Co., Ilion, N.Y.
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Food Choppers.

Bowman, John, Hardware & Coal Co., London, Ont.
Enterprise Mfg. Co., Philadelphia, Pa.
Russell & Erwin Mfg. Co., New Britain, Conn.
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Gas Lamps and Sundries.

Auer Light Co., Montreal.

Hardware Specialties.

Erie Specialty Co., Erie, Pa.

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Lewis, Rice, & Son, Toronto.

Horse Blankets and Carriage Rugs.

Guelph Waterproof Clothing Co., Guelph.
Trees, Samuel, & Co., Toronto.

Horseshoe Pads.

Canadian Rubber Co., Montreal.
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Donaldson, Robt., & Sons, Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Iron Pipe.

Page-Hersey Iron and Tube Co., Guelph.

Iron Pumps.

McDougall, R., Co., Galt, Ont.

Lanterns.

Wright, E. T., & Co., Hamilton.

Lawn Mowers.

Maxwell, David, & Sons, St. Marys Ont.
Taylor-Forbes Co., Guelph, Ont.

Ledgers and Office Stationery.

Briggs Ledger System Co., Toronto.
Hart & Riddell, Toronto.
Weese, G. A., & Son, Toronto.

Lumbermen's Supplies.

Birkett, Thos., & Son Co., Ottawa.
Lewis Bros., & Co., Montreal.

Machinery.

Canada Foundry Co., Toronto.
Crosby, G. A., & Co., Sarnia, Ont.
Dodge Mfg. Co., Toronto.
Empire Machine and Metal Stamping Co., Toronto.
Fairbanks Co., Montreal and Toronto.
Jardine, A. B., & Co., Hespeler, Ont.
Kay Electric Dynamo and Motor Co., Toronto.
Kerr Engine Co., Walkerville, Ont.
Morrow Machine Screw Co., Ingersoll, Ont.
Ontario Wind Engine and Pump Co., Toronto.

Mantels.

Batty Stove and Hardware Co., Toronto.

Manufacturers' Agent.

Gibb, Alexander, Montreal.

Metals.

American Sheet Steel Co., New York.
Booth Copper Co., Toronto.
Canada Iron Furnace Co., Midland, Ont.
Deseronto Iron Co., Deseronto, Ont.
Frankel Bros., Toronto.
Ironside, Son & Co., London, Eng.
Jackson, C. F., & Co., Vancouver, B.C.
Leslie, A. C., & Co., Montreal.
Lewis Bros., & Co., Montreal.
London Rolling Mills Co., London, Ont.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.

Peck Rolling Mills, Montreal.
Samuel, Benjamin & Co., Toronto.
Thompson, B. & S. H., & Co., Montreal.

Metal Polish, Emery Cloth, etc.

Falkner, H. F., Toronto.
Oakley, John, & Sons, London, Eng.

Milk Cans and Trimmings.

Davidson, Thos., Mfg. Co., Montreal.
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Nickel-Plated Ware.

Coltart & Cameron, Winnipeg.

Paints, Oils and Glass.

Alabastine Co., Paris, Ont.
Canada Linseed Oil Mills, Montreal.
Canada Paint Co., Montreal.
Dods, P. D., & Co., Montreal.
Globe Paint Co., Toronto.
Grant-Hamilton Oil Co., Toronto.
Henderson & Potts, Montreal and Halifax.
Hobbs Mfg. Co., London, Ont.
Jamieson, R. C., & Co., Montreal.
Lewis Bros., & Co., Montreal.
McArthur, Cornelle & Co., Montreal.
McCaskill, Dougall & Co., Montreal.
Nobles & Hoare, London, Eng.
Queen City Oil Co., Toronto.
Ramsay & Son, Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works, Windsor, Ont.
Thorne, R. E., Montreal.

Perforated Sheet Metals.

Greening, B., Wire Co., Hamilton.

Plumbers' Supplies.

Empire Mfg. Co., London, Ont.
Frankel Bros., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.

Portland Cement.

Grey and Bruce Portland Cement Co., Owen Sound.
Hanover Portland Cement Co., Hanover, Ont.
Hyde, F., & Co., Montreal.
Sun Portland Cement Co., Owen Sound.

Radiators, Furnaces, Stoves, Tinware, etc.

Adams Co., Dubuque, Iowa.
Dominion Radiator Co., Toronto, Ont.
Gurney Foundry Co., Toronto.
Kemp Mfg. Co., Toronto.
Stern, G. F., Brantford, Ont.
Telephone City Stoves, Brantford.
Western Foundry Co., Wingham.

Roofing Supplies.

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Lockery & McComb, Montreal.
Metallic Roofing Co., Toronto.
Ormsby, A. B., & Co., Toronto.
Paterson Mfg. Co., Toronto & Montreal.

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Ford & Featherstone, Hamilton.
Taylor, J. & J., Toronto.

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Fairbanks Co., Montreal and Toronto.

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Canadian Sewer Pipe Co., Hamilton.
Hyde, F., & Co., Montreal.

Shelf Boxes.

Bennett Mfg. Co., Pickering, Ont.

Shelf Brackets.

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Ontario Silver Co., Niagara Falls.
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Howland, H. S., Sons & Co., Toronto.
Lewis Bros., & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Nott, W. G., & Co., Toronto.

Sporting Goods.

Mast, J. M., Mfg. Co., Lititz, Pa.

Springs.

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Sessenwein Bros., Montreal.

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Hamilton Stamp and Stencil Works, Hamilton, Ont.

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Imperial Tea Strainer Co., Montreal.

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Wall Paper.

Stanton's Limited, Toronto.

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Coltart & Cameron, Winnipeg.
Slingsby, H. C., Montreal.

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Connor, J. H., & Son, Ottawa, Can.
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Waterproof Covers & Clothing.

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Wholesale Hardware.

Birkett, Thos., & Sons Co., Ottawa.
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Canada Hardware Co., Montreal.
Caverhill, Leamont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
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Lewis Bros., & Co., Montreal.
Lewis, Rice, & Son, Toronto.

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Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mfg. Co., Montreal and Toronto.
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Ironside, Son & Co., London, Eng.
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Walter, E. F., & Co., Montreal.

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